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Monday 1st December 2014

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## Helloworld well on track

**ONE** year on, there's a distinct optimism among Helloworld staff and consultants as the transformation of the business continues apace and the new brand gains consumer traction.

The excitement at the Helloworld Frontliners conference in Adelaide on the weekend was palpable, with many delegates saying how honoured they were to be part of the group.

CEO Elizabeth Gaines said the company is firmly focused on giving its travel agent members a competitive advantage, saying "we are creating something magical - it's pretty amazing".

Gaines highlighted key differentiators for Helloworld include the group's Customer Protection Policy, which covers

client funds in the event of agent collapse - essentially providing similar protection to the TCF.

She added consultants were clearly embracing the brand and responding favourably to new training and marketing initiatives which aim to position the agents as "experts in everywhere".

Helloworld has around 1000 members across the country - but it's not about numbers of agents, Gaines added, with the objective to boost the group's overall TTV.

Lots more from the Frontliners conference on **pages three, four and six**, and in **TD** tomorrow.

### Win an Abu Dhabi trip

**THIS** month, **Travel Daily** and the Abu Dhabi Tourism and Culture Authority are giving away a fabulous trip for two to Abu Dhabi, including return flights with Etihad Airways.

Accommodation is at the five star Shangri-La Qaryat Al Beri, with the prize also including Arabian Adventures sightseeing.

To enter, answer the daily questions, with the competition details on **page seven**.

### Today's issue of TD

**Travel Daily** today has seven pages of news, plenty of coverage from the Helloworld Frontliners conference plus full pages from: (**click**)

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## InterCon sign in WA

PERTH will become the next Australian city to feature an InterContinental property after the IHG flagship brand signed a management agreement to open in the WA capital in 2017.

The hotel's owners have moved to reposition the property from its current guise as a Rydges Hotel to a 240-room InterContinental.

Located in the Perth CBD, the property becomes the latest brand in the pipeline for Perth, joining Ritz-Carlton and Aloft.

## Sichuan eyeing OOL

CHINESE carrier Sichuan Airlines is set to launch its third route into Australia, with the Gold Coast next to join the 3U map.

According to the *Gold Coast Bulletin*, the carrier will fly to the Qld leisure tourism hub from Chengdu and Wuhan, with flights kicking off for Chinese New Year and ramping up to a full schedule midway through the year.

## Govt downplays PMC plan

FEDERAL Trade Minister Andrew Robb has moved quickly to quell uproar from the travel & tourism industry over a possible plan to significantly increase the Passenger Movement Charge.

A draft review of Customs fees released by Immigration Minister Scott Morrison included a plan to impose a system whereby pax would pay different PMC amounts depending on their destination and the cabin class booked.

Already among the highest fees charged to outgoing pax, the plan hinted that the current \$55 fee could skyrocket by as much as 400% to up to \$270 for a passenger flying First class.

Minister Robb, who is also responsible for tourism, acted to douse the fire that flared within the industry, saying the PMC has indeed been frozen.

"That is the policy we took to the last election and that is the policy we have implemented

and the budget papers make this patently obvious," Robb said last weekend in *The Australian*.

AFTA chief executive officer Jayson Westbury reiterated that the PMC must not be increased.

"AFTA does not support any changes to the PMC other than a reduction...by way of the removal of the disparity between the actual cost recovery for the service provided to passengers and the amount charged. Further, we do not agree with any government using a departure tax as a general taxation collection."

Westbury added: "It is expensive to administer for the industry and in a very tight[ly] margined business, an unwelcomed impost and intrusive way for government to dilute the industry's margins."

Freezing the PMC was one of then-Opposition Leader Tony Abbott's election trade policies prior to being voted into the top job last year (*TD* 05 Sep 2013).

## APT Gallipoli options

APT says it is working in close partnership with the trade to help secure bookings for clients who secure last minute tickets for the 2015 Anzac Day commemoration.

The government is currently making second-round offers from the centenary ballot to the waitlist which currently comprises over 38,000 applicants.

Those who are lucky enough to receive one of the redistributed passes will have just 14 days to confirm their acceptance as well as confirm flights.

