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Friday 17th January 2014



## Aircalin loads MEL

**NEW** Caledonia's Aircalin has commenced selling sectors for its new Melbourne-Noumea service. exclusively revealed by Travel Daily late last year (TD 19 Dec).

SN today advised that inventory and fares are now available for the new MEL service in all GDSs.

A320 services to MEL launch on 06 Jun initially as twice weekly, moving to thrice effective 27 Oct.

## Tuamoto a ceo again

**SOLOMON** Islands Visitors Bureau has appointed former Tourism Fiii ceo Josefa Tuamoto as its new chief executive officer, taking immediate effect.

SIVB chairman Moses Tepai said that under Tuamoto's guidance, it was confident in achieving the country's goal to make tourism the top source of its foreign exchange earnings within 10yrs.

"His reputation and the huge success he achieved for Fiji tourism precedes him," he added.

## QF It's about agt incentive

**QANTAS** has today launched a new incentive in which it will reward winning consultants from a huge pool of prizes to concerts, events, shows and experiences.

The campaign is based on bookings made as part of Qantas' new It's about companion sale which has gone live this morning.

Prizes on offer include a 4-day Australian Grand Prix package, tickets to the Haneda Opera, Les Miserables, the Bledisloe Cup, a fllight simulator experience, Roar & Snore at Taronga Zoo experience and ballet tickets, as well as year round Qantas Club membership.

Flights & accommodation is also provided where applicable.

## Today's issue of TD

Travel Daily today has five pages of news & photos plus a full page from:

AA Appointments jobs

#### To enter, agents need to book and ticket two or more eligible international Oantas tickets between now and 24 Jan which

contain a 'QF' flight number. Additionally, consultants must enter a specific OSI into each booking, defining in three words what they believe is the Spirit of Australia.

Prizes are awarded to the agent and not the agency.

**CLICK HERE** for full details.

### **52 Brilliant Breaks**

A REVAMPED short breaks program for Australia & New Zealand has been unveiled by AAT Kings today, featuring a collection of '52 Brilliant Breaks'.

The program has been tailored to avoid guests dipping too heavily into their annual leave or savings, said global managing director Anthony Haves.

Itineraries are focused on six types of adventures - Food & Wine, Nature & Wildlife, Cultural Experience, Family Experiences, Active Adventures and Winter Escapes - and features three new 'Trail Series' walking tours in Tasmania and Victoria as part of a new partnership with Great Walks of Australia.

A total of 12 new Australian and 3 new NZ itineraries are available.

## Marketing Services Executive

The Hong Kong Tourism Board is a dynamic, global marketing organisation whose mission is to promote Hong Kong as a unique, world-class destination. The Board requires a Marketing Services



Executive for its Australia, New Zealand and South Pacific operations based in Sydney.

The Marketing Services Executive is responsible for assisting the Marketing team, coordinating and implementing projects across all areas: travel trade, consumer marketing, P.R. and MICE. An understanding of integrated and digital marketing is essential.

The position is also responsible for consumer and trade enquiries/ database, brochure stock control, and some basic administrative duties. Ideally, candidates will have tertiary qualifications, marketing experience in a tourism-related field, extensive computer skills, good presentation and communication skills, together with a working knowledge of Hong Kong. Remuneration package will be negotiable but will include medical benefits

> Applications should be sent by 25 Jan 2014 to E-mail: anna.chui@hktb.com

## **AUD\$** takes a dive

**TOUR** operators & wholesalers will be keeping a close eye on the Australian Dollar after nosediving against the US Dollar overnight to its lowest level since Jul 2010.

At TD's time of publication, the AUD was buying USD\$0.88.

### Visit USA B<sub>2</sub>B focus

THE largest ever delegation of US travel suppliers will be making its way to Australia next month. with 60 entities due in Sydney for the upcoming Visit USA seminars.

Brand USA is coordinating a full day of scheduled meetings and networking activities on Sun 23 Feb, with limited places still available for Australian buyers during the B2B sessions.

For more information, email Jponte@thebrandusa.com.au.



Where are you really going this year?

