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# Travel Daily

First with the news

Tuesday 17th June 2014

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## New Philippines flights

**THE** move by Filipino low-cost carrier Cebu Pacific to launch direct services between Manila and Sydney (**TD** breaking news) will "greatly expand travel options to Philippine city and beach destinations," the airline said.

Cebu Pacific will utilise a new A330-300 aircraft configured with a single cabin comprising 436 Economy class seats on the route, with the service to debut 09 Sep.

Special launch fares start at \$99 one way, while the normal year-round fare from Sydney to Manila will be \$335 including taxes.

Cebu Pacific currently operates flights to 34 destinations across the Philippines as well as 26 international ports including long-haul destinations such as Dubai and Kuwait.

The carrier has a 50% domestic

passenger market share within the Philippines, and its network will provide seamless onward connections to destinations across the country.

Cebu Pacific operates a low-cost model including online bookings, web check-in and the ability to pay for hot meals, baggage, seat selection and in-flight wi-fi.

The new Sydney services will operate each Tue, Thu, Sat and Sun departing Sydney 1135 and arriving into Manila at 1730.

## NZ takes max VA slice

**AIR** New Zealand has boosted its stake in alliance partner Virgin Australia to 25.99%, the maximum permitted by the Foreign Investment Review Board

Prior to today, Air New Zealand held a 24.46% slice of VA.

## Pinpoint Bali luxury

**PINPOINT** Travel is highlighting the Alila Villas Saari in Bali as one of the properties featuring in its upmarket 'The Collection' brochure, with a five day package from \$1385pp - see **front page**.

### Today's issue of TD

**Travel Daily** today has six pages of news & photos, a front cover page for **Pinpoint Travel** plus full pages from:

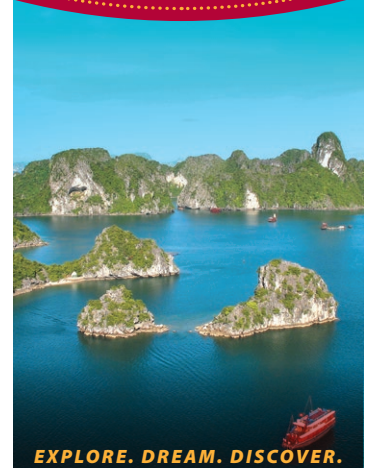
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Debra Mavin - PTM in NSW

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# Travel Daily

First with the news

Tuesday 17th June 2014



## SMALL GROUP TOURING SOUTH & CENTRAL AMERICA ON SALE

Find out more



\*Terms & conditions apply.

## Peregrine FIT tour range

PEREGRINE Adventures is moving in on the independent traveller market, this morning announcing two new brand concepts that will debut in Jan.

Independent Journeys and Independent Experiences are packages that will operate based on one or two pax, pitched at travellers "who wouldn't normally consider group travel."

Peregrine's 25 most popular group itineraries will make up the Independent Journeys collection.

They generally depart daily and will be hosted by a local expert in each location before pax travel alone to the next destination.

Destinations include Turkey, Morocco, India and Vietnam, with tours ranging from 9 to 15 days.

Independent Experiences will be newly developed two to five day packages in key cities which link to other Experiences or Journeys, or regular Peregrine departures.

Intrepid group brand & product manager Steve Wroe said the independent range enables pax to save money by booking set itineraries while at the same time having the assurance of booking

through a leading travel firm.

Wroe said there is a market of travellers who love the Peregrine concept but "just can't handle the idea of travelling on a group trip."

"They have been scared off group travel by big coach-style group tours, or they may just want to travel with a partner or friend," he commented.

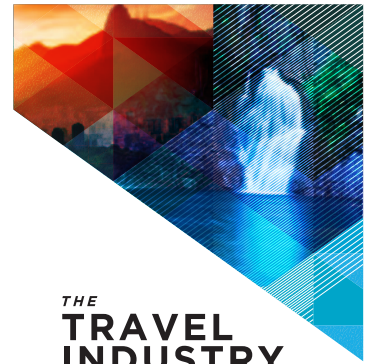
He added the new independent offering provides Peregrine with the ability to offer "our local expertise & responsible business ethos to a wider audience."

