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QF/EK tariffs streamlined

QANTAS has confirmed it is continuing to evaluate changes to Premium cabin tariffs under its joint venture with Emirates, after introducing "simplified international fare structures" in Economy class across the network.

Effective today, Qantas has rolled out new Economy fares & structures on joint routes with Emirates to Thailand, Singapore, Malaysia, UK/Europe, Northern Africa and the Middle East.

It follows QF's international tariff review announced in Mar.

The amendments affect QF's Economy class Saver Fares & Flex Fares to each of the destinations.

Qantas' new tariff structure has reduced the previous number of Economy fare families from 4 to 3.

Gone are QF's Semi Flex Fares,

with the existing booking classes rejigged to the remaining options.

The carrier said the "streamlined" fare family branding will "drive simplicity for issuing tickets in Australia to all int'l markets."

Further, Qantas' non-alliance international Economy, Premium Economy and Business tariffs to the Americas, South Africa, Hong Kong, China, Japan, Indonesia, the Philippines and Malaysia will adopt the new family tariff effective 01 Jul, pushed back from the originally flagged start date of 03 Jun in order to coincide with modifications to the earn model for the QF Frequent Flyer program.

QF/EK transTasman tariffs will also follow suit starting 01 Jul, Also introduced is a simplified change and cancellation fee structure for all QF/EK operated overseas services, and a new 'Voluntary Cancellation fee.'

For further details, go to the Qantas Industry Sales website.

Eight pages of news!

Travel Daily today has eight pages of news & photos, including a front cover page for **Star Alliance**, a photo page for **Rail Plus** and full pages: ([click](#))

- AA Appointments jobs
- Explore! adventure savings
- Victoria Palace Hotel Paris

Star Alliance promo

THE Star Alliance has today launched a new training program on its Round the World fares (**TD** breaking news), with an incentive offering the chance to win two RTW tickets - see the **cover page**.

Paris hotel special

THE five star Victoria Palace Hotel in Paris is offering a stay 4, pay 3 deal from €306 per night - for details see the **last page**.



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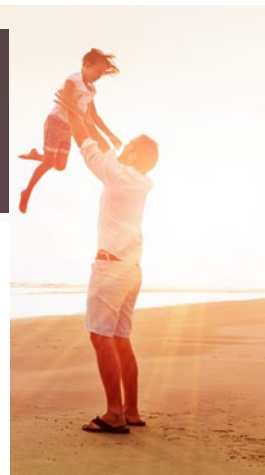
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Star Alliance RTW

BUSINESS class travellers can save more than \$1,800 on round-the-world fares under a new Star Alliance structure which allows travellers to pay less for fewer miles (**TD** breaking news).

All of Star's Business class RTW fares continue to offer between three and 15 stopovers, but the new CRWSPCL level comes with 26,000 miles (rather than the previous minimum of 29,000) and leads in at A\$10,015+taxes.

Economy class RTW fares have also been revamped, with a saving of up to \$408 on the new YRWSPCL1 fare which offers 29,000 miles and 3-7 stopovers, now priced from A\$3681.

Customers can build their own routings within the mileage limits of the various fare levels.

Travel needs to start and end in the same country, and in general be in one direction either East or West, although some limited zig-zagging is permitted.

There are also now three First Class Star Alliance RTW fares, ranging from 29,000 to 39,000 miles each with between 3 and 15 stops - for more details on the new structure, **CLICK HERE**.

NSW agent act repealed

NSW Fair Trading minister Matthew Mason-Cox has welcomed the passage of the Travel Agents Repeal Bill 2013 today, saying the move "will remove outdated and significant red tape burden on industry".

He said the act had regulated the industry from the late 1980s, when "there was virtually no alternative but to pay for travel using a travel agent."

"Since payments are now frequently made to travel providers and through credit cards, the Travel Compensation Fund and licensing have become redundant with protections under the Australian Consumer

Law being far more relevant to consumer travel purchases now and into the future," he said.

The repeal of the legislation is a key part of the implementation of the Travel Industry Transition Plan which will also see the introduction of the AFTA Travel Accreditation Scheme.

MEANWHILE TravelManagers has released a comparison chart which it says highlights the key differences between the ATAS and the TCF, with the aim of helping dispel confusion about the issue.

The company has urged the agency community to be actively discussing the pros and cons of ATAS, with the new regime coming into effect in six weeks.

Chairman Barry Mayo said he's trying to offer "clarity to the industry" in the light of the recent Travel Agent Barometer survey (**TD** 29 Apr) in which just over half of the 80 respondents indicated they wanted more info on ATAS.

CLICK HERE to download the TCF/ATAS comparison chart.

AFTA today kicks off the third round of its national "Becoming Travel Accredited" workshops.