- √ Go to the gym
- √ Go to Grandmas more often
- √ Go on a quick break!
- √ Go to
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Friday 17th January 2014





## Voyager head of sales

MATT Grainger has been named as the Melbourne-based Head of Sales for Australian-owned TMC. Voyager Travel Management.

His experience includes 12yrs at STA Travel across various roles & two years at CTM.



### PR & Communications Manager

Excite Holidays is a leading online travel wholesaler supporting the travel agency network in AU and NZ.

You must be passionate about marketing, PR and communications and thrive on the challenges of a busy environment, continuously providing new ideas and solutions.

This role will include the planning, development and implementation of all communications, including copywriting and social media campaigns.

If you're a highly positive and motivated individual looking for a solid career path, please forward your CV and salary expectations to careers@exciteholidays.com

## Creative rejigs Star scheme

**CREATIVE** Holidays has today introduced an exciting new Star Performers program for top-selling agents, with the system to now feature a three-tiered recognition, rewards and benefits structure.

Top-selling agents will progress through the tiers based on gross sales, to be first known as "Rising Stars", before reaching "Shining Stars" and on to "Super Stars".

Among the biggest changes to the Star Performers program is the launch of a new rewards opportunity where agents will be able to earn free flights and hotel credits for their personal holidays.

Air New Zealand and Air Vanuatu have both joined as prize partners for this new incentive, providing free flights to top-selling agents, with further benefits to be added through other airline partners.

Agents in each level will continue to have access to the dedicated

#### TNZ welcomes SIA

**TOURISM** New Zealand has welcomed the new collaboration between Singapore Airlines and Air New Zealand (TD yest), with chief exec Kevin Bowler saying the move will help boost arrivals.

"This announcement is a real boost for our new investments in emerging markets like India and Indonesia, with a lot more capacity and great connections from multiple cities right across Asia," Bowler said.

team of reservations consultants in Sydney and Perth, a Star Performers plaque and invites to exclusive events and famil trips.

Creative Holidays head of sales and distribution Jasna Stevanja said the new program will allow the wholesaler to reward partner agents more than ever before.

"Leveraging the long-established and increasingly popular concept, we're excited to announce that it has been reinvented to be bigger and better than ever," she said.

An extensive range of famil invites will be among a raft of initiatives launched throughout the year, with the company having treated more than 300 agents to an educational in 2013.

### WA Mill Bush unveiled

THE Wharncliffe Mill Bush Retreat in Margaret River has been officially opened by the WA Government, boosting the state's ecotourism product offering.

The \$1.2m Bramley National Park-based retreat features four new lodge rooms, three new twobedroom forest cottages and over 40 caravan/camping sites.

## VA/VX Vegas c'share

VIRGIN America has notified the US transport regulator that it plans to allow Virgin Australia to begin codesharing on flights from Los Angeles to Las Vegas, effective 01 Feb.

The new codeshare route will be sold in conjunction with VA's Australia-USA services.

Virgin Australia currently offers codeshare flights to Las Vegas with Skywest/Delta Connection.

## Fairmont in Malaysia

**FAIRMONT** Hotels & Resorts has announced it will open its first property in Malaysia, with the Fairmont Kuala Lumpur slated to open its doors in 2017.

Located in the Kuala Lumpur City Centre development - home of the Petronas Twin Towers - the 62-storey Fairmont Kuala Lumpur will feature 750 rooms, including Fairmont Gold facilities.

## Daydream Europe rep

WHITSUNDAY Islands family holiday hot-spot Daydream Island Resort & Spa has appointed The Sandra Leach Company as its sales & marketing representative in the UK & Continental market.



The Travel Partners network of mobile based agents and travel agencies is in growth mode! These two full-time positions are both located in Head office in the Sydney CBD.

## **Operations Support**

Ideally suits someone who has worked in a previous Admin or Operations Support Role within a retail or mobile based network. Some marketing support is required. Main duties are to assist the Operations Partner with all responsibilities relating to member set-up, implementation, education of processes, maintenance of databases and ongoing general support.

Skills required: Intermediate to advanced Microsoft Word, Excel and PowerPoint, sound knowledge of the Travel Industry and its general operations, suppliers and airlines, team player, excellent communication and attention to detail.

