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ACCC details Wotif issues

THE Australian Competition and Consumer Commission is asking the industry to comment on the "closeness of competition" between bricks and mortar travel agents such as Flight Centre, Helloworld and STA Travel versus direct booking channels and online travel agencies, as part of its probe into the proposed Wotif takeover by Expedia (**TD 17 Jul**).

TD has obtained a copy of the 'market enquiries' letter sent out by the ACCC, which highlights a number of potential issues relating to accommodation and travel product bookings, as well as the provision of corporate travel management services.

Feedback is sought on whether there is an overlap between the supply of accommodation-only bookings as opposed to more comprehensive sites.

"Are there characteristics of Expedia and/or Wotif which make them particularly close

competitors of each other?" the ACCC asks, as well as posing the question of whether the deal could give the merged Expedia/Wotif "the incentive and ability to discourage travel content owners from selling their content through other OTAs."

The document also requests submissions on how closely Expedia and Wotif compete with such TMCs as Carlson Wagonlit, American Express and Corporate Travel Management.

Comments are invited from any interested parties, with a closing date of 06 Aug for submissions to mergers@accc.gov.au.

INTERESTINGLY, the ACCC doesn't appear to be across the helloworld branding changes over the last year, with a footnote explaining that "Helloworld's bricks and mortar branded travel outlets are Harvey World Travel, Jetset Travel, Travelworld and Travelscene American Express."

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TD has amassed 10 pages of news & photos, a cover page for **Amadeus**, another page of photos from the **National Travel Industry Awards** today, plus a full page from:

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QF in-lounge digital content

QANTAS is extending its entertainment experience to the ground, with the launch of 'QView' - a new "interactive digital content experience in Qantas Clubs and Lounges across Australia."

The new system, developed in collaboration with oOh! Media, delivers news, sport, weather and other content across a digital

screen network, and also includes real-time boarding notifications gate walk times and destination weather to customers' personal devices using in-lounge wi-fi.

Viewing selections across passenger smartphones and tablets will also automatically shape the content displayed on the digital screens in each lounge.

QF spokesperson Olivia Wirth said the move was the first part of a major refresh of the carrier's entertainment offering, which will also see a significant expansion of on-board content.

From early next month, about 100 hours of extra IFE viewing will be available on most Qantas domestic and international flights, including 28 new Oscar Classics and more blockbuster movies, plus additional TV box sets.

Black-box hand over

MALAYSIAN Prime Minister Najib Razak has confirmed the establishment of an agreement with "those in charge of the MH17 crash site" which will see the hand over of two black boxes and the remains of 282 people from the ill-fated flight.

MH shares have plummeted since the aircraft was shot down, with the tragedy following the mysterious loss of MH370 in Mar.

Amid talk of the carrier going private, shares in MAS are down about 35% this year and making the carrier fully government-owned "reflects the immense challenges the carrier faces," according to today's *Australian*.

Jetstar prize winner

JUDITH Parker from Cruiseabout in NSW will be heading off to Phuket on Jetstar's 787 *Dreamliner*, after winning the carrier's "Live the Dream" promotion during the Travel Industry Exhibition last week.

Globus price freeze

GLOBUS & sister-tour company Cosmos are offering 30 of their most popular European tours in 2015 at the 2014 price.

The price freeze is available for bookings on either company's tours ranging from eight to 31 days, made before 15 Sep.

A further 10% discount applies to all European tours paid in full 12 months prior to departure.

Deals site breached

DEALS company Catch Group has confirmed that its Scoopon Travel offshoot is not affected by a significant data breach on sister website Catch of the Day.

The company sent an email to customers late last week detailing an "illegal cyber intrusion" in 2011 which saw a "small portion" of customer passwords and credit card details stolen.

Scoopon and another site owned by the company, GroceryRun, were not compromised, the company said.


However the announcement raised concerns across the IT industry as to why it took the firm more than three years to publicly reveal the breach.



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Peppers opens in Canberra

MANTRA Group has opened its first Peppers-branded CBD property, with the debut of the new Peppers Gallery Hotel in Canberra.

Located in the New Acton precinct, the former Diamant Hotel, which first opened in 1927 as The Acton Hotel, has 80 rooms and the on-site Bicoloreta Italian restaurant.