## GHM wins Miami case

HOTEL group GHM has been vindicated and awarded damages in a ruling by the International Court of Arbitration over the forceful takeover of The Setai Miami more than two years ago.

The property's owner, Lehman Brothers, terminated the management agreement in the "pre-dawn hours of March 31, 2012," alleging mismanagement.

After a long-running case, the tribunal found in favour of GHM which it said had complied with the contract in all respects.



## THE TRAVEL INDUSTRY EXHIBITION

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## FJ launch Suva-Apia

**NEW** twice weekly Fiji Airways services between Suva and Apia, Samoa commenced this week.

The flights are operated utilising brand new ATR 72-600 turboprop aircraft which offer eight Business & 60 Economy Class seats for the 2.5 hour service.

## QH, Viva! SmartTkts integration

**PHASE** one of the integration of helloworld wholesalers Qantas Holidays & Viva! Holidays with Air Tickets and Smart Tickets Online application has been rolled out, cutting down wait times.

The change comes about in response to an increasing number of tactical retail airfares

and requests by trade partners to incorporate the options into wholesale bookings.

Agents still have the ability to create and control a retail airfare PNR under the change, with QH/VH able to confirm and quote a PNR instantly, upload details into Calypso itineraries & invoice.

Tickets are issued via Smart Tickets online once full payment has been received.

Integration eliminates manual loading of retail airfares into Calypso which previously made short-life tactical fares difficult to combine.

All retail & wholesale fares must be incorporated into a wholesale air/land package with a minimum land value of \$200 - **CLICK HERE** for details on the procedure.

## MU 2x daily to MEL

**MELBOURNE** Airport ceo Chris Woodruff has today welcomed plans by China Eastern to operate seasonal double daily flights from Shanghai to Melbourne, adding over 29,000 seats to the market.

The new second daily service, flight MU740/739 will commence on 30 Nov and run through until 09 Mar, operated by A330-200s.

Woodruff said China was MEL's top long-haul market, with arrivals growing about 20% in the last quarter alone.

## Vivid visitor value

**THE** Vivid Festival had a record number of attendees this year at more than 1.43m people.

The result was a 79% y-o-y jump for the festival which ran from 23 May to 09 Jun, NSW Deputy Premier Andrew Stoner said.

Over 19,500 were international visitors on Vivid travel packages, up 74% on 2013, and 9,700 of these were visitors from China.

Stoner has previously said the event pumped more than \$20m into the state's economy in 2013.

**MEANWHILE**, Accor today said its average room occupancy in Sydney CBD hotels during the 18 day festival was 87.1% - up 6.6% on the same time last year.

## Design bonus comm.

**AGENTS** booking participating Design Hotels through the GDS will earn 15% commission on 'Best Available Rates' for stays between 01 Jun and 31 Aug.

The promo includes other guest benefits, such as free breakfast and wi-fi, shuttle services and discounted spa treatments.

Design Hotels has over 120 member properties worldwide and is found in the GDS under the chain code of 'DS'.

To view the participating hotels, see [designhotels.com/commission](http://designhotels.com/commission).



**THERE** appears to be a common theme in the tag-lines of at least some Asian low-cost carriers.

AirAsia has marked its rapid growth across the ASEAN region with its low fares meaning that "Now Everyone Can Fly".

Cebu Pacific (**p1**) has taken on the same thought but tweaked it for its Filipino heritage by saying it was "the first to offer low fares to every Juan".

The idea recurs right across the Cebu Pacific collateral, with the airline saying its low fares make it the reason "Why every Juan flies" - while other promotions include "great value hotel bookings for every Juan" and claims that it's the "Juan for Fun" for backpacking fliers.

A promotion on the carrier's website gives travellers "Juan more chance" to save, while single sectors are (naturally) called "Juan way flights".