#### Ticketina

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### NATIONAL SALES COORDINATOR

Hamilton Island Enterprises is looking for a superstar to join their Sydney based Sales Team. As a National Sales Coordinator you'll be involved in various administrative activities and projects supporting the Leisure Sales Account Managers and reporting to the Director of Leisure Sales.

#### What we're looking for in YOU:

- Business acumen essential you're pretty switched on
- Intelligence, maturity and INITIATIVE you don't wait to be told what to do
- An interest in Tourism Sales, both B2C and B2B
- Excellent time management skills the ability to juggle multiple priorities

Apply today! (02) 9433 3287 www.hamiltonisland.com.au/careers







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## Aloft prepares for Aus debut

**STARWOOD** Hotels & Resorts is planning to introduce its boutique Aloft brand to Australia as part of an expansion of its local presence.

The hotel juggernaut has signed an agreement with Singaporean realtor Hiap Hoe to open an Aloft in Lonsdale Street, Melbourne.

A Four Points by Sheraton hotel in the city's Docklands precinct is also part of Starwood's plans to expand in the Victorian capital.

The \$700 million deal comes on top of existing Starwood plans to introduce and re-introduce more brands into Melbourne.

Sheraton will return to the city for the first time in nine years

#### Blue Train extra dates

**AFRICAREPS** has confirmed eight new return services on the Blue Train in South Africa, from Pretoria-Cape Town & v.v, and Pretoria-Durban & v.v.

The newly added dates operate from Pretoria on 14 Apr & 28 Jul, returning from Cape Town on 16 Apr & 30 Jul, while extra services have been announced for 19 Sep and 14 Nov between Pretoria and Durban, with the return leg departing on 21 Sep and 16 Nov.

from late Mar with a 174-room property in a 31-storey tower in Collins St (TD 02 Dec 2010), with reservations now open priced from \$260 per night for stays from 01 Apr to 30 Sep 2014.

Plans for a development by Jinshan Investments on Bourke Street which would be branded as a W Hotel have not been formally confirmed by Starwood.

## **QF monitoring BKK**

**QANTAS** vesterday confirmed it is closely monitoring politicalbased demonstrations being held this week in Bangkok, with the protests so far having no impact on its flights to/from Thailand.

Agents are recommended to advise passengers to allow additional time travelling to BKK.

## **Skywards NZ bonus**

EMIRATES' loyalty program Skywards is offering members the opportunity to redeem 13,500 miles for a \$100 discount on transTasman flights.

The deal applies to flights booked and redeemed between 15-22 Jan for travel from 08 Feb through to 30 Nov.

# RUISEOFFICE

## Area Sales Manager - NSW South & ACT

Cruise Office is a boutique sales and marketing office representing Oceania Cruises, the American Queen Steamboat Company and Voyages to Antiquity.

Due to continued growth, we are seeking an Area Sales Manager to cover our key accounts in the CBD and the southern suburbs including the ACT. This position is 3 days a week and requires your own vehicle. The person we are looking for has cruise sales experience with great presentation skills.

Training our agency and wholesale partners, hosting client functions and developing strategies to increase sales with cruise specialist agencies is an essential part of this position.

Forward your resume to our Director of Key Accounts, Craig Owens - craig@cruiseoffice.net Applications close 20 January 2014.

#### **Counsellors incentive**

**HOME-BASED** retail network Travel Counsellors has launched a new global sales incentive for its network members based on sales to the Caribbean.

Some 1,300 Travel Counsellors worldwide have been split into 32 teams to compete in the 'TC Treasures of the Caribbean' sales incentive that is being run over four weeks in partnership with Virgin Atlantic, Harlequin Hotels & Resorts and Sandals.

The winning team will score a luxury celebration trip to St Lucia.

### Four new agencies

FOUR new travel agency head offices have registered with the Travel Compensation Fund this month, including a store called Free Bird Travel in Mernda, Vic.

Other new additions include AU Journey in Glen Iris, Victoria, Naturaliste Travel in Busselton, WA & helloworld Cowra in NSW.

#### Sochi travel bulletin

**THE** Federal Government is featuring a dedicated page on Smartraveller for the upcoming XXII Winter Olympic Games being held in Sochi, Russia next month.