In keeping with its name, the

Peppers Gallery showcases an eclectic selection of works from emerging and established artists.

The property will continue to be managed by James Sharrock.

VisitCanberra director Ian Hill welcomed the new brand, saying the ACT's "world class cultural attractions, fantastic recreational spaces and innovative food and wine scene provide visitors with even more reasons to extend their stay at the Peppers Gallery Hotel."

Mantra ceo Bob East said the company was continuing to seek out opportunities for further CBD expansion for the Peppers brand.

Sasy n Savy tours

AUSTRALIAN skic care brand Sasy n Savy has begun offering group tours of its new apothecary showroom for domestic and international travellers.

Tours are run through Nurtured Tours & are focused on improving visitors' beauty, health & wellness awareness & range from 30mins through to a full day.

Excursions are priced from \$65 pp - for reservations, email bookings@nurturedtours.com.au.

VA mulling Narrabri

VIRGIN Australia ceo John Borghetti has told the Narrabri Chamber of Commerce the airline is considering operating flights from Sydney to Narrabri, taking up the route left vacant by the collapsed Vincent Aviation.

SmartGates expands

SINGAPOREAN nationals will be able to utilise SmartGates at any of Australia's eight major airports on a permanent basis, the government has announced.

Assistant Minister for Immigration & Border Protection Michaelia Cash yesterday revealed the move following a four-month trial period utilising the self-service processing option.

Minister Cash said permitting Singaporeans to use SmartGates - the first Asian state to do so - reflects an ongoing commitment to expand the technology to as many overseas ePassport holders as possible.

Until now, SmartGate technology was only available to Australian, New Zealand, UK and US citizens with ePassports, and under a trial arrangement for Swiss nationals (**TD** 06 Mar).

Other passport holders trialing the SmartGate process include residents from Malaysia, Sweden and the Netherlands.



Window Seat

TRAVELLERS Choice members Michelle Barker of Jayes Travel and Hayley Morris from Numurkah Travel & Cruise are now very much in fashion, after winning \$1,500 Louis Vuitton vouchers in a recent Access Prepaid promotion.

Entries in the incentive were through sales of the Multi-Currency Cash Passport in May. Barker (**pictured** below) says she was thrilled to win, selecting "the most beautiful nude patent clutch, which I now call Louis, and he's beautiful."



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Paul scores bigtime with KPT



PAUL Allen from Allen's Travel was presented with his **Travel Daily** State of Origin tipping competition prize this week by Keith Prowse Travel.

By being the industry's top tipper in the three match series between the NSW Blues and Queensland Maroons, Paul won an Immortals Dining package for two at the 2014 Telstra Premiership Grand Final,

which will be contested on 05 Oct.

Paul said he was elated NSW took out the series in 2014 and was shocked to win the **TD** comp.

His NRL season would be capped off if his beloved Manly Sea Eagles made the Grand Final.

Paul is **pictured** (right) receiving his prize from KPT's NSW business development manager Tom Hales.

Tramada iPad winner

TRAMADA has announced the winner of its iPad Air competition at last week's Travel Industry Exhibition in Sydney as Julie Durovic from helloworld Shellharbour in NSW.

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Contiki RoadTrip III

CONTIKI has announced the third instalment of its YouTube RoadTrip will return to Europe in 2014, kicking off in Barcelona.

The RoadTrip involves a group of influential YouTube content creators journaling their travel experiences, which this year traces the European Riviera over 12 days through Nice, Florence & Rome before ending in London on Contiki's Mediterranean Highlights itinerary.

Together, the line-up of content creators have 13m+ subscribers from Canada, New Zealand and the United States.

The event kicks off this Thu, see www.contiki.com/roadtrip.

Cebu spring fare sale

PHILIPPINE carrier Cebu Pacific Air (5J) has ramped up its marketing campaign ahead of its Australian debut, promoting a seat sale on FM radio in Sydney.

All-inclusive fares between Sydney & Manila are priced from \$149 one way, valid for travel from 09 Sep until 30 Nov when booked before 25 Jul.

5J will operate four weekly flights to Sydney over the period.

CI cranks up Auckland

AN ADDITIONAL 15,000 seats will be added by China Airlines on the Taipei-Brisbane-Auckland route from 05 Dec to 28 Feb, Auckland Airport has confirmed.