## 787-9 regulator tick

**BOEING** has received approval from the FAA and European Aviation Safety Agency for 787-9 Dreamliner commercial services.

The Dash 9 Dreamliner variation has undergone a test program of more than 1,500 hours of flight testing and ground tests.

Boeing confirmed it is in the final stages of preparing the first delivery of the 787-9 for launch customer Air New Zealand.

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## ICC Sydney Hotel gets go ahead



**NSW** Deputy Premier Andrew Stoner yesterday announced the International Convention Centre Sydney at Darling Harbour (ICC Sydney) Hotel has been given planning approval to proceed.

The ICC Sydney forms part of the Sydney International Convention, Exhibition and Entertainment Precinct (SICEEP), and will feature up to 616 keys and create 250

operational jobs once complete.

Construction of the 35-storey tower (pictured) will commence by the end of 2014.

Stoner said the ICC Hotel would be a "focal point" for a revitalised Darling Harbour area.

A luxury hotelier for the project has yet to be announced.

ICC Sydney is the third stage of the SICEEP to gain a green light.

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## Travelport 3.0 debut

**TRAVELPORT** is to release an upgraded version of its Travelport Mobile Agent, available for free download from the App Store and Google Play from 30 Jul.

The app was developed in partnership with TTS and new features include an improved interface and graphics, enhanced content, allowing users access to more detailed information, faster travel platform response to command entries, integration with TravelPort's ViewTrip itinerary tool and a newsfeed with relevant travel articles.

## Garuda to Haneda

**GARUDA** Indonesia reinstated its Jakarta-Tokyo Haneda route on Sun, with the re-linking of the cities operated by a dual class Airbus A330-300 aircraft.

The addition of Haneda takes Garuda's direct service to Japan up to 39 weekly flights.

## Wotif Whits promo

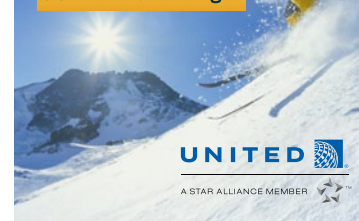
**WOTIF.COM** has launched a two week campaign aimed at driving Southerners to book a holiday on the Queensland Whitsundays.

Partnering with Whitsundays Marketing & Development Ltd, the 'Perfect from every angle' promo follows inhouse research that showed Aussies prefer a hot beach holiday closer to home over a cold and snowy getaway, Wotif.com's Donna Rodios said.

## Ski North America with United Airlines

Win one of 10 places on a ski trip to U.S.A. or Canada.

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## Product Manager - Small Ship and Expedition Cruising

Imagine leading a small team that is pioneering a dynamic new growth product with exciting and challenging destinations that span the globe making life long dreams come true, here's your chance! You have the chance to develop your tourism career with Australia's leading Tour Operator. APT's Small Ship and Expedition cruising program is a world leader in experiential luxury travel.

### Key Responsibilities:

- Create a business plan for the products and destinations
- Manage the financial aspects of the product (price, margins, costs) to deliver the required product profitability
- Show initiative and recommend product changes and new products to ensure our leading competitive position is maintained
- Monitor the activities of competitors and changes in the industry likely to impact our business
- Prepare and manage the product brochure process to meet launch timelines
- In conjunction with the Marketing and Sales departments develop program's to increase our share in the Australian and overseas markets
- Ensure that all operational aspects of the product is delivered worldwide

### Competencies Required:

- Strong management experience, accountability for a significant "business" and leading a small team to achieve exceptional results
- Relevant experience in the cruising and touring sections of the industry
- Strong negotiation skills and the confidence to maintain an agreed position when necessary
- Very strong communication skills both verbal and written along with the ability to effectively communicate at all levels
- Experience in brochure production
- High analytical strengths and the ability to interpret data and make sound decisions based on the results
- Strong attention to customer service and "delighting the customer" in every experience
- Ability to live the APT values
- Relevant tertiary qualifications would be an advantage

You will have a passion for APT and delighting the customer, knowledge of small ship/expedition cruising would be desirable but not essential. From time to time domestic and international travel will be required.