APT says its Gallipoli 2015 cruise options mainly operate from Athens to Venice rather than Istanbul, meaning it has been easier and more cost effective to match flights to itineraries, with Istanbul services heavily booked.

There are still limited cabins on some APT cruise departures which incorporate next year's momentous Anzac Day celebrations at Gallipoli - see [aptouring.com.au/Gallipoli2015](http://aptouring.com.au/Gallipoli2015).

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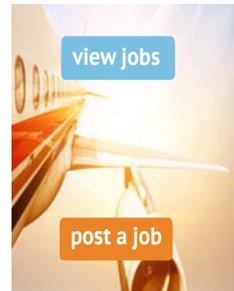
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## Ticket fraud nets 118 arrests

A COORDINATED global law enforcement operation last week resulted in the arrest of almost 120 people suspected of fraudulently purchasing plane tickets online using stolen or fake credit cards - a practice said to cost airlines US\$1 billion annually.

Europol's European Cybercrime Centre facilitated the collaboration while more than 60 airlines in 45 countries were involved in action which took place at about 80 airports across the globe.

Representatives from airlines and credit card firms such as Visa, Mastercard and American Express worked together to identify suspicious transactions, with officers making arrests of suspects in Singapore, Bogota and several airports in Europe as they

attempted to check in.

Europol said the airline industry alone was facing losses of as much as US\$1 billion annually due to this type of fraud, which was in many cases linked to other crimes such as drug trafficking.

"Millions of innocent citizens are affected through the misuse of their credit card data", it said.

IATA was also involved in the operation, which identified 281 suspicious transactions.

Some of the suspects were repeat offenders, Europol said.

The operation was an example of the importance of cooperation between airlines, banks and law enforcement, said Meta Backman from the European Airlines Fraud Prevention group.

"It is clear to the airlines that they are up against organised crime in this fight," Backman said.

IATA's senior vice-president financial and distribution services Aleks Popovich said while the costs of the fraudulent activity are significant, "above all, the IATA airline members do not want to transport criminals and thus facilitate their illicit activities".

## Helloworld TD sub

FRANCHISEES, members and staff of all Helloworld agencies, associates, affiliates and other company-owned brands can now sign up to receive **Travel Daily** at no charge, under a new bulk subscription agreement which has just been finalised.

Announced at the Helloworld Frontliners conference on the weekend, the arrangement replaces and extends deals with some of the group's former franchise brands - sign up by clicking the Helloworld logo at [www.traveldaily.com.au/trial](http://www.traveldaily.com.au/trial).

## NZ eyes US expansion

AIR New Zealand is understood to be eyeing new services from Auckland to the USA including Las Vegas, Houston or Chicago, the *New Zealand Herald* reports.

The new destination would be served by the carrier's new 787-9 *Dreamliner*, with services slated to begin within 12 months.

Capacity to three existing cities in North America - Los Angeles, San Francisco and Vancouver is on the increase in response to booming demand for the USA.

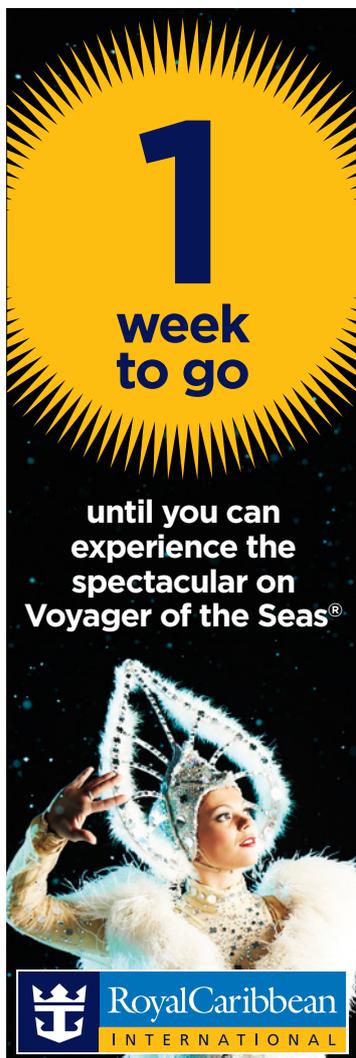
## APT \$25m ad spend

APT is spending around \$25 million annually promoting its products, with the company proud to be the highest spender in its category.