Harrison to head Qantas industry sales

ROB Harrison is set to become the new Head of Agency Partnerships for Qantas, with John Simeone to focus on the corporate market as Head of Business and Government Sales, under the restructure of the QF sales operation (**TD** 19 Mar).

More appointments on **page 6**.

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StayWell into South Africa

SYDNEY-BASED StayWell Hospitality Group is continuing its global expansion, with a new joint venture in South Africa which will see it establish the Park Regis and Leisure Inn brands there.

Staywell currently manages and owns 34 properties in Australia, New Zealand, India, Indonesia, Singapore, the Middle East and the UK, and is partnering with African hospitality group Mantis Collection in this new expansion.

StayWell ceo Simon Wan said the new JV would operate all of the group's properties in sub-Saharan Africa.

"It provides a vital platform for StayWell's expansion into a region that is accelerating in growth.

"It is widely recognised that sub-Saharan Africa is outpacing North Africa in terms of development in the hospitality space...using this platform we will deliver proven hotel management, hospitality service and training skills and

position our new joint venture company to capitalise on lucrative opportunities," Wan said.

Mantis chairman Adrian Gardiner said the opportunities in the region were abundant.

"Sub-Saharan Africa is where India and China were 20 years ago in terms of development and opportunity," he said.

StayWell's strategy is to grow its portfolio to a network of more than 100 hotels within 3 years.

LH Y+ now bookable

LUFTHANSA has opened reservations for its first Premium Economy services (**TD 06 Mar**), which will debut this Dec.

The new class will initially be offered on 747-8 flights from Frankfurt to Beijing, Buenos Aires, Chicago, Hong Kong, Mexico City, Sao Paulo, Seoul and Washington.

It will be added to the Frankfurt-Los Angeles route from 29 Mar 15.

Great Keppel project

THE developers of Queensland's Great Keppel Island have formally launched an Expressions of Interest campaign, seeking investors to back the \$2 billion project (**TD 01 Apr**).

It's being touted as "the world's premier eco-luxury island resort and villa development opportunity," with the project "fully approved and ready for immediate development".

It will comprise 700 luxury villas, 300 apartments, a 250-room beachfront hotel, a 250 berth marina and a commercial airstrip providing "direct access to Sydney, Brisbane and Cairns".

There will also be a Greg Norman designed 18 hole golf course and a premium retail precinct, while the project also has "zoning approval for a casino".

It's being marketed through JLL, with a full information package available by emailing Mike Walsh on mike.walsh@ap.jll.com.



Window Seat

SEVERAL hundred Aussie travel agents descended on Dubai yesterday as part of this year's Emirates/Dubai Tourism "Giga Famil" (**TD 09 May**).

Last night they were welcomed to the Emirate in a lavish function at Fairmont, The Palm where the tables groaned with a stunning selection of tasty treats.

The highlight for many attendees was the "Iced Chill Top Experience," where the agents were able to create personal sundaes using a variety of gelatos topped with assorted nuts and sauces and a generous selection of Kit Kats, Snickers, Oreo Crunch, M&Ms and Reeses Peanut Butter Cups.

A few of the guests apparently were even tempted by the fresh fruit toppings too.

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Amadeus plans 'Altéa for rail'

AMADEUS this morning announced a long-term strategic IT partnership with a group of European rail operators, with the aim of creating a "solution to cover all end-to-end processes for rail travel in Europe".

Similar to the Amadeus Altéa system used by many airlines around the world, the proposed system would be hosted and run from the Amadeus data centre in Germany.

The deal is with BeNe Rail International, a distribution technology joint venture set up by Dutch, Belgian and Luxembourg Railways, which will be the launch partner of the Amadeus Total Rail system.

Total Rail will provide a complete IT solution to manage schedules, fares and inventory information as well as shopping, booking, ticketing, after sales, payment, reporting and settlement, Amadeus said.

"The platform ultimately aims to provide a benchmark community model in the industry whereby all rail operators share an integrated hosting platform and have access to the same levels of functionality," said BeNe president Arnold de Brauwier.

Thomas Drexler, Amadeus director of Rail & Ground Travel said he was confident that the success of the Altéa suite co-developed for airlines would be replicated in the rail industry.

"We look forward to welcoming more rail players onto our platform," he said.

Bordeaux on Today

CHANNEL Nine's Today morning TV program will next week feature live crosses to Bordeaux in France where weatherman Steve Jacobs will showcase Scenic Tours' new France river cruise program.

Coverage runs from 5:30 to 9am.

\$8m NT tourism boost

THE Northern Territory Govt has welcomed an extra \$8 million investment by the Federal Govt for Tourism NT in 2014/15.

Tourism Minister Matt Conlan said the additional funds "will ensure the new plans, policies and initiatives we have recently put in place pay off."

"Investment will be targeted at driving actual bookings for holidays from all our international markets as well as other segments that bring visitors to the Territory such as business events and working holiday makers," he said.