The travel bulletin provides info on visas, tickets & spectator passes and accommodation.

Due to a shortage of accom, Australians are advised to "ensure that your hotel booking is confirmed prior to departure."

**CLICK HERE** for the details.



# Window

**RESIDENTS** in the country NSW town of Moree are overjoyed at the return of Qantas services even on a short-term basis.

So happy are the locals that they have taken to the roof of buildings under the flight path to write messages of gratitude to the carrier (pictured below).

Qantas is again operating to the town on a interim level after the collapse late last year of Brindabella Airlines, but is being invited to tender for the route on a more long-term basis.

Locals even produced a YouTube video to express their praise, The Land reports - CLICK HERE.



## Strong Accor growth

**GROSS** group revenues for hotel firm Accor rose 2.8% to €11.5b across the world despite negative currency effects, according to full year figures for 2013, out today.

The company reported a jump in revenue across both full owned and managed franchise fees for the year, however the decline in the Australian dollar against the Euro contributed to reduced growth & a €50m currency effect.

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Friday 17th January 2014

## MH takes WA agents courtside



**TENNIS** season is well underway across Australia at the moment. with this group of agents from WA recently treated to some fast paced tennis viewing at the Hyundai Hopman Cup in Perth, courtesy of Malaysia Airlines.

The group were witness to a trio of nail-biting encounters between France and Spain, enjoying the matches from a courtside box,

complete with fine wine and gourmet food offerings.

Pictured above in the back row from left is Matt Francis, Infinity Holidays; Stacey Devine, FC Garden City and Zoe Legge from FC Whitfords.

Front row: Daryl Calder, Best Flights; Scott Hosking, Malaysia Airlines and Maxiema Lager from Travel Tree.



**CLICK FOR MORE INFORMATION** 

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## Tablet booking surge

**RATES** of travel bookings made through tablet devices is on the rise among US consumers, a new report from industry analysts PhoCusWright has detailed.

Tablet adoption is rapidly rising and catching up to smartphones, the report found, with 44% of leisure travellers owning a tablet and four in ten planning on buying one before the end of the year.

The report also noted that most tablet owners use smartphones also but are more likely to rely on tablets for researching & booking.

"Once a traveller purchases a tablet, we're seeing their mobile web usage nearly double," PhoCusWright consumer research analyst Marcello Gasdia said.

## Sea Eagles flying high

AIR Tahiti Nui has signed on as the rear-of-jersey sponsor for the Manly Sea Eagles during the upcoming inaugural Auckland Nines comp next month.

## **Velocity Midas bonus**

VIRGIN Australia's loyalty program Velocity Frequent Flyer is offering members 3 points per \$1 spent on fixed price or logbook services with Midas (TD 29 Jul).

A bonus 1,000 points are offered on services completed before the end of Feb.

MEANWHILE, experiential gift website giftitnow.com.au has become the latest partner of Velocity Rewards, with members able to earn three points for every dollar spent.

## New Design members

**BOUTIQUE** hotel representative group Design Hotels has added nine new members into the fold, with destinations added including Belize and the island of Sicily.

Other new additions are Miss Clara, Stockholm; Piet Boon, Bonaire; The Royal Snail, Belgium; Grace Beijing, China and Rooms Hotel Kazbegi in Georgia.

# It's about a trip for two being better for you.

#### Turn bookings into prizes.

Qantas is delighted to invite travel consultants to benefit from our companion offer and turn your bookings into prizes. Prizes include flights and accommodation where necessary.

Plus your clients can make great savings when they book two or more seats together in Premium Economy, Business or First Class.

- 4 day Grandstand tickets to the 2014 Formula 1® Australian Grand Prix
- Handa Opera tickets in Sydney
- Year round Qantas Club memberships
- Les Miserables tickets in Melbourne
- Roar and Snore experiences at Taronga Zoo
- Bledisloe Cup tickets in Sydney
- Flight simulator experiences in Sydney Wallabies vs France tickets in Sydney
- Manon Ballet tickets in Sydney

To enter just book and ticket two or more international Qantas tickets, which contain a "QF" flight number and enter a specific OSI into each booking. Then just tell us the three words that define the Spirit of Australia for you. Entries close 24 January 2014

For more information including entry details and conditions, visit the Qantas Industry Sales Site at qantas.com/agents or speak with your Qantas Account Manager.