The figure was revealed on the weekend at the Helloworld Frontliners conference in Adelaide, where the company's NSW bdm Ryan Montgomery highlighted APT's commitment to travel agency partnerships.

APT now has five BDMs in each of Qld, NSW and Vic/Tas as well as two in SA and WA - around twice as many as other operators, the company said.

Montgomery cited CLIA figures suggesting APT has a 40% market share on European river cruising and 80% on the Mekong, and with new ships coming next year, there is still "heaps of inventory".



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## CT Partners celebrates big year



**CT PARTNERS** recently held their annual conference at Bangkok's Mandarin Oriental Hotel, with chairman Grant Wilson confirming the group's 18 members achieved \$1 billion in TTV last year.

He said this was a significantly greater return per member than other groups, with CT Partners' next goal to grow to \$1.5 billion within two years.

The conference saw the induction of Brisbane-based Pulse Travel as a new member,

### New Accor members

**MANAGEMENT** control has been assumed by Accor for two properties in regional NSW & Vic.

Effective today, the former Chifley Hotel Penrith has been rebranded as Mercure Penrith, while the Four Points by Sheraton Geelong is now Novotel Geelong.

Accor Pacific coo Simon McGrath said both regions had been targeted for infrastructure growth.

as well as the announcement of the appointment of David Smith to the newly created role of Commercial Analyst.

Conference delegates also participated in a charity event for the local Ban Khru Noi orphanage, where they are **pictured** above presenting gifts to the children.

### EK boosts capacity

**SERVICES** from Dubai to Milan, San Francisco and Houston will each see capacity upgauged to A380 aircraft over consecutive days by Emirates, starting today.

The increase comes as Emirates welcomed 11 additional A380 superjumbos to its fleet this year.

Over the past 12 months, EK has added double-decker services to nine new destinations including Mumbai, Frankfurt, Dallas and Kuwait, and through the newest hubs, Emirates' A380 network of super-jumbo destinations will swell to 33.

### VA, SQ support BARA

**VIRGIN** Australia has told the competition watchdog it supports re-authorisation for the Board of Airline Representatives of Australia (BARA) to continue to bargain on behalf of int'l airlines.

General counsel Adam Thatcher told the Australian Competition and Consumer Commission last week BARA's negotiations have reduced Virgin Australia's transaction costs.

He said the group's efforts had brought VA "savings in resources and staff time that would otherwise have to be allocated by Virgin Australia in negotiating and settling agreements and assessing proposed aeronautical infrastructure developments".

Singapore Airlines also backed BARA's application for a seven year renewal of services.

SQ regional vp Southwest Pacific TK Tan said BARA's role was of "critical importance" for providing a collective voice for international aviation in Australia.

## Window Seat

**CHANNEL 9's** Steve Jacobs was the master of ceremonies at the Helloworld Frontliners conference in Adelaide last weekend, with his appearance sponsored by Cash Passport.

Jacobs did a great job, with regular reminders about the product (**below**) - however he also had the helpful suggestion that it might be a bit more popular if the Cash Passport cards fit in people's wallets.



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## Brochures of the Week

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Insight Vacations - The India Specialist 2015-16

As part of its Signature Year, the latest brochure to the subcontinent features a range of itineraries taking in India, Nepal and Bhutan. All-inclusive for the first time, the season includes Insight hallmarks such as luxury hotels and exquisite dining on six itineraries. Global Brand Ambassador and Bollywood superstar Lisa Ray also provides plenty of tips for travellers to see in a series of online videos. A selection of seven mini-stays can be tagged onto the end or booked as a standalone experience.