Included within the annual budget of \$44.7 million is a one-off \$500,000 injection for the NT's Tourism Infrastructure & Development grant program, aimed at developing new tourism experiences and products.

Cooperative marketing partnerships with airlines, travel trade and online travel agencies will maintain a "strong focus."

Seabreeze layby plan

ADULTS only Samoan property Seabreeze Resort has introduced a new layby payment plan option for potential guests.

The scheme is available when booking a minimum five-night package which is priced from \$1,225ppts and for the first time, includes all meals (an allowance of \$40 at lunch & \$75 at dinner).

Guests must make monthly instalments and have their holiday package paid in full 60 days prior to arrival.

Lux Collection Milan

STARWOOD Hotels & Resorts Worldwide will open its seventh property in Milan, Italy later this year - the newly renovated Excelsior Hotel Gallia.

Located in the Piazza Duca d'Aosta, the 235 room & suite property will be rebadged as Excelsior Hotel Gallia, a Luxury Collection Hotel, Milan when it opens in Nov.

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Kenya roadshow

KENYA Tourism Board will take to the road later this month on a four city showcase to promote the Southern Africa country.

Travel agents and wholesaler staff are invited to attend events held in Perth (on 27 May), Sydney (29 May), Brisbane (02 Jun) and Melbourne (03 Jun).

Attendees also have the chance to win a grand prize of a trip to Kenya flying with Kenya Airways and staying three nights at the Mara Serena Lodge, courtesy of Wildlife Safari.

Register to attend by emailing kentia@gitourism.com.au or call (02) 9028 3577.

Samoa opening offer

SALETOGA Sands Resort & Spa on the south east coast of Upolu in Samoa has an opening Stay 7/ Pay 5 night special for stays until 30 Jun - see saletogasands.com.

Qld regional routes now up for grabs

THE Queensland Department of Transport is inviting offers for new service contracts of up to seven years on a number of regulated aviation routes across the state.

The dept says it's "looking for innovative solutions to manage passenger demand" for regional communities, with the routes including St George, Cunnamulla, Thargomindah, Charleville, Mt Isa, Quilpie, Windorah, Birdsville, Bedourie, Boulia, Normanton, Gununa, Burketown, Doomadgee, Winton, Longreach, Hughenden, Richmond, Julia Creek, Roma, Blackall and Barcardine.

New service contracts will kick off on 01 Jan 2015 - for details see etender.qld.gov.au.

CZ AKL double daily

AUCKLAND Airport has this afternoon confirmed China Southern Airlines will crank up flight frequencies to Auckland from 10 weekly to 14, for travel between 26 Oct & 29 Mar 2015.

Services will be operated using Boeing 787 aircraft, adding some 30,000 seats from Guangzhou.

Paris looks stunning in spring!



TREATED to every luxury care of Cathay Pacific and Starwood Hotels & Resorts, this group of corporate agents are just back in the country following a week exploring Paris and London.

The itinerary included a private tour of the Eiffel Tower in Paris, a journey through the Chunnel on Eurostar and shopping time at Harrod's in the UK capital.

Participants sampled Cathay Pacific's Business Class product and stayed at the W Opera, Paris, the elegant Prince de Galles - A Luxury Collection Hotel (ALCH), W Leicester Square & London & Park Tower Knightsbridge - ALCH.

Pictured in Paris are Allysa Abalos, Concierge Traveller; Myriam Guyon, Paris DMC; Karen Morris, Starwood; Terrye Pepper-Hill, Goldman Travel Corporation; Fiona Perry, TravelManagers; Isabelle Imperiali, Cathay Pacific; Chris Felder, Travel Beyond; Denise Gilfeather, Spencer Travel; Melina Hayes, Solve Travel Management and Reshma Patel, World Travel Professionals.

SYD ground focus

SYDNEY Airport ceo Kerrie Mather says investment in ground transport is a key priority over the next 12 months.

Speaking at the company's agm this morning, she said that investing in the customer experience "remains core to the long term strategy to drive growth in revenue," with work on roads set to improve access particularly in peak periods.

The airport also revealed its Apr traffic figures, with international passenger numbers up by 6.6% to 1.083m for the month.

Mather said the result was driven by growth in most key international markets as well as "exceptional Australian outbound travel" during Apr.

Chinese passenger numbers were up 13.8%, while Mather also welcomed the news of the new Qantas A380 service to DFW.

Domestic passenger numbers during Apr at SYD grew 0.3% to 2.08 million for the month.

Client Relationship Managers

Due to the expansion of our business and recent successes in acquiring new corporate clients, World Travel Professionals is looking for talented individuals to join our Sydney and Melbourne teams.

We are seeking experienced Client Relationship Managers with at least 10 years industry experience and a minimum of 3 years in a client relationship role.