The capacity spike will see the Taiwanese carrier boost its flight frequencies on the route from the current thrice weekly to four.

CI will also switch the aircraft used on the route over the period from Airbus A330-300s to higher density Boeing 747-400s.

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DFW auto control

QANTAS is today advising of the adoption of Automated Passport Control at Dallas/Fort Worth Int'l Airport, speeding up the entry process for visitors to the US.

'Carry E-Z' lines in the Int'l Arrivals Hall are also available for int'l pax travelling without checked baggage to clear Customs & Border Protection in one step, and bypassing baggage claim.

Kimberley fly free

APT has released a fly free offer to the Kimberley for last minute bookings in Aug and Sep on select 4WD Kimberley Wilderness Adventures.

It's available on three itineraries including the 15-day Kimberley Complete on 29 Aug or 23 Sep, 17-day Kimberley, Kakadu & Arnhem Land Explorer on 19 & 26 Aug and 17-day Top End & Kimberley Discovery on 16 Sep.

The fly free includes taxes of up to \$150pp, with full payment required on bookings by 08 Aug.

ANZAC air options

TEMPO Holidays has accessed a limited allocation of seats with Emirates on flights to Istanbul that can be combined with two ANZAC Centenary departures in 2015.

The air package includes a one night stopover in Dubai with breakfast, transfers and city tour, and is priced from \$3,160ppts including return EK Economy class fares ex Melbourne and Sydney.

It can be paired with the 19 Apr eight-day Legends of Gallipoli Pilgrimage or 22 Apr nine-day ANZAC Spirit Pilgrimage.

Lowcostbeds target

B2B bed bank, lowcostbeds, has detailed plans for triple digit growth in sales in the Asia Pacific region for 2015.

Having established an office in Sydney one year ago, the firm said it has signed key distribution agreements with "some well-established players" & has enlarged its presence to over 4,000 retail agencies within Asia Pacific.

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Sri Lanka out in force at show



SRI Lankan tourism officials believe there is huge potential for growth from the Australian market, with the picturesque destination now very affordable, accessible and stable.

Several Sri Lankan operators participated in last week's Travel Industry Exhibition (**TD** Fri) as the first move to undertake some "serious promotion in the Australian market," according to Mervyn Fernandopulle of Colombo-based Airwing Tours, which is one of the country's major inbound operators.

He detailed the wide range of tourism product in Sri Lanka including beaches, festivals, heritage, stunning wildlife and "bliss" (spa & wellness).

Fernandopulle is also a board member of the Sri Lanka Tourism Promotion Bureau, and told **TD** the country has set an ambitious target to more than double visitation to 2.5 million arrivals

over the next two years.

There are huge infrastructure developments under way, with major hotel groups establishing operations in Sri Lanka.

Fernandopulle said he's keen to establish more relationships with Australian wholesalers, with peace in Sri Lanka meaning the entire country is accessible.

"Sri Lanka is the next big thing," he enthused, while confirming that Sri Lankan Airlines, which recently joined the **oneworld** alliance, is seriously considering direct flights to Australia.

Pictured above are, from left: Rohan Abeywickrema of Hawk Travels; Ishanth Gunewardene, Jetwing Hotels; Zeshan Mantara, Gemini Tours & Travels; Bhathiya Gunasekara and Dinesh Hettiarachchi of Madulkelle Hotels & Lodges; D.M. Ratnakake from the Consulate General of Sri Lanka; & Mervyn and Miron Fernandopulle, Airwing Tours.

EARLY PREVIEW 2015 EUROPE

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Councillors don the hard hats



ABOVE: Royal Hotels Australia Pty Ltd provided the Mayor of Woollahra Toni Zeltzer and her Councillors a progress update and site inspection last week of the 140-room InterContinental Sydney Double Bay.

When it opens after a massive refurbishment in Nov, the former Ritz-Carlton will be the city's only five-star hotel outside the CBD.

It will also be InterContinental Hotel's fifth property in Australia.

"Having a luxury hotel in Double Bay will actively revitalise the Double Bay commercial centre and draw interest from international & domestic tourists," Zeltzer said.

Mayor Zeltzer is pictured with her Councillors during the tour.

Virgin Ltd free night

GUESTS booking a four night or longer stay at Virgin Limited Editions soon-to-debut new South African property can take advantage of a free night offer.