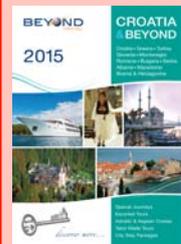
### Intrepid Travel - Marine Worldwide Adventures 2015

Travellers seeking a sailing holiday on a smaller ship will find plenty of alternatives in this new guide from Intrepid Travel. New small group sailing adventures in the Mediterranean's Cote d'Azur and the Canarreo Peninsula in Cuba are featured. Passengers can learn the ropes of sailing while onboard, or sit back and tour small islands and inlets inaccessible to larger ships. The brochure also includes sailings in other parts of Europe as well as Southeast Asia, the Polar regions and the Galapagos.



### Infinity Holidays - West Coast USA 2015

Fresh on agency shelves is the latest Infinity Holidays guide focusing on the western United States. Three dedicated sections for individual destinations make their debut, with Palm Springs, Lake Tahoe and Utah National Parks fresh in the guide. In all, twenty new hotels pop up in the range, complemented by a new extended multi-day tour and new half-day and full-day tours in Anaheim, Los Angeles, San Francisco, San Diego and more. Motorhome hire & sporting tickets can also be booked.



### Beyond Travel - Croatia & Beyond 2015

Croatia is without question one of the fastest-growing European destinations among the Australian market, Beyond Travel is catering to the boom with new tours and inclusions sure to fuel the fire further. Cruises around the Dalmatian islands are among the most popular, especially among the 55+ market. Departures have been increased, with new ships on offer to book. Escorted small groups, combined land and sea tours and tailor-made content are available, along with a wider range of hotels.



### Royal Caribbean International - Worldwide 2015/16

A significant increase in capacity is set to arrive on Australian shores in the 2015/16 summer season, with *Explorer of the Seas* moving to Sydney from next summer, while *Legend of the Seas* will debut in Brisbane. Itineraries aboard the two feature in the line's newest Worldwide guide, along with sailings on *Voyager of the Seas* and *Radiance of the Seas*. Also featured are maiden sailings on *Anthem of the Seas*.



### Abercrombie & Kent - Latin America 2015

Offering over 30 itineraries and optional extensions, the bespoke tour operator caters to luxury seekers, with private guides at each stop. Journeys take in Argentina, Brazil, Chile, Ecuador, Mexico, Peru and the newest destination in the range, Uruguay. A six-day journey through Uruguay introduces guests to the country's history and agricultural pursuits, also visiting the capital of Montevideo. A combined tour of Chile and Argentina sees guests staying in luxury lodges as they tour both sides of Patagonia.

## Flights for Hughes

**QANTAS** & Virgin Australia will operate extra services and larger aircraft on Coffs Harbour services for pax seeking to attend the funeral of Phillip Hughes on Wed.

## Emirates presents Aus Open cup



**AMERICAN** golfing prodigy Jordan Spieth yesterday etched his name onto the prestigious Stonehaven Cup, shooting a flawless final round to claim the Emirates Australian Open.

Fending off close challenges over the preceding three days from some of the biggest names in world golf both from Australia and around the world, Spieth strode away into a class of his own with a final round of 63.

Over the four days, members of the travel trade, including **TD**, joined Emirates guests watching the world-class golf action from

the luxurious German-themed Emirates marquee overlooking the 18th green.

Flanked by Emirates cabin crew, Spieth is **pictured** above left with his new silverware, presented by Emirates regional manager NSW/ACT Tim Harrowell.

## AZ confirms chairman

**FORMER** Ferrari chairman Luca Cordero di Montezemolo has been formally confirmed by Alitalia as its new chairman following speculation this month about the posting (**TD** 10 Nov).

James Hogan, CEO of Etihad Airways, which owns 49% in the Italian carrier, has taken the role of non-executive vice-chairman.

## NC consulate move

**THE** Australian Consulate-General in Noumea, New Caledonia has relocated over the weekend to new premises.

Effective immediately consular contact details for New Caledonia - which also provides full consular assistance for French Polynesia - are in the Norwich Building, 11 rue Georges Badoux, Artillerie, Noumea, New Caledonia.

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**THE** Helloworld Frontliners conference in Adelaide on the weekend was very 'Kewell' indeed, with one of the keynote presenters being Australian soccer legend Harry Kewell.