The roles will be responsible for a portfolio of high profile accounts, compiling and presenting financial service reviews, providing reports and analytical information to identify growth opportunities and travel trends, as well as the implementation of new business.

With World Travel's superior technology solutions and industry leading proprietary systems, a good understanding of travel technology and online solutions will be a definite advantage.

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'Star Ship' webinar

EVERGREEN Tours is holding a travel agent webinar to promote its recently launched Emerald Waterways fleet on Wed 20 May.

The sessions will provide details on Evergreen's 'Star Ship' and the Australian firm's 2015 Europe river cruising program.

Click on the times to RSVP for the webinars that commence at **8am** and **10am** Australian East Coast time and **8am** Australian West Coast time.

MH370 insurance hit

GERMAN-BASED insurance company Allianz says the loss of Malaysia Airlines flight MH370 is likely to impact the firm's bottom-line by US\$30 million, or about 9% of the insured market loss.

CFO Dieter Wemmer said the insured market loss of the Boeing 777 was near US\$350 million, a figure magnified due to expenses associated with the search for the ill-fated aircraft.

Anantara addition

THE 77 suite and villa Anantara Layan Resort & Spa has officially opened on Phuket, Thailand.

Positioned at the far end of Bang Tao Bay and with its own 400m secluded beach, the resort offers two-bedroom family pool villas & two bedroom pool villas.

STA domestic focus

STA Travel and Tourism Australia have united to drive domestic tourism, aiming to capitalise on a positive uptick from the market.

The travel agency's marketing & e-commerce director Natalie Placko Thornton commented today that the Australian traveller's perception towards travelling at home is changing.

"Many have already travelled extensively overseas [and are] no longer wanting to hear second-hand from overseas visitors everything there is to know about the fantastic destinations they are yet to explore in their own country," she said.

At the core of the pact is a new website which enables Aussies to visualise their dream domestic holiday via View-Master images.

Accessed at the STA Travel WanderAustralia portal, users can build a reel of images of the country's most iconic landmarks, captured by STA's Insiders and 'Best Job in the World' bloggers, and share with friends using the #wanderaustralia hashtag - see www.wanderaustralia.com.au.

Five more into TCF

FIVE travel agency head offices have been admitted to the Travel Compensation Fund this month

The new additions include Alternative Events in Northbridge WA, Travellounge Connections of Rooty Hill, best and easy travel of Parramatta (both NSW based), and 123Travelconferences of Buderim and Briter Investments of North Rockhampton, in Queensland.

Cheap fares plummet

NEW domestic airfare data out today has shown a heavy drop in discounted fares this month.

According to the Department of Infrastructure, Transport & Regional Economics *Domestic Air Fare Index*, 'Best Discount' fares have dropped to levels not witnessed since Jan 2011.

Business Class airfares have also dropped by more than 20 index points compared to last month, but are tracking ahead of the same time last year.

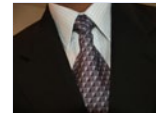
Full and Restricted Economy fares fell marginally versus Apr.

Rendez-vous record

THE Canadian Tourism Commission is forecasting record attendance levels for its annual Rendez-vous Canada tradeshow which is being held in Vancouver from 27-30 May.

Close to 500 foreign buyers will be present at the Vancouver Convention Centre for the show, where they will meet with local tour operators, wholesalers and packagers at close to 24,000 pre-scheduled appointments.

Delegates from 28 countries are participating at the event, including 16 from Australia.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Home-based agent network **TravelManagers** has created four new roles to support ongoing growth. **Graciela Craig** has been promoted to the role of Business Partnership Executive. In addition, **Marlene Lane** is the firm's new Marketing Assistant, with **Sally Bates** named to the role of Training Coordinator and **Elly Eves** appointed as the new Operations Assistant.

Working alongside the **AFTA** chief executive Jayson Westbury on matters of domestic and int'l policy, the organisation has recruited **Dean Long** to fill the newly created role of National Manager - Strategy & Policy.

Anthea Somerville has been hired by **Captain Cook Cruises / SeaLink** for its int'l sales team. Somerville takes the role of Sales Manager, looking after the USA, Canada, South America and inbound markets.

Tasked with driving the group's PR strategy, **Sophie Baker** has been promoted to the role of Corporate Communications Director for **Hamilton Island** and its associated holiday Whitsundays resorts.

Chairman of the Board of **VIA Rail Canada** has made the decision to appoint **Yves Desjardins-Siciliano** as the firm's new President and CEO.

Starting from next month and based in Sydney, **Matthew Tripolone** will lead strategic growth and development for **InterContinental Hotels Group** in Australasia. Tripolone joins IHG from Accor Hotels.

Wyndham Hotel Group has named **Warren Cullum** as General Manager at Australia's first TRYP by Wyndham branded hotel in Fortitude Valley.