IMPORTANT INFORMATION: \*Conditions apply, visit qantas.com/agents. #Flight simulator experience and year round Qantas Club membership do not include accommodation and flights in the prize. Qantas Airways Limited ABN 009 661 901.

## WIN TICKETS TO DOLLY PARTON

This week *Travel Daily* and **Swagman Tours** are giving one lucky travel agent the chance to win one ticket to see Dolly Parton in Melbourne and one night post concert accommodation.

The concert will be held on 11 February at Rod Laver Arena, Melbourne. The lucky agent will be the guest of Swagman Director Wayne Hamilton and enjoy preconcert drinks before the show.

For your chance to win, come up with a caption for the photo below. The best caption (as judged by Swagman Tours) will win this great prize.

Submit your entries by COB on Friday 17th January to:

lolly@traveldaily.com.au.



## Luxury drive expands

FERRARI luxury drive operator Prancing Horse will expand its business from Sydney to Victoria & South Australia starting from its newly-launched 2014-15 season, as flagged by *Travel Daily*.

Utilising its fleet of rosso-corsca Ferraris, new regions for guests to enjoy will include the Yarra and Barossa Valley wine regions.

Reservations are now open until Oct, with the new destinations available from Mar - for details, see www.prancinghorse.com.au.

## Sea Pearl Villas reps

**RANDALL** Marketing has been named marketing representative for Phuket's 188 room & suite Sea Pearl Villas in Asia Pacific.

Suites offers private jacuzzis on their balcony and the resort has eight pools and its own day spa.



Friday 17th January 2014

#### **AIC Cambodia launch**

A NEW firm called Asia Initiative Corporation had debuted in Cambodia, offering professional management, sales & marketing and planning for hotels & resorts and the hospitality sector.

Based in Phnom Penh, AIC represents the Angkor Heritage Boutique Hotel in Siem Reap, HollyWood Angkor Boutique Hotel and the Bong Thom Home Stay, located near Angkor Wat NP. See asianinitiativecorp.com.

### Second NYC EDITION

MARRIOTT has announced it will open a second EDITION property in Manhattan in 2017 in addition to the brand's debut on Madison Avenue next year.

The second EDITION will be a 452-room hotel located on 7th Avenue in Times Square.

## **Qld further into India**

**TOURISM** officials representing Queensland have spent this week on a trade mission in India to develop and forge business ties with local agents, product, airline and reservation managers.

The current tour has seen the delegation visit Chandigarh, New Dehli, Kolkata, Pune and Mumbai over the course of the week.

## **Big year for Preferred**

INDEPENDENT luxury property representation firm Preferred Hotel Group has reported \$834m in revenues generated for member properties in 2013 - up 14% year-on-year.

Other highlights of the year included a 17% jump in bookings, 20% jump in room nights, the launch into Vietnam & Myanmar and the signing of 126 new member properties to the group.



## **Travel Specials**

**WELCOME** to Travel Specials, *Travel Daily*'s Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Luxury Central Australia hotel **Sails in the Desert** at Ayers Rock Resort has released The Luxury Uluru Escape Package, priced from \$849pp. The package includes three nights accom with brekkie daily, 15-minute heli ride, a Sounds of Silence dinner and more. Phone 1300 134 044 to book. Valid for bookings and travel to 31 Mar, or at \$879pp for travel to 30 Jun.

Graced with some of the best views in the world, **Saffire Freycinet** has launched a Stay 5 Pay 4, valid for stays from o1 Mar to 30 Nov, priced from \$5,400 for the stay. Visit www.saffire-freycinet.com.au to book.

The **Pullman Resort Bunker Bay** in WA has launched a special industry offer of \$215 per night for a Studio Villa, valid for stays to 31 Mar, with a free upgrade based on availability. Also included is a bottle of Margaret River wine. Book via email at h8775-re@accor.com and quote code "INDSL30".