**Pictured** above with conference MC Steve Jacobs as well as Helloworld's Julie Primmer and David Padman, Kewell took part in a Q&A session where delegates asked him about his family, life and stellar career.

The humble Kewell was quite inspirational, with his appearance one of the highlights of the conference which had a very



positive feel from all involved.

Other presenters included solo sailor Jessica Watson OAM who appeared courtesy of MTA, while last night's gala dinner included a stunning performance from X Factor winner Dami Im (**above**).

Lots more pics from Helloworld at [facebook.com/traveldaily](http://facebook.com/traveldaily), with further **TD** coverage tomorrow.

## Globus to add new Monograms brochure

**THE** Globus Family of Brands will launch a new dedicated brochure for its Monograms city-stay program in mid-2015, which will make the product much easier for agents to sell.

Speaking at the Helloworld Frontliners conference in Adelaide on the weekend, newly appointed Globus National Sales Manager Peter Douglas said the Monograms product is an ideal add-on to a Globus or Cosmos escorted holiday or an Avalon river cruise itinerary.

Monograms offers a range of superior hotel options in each city including breakfast, along with a local host who can book excursions and provide tips on restaurants or shopping.

The program also offers optional inter-city transfers, Douglas said.

He also confirmed that the Cosmos brand will offer its first South America program in 2015.

# Qantas Hols innovations

**QANTAS** Holidays is rolling out a series of enhancements to its products and services which were heartily welcomed by delegates at last weekend's Helloworld Frontliners conference in Adelaide.

Changes that were particularly popular include the addition of three new fee-free payment options for the ReadyRooms accommodation platform for instant purchase bookings.

To be added in the next few weeks, these will include direct deposit, eNett and Smart Money, according to QH national account manager Aida Osta.

Next year, Qantas Holidays will also offer "Name Your Own Price" in ReadyRooms and Calypsonet, with a slider allowing agents to adjust the gross price displayed to customers.

Qantas Holidays is beginning to roll out its 2015/16 brochure range, and for the first time, selected international titles will be available with an exclusive Helloworld wrap to complement the look of branded stores.

The product in these Helloworld branded brochures will be identical to the standard Qantas Holidays range, Osta said.

In 2015 Viva! Holidays brochures will take a new path, based on a range of themes rather than particular destinations.

## Amex touts benefits for Helloworld agents

**HELLOWORLD** branded and associate members are being offered a range of American Express benefits if they choose to become part of the "Helloworld American Express" sub-brand.

Formerly only available to Travelscene members, the offer has now been extended across the network.

Benefits include a significantly reduced merchant rate, the ability for clients to earn and burn Amex points when making bookings, and access to the American Express hotel program which is bookable via GDS and offers a range of guaranteed value adds such as breakfast, wi-fi or room upgrades.

Agencies which are part of the Helloworld American Express program also receive fee-free Amex cards for their staff.

The first Viva! programs will be titled *Celebrate and Holiday with Families*, while later in the year additional brochures will launch under the *Drive & Discover, Explore & Encounter* plus *Exceptional Experiences*, and there will also be a dedicated Viva! Holidays *Ski* brochure.

The changes follow another major innovation last month when QH added a 24/7 customer care line (**TD** 04 Nov) available across all wholesale brands to help clients affected by travel disruptions or supplier problems on the ground.

**MEANWHILE**, Qantas Holidays and Viva! Holidays will also launch a new "Selections" program in Apr 2015.

Initially including Fiji, Bali and Thailand, the brochure will feature a "carefully selected range of properties delivering exclusive packaged bonus offers".

## Training key for HLO

**HELLOWORLD** head of branded networks, Julie Primmer, launched a second round of the group's *hello You* training program (**TD** 08 Oct), with the initiative a key part of the "Experts in Everywhere" tagline.

Conducted by PeopleInProgress ceo Terry Hawkins, Primmer said "hello You is a transformational opportunity for us to redefine the way travel is sold in Australia".

More than 300 Helloworld consultants have already undergone the three day course, with further sessions taking place early in 2015 on the Gold Coast, Wollongong, Cairns, Perth Adelaide, Melbourne & Sydney.