After 12 years at Pinpoint Travel Group and bringing extensive industry knowledge, **Amanda Hennessy** has been welcomed by online cruise retailer ecruising.travel as the company's new product & hotel executive.

InterContinental Fiji Golf Resort & Spa has recruited vastly experienced hotel operations executive **Erik Stuebe** as its new General Manager.

As part of a commercial restructure, **Fiji Airways** has appointed **Otto Gergye** as the carrier's Executive General Manager Sales and Marketing - a newly created role. Elsewhere, former Virgin Australia team member **Franc Zvonar** has also joined FJ as the new General Manager Marketing.

Following its expansion into South Australia, **Relaix & Chateaux** has appointed hotelier **Jim Carreker** as its new Regional Director.

Air Marketing Asia-Pacific has been engaged as the Regional Sales and Marketing representatives for Australia & New Zealand for the Ireland-based head office for online hotel reseller Bookabed.ie.

Moving from Virgin Group, **Shai Weiss** will take the role of Chief Financial Officer at **Virgin Atlantic Airways**, reporting directly to CEO Craig Kreeger.

Business Development Executive Australia & New Zealand

For over 50 years, Lindblad Expeditions has been turning holiday makers into informed and engaged explorers. Together with National Geographic we offer intimate small-ship expedition cruises that, unlike traditional cruises, are your opportunity to encounter the world's most pristine and inspiring places up close with the seasoned experts who know them best.

Based in North Sydney, Lindblad Expeditions is growing its Sales and Marketing team to manage increased demand in the Australia and New Zealand Markets. We are looking for an experienced sales professional to join our international team.

The successful candidate will support the Sales Manager in their effort to drive sales through domestic retail channel. This will include identifying new trade partners, managing relationships with current trade partners and participation in sales related events and trade shows around Australia and New Zealand.

The Ideal candidate will be enthusiastic, energetic and results driven with well-connected relationships in the Australian travel industry.

To apply for the role, please send your CV to aujobs@expeditions.com



Sunny Spain set to entice agents

IN LIGHT of the recently launched Renfe Spain Pass and the France-Spain TGV high-speed services, Rail Plus joined forces with Turespaña (Tourist Office of Spain), El Cortes Ingles, Spain and Portugal Travel

Connection and Emirates in a roadshow around Sydney, Melbourne and Adelaide, where they engaged agents with their product offerings and generous prize giveaways.

While a presentation by Vien Cortes from Turespaña refreshed the agents' knowledge of the country's major features including art, food, history and their vibrant party scene, reps from Emirates reminded agents of the carrier's 21 weekly flights between Dubai and Spain.

Agents were also reminded of the ability to access Renfe's rail network, children discounts and links to AVE services from Madrid and Barcelona via EK's booking system

Tying in travel around Spain, Rail Plus reinforced key points on the use of the increasingly popular Renfe Spain Pass, which differs from the Eurail Spain Pass.

Agents were reminded that unlike the Eurail Spain Pass, which offers travel days within two months, the Renfe Spain Pass works on the number of journeys (4,8,10 or 12) within a month - more info can be found on this **Rail Plus** link.

Agents also got a peek into the types of Spanish packages offered by Spain and Portugal Travel Connection; while Lisa Dinh from El Cortes Ingles captured the agents' shopping interest with the personal shopper service and discounts offered by the ubiquitous department store.

One lucky agent from each city also took home a holiday package courtesy of the partners, which included two economy return tickets, accommodation, a personal shopper, €200 spending money and two first class Renfe Spain Passes for four days.

Various door prizes were also given out to a number of agents.



ABOVE: Some of the participants in the roadshow, back row from left: Ingrid Kocijan, Rail Europe; Kate Hunter, Emirates; Alvaro Franco, Spanish Consul General; Cristina Teijelo, Trade Commission of Spain; Arturo Ortiz Arduan and Vien Cortes, Turespaña; and Gill Gaspar, Spain & Portugal Travel Connection.

Front row: Lisa Dinh, El Cortes Ingles; and Nicki Schleibs, Rail Plus.

RIGHT: Lisa Dinh with two lucky Loewe prize winners in Melbourne.



RIGHT: Melbourne holiday prize winner Lauren Streifer with Arturo Ortiz Arduan, Gill Gaspar, Carl Matto (EK), Lisa Dinh, Kieran Healy of Rail Plus and Vien Cortes.

LEFT: At the Adelaide event, Vien Cortes, Steve Peter, Ingrid Kocijan, Lisa Dinh and Arturo Ortiz Arduan.



BELOW: Sydney holiday prize winner Renata Liu of All Tours & Travel, Edgecliff, with Lisa Dinh, Nicki Schleibs, Kate Hunter and Gil Gaspar.

RIGHT: Adelaide winner Cos from PHT Glenelg with Steve Peters (EK), Arturo Ortiz Arduan, Ingrid Kocijan and Lisa Dinh.





