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# Travel Daily

First with the news

Thursday 29th May 2014

**COOK ISLANDS**

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## Fabulous Collection

**PINPOINT** Travel Group's "The Collection" compilation of upmarket properties is now available via TIFS or by emailing [brochureorders@au.pinpoint.biz](mailto:brochureorders@au.pinpoint.biz).

The "aspirational and attainable" range is perfect for discerning clients seeking great experiences as well as those looking to indulge for a special occasion - see the **front full page** of today's **TD** for details.

## APT's new TV ads

**APT** will this weekend debut a major new European river cruise TV campaign, and **Travel Daily** can provide an exclusive sneak preview for the travel trade.

**APT** gm marketing and sales Debra Fox said the campaign is a "totally new style of advertising" for the segment, aiming to bring the product to life "in such a way that it would proactively drive people into travel agencies to find out more".

**CLICK HERE** to view the new ad.

## Darwin carrier goes down

**DARWIN-BASED** Vincent Aviation - which also operates scheduled services from Sydney - has been placed into receivership, with the carrier ceasing trading while an urgent assessment of the business and its operations undertaken.

Vincent Aviation operates a mix of jet and turboprop aircraft, with charters, fly-in-fly-out and scheduled operations.

Ports serviced include Darwin, Brisbane, Sydney, Cairns, Darwin and Groote Eylandt in the Gulf of Carpentaria.

Vincent also has a base in Wellington, New Zealand, but the NZ operations are unaffected by the receivership, the firm said.

Vincent Aviation was recently awarded an exclusive four-year licence to operate flights between Sydney and Narrabri (**TD** 12 Mar), with Transport for NSW also flagging consultations about the Sydney-Mudgee route.

The carrier is a partner of Virgin Australia, offering Velocity frequent flyer points for bookings on certain routes.

The receivers are Andrew Fielding and Gerald Collins of BDO Business Recovery, who have grounded the fleet and warned that "it is highly unlikely there will be any flights resumed in the short to medium term".

Passengers are being advised to make alternative travel arrangements, with the possibility of credit card chargebacks to obtain refunds.

Those who booked via a travel consultant are told to contact their agent, while suppliers and other service providers have been warned not to incur any costs or perform any work without a formal BDO purchase order.

### Seven pages of news!

**Travel Daily** today has seven pages of news & photos, a front cover page for **Pinpoint Travel** plus full pages: (**click**)

- AA Appointments jobs
- Bentours
- TMS Asia-Pacific

## NEW 2015 European River Cruising Brochure OUT NOW



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# Travel Daily

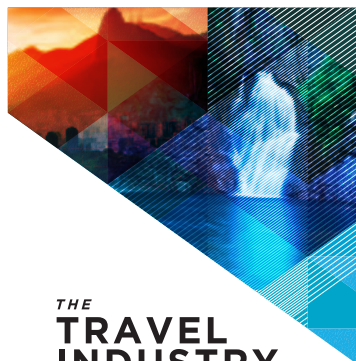
First with the news

Thursday 29th May 2014



## Thai curfew changes

DFAT is advising Thai-bound travellers that hours of the night time curfew implemented under the army's martial law (TD 20 May) have been revised to 00:00hrs to 04:00hrs, excluding travelling to and from airports.



## THE TRAVEL INDUSTRY EXHIBITION

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## Banyan Tree down under

LUXURY hotelier Banyan Tree is targeting significant growth in Australia, with founder Ho Kwon Ping confirming the launch of a new Gold Coast property.

However the development will be under a new "design oriented" global brand, the details of which will be announced next week, according to today's *Australian*.

Banyan Tree operates more than 130 properties under the Banyan Tree and Angsana brands in locations such as Thailand, Bintan Island, China and the Seychelles.

Earlier this year, the company sold the Angsana Resort & Spa Great Barrier Reef at Palm Cove, and currently doesn't have any other local properties.

"We want to come back into

the market - we think the timing is pretty good," *The Australian* report quoted Ho as saying.

The \$100m Gold Coast property will comprise a 40-level hotel and serviced apartment tower, and Ho said he will be visiting Queensland shortly to look for further potential sites.

He also revealed that he's keen to have a presence in Sydney but is not interested in the heritage precinct near Circular Quay currently being touted by the NSW Government (TD 21 Nov).

"I have been looking very hard in Sydney but I have turned down a number of sites there," he said.

"In a place like Australia where renovation costs are very high we try to stay away from heritage buildings," Ho added.

He also said he was continuing to look at taking over a resort in WA's Margaret River region.

## EK A380 to Mumbai

EMIRATES has confirmed daily A380 operations between Dubai and Mumbai, with GDS screens confirming the capacity expansion effective 21 Jul.