## Agent locator strong

**HELLOWORLD'S** heavy program of consumer marketing has seen many customers using the company's online "agent locator" tool with more than 120,000 referrals recorded.

Kate Shilling, head of consumer marketing, told Helloworld Frontliners delegates that driving brand awareness was the top priority, admitting there were "some obstacles" - such as a major competitor outspending Helloworld threefold in some areas.

"Our secret weapon is you," she told the consultants in Adelaide.

# Win a trip to Abu Dhabi flying with Etihad Airways

This month *Travel Daily* is giving the travel industry a chance to win a trip to Abu Dhabi, courtesy of Abu Dhabi Tourism & Culture Authority, Etihad Airways, Shangri-La Hotels and Arabian Adventures.

The prize includes:

- 2 return Economy Class flights to Abu Dhabi with Etihad Airways
- 4 nights staying in a Deluxe room at the five-star Shangri-La Hotel, Qaryat Al Beri
- Breakfast daily
- Airport transfers and sightseeing tour with Arabian Adventures

Every day *TD* will ask a different question about Abu Dhabi and Etihad Airways. The subscriber with the most correct answers and the most creative answer to the final question will win this amazing prize.

Send your answers to: [abudhabicomp@traveldaily.com.au](mailto:abudhabicomp@traveldaily.com.au)

Abu Dhabi is home to a plethora of islands, some of which are accessible to visitors and offer variety from entertainment to culture and luxury, from untouched beaches and wildlife sanctuaries to championship-standard golf facilities. Name at least two of them.



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## MH Regional LCC

**MALAYSIA** Airlines will relaunch its regional arm MASWings as a low-cost carrier next year as part of the overall restructuring of the struggling organisation.

According to the Malaysian Government's investment wing & MH majority owner Khazanah, the regional operation will be based at Kota Kinabalu in Sabah.

Upon its planned relaunch as a low-cost carrier, MASWings will fly five Viking Twin Otter aircraft along with 14 ATR turboprops, with eight more planes to be delivered in 2016.

The carrier operates 22 routes in regional Malaysia, Indonesia and the Philippines.

Although currently part of the Malaysia Airlines umbrella, MASWings plans to reincorporate as a new company in the future.

Fellow MAS subsidiary Firefly will also be cut loose and reset as an independent operation during the group's reorganisation in Jul.

## Scots to slash APD

**THE UK's** controversial Air Passenger Duty is likely to be halved for flights landing in Scotland, under changes which will allow the Scottish parliament to determine its own taxation.

The UK Airport Operators Association welcomed any cut to APD which it says represents "a growing barrier to trade, investment and tourism".

## DL shuffles Memphis

**DELTA** Air Lines will downsize operations further at its former hub Memphis Int'l Airport from next year, with four routes to be axed and two to be introduced.

Services from the Tennessee city to Pittsburgh, New Orleans, Dallas Fort Worth & Washington Reagan will be shelved from 05 Jan 2015 due to poor patronage.

In their place will come direct services to Las Vegas from 04 Mar and Salt Lake City, starting 05 Jun.

## LH strikes to flare up

**TALKS** between pilot unions and Lufthansa bosses over early retirement benefits have broken down, with a 36-hour strike now planned for the next two days.

## BWI hotel assessors in Cambodia



**BEST** Western International's crack team of hotel assessors from across the globe recently gathered in Cambodia, where they completed a five day annual training refresher as part of the group's International Quality Assurance Program.

Delegates, **pictured** above, travelled from offices in

Australasia, Asia, the Middle East, China, India and the UK and stayed at the Best Western River Palace hotel in Phnom Penh.

As well as a range of rigorous upskilling programs, local networking and round table discussions they also enjoyed a day at leisure exploring the Islands of Mekong.

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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

### COMBINE YOUR AIRLINE AND TECHNOLOGY SKILLS TEAM LEADER –AIRLINE SUPPORT SYD – SALARY PACKAGE UP TO \$80K

We are looking for a leader to join this global provider to the travel industry. Leading a team of up to 8 staff, you will ensure your team are meeting all SLA's whilst providing support and feedback on a daily basis. You will have proven leadership experience, strong systems knowledge and an understanding of airline inventory. With a strong base salary and penalty rates on offer plus your chance to progress your career, this role will commence January.