MORE than 600 international trade attendees and journalists from 43 countries took part in this week's German Travel Market which wrapped up overnight.

Delegates met with some 340 German suppliers at the B2B platform which was held in Bremen and Bremerhaven.

A two-day workshop at the Bremen Exhibition was a central element of the sales showcase, organisers announced today.

Buyers participating at GTM 2014 from Australia included Flight Centre, Holidays on Location, Qantas Holidays/Viva! Holidays and Scenic Tours.

The event was the 40th German Travel Market conducted by the German National Tourist Board.

Next year's GTM is to be hosted in Thuringia from 26-28 Apr, in the cities of Erfurt and Weimar.

Pictured from left are Zeljka

Cimic, Scenic Tours; Isabel Beckermann, Flight Centre; Svetlana Monastyrsky, GNT0 Aus; Davielle Gardner, Qantas Holidays & Viva! Holidays & Charlene Tsui-Po, Holidays on Location.

Seychelles Paris fares

TICKETS have gone on sale for Air Seychelles new services from the Seychelles to Paris (via Abu Dhabi) which go on sale on 02 Jul.

Flights will operate twice weekly using Airbus A330-200 aircraft.

CEO Manoj Papa said response to the route has been outstanding "Travel agents, tour operators and business partners now have additional choice and accessibility options, which will help to further promote what the Seychelles has to offer," Papa said yesterday.

Welshpool investment

THE West Australian Govt has pledged \$21 million for the revitalisation of the Welshpool Collections & Research Centre in Perth's Cultural Centre.

Welshpool is home to over 4.5 million artefacts and specimens including a blue whale skeleton.

Upgrade works are slated to being next year and will increase the size of the current museum four-fold its current size.

The project is expected to be fully operational by 2020.

China, Asia brochure

A 58-PAGE guide of all inclusive guided tours to China, Vietnam, South Korea, Japan, Taiwan, Hong Kong and Macau has been dispatched by Nexus Holidays.

Itineraries in the firm's 2014/15 program are commissionable at 15% and include fares with Cathay Pacific from all local ports.

See www.nexusholidays.com.au.

Lord Howe stay pay

ABERCROMBIE & Kent has released a Stay 7/Pay 6 deal at Capella Lodge on Lord Howe Island, on sale for \$4,200pts.

The offer is valid for travel from 01-28 Jun and 02 Aug-25 Oct, and includes free return QantasLink flights from Sydney or Brisbane.

Hyatt Kazakh return

HYATT Hotels Corporation has announced its re-entry into Kazakhstan with a new-build to open in the country's largest city.

Slated to welcome guests in 2017, Hyatt Regency Almaty will feature 270 rooms and will be built in the heart of the CBD near Esentai River.

Hyatt will manage the new property under an agreement with Tavros Investment Holding in Central Asia.

"Almaty's growing economy provides an opportunity to introduce a globally recognised brand that will resonate with the burgeoning base of business and leisure travellers," said president and ceo Tayfun Doskaya of Tavros Investment Holding.

WIN A TRIP FOR TWO TO HAWAII

Throughout May, **Travel Daily** is giving readers the chance to win a fabulous holiday to the island Oahu, courtesy of **Hawaii Tourism, Outrigger Reef on the Beach and Hawaiian Airlines.**

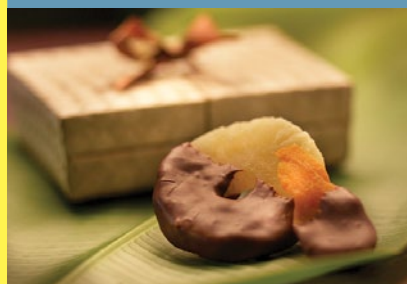
The prize includes:

- Two return economy tickets on Hawaiian Airlines between Sydney or Brisbane to Honolulu, Oahu;
- Five night stay at Outrigger Reef on the Beach in Ocean View Room plus breakfast for two;
- Round-trip shared transfers between Honolulu Airport and Outrigger Reef on the Beach.

Every day **Travel Daily** will ask a different Hawaii-related question – just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to Hawaii.

Email your answers to: hawaiicomp@traveldaily.com.au



Q.11: Name the 6 benefits of becoming an Outrigger Expert Agent.

[Click here for more info and terms & conditions](#)



Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOBS OF THE WEEK

CORPORATE CLIENT RELATIONSHIP MANAGERS SYD/MEL/PER- EXECUTIVE SALARY PACKAGES!

Think all TMC's are the same? Not these one. By joining one of these company's you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio

LOVE THE THRILL OF THE CHASE?