The deal applies to stays from 01 Sep - the Mont Rochelle Hotel & Mountain Vineyard's opening date - through until 21 Dec.

Located 45mins from Cape Town in Franschhoek, the 39 hectare Mont Rochelle Hotel & Mountain Vineyard is a 22-bedroom hotel that features two restaurants, a "cozy bar", spa and wine cellar.

Prices including daily breakfast start at ZAR 4,460 (AU\$450) - for more details, [CLICK HERE](#).

Travel Daily

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Tuesday 22nd July 2014

EK BUD launch fares

EMIRATES has released special fares for its newest route to Budapest (**TD** 14 Jul) priced from \$1,798 in Economy Class from the east coast & Adelaide and \$1,691 departing Perth.

Business Class airfares start at \$7,580 or \$7,415 respectively.

Travel is valid from 26 Oct to 05 Dec on select flights, with tickets needing to be issued by 28 Jul.

Eligible flights also permit a free Dubai stopover enroute to BUD.

CWT appointment

WAYNE Castle has been appointed as director of CWT Meetings & Events, Australia and New Zealand, based in Sydney.

Castle has over 25 years experience managing & directing events companies and was most recently national commercial manager at the Australian Water Association.

Art Series to Adelaide

THE Art Series Hotel Group has expanded its portfolio to South Australia, with the opening of The Watson flagged for 16 Aug.

Located in the Adelaide Hills suburb of Walkerville, the newest addition to the group has 140 hotel suites and is devoted to Indigenous artist Tommy Watson.

Each suite overlooks the Hills, River Torrens and Adelaide CBD.

WIN A \$75 GIFT VOUCHER

This week **TD** & **French Travel Connection** is giving 5 readers the chance to win \$75 gifts.com.au vouchers.



Discover Monaco with French Travel Connection! Travel agents get rewarded for booking their clients on a 'Passport to Monaco' with France Specialist, French Travel Connection. An exclusive incentive to give consultants a chance to experience this fabulous destination!

[CLICK HERE](#) to find out more.

To win, be first to send the correct answer to:

gifts@traveldaily.com.au

What extra giveaway does the top-selling agent receive?



FRENCH TRAVEL CONNECTION

Congratulations to yesterday's winner, Jacqueline Mannell from Cruiseabout.

Bahrain hotel price cut

CLOSE to 30 four- and five-star hotels in Bahrain have agreed to slash prices by 20% for the rest of the year for locals only in a bid to boost domestic tourism.

The strategy excludes special events dates, national days and weekends, *Arabian Business* reported this week.

"The initiative aims at revitalising internal tourism and attracting Bahraini and resident families to tourism facilities," a spokesperson for Bahrain's tourism department said.

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- Ensure timely updates are conducted on Emirates AUNZ websites with offers and tactical fares.
- Coordinate and execute EDM briefs for specific marketing campaigns, brief Digital Comms Unit (DXB) of all local tactical activity including special offers, new routes and closed user groups.
- Work with agencies to assist in managing & growing the affiliate channel, PPC campaigns, and explore sales opportunities through mobile channels.

Interested applicants should have:

- Minimum of 3 years' experience in E-commerce environment and an understanding of technology is essential. Working experience in an Airline/OTA/GDS industry is advantageous.
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Applications close Sunday 27 July 2014.

Only candidates whom meet the minimum requirements will be considered and contacted.



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Gympie Muster deal

SUNSHINE Coast Destination is offering 'Stay & Play' accom packages for the Gympie Music Muster on 28-31 Aug, priced from \$150pp - for more, [CLICK HERE](#).



AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

LAST Saturday night (19th Jul) was without question the travel industry's night of nights, with the Gala NTIA 2014 presentation event and dinner. For the over 1300 people who took part and the 35 winners who were awarded their trophies, it was a night to remember.

Unfortunately, it was impossible to commence the NTIA this year without an appropriate recognition of the tragic events of last week of MH17. As a tribute, at the commencement of the evening I said this;

Colleagues, as you would all be aware the loss of the 298 people yesterday has had an impact across the globe. Indeed, 28 Australians have lost their lives in this despicable act against the freedoms of the globe and the innocence of civilians. We mark this moment and recognise this tragedy as we begin our event tonight. NTIA is a celebration of the travel industry and we will go on tonight.