### SOLUTIONS SPECIALIST CORPORATE TMC BUSINESS PLANNING AND STRATEGY ANALYST SYDNEY –EXEC SALARY PACKAGE

This newly created role will see you working and reporting directly into the MD of this Corporate TMC to identify and implement projects across Australia. Responsible for analysis and reporting, administrations support by managing quarterly meetings and working on special projects are just some of the main tasks. You should have an understanding of Salesforce.com, strong skills in business reporting, analytics, operations and technology skills

### MOVE YOUR CAREER FORWARD SENIOR INDUSTRY SALES MANGER SYD – EXEC SALARY \$100K PLUS

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, manage key high level relationships whilst leading and directing your team, then this leading travel organization has an opportunity for you within their Australian business. You will have strong established relationships throughout the industry, and have lead strong successful teams. This is a great opportunity to step up in your sales career.

### TRAINING ROLE FOR EXCITING COMPANY TRAINING MANAGER SYDNEY – \$80K PLUS SUPER PLUS BONUS

Training roles like these only appear once in a blue moon, this company are an emerging exciting sector of the travel industry, be part of a creative and diverse environment. We require a skilled training manager with at least 5 years' experience in a training role, you will have two direct reports so leadership skills are also required, along with formal qualifications. You will enjoy Mon-Fri hours, great salary and bonus structure along with amazing benefits. more.

### SUPPORT THE TEAM TRAVEL MANAGER

#### ROCKHAMPTON – UP TO \$75K PKG + BONUSES

We currently have the rare opportunity to join a successful agency in Rockhampton as a travel manager. Mentoring and training junior and senior consultants you'll know the secrets of motivating a team to achieve successful sales results and provide exceptional customer service. Overseeing the daily running of the office you'll be involved in local area marketing and identifying avenues to increase the agency's client base. Top package + bonuses on offer.

### YOUR FUTURE IS SECURE IN I.T TECHNICAL SPECIALIST

#### BRISBANE CBD – UP TO \$100K PKG + BONUSES

Directly supporting the Global Account Director you'll be responsible for identifying opportunities for technical and platform improvements, generating revenue streams, solution innovation and creating business efficiencies for a large account. This is a newly created position with the opportunity to mould and grow it as your own. An executive salary package + bonuses is on offer. Opportunities such as this are rare in Brisbane, call to find out more.

### ANALYST – TECHNOLOGY FOCUS BUSINESS AND SYSTEMS ANALYST MELBOURNE – SALARY PACKAGE TO \$88K

Are you experienced with online booking systems and have a strong background in technology? In this role, you will be responsible for building and executing new system processes to improve business performance, identify areas of improvement relating to business and technology processes, together with overall analysis of business practices and procedures. Bring your analytical approach to this winning travel company. Contract Role – 6 to 8 months.

### AFRICA PRODUCT MANAGER NEEDED PRODUCT MANAGER

#### MELBOURNE – SALARY PACKAGE TO \$82K

Having successfully operated for over 50 years, this luxury wholesale company is seeking an experienced product manager to effectively design and development new Africa product. You will be responsible for research of existing & new product, itinerary design & supplier negotiation, brochure production & marketing plans. If you are results driven and are seeking a new challenge, this award winning operator could be your best move yet.

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**300 Queen St. (07) 3023 5023**

### Travel Accounts Assistant

**Brisbane; \$36-40k OTE; Ref: 1452HB1**

Are you an experienced accounts person? Have you worked in the travel industry? Then this could be the opportunity you have been seeking! A growing travel wholesaler is rapidly expanding and requires a new member for their finance team. A high degree of attention to detail, accounts receivable/payable skills and mid office travel system experience are essential requirements. Highly regarded are individuals who have a passion for winter sports and a solid world wide travel profile!

For more information please call Helen on (07) 3023 5027 or click [APPLY](#) now.