CORPORATE SALES MANAGER SYDNEY - SALARY PACKAGE OTE \$100K

If you have the determination & resilience of a successful BDM this exciting opportunity with a leading Brand is available now. If you can articulate your proven ability to build new business through your initiative, relationship skills and target-driven attitude this company has a place for you on their growing team. Your success will ensure their continued growth and you will be rewarded with a fantastic salary, bonus & benefits.

FROM A PCO/EVENTS BACKGROUND?

DIRECTOR OF SALES - EVENTS SYDNEY EXECUTIVE SALARY PACKAGE

Combine your high level sales skills with your strong Events background to take the next step into this Director role. Overseeing a team of operations and sales managers, your key strengths will include strong connections within the MICE space, the ability to win and nurture top clients as well lead and motivate a team to succeed. This is an amazing opportunity for an experienced Events Sales Manager to take the next step in their career, Top salary and bonuses on offer

TAKE THE REIGNS

CORPORATE TEAM LEADER PERTH - SALARY PACKAGE \$85K

Feel at home in this corporate office where you will be overseeing a team of multi skilled consultants. You will need proven leadership skills and have exceptional knowledge of corporate travel, training & development and client relationship management. This role allows you to take full management control of this office environment and manage future growth and development. Current Team Leader/2IC experience essential along with GDS.

BE THE LEADER OF THE PACK!

REGIONAL RETAIL MANAGER SYD- EXECUTIVE SALARY PACKAGE

Our client provides a diverse range of products and services to the travel, tourism and resources sectors and is currently looking for a strong regional manager. Based in Sydney with the main focus of building team capability to deliver strong sales outcomes, you will be accountable for leading and developing a regional team. To be successful you will be need to be an experienced sales leader or have managed a retail outlet and ready to step up to a regional role.

ARE YOU A SCHMOOZER?

INDUSTRY ACCOUNT MANAGER SYDNEY - EXECUTIVE SALARY PACKAGE

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today

NEVER DRED MONDAY AGAIN!

3 DAYS A WEEK CORPORATE SALES MELBOURNE - LUCRATIVE SALARY PACKAGE

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this corporate Travel Management Company. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work!

6 MONTH CONTRACT

BUSINESS DEVELOPMENT EXECUTIVE - EVENTS SYDNEY- UP TO \$80K

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. Are you looking for a foot in the door to an events role, support the BDM's of this Event company, booking meetings, following up on proposals, cold calling. If you are successful in this role you will have the chance to become an Events BDM.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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OR EMAIL YOUR CV TO: executive@aaappointments.com.au

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16% OFF
Best Seller

Burma Highlights

Departs Rangoon, Burma

Explore the many temples of the spectacular Bagan Plains and the ancient cities of Amarapura and Inwa.

14 days from **\$2313*** per person
To redeem 16% discount use promo code: AUZ14A at time of booking.



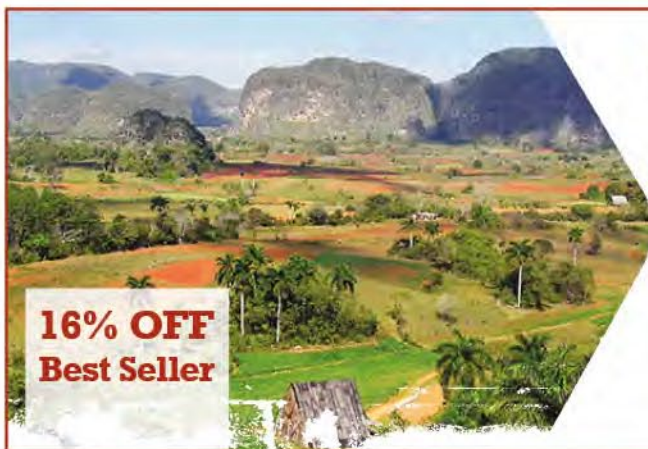
16% OFF
Best Seller

Bay of Naples & The Amalfi Coast

Departs Naples, Italy

Travel with us to Italy as we explore the beautiful Amalfi Coast and the Bay of Naples. Visit the Roman ruins of Pompeii and the Greek temples of Paestum.

8 days from **\$1339*** per person
To redeem 16% discount use promo code: AUZ14A at time of booking.



16% OFF
Best Seller

Backroads and Beaches of Cuba

Departs Havana, Cuba

An exciting introduction to Cuba!

Explore the captivating capital of Havana and wander through the twisting alleyways of colonial Trinidad.

8 days from **\$717*** per person
To redeem 16% discount use promo code: AUZ14A at time of booking.