Of course, even more tragically, we now find the death toll of Australians has risen to 37 and for all accounts, the international effort to ensure that respect and common decency is restored as the bodies are recovered & we all hope returned to loved ones as they mourn the loss.

The travel industry is resilient and we will go on from this tragedy. AFTA has extended the hand of friendship to Malaysia Airlines as it looks to its future and I am sure that the entire industry will do what it can to support MH at this time.

Tragedy of this magnitude is difficult for everyone to understand. It is a complete act of bastardry and it is hard to believe that in this modern human race after all that has been endured, these acts still go on.

We are a peaceful nation, with an enormous passion for life and while we will always respect and remember those lives that have been lost in this event, we will continue to live our lives as we should in honour of those that have lost their lives.

We all watch on as the political leaders across the globe actually lead, we hope.



HotelClub/DNSW pact

DESTINATION NSW has teamed with HotelClub for the first time to promote Sydney in winter.

The digital destination campaign showcases what is available to do in 'Sydney by day' and 'Sydney by night' over the cooler months, with discounted accom rates.

Hard Rock for Cabo

HARD Rock International has announced it will open a new 600-room property in Cabo San Lucas, Mexico in 2016.

The Hard Rock Hotel Los Cabos will be the fourth destination in Mexico for the group and fifth in its All Inclusive Collection.

Lafone answers call from Canada



ENDEARING Swiss Miss Evelyn Lafone will today sign off from her post of the last four years as director of Switzerland Tourism here in Australia as she prepares to embark on her next challenge in a new market - Canada, where she will be based in Toronto.

At a lunch for trade colleagues yesterday, Lafone expressed her gratitude to the local industry for their reception over the last 4yrs.

"Thank you for making me feel so welcome," she said.

Australia was a market unserved by Switzerland Tourism for 12 years prior to Lafone moving from the UK to take on the task of rebuilding the country's local promotion platform from scratch.

Since then, Australian visitation to the small European nation has increased by at least 10% year-over-year.

These results took Australia past more established markets such as Korea, Canada and SE Asia.

In attendance at yesterday's lunch was Switzerland Tourism executive vice-president Urs Eberhard, who flew in from Europe especially for the event.

He praised Lafone's efforts and results, noting many in a series of innovative & engaging campaigns.

Under Lafone, Switzerland has welcomed hundreds of Australian travel agents to the country on famil trips and devised many trade promotions including the successful 'Get Swissed' agent incentive of two years ago.

On a mainstream level, the country's natural highlights were placed front and centre on prime-time television on Channel 10's fitness show *The Biggest Loser*.

Lafone's Australian departure coincided with her 25 years at Switzerland Tourism, marked by Eberhard presenting Lafone with a 25-carat gold flower jewel piece.

Taking over Lafone's role in Sydney will be Mark Wettstein.

Wettstein will assume the position in late Oct (relocating in late Nov) and brings with him a wealth of knowledge and experience in travel.

He is currently manager of Airlines Affairs for Asia Pacific and Eastern Europe at Zurich Airport and was previously an account manager of business sales in Switzerland for Lufthansa.

Pictured above from left is Urs Eberhard, Evelyn Lafone and Birgit Weingartner, all of Switzerland Tourism and Francois Michel, Lake Geneva Region.

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Attracting and retaining the **best consultants in the business** is incredibly important to our client, which is why they offer some of the most attractive benefits in the industry including **six figure earning potential, flexible hours and access to premium holiday suppliers**.



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Botswana beckons TASCo agents



THE Africa Safari Co recently hosted this group of travel agents on a famil which explored a range of Desert and Delta safari lodges in Botswana and the Sanctuary Sussi & Chuma Lodge in Livingstone, Zambia.

From the Okavango Delta wetlands to the arid climes of the Makgadikgadi Game Reserve, from the forests of Moremi to

the thundering Victoria Falls, the diversity of habitat was only surpassed by the multitude of wildlife encountered along the way, including the Big Five and elusive cheetah & wild dogs.

Highlights included walking with lions, boat rides & scenic flights.

The group are **pictured** above with The Africa Safari Co escort Brodie Poole, NSW bdm.