For a luxury stay in London, a Stay 6 Pay 5 deal has been launched, valid at **No 1The Mansions & 44 Curzon Street**. All room types are eligible for offer, with max two nights free. Book via your preferred wholesalers.

## Travelmarvel preview

**AGENTS** will begin receiving the 2015 Europe River Cruising Preview guide from Travelmarvel today, featuring 13 itineraries ranging from 8-27 days in length.

The brochure also offers details on the MS Excellence Queen and the new Travelmarvel Sapphire.

## EK signs football icon

**EMIRATES** has signed Brazilian football legend Pelé as one of its Global Ambassadors ahead of the 2014 FIFA World Cup in Brazil.

Pelé will work with the carrier as part of promotional campaigns showcasing Emirates' football-related links across the world.

## **Travel Consultant - Corporate Domestic**

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wct is an established agency celebrating 21 years of service to Corporate and Leisure Travellers as well as strong focus on Conference and Event Travel Management.

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### Salary

Excellent remuneration based on experience and skills

Email your CV and application to Simone King, General Manager, World Corporate Travel

E - simonek@worldcorptravel.com.au



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# ARE YOU A GROUPIE? GROUPS RESERVATION SPECIALIST SYDNEY – SALARY PACKAGE TO \$55K

This dynamic global wholesaler is looking for a talented, experienced group's consultant to join this well established team. Your day to day responsibilities will include booking group enquires for weddings, sporting events and reunions. This company offers amazing perks including access to global travel discounts and ongoing career progression.

They also offer excellent training and support.

Minimum 12 Months travel consultant experience including group travel is essential. Don't delay – apply today!

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We have a new and exciting corporate role that will see you moving away from the straight forward point to point tickets! This well known TMC now requires a new team member to join their dedicated academic travel department. You will be responsible for booking all aspects of academic travel from flights to accommodation and more. With Monday – Friday hours on offer plus a sensational salary structure you won't want to miss this hot role! Min 18 months experience required. Call us now!

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Min 18 months international exp required.

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This exciting senior role will be your chance to join a leading TMC. Whether you are currently working in Corporate or Leisure this role is offering the lifestyle change that few will ever have: Coastal living, Monday – Friday only, generous salary and a head start in your professional career. You will be processing both International and domestic itineraries ensuring the highest standard of customer service is always delivered and bookings are processed both promptly & efficiently. 2+ Yrs Industry & GDS Experience Required.

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This amazing tour/wholesale operator is looking for an energetic, positive personality to join there team. You will enjoy supporting both reservations and the product team with key administration and visa processing. If you enjoy an excellent salary with no sales targets and enjoy going overseas for international conferences every year this job is for you. A minimum 6 months travel industry experience with strong time management skills is essential

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Are you an experienced on the road sales executive? Have you been dreaming of moving into a specialised role that will allow you to promote your favorite destination of AFRICA? We have an exciting on the road position working for a fantastic company that specialise in tailor made Africa trips. You will be on the road visiting your already strong industry contacts while promoting a 5 star product. With a car, laptop and phone on top of a high base salary you would be crazy to miss this. Apply today to find out more.

# INCREDIBLE INDIA & SRI LANKA WHOLESALE CONSULTANTS PERTH – SALARY PACKAGE UP TO \$45K (DOE)

Calling all experienced travel consultants who have travelled to India! We have a brand new wholesale position that will see you stepping away from face to face sales and into wholesale bliss. Specialising in selling tailor made packages to your loyal agents you will sell India and Sri Lanka on a daily basis! This role will give you a better work life balance with Monday – Friday hours only plus you will be rewarded with career progression, famils and a great work environment. Don't delay this role is set to start ASAP!

# IT DOESN'T GET ANY BETTER THAN THIS LEISURE & CRUISE CONSULTANT BRISBANE – TOP SALARY ON OFFER

If you have excellent cruise, leisure and destination knowledge and outstanding customer service & sales skills then we have a dream position for you! Consultants service their clientele by phone & email, offering a range of high end leisure products with a big focus on cruise. Working for a progressive company that not only values its staff, but provides them with all the tools to exceed is why staff retention is so high and they are one of the most sought after employers. 2+ Yrs leisure /retail exp. Required.