Please send through a cover letter and resume to [aaron.noble@aptouring.com.au](mailto:aaron.noble@aptouring.com.au). Applications close Friday 4th July 2014.

## JAL free land wi-fi

**FOREIGN** visitors flying to Japan with Japan Airlines are eligible to apply for free wi-fi accessibility, accessed through the JAL site.

Online applications will be made available later this month, enabling JAL pax to obtain free wi-fi at airports, railway stations, convenience stores & other locales - see <http://flets.com/freewifi/>.

## Europcar 'bike-ready'

**EUROPCAR** Australia says it is the first car rental company in the country to offer vehicles that come equipped with bike carriers.

Thule ProRider rooftop bike racks come standard on the Mitsubishi Outlander, available at Sydney, Melbourne, Brisbane, Coolangatta and Maroochydore.

## Oz-Brazil flights up

**TRAVEL** agency bookings from Australia to Brazil are up by 314% this year compared with 2013, according to Amadeus.

The analysis of travel during the FIFA World Cup period, conducted a week before and using travel industry data from various sources including Amadeus Air Traffic, also found that bookings from Europe to Brazil from 05 Jun to 13 Jul were up by about 60%.

UK bookings were almost triple the number for Jun 2013, while Germany saw a 100% increase.

The US was the largest intercontinental market in terms of Brazil bookings with bookings for May to Aug up 68%.

## Namibia bargains

**BENCH** International has a near \$500 per couple discount on a 12-day Classic Namibia safari and 15-day Itenga Wildlife Safari, which are now priced at \$4,020ppts and \$2,660ppts - for full itineraries see [benchinternational.com](http://benchinternational.com).



**Merci, Claudia Rossi!**

**ATOUT** France turned Sydney's Dendy Theatre into a little slice of France last night for their private screening of *Grace of Monaco*, starring Nicole Kidman.

More than 250 travel agents got the flavour of France sipping on glasses of Cristal Roederer champagne, and chomping into French pastries whilst standing on the red carpet.

Claudia Rossi, md of Mary Rossi Travel (pictured) was pleasantly surprised when she was presented with the Gold Medal for Tourism by Patrick Benhamou, Atout France's Regional Manager.

The medal is awarded twice a year and Rossi is the only Sydney person to receive this honour.

"On behalf of Laurent Fabius, French Tourism Minister, I am delighted to give the medal to her and thank her for being a true ambassador for French Tourism in Australia," Benhamou said.

"She has been selling and promoting France for forty years and in that time she has doubled the business to France, the effect she's had on raising the awareness to the country has been fantastic," he added.

Accepting the award, Rossi said "I feel humbled and delighted.

"Having seen France by road, rail, boat, balloon, and ridden across the land by bike, there are just so many wonderful places to see, and sell."

Benhamou told the audience over 1 million Australians visited

France last year, an all-time high with many going to the stunning French Riviera.

"Amazingly, Monaco has more Aussies than Japanese which proves the strong tourism market from Australia," Benhamou added.

Last night's event was hosted by Atout France in partnership with Qantas, Rail Plus, Peugeot and Lancome, as well as other industry partners.

## Business Development Executive Melbourne

Due to the expansion of our business and in particular the recent opening of our Queen St, Melbourne office, World Travel Professionals is looking for a dynamic and talented individual to drive corporate sales.

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Email your answers by COB 20th June to:

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# Alberta slides into Sydney



**THE** Canadian Rockies came to Sydney on Sun when more than 100 wholesale and travel agent staff attended Travel Alberta and Air Canada's 'Experience Alberta'

show at the Sydney Ice Arena.

The show focused on activity-based events on offer in the Canadian Rockies during winter, and featured 21 husky sled dogs, ice skating and tickets to watch pro ice hockey players compete.