MANAGER MELBOURNE MARKETING

Location – Melbourne, CBD
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MANAGER MELBOURNE MARKETING

- Melbourne CBD Location
- Challenging and dynamic role

The Department of State Development, Business and Innovation (DSDBI) is the Victorian Government's lead agency for the promotion and facilitation of the State's economic development. The Department develops and implements a diverse range of programs and projects designed to attract and facilitate investment, encourage exports, generate job opportunities, stimulate innovation, and promote Victoria nationally and internationally.

The position of Manager Melbourne Marketing sits within the Tourism Victoria Branch.

Tourism Victoria is the lead government body responsible for tourism development in the State and is a Victorian State Government statutory authority and forms part of the Tourism and Airline Services Division of the Department of State Development, Business and Innovation.

Tourism Victoria is looking to appoint a Manger Melbourne Marketing to oversee a small team which managers the development, implementation and evaluation of a wide range of Melbourne Marketing initiatives.

This is a challenging and dynamic role, where you will provide your skills in project management, negotiation, advertising, media services, brand and communication. These skill will be used to project manage the development, implementation and evaluation of a wide range of Melbourne Marketing initiatives, including contributing to the strategic development and tactical marketing activities for Melbourne.

With a demonstrated background in project management and working closely with advertising and media agencies, this role will see you be the conduit in ensuring the maximisation and reach of vital campaign activity and funding for Melbourne.

For a confidential discussion, please call Nicole Bradley, Group Manager, Brand Strategy and Advertising, on (03) 9653 9874. For further information on the position, including a position description, and to apply please visit www.careers.vic.gov.au.

Applications close midnight 27 July 2014 and must address the Key Selection Criteria outlined in the Position Description.

Reference: VG/DSDBI002458

BW branding portal

BEST Western Australasia has introduced a new website which provides info for prospective int'l hoteliers, owners & developers of the benefits of branding under the group's banner in this region.

joinbestwestern.com "offers a deep look into the value of brand membership" for potential hotel owners, Best Western general manager of development Barry Fleischmann commented.

The website's launch comes at a period of "positive" growth at Best Western, with the highest number of new signings in 20 years, BW Australasia chief exec Rob Anderson said today.

"Business is up, results are up, and we're seeing excellent growth in our midscale and upscale hotel types, driven by the successful expansion of BEST WESTERN PLUS," Anderson added.

The group signed 21 hotels & opened 14 in Australasia in 2013 and has more new builds and conversions launching this year.

Tuesday 22nd July 2014

LATAM 2014 guidance

LATAM Airlines Group and its subsidiaries have downgraded its operating margin estimates for full year 2014 by approx 4-5% (down from 6-8%) due to the "negative impact" of the World Cup in Jun and Jul on corporate and tourism demands.

The Latin American carrier said it expects the impact of the Cup to be in the realm of US\$140m and US\$160m, primarily as a result of decreased revenues.

The figure also takes into account of a slower GDP growth trends & weaker foreign currencies.

MEANWHILE, LATAM & TAM Airlines have accepted a proposal of the Government of Venezuela for the repatriation of funds totalling US\$148m (AU\$157m).

MANAGER REGIONAL MARKETING

Location – Melbourne, CBD
Classification – Marketing and Communications
Sub Classification – Brand Management
Work Type – Full Time
Annual Salary - \$80,000 to \$100,000
(Visible salary is: \$83,749 – \$101,330 pa)

MANAGER REGIONAL MARKETING

- Melbourne CBD Location
- Exciting opportunity to develop your marketing strategy skills
- Are you seeking an opportunity to learn, grow and achieve?

The Department of State Development, Business and Innovation (DSDBI) is the Victorian Government's lead agency for the promotion and facilitation of the State's economic development. The Department develops and implements a diverse range of programs and projects designed to attract and facilitate investment, encourage exports, generate job opportunities, stimulate innovation, and promote Victoria nationally and internationally.

The position of Manager Regional Marketing sits within the Tourism Victoria Branch.

Tourism Victoria is the lead government body responsible for tourism development in the State and is a Victorian State Government statutory authority and forms part of the Tourism and Airline Services Division of the Department of State Development, Business and Innovation.

Tourism Victoria is looking to recruit Manager Regional Marketing responsible for managing and developing key regional marketing strategies, and the development and management of regional brands, campaigns and programs.