### Travel Marketing Coordinator

**Lower North Shore, Salary DOE, Ref: 1145SZ1**

An exciting opportunity has come about for a Travel Marketing Specialist looking to work for a reputable specialist touring company in the Lower North Shore. You will ideally have 2 years of solid Travel Marketing experience with an understanding of liaising with external agencies and administering social media accounts to bring more awareness to the company and create a good exposure to their competitors. Salary will be DOE plus a unique bonus structure in place for the right candidate.

For further information please call Serena on (02) 9113 7272 or click [APPLY](#) now.

### Entertainment Travel Consultant

**Melbourne, Up to \$65k, Ref: 1443KF2**

Calling all experienced International and Multi skilled Consultants! An experienced entertainment multi skilled travel consultant is required for a leading Independent Travel company based in their offices in Melbourne. This role is being created where the successful candidate will be responsible for entertainment and media clients. You will be dealing with VIPs and music artists, this is a fantastic role for someone who is a team player and self motivated, you will reap the benefits!!

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

### Corporate Travel Consultant

**Perth, \$55-\$65K OTE Ref: 1436LB5**

Experienced corporate travel consultant required in the Perth CBD area ASAP! You will be specialising in dealing with repeat corporate clientele servicing their requests as needed. To be considered for this role you will come from a recent, solid corporate consulting background with proven silver service when it comes to your clients. Those with a GDS background in either Sabre or Amadeus will be highly regarded. Make the move before Christmas into a fresh new corporate role!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

### Cruise Travel Consultant

**Brisbane, Excellent OTE, Ref: 1448AW1**

Are you a cruise travel specialist looking for a change? Would you like to start before Christmas? Our client is an award winning business experiencing growth. Centrally located, they sell cruise around the world along with pre and post. Bring your GDS skills, cruise product knowledge, impeccable sales skills and enthusiasm to this role. My client will reward your hard work with lucrative commission and will offer high end educational trips. We are interviewing now for December start!

For more information please call Anna on (07) 3023 5023 or click [APPLY](#) now.

### Travel Consultant

**Greater Western Sydney, \$DOE, Ref: 1390MB1**

Don't miss this amazing opportunity to work closer to home, We have Full or Part time available. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management and team, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face and over the phone consulting, bring your high end touch to this agency.

For further information please call Marissa on (02) 9113 7272 or click [APPLY](#) now.

### Travel Consultant/Agent

**Melbourne, \$DOE, Ref: 1447MD1**

Start your new years with a fresh new travel opportunity! This well known travel agency is seeking an experienced travel consultant ASAP. Based in a lovely retail travel office in a busy shopping centre based in the eastern suburbs of Melbourne, this will be a nice change from the daily grind! You will need a working knowledge on Gal and Crosscheck along with at least 2 + years within a similar role. You will be rewarded with a great team environment and a much needed work/life balance!

For more information please call Megan on (02) 9113 7272 or click [APPLY](#) now.

### Leisure Travel Consultant

**Adelaide, \$DOE Ref:1100LB1**

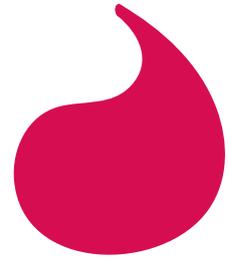
Currently there is an opportunity to join a great team within this well established travel agency in Adelaide. We are looking for an experienced retail travel consultant only, with at least 2 years' experience in a similar role, looking to expand on their knowledge and grow their career! You will be a part of a fun and dynamic team working with both domestic and international product. Ideally you will have both Galileo & Crosscheck experience and love hitting sales targets!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

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**Business Development Manager - Brisbane:**

<http://applynow.net.au/jobs/F188052>

**Travel Manager - North Sydney, North Ryde & Norwest:**

<http://applynow.net.au/jobs/F163104>

**Travel Manager - Brisbane:**

<http://applynow.net.au/jobs/F166660>

**Travel Manager - Melbourne, Geelong & Surrounds:**

<http://applynow.net.au/jobs/F164013>

**Travel Manager - Hobart:**

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