A similar event will be held in Melbourne for agents on 21 Jun. Participants attending also have the chance to win one of 10 places on a famil through Banff, Lake Louise, Jasper & Kananaskis in Alberta taking place in Nov.

The Travel Alberta team are pictured with Tanya Chamberland from Brewster with one of the show attractions.

## Qualmark TripAdvisor

**NEW** Zealand's Qualmark hotel star rating scores will be displayed on TripAdvisor for Kiwi accom reviews starting this month.

Qualmark gm Tim Keeling said the initiative provides greater confidence for TripAdvisor users who can base an opinion on a hotel based on peer recommendation and a qualified official rating system.

## UA launches to Chile

**NEW** services from Houston to Santiago, Chile will be launched by United Airlines from 07 Dec, the carrier has announced.

Government approval has been sought for the daily service.

## Scoot SIN agent fare

**AGENTS** can take advantage of \$310 return flights to Singapore flying with Scoot under a new partnership with the Singapore Tourism Board.

The fare is extended to two travelling companions and is offered to assist agents expand their knowledge on Singapore.

To register for the fare along with a host of other specials, see [YourSingaporeXperience.com.au](http://YourSingaporeXperience.com.au).

## Cricket packages

**PREMIUM** Sports Tours has released packages for the World Cup Cricket and Ashes series that are scheduled for 2015.

MD John Schibli said the 2014 soccer World Cup has been the firm's most successful for bookings to date and hopes to continue the flow of sports interest to cricket.

**CLICK HERE** for more details.

Tuesday 17th June 2014

## Spicers walking tour

**SPICERS** Retreats has a new four day all inclusive walking tour for groups of 10 from \$1,899 per person on offer from this month.

The Scenic Rim Trail starts at Mt Mitchell Plateau, finishing with Spicers Peak Lodge and accommodation includes Spicers Canopy - **CLICK HERE** for more.

## Peninsula Paris rate

**IN CELEBRATION** of the 01 Aug opening of The Peninsula Paris, the property is offering rooms priced from €695 (AU\$1,000) valid for stays throughout Aug.

See [www.peninsula.com](http://www.peninsula.com).

## NRL Rd 14 Winner

CONGRATULATIONS

### Mick Blount

from World Corporate Travel

Mick is the top point scorer for Round 14 of *Travel Daily's* NRL industry footy tipping competition, and has won a Coffee Cruise for two, courtesy of Captain Cook Cruises.



## 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



## WIN A TRIP TO NEW CALEDONIA

Throughout June, *Travel Daily* is giving readers the chance to win a 4 night holiday to New Caledonia for 2, courtesy of **Aircalin, New Caledonia Tourism and Le Stanley Hotel & Suites Noumea**.

The prize includes return economy class airfares to New Caledonia with Aircalin, airport transfers and 4 nights accommodation at Le Stanley Hotel & Suites Noumea, for 2 people.

Every day this month **TD** will ask a different New Caledonia-related question. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email your answers to: [newcaledoniacomp@traveldaily.com.au](mailto:newcaledoniacomp@traveldaily.com.au).



**Q11: How long is the domestic flight between Noumea and the Isle of Pines?**

Hint: [www.visitnewcaledonia.com](http://www.visitnewcaledonia.com)



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**CORPORATE - ASSISTANT TEAM LEADER**  
**MELBOURNE - SALARY PACKAGE TO \$65K**

HOT new role just called in! This well known corporate travel management company now requires a go getter assistant team leader to join their expanding travel team. You will work as a hands on travel consultant while assisting the team leader with the day to day running of the office. Working Monday – Friday hours only, you will be rewarded for your experience and expertise with a high base salary as well as a social and supportive team environment. This role could be yours if you have at least 3 years 2IC experience.