The Regional Marketing team has primary responsibility for managing Tourism Victoria's partnership program, working with regional tourism organisations to engage them in regional marketing strategies and policies.

For a confidential discussion, please call Shae Keenan, Group Manager, Regional Marketing, on (03) 9653 9816. For further information on the position, including a position description, and to apply please visit www.careers.vic.gov.au.

Applications close midnight 27 July 2014 and must address the Key Selection Criteria outlined in the Position Description.

Reference: VG/DSDBI018698

BELOW: Grabbing one of 130 brightly lit table ornaments for their group shot, the team from Qantas had much to celebrate.



RIGHT: Travelport Merchandising Platform claimed the title of Best Travel Agent Technology Innovation.



ABOVE: Corporate Travel Management continue to go from strength to strength as Best National Travel Management Company.



LEFT: Surprised at the result but most certainly well-deserving, Back-Roads Touring brand manager Hugh Houston was overjoyed at the award and utterly lost for words at the company's recognition only six months into the job.



ABOVE: Hertz so good! Nick Zaferis from Hertz was joined on the stage by his devoted team to celebrate Best Car/Campervan Rental Operator.



POSING in front of the giant AFTA globe spinning on stage at last weekend's NTIA Awards quickly turned into a rite of passage for the evening's many celebrated winners.

From the larger organisations, many team members were in attendance to share in the spoils, opting for a group photo worthy of framing on the office wall.

Once all was said and done at the formal ceremonies, it was time to toast to the success of the evening at the AFTA party, with more than one letting their hair down.

For a variety of photo galleries from the evening, see www.facebook.com/traveldaily.



ABOVE and LEFT: Helloworld's success came in many forms on top of the Best Travel Agency Group gong, with Phil Hoffman Travel (Best Travel Agency Manager - Retail) and Hunter Travel Group (Best Travel Agency Retail - Multi Location) both standing out for recognition.

BELOW: Finnair brought its unique European sophistication to the NTIA Awards, proudly showing off Best International Airline - Off-Line.



BELOW: A huge delegation of Virgin Australia management were on hand to add to the overall glamour of the occasion.

WIN A TRIP TO MAURITIUS

In July, **TD** is giving readers the chance to win a holiday to Mauritius, courtesy of **Club Med and Air Mauritius**.

The prize includes return economy class fares to Mauritius with Air Mauritius, airport transfers and six nights accommodation at either Club Med Albion or La Pointe aux Canonnières, for two.

Every day this month **TD** will ask a different question about Club Med or Air Mauritius. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email answers to: clubmedcomp@traveldaily.com.au

Q16: Name an extra service you get when you book into the 5 Trident space a Club Med Resort?

Hint: www.clubmedta.com.au



Club Med
Premium all-inclusive resorts

AIR MAURITIUS

Terms & conditions

Viator VIP exclusives

SIGHTSEEING specialists Viator are promoting a range of VIP and exclusive "skip-the-line" tours on offer across Europe.

Among the range of Viator VIP tours are a Sistine Chapel private viewing of the Vatican's secret rooms, the Palace of Versailles small group tour, Moulin Rouge Show with exclusive seating with three-course dinner, or the Viator Exclusive Game of Thrones private walking tours.

For full details, go to viator.com.

Encore to Maritimes

CANADA'S WestJet Encore will commence new twice daily services between Toronto and Fredericton, New Brunswick in the Maritime from 15 Apr.

Flights will operate using 78-seat Bombardier Q400 NextGen turboprop aircraft.

DL/FM codeshare

DELTA Air Lines and Shanghai Airlines have lodged an application with US authorities seeking a new codeshare agreement between the United States and China.

The arrangement will also see Delta place its designator code of 'DL' on 27 routes from Shanghai & 17 routes from Beijing in China.

'World Treats' offer

WORLDHOTELS has expanded its 'World Treats' rates to sporting events including the US Open, 2014 FIBA Basketball World Cup in Spain and numerous other fixtures in 2014/15.

World Treats rates include free breakfast and double Peakpoints from the group's loyalty scheme, when booking a minimum two night stay before 30 Sep.

For more info on the promo, see worldhotels.com/world-treats.