Call 1300 439 756 | res@exploreworldwide.com.au

* Prices are per person, based on twin share accommodation. Prices are accurate as at 02 May 14 and includes 16% discount per person. 16% Discount applies to bookings made and deposited by 15 Jun 14. The 16% discount per person does not apply to single room option (SRO). The discount will be applied to your final balance payment, not the deposit. **Burma Highlights (BUH)** - Is valid for sale until 15 June 14 and valid for travel from 31 Jul 14 - 10 Mar 15. The advertised price is valid for departures 31 Jul, 12, 16, 19 Oct, 11, 23, 25 Nov & 30 Nov, 16 & 28 Dec 14. Use promo code: AUZ14A at time of booking to redeem 16%. **Bay Of Naples & The Amalfi Coast (NA)** - Is valid for sale until 15 June 14 and valid for travel from 30 Aug - 11 Oct 14. The advertised price is valid for departures 30 Aug, 6, 13, 20, 27 Sep, 4 & 11 Oct 14. Use promo code: AUZ14A at time of booking to redeem 16% discount. **Backroads and Beaches Of Cuba (CN)** - Is valid for sale until 15 June 14 and valid for travel from 15 Jun 14 - 15 Mar 15. The advertised price is valid for departures 11 May, 15 Jun & 19 Oct 14. Use promo code: AUZ14A at time of booking to redeem 16% discount. Seasonal surcharges and blackout dates apply depending on date of travel. Deals and offers are subject to availability and may change without notice prior to reservation confirmation and due to currency fluctuations. All airfares are excluded. Offers valid for new bookings only and not combinable with any other offers. Other specified tours are available to receive 16% discount available online www.exploreworldwide.com.au (see tour codes: ET, JS, CIR, SL, MR & CL). Cancellations will incur charges. A 10% non-refundable deposit is required by 15 Jun 14. Full payment is required 60 days prior to departure from Australia. Visit www.exploreworldwide.com.au for our full terms and conditions.



VICTORIA PALACE *Hotel* ★★★★★ PARIS

'Stay 4 nights, pay for only 3'
for all stays from 12 August to 31 August 2014,
1 November to 30 December 2014 and 3 January to 31 March 2015

Stay at the charming Victoria Palace Hotel nestled in the heart of the Left Bank close to the famous Luxembourg Gardens, Boulevard Saint-Germain and Bon Marché department store.

Low Season 2014

02 Jan 2014 – 11 May 2014

15 Jul 2014 – 31 Aug 2014

01 Nov 2014 – 30 Dec 2014

€306 per night in a Queen Bedded Room

€337 per night in a King Bedded Junior Suite

€558 per night in a One-Bedroom Suite

€743 per night in a Two-Bedroom Suite

High Season 2014

12 May 2014 – 14 Jul 2014

01 Sep 2014 – 31 Oct 2014

31 Dec 2014 – 02 Jan 2015

€333 per night in a Queen Bedded Room

€371 per night in a King Bedded Junior Suite

€615 per night in a One-Bedroom Suite

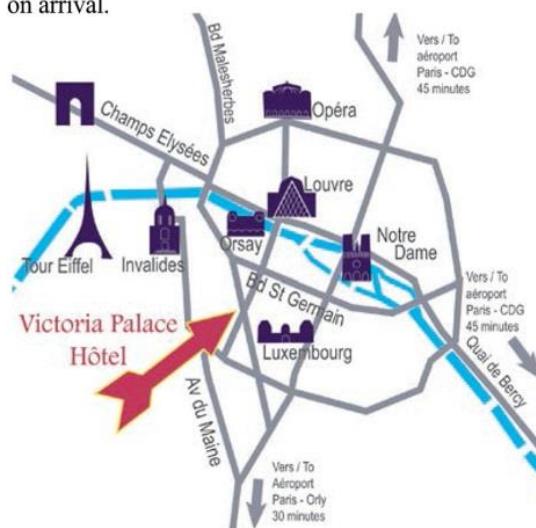
€820 per night in a Two-Bedroom Suite

These rates are per room per night and include daily buffet breakfast and taxes. Subject to availability. No minimum nights required.

Twin beds available.

Special features for travelling families:

- ➔ The Victoria Palace has large bedrooms that can accommodate a max of 3 people. We also have one and two bedroom suites with separate lounge rooms.
- ➔ Rollaway beds can be confirmed at time of booking. Cots are complimentary for children up to 2 years old. An extra bed for a third person from 3 years to adult is 51 Euros per night.
- ➔ Interconnecting rooms can be confirmed and **GUARANTEED** at time of booking.
- ➔ All children aged 4-12 staying at least 2 nights will receive a special gift: a 'Cornet Surprise' full of sweets and small toys and a welcome picture book introducing them to the French language signed by the hotel owner.
- ➔ Bicycles are available directly outside the hotel for those wanting to explore the Left Bank.
- ➔ Ask for the 'Foodies Discovery Trail' for a chance to experience and taste the wonderful local produce.
- ➔ TAPER welcome: advise us of your booking and we will place a personal welcome note from YOU and a small dish of chocolates in your client's room on arrival.



For reservations please contact Sarah Whitty, Katherine Laing or Cecilia Fabian

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This promotion is also available to book through the major wholesalers

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