**LAND ONE OF THESE DREAM JOBS TODAY!**  
**CORPORATE TRAVEL ROLES X 4**  
**MELBOURNE – SALARY PKG UP TO \$80K (OTE)**

There has never been a better time to move into a corporate role than now! We have numerous opportunities in Melbourne that will see you working with well known travel companies servicing high end corporate clients. From boutique office environments to larger call centre environments, we can help you land one of these dream roles today. With Monday – Friday hours on offer and higher base salary, why wouldn't you make the move? Call us today to find out more and never look back, Min 3 years exp req

**HOT OFF THE PRESS – MOVE TO WHOLESALE**  
**WHOLESALE TRAVEL CONSULTANT**  
**ADELAIDE - SALARY PKG UP TO \$70K (OTE)**

Adelaide, the wait is over for a wholesale role! We have a sensational position with a well known global organisation that will see you moving behind the scenes and booking worldwide holiday needs for your loyal agents. You will work exciting hours with amazing benefits such as famils, incentive trips and uncapped commission. Sound like your cup of tea? Register today to find out more and start your new career in wholesale. Minimum 2 years international consulting experience required. Call us today

**IS GROUP TRAVEL YOUR FORTE?**  
**GROUP TRAVEL CONSULTANT**

**MELBOURNE – SALARY PKG UP TO \$55K (DOE)**  
Due to growth, our client, a boutique & well established travel company is now seeking the assistance of an experienced travel professional to work in their groups department. Moving away from face to face consulting, this role will see you booking exciting travel arrangements around the world. This rare opportunity could be yours if you have at least 12 months travel industry experience and previous experience dealing with group bookings. Contact AA today to find out more!





Let us *seal* the deal  
on your next job!

[Click here for more JOBS](#)



Ben Carnegie

### National Sales Manager Wholesale - Sydney

- ▶ Salary from \$100K ++
- ▶ Market leaders in their sector
- ▶ Modern Sydney CBD offices

Currently in a growth period, this reputable, successful business is looking for a National Sales Manager to head up and support the current sales team.

The role encompasses mentoring, monitoring & inspiring the sales team, budget & business plan management, strengthening key business relationships as well as exceeding targeted passenger numbers in Australia. Previous experience managing a team with multi-disciplines will be essential when applying for this role.

This exciting position will give you the opportunity to work in a number of markets and destinations, so no day will ever be the same!

To apply for this position you will need to have a solid understanding of the retail travel sector, wholesale cruising & touring will also be a distinct advantage. Previous experience managing a team is also a must!

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

### Product Loader - Long Term Temp role - Syd

- ▶ Long term temp assignment 4-6 mths duration
- ▶ Excellent hourly rate for experienced loaders
- ▶ Sydney city fringe location

Excellent opportunity to work with a fantastic product range on a long term temp assignment. Must have solid experience with product loading and Calypso an advantage.

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

### Online Travel Customer Service - Sydney

- ▶ Work 7 evenings on get the next 7 evenings off!
- ▶ Excellent work/life balance - Online Customer Service
- ▶ \$46K pkg July start - No Sales!!

Service clients direct, no face to face! Must have experience working in Australia in hotel or travel reservations. Work Mon-Sun 5pm-1am 7 evenings straight then get 7 off!

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

### Wholesale Groups Sales Mgr - BNE or MEL

- ▶ Home based role located in either Brisbane or Melb
- ▶ First class International Tour Operator
- ▶ Salary from \$60K + super + incentives

This newly created role with a well-recognised brand, will give you the opportunity to develop new & existing groups to North America via retail & wholesale travel companies.

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

### Account Sales Manager - Victoria

- ▶ Salary package to \$100K
- ▶ Based in Victoria and managing a large territory
- ▶ Combines Account Mgt & Business Development

Our client is an award winning travel wholesaler. They are currently seeking an Account Sales Representative to manage an extensive portfolio of agencies. A step up for an exp sales rep.

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

### International Groups Travel Cons MICE - Syd

- ▶ Global business with long term career prospects
- ▶ Group travel movement with loads of variety
- ▶ Salary from \$50K + super DOE

We are currently seeking experienced multi-skilled travel consultants looking to move into the meetings and events department of a large corporate travel company.

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



# It's Time!

Become a South Africa Specialist today.

»» [Click here](#)



Inspiring new ways