Tuesday 22nd July 2014

Travel Daily
First with the news



KUONI Group Travel Experts organised its first ever famil for Australian travel agents to Turkey recently, with 11 agents escorted around the country over 11 days.

Their itinerary operated round trip from Istanbul and visited Ankara, Cappadocia, Pamukkale, Kusadasi and Canakkale, with consultants experiencing four- & five-star international hotels.

Highlights of the trip included visiting the Blue Mosque & Hagia Sophia in Istanbul, exploring the ruins of Ephesus and hot air ballooning over Cappadocia.

Pictured back row from left are Maria Alaxova, Kuoni Group Travel Experts; Vanessa Saville, Escape Travel Caloundra; Melissa Unterreiner, Macleay Valley Travel; Asli (local rep); Andre Rasquinha, Travel Talk; Barbara Koryzna-Kijowski, All Tours & Travel; Renee Lambert; All Australian Journeys; Carly Evans, KGTE; Christine Matthews, New England Travel and Cathy Elliott, Peregrine Travel.

Front row: Sasha Peakall, Active Travel; Audrey Warren, Mission Travel; Jodie Yopp, Travelworld Carlingford and Jennifer Phillips, Moss Vale Cruise and Travel.



Rd 19 Winner

CONGRATULATIONS

Jason Denisenko

from **MTA Travel**

Jason is the top point scorer for Round 19 of **Travel Daily's** NRL footy tipping competition, and has won a double admission pass to **Taronga Zoo**.



Major Prize Sponsors

1st Prize: two return flights to Dubai, courtesy of Emirates



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



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**Is your team being
recognised, rewarded
& appreciated?**

Read our latest inPlace blog



Ben Carnegie

Key Account Manager GDS - Sydney

- ▶ Excellent remuneration pkg -From \$80K base
- ▶ Award winning IT solutions/ technology servicing Travel & Tourism clients.

An exciting opportunity has become available to work for a world leader in technology distribution services to the travel industry.

This senior position has been created with the sole purpose of working on key accounts. It will oversee acquisitions, retention and development of assigned key accounts. Reporting directly to the National Key Account Manager of Australia.

To be successful in your application for this fantastic opportunity, your previous experience within the travel industry will have been at a senior level, involved in tendering information proposals, specific project management, negotiating at all levels and problem solving. Previous Account Management experience with the expertise of knowing how to capitalise on opportunities for potential growth within an existing portfolio of key accounts is a must!

Call Ben or [click here](#) for more details

Event Coordinator - Sydney

- ▶ Domestic Conferences and meetings
- ▶ Pharmaceutical and Medical clients
- ▶ Salary from \$55K + super

High profile events & incentives agency currently seeking a new Events Co-ord to manage a portfolio of clients in the Medical & Pharmaceutical industry. Events pro essential.

Call Ben or [click here](#) for more details

Sales Manager, Online Hotels - Sydney

- ▶ Online hotel software product sales
- ▶ Sydney based role with remote reporting
- ▶ Salary \$55K + super + incentives

A well-known online Accommodation & Destination services provider, due to expansion are seeking a Sales Mgr to manage an existing portfolio of wholesalers & develop new client leads

Call Ben or [click here](#) for more details

Senior Leisure Cons - Sydney Sth West

- ▶ Earn up to \$50K pkg with NO sales targets!!
- ▶ Work/life balance - Arrive home before dark!
- ▶ Forget the commute to the city- ideally located Sth West

Award winning agency where customer service comes first, is seeking an experienced consultant with a passion for consulting. Sabre/Tramada preferred. No sales targets.

Call Sandra or [click here](#) for more details

Retail Travel Manager - Sydney Eastern Sub.

- ▶ Award winning brand
- ▶ Strong repeat business
- ▶ Salary from \$70K- \$80K

Our client is an award winning travel company looking for a highly experienced retail manager with a solid network of contacts in the area to oversee a team of 3 senior cons.

Call Sandra or [click here](#) for more details

Travel Centre Manager - Sydney

- ▶ Domestic Tourist Information Centre
- ▶ Domestic destinations, tours & attraction sales
- ▶ Salary \$50K + super + uncapped commission

Enjoy working in the ambiance of one of Sydney's most iconic CBD locations whilst utilising your superior managerial skills to motivate your team and ultimately grow the revenue.

Call Ben or [click here](#) for more details