EK currently operates five daily flights to Mumbai, with the A380 replacing one of the current 777 services on the route.

The proposed deployment of the Emirates superjumbo to India was exclusively revealed by *TD* earlier this month (TD 07 May).

EK will be the second A380 operator to India, joining Singapore Airlines which will launch A380 service to Delhi and Mumbai late next month.

## Soccer tipping


IT ONLY comes around once every four years, so it's something worth being part of.

*Travel Daily* is running a special Soccer World Cup tipping competition, allowing the Australian travel industry to share in the excitement of the upcoming tournament in Brazil.

A great prize will be on offer plus the honour of being the industry's top tipper - to register to participate **CLICK HERE** or see [www.soccer.traveldaily.com.au](http://www.soccer.traveldaily.com.au).

## CZ confirms CAN/JFK

CHINA Southern has confirmed the launch of new four weekly services from Guangzhou to New York JFK starting 06 Aug (TD 22 May), with seats going on sale from 01 Jun priced from \$1,554 in Economy class, ex Australia.

 Wendy Wu Tours

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Thursday 29th May 2014

**BREAKAWAY** **UNIWORLD**  
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**NEW! SAVE Up to 55% off with Uniworld  
Boutique River Cruise.**  
**HURRY! Limited availability.  
Sales until further notice.**  
\* Conditions Apply.

**CLICK HERE for further details**

## Alpha joins Virtuoso

**WA-BASED** boutique travel agency Alpha Travel has been named as the newest Australian member of the Virtuoso global luxury travel network.

Alpha is this year celebrating its 20th year of operation and is also a Magellan Travel Group member.

## Sods turned on ICC site

**FORMAL** construction has now commenced at the site of what will become Sydney's new International Convention Centre (ICC) at Darling Harbour, with work launched by NSW Premier Mike Baird and Deputy Andrew Stoner.

The ICC will form a centrepiece of the \$2.5 billion transformation and revitalisation of the area, to be known as Darling Harbour Live.

The centre is expected to be opened towards the end of 2016.

Early work will see the burial of a time capsule filled with artefacts and information on the history of Darling Harbour.

Over the construction period, more than 1,200 workers, up to 50 apprentices and as many as 12 cranes will work on the project.

"Once completed the new world-class convention, exhibition

and entertainment facilities will ensure Sydney remains the first choice in Australia and the Asia Pacific for the lucrative business events industry," the Premier said.

In addition to the Convention Centre itself, the redevelopment will see a new 38-storey ICC hotel built adjacent, along with a new exhibition & entertainment zone.

## Pax demand takes off

**REVENUE** passenger kilometres returned to healthy growth levels in Apr after its Mar slowdown, with official IATA figures showing a 7.5% year-on-year improvement.

Capacity increased 5.8% for the month, pushing global average loads up 1.2 points to 79.4%.

Results were skewed somewhat due to the later Easter period.

Traffic on Asia-Pacific carriers climbed 6.7%, however capacity grew faster, sending loads down a slight 0.7% to 75.7% on average.



## Window Seat

**SOCCER** is clearly very important in Brazil, where the FIFA World Cup will kick off next month amid much anticipation.

Twelve cities across the country will host matches, and the Brazilian national team will be ferried to the fixtures in their very own Boeing 737, which has just been decorated in custom livery (**below**) by Brazil's soccer governing body, the Confederação Brasileira de Futebol.

We're not sure how the Socceroos are travelling between the venues, but are pretty sure it won't be in a personal aircraft decorated with their faces.



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## Virgin Velocity move

**VIRGIN** Australia says the registration of a new company called Velocity Frequent Flyer Pty Ltd is just "housekeeping" to ensure the name is secured, with no plans to separate its loyalty program into a separate business.

There's speculation that the move could flag plans to run Velocity as a separate division, similar to Qantas which operates its frequent flyer program as a significant profit centre.

Currently, Virgin runs Velocity under its domestic business, with four million members currently and a 20% growth target.

## Turkish Odyssey

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**THE** Cook Islands beckoned this group of agents and wholesale reservations staff who were incentive winners for its recent summer campaign.

**Pictured** high on Rarotonga from left are Scott Ellem, Virgin

Australia; Ayten Koletelioglu, Adventure World/Coral Seas; Angela Devine, Island Escape; Julie Schaefer, Adventure World/Coral Seas; behind Julie is the very hard to see Darrell Redman, R&D World Travel; Renae Bevilacqua, Creative Holidays; Elena Talevska, Creative Holidays; Rachel Cunningham, Escape Travel; Lewis Gray, The Package Agency; Simone Nankervis, Fusion Holidays; Donna Tuara, Cook Islands Tourism escort and Lesley Abelsohn, Travelwize.

## JFK chaos looming

**THE** New York & New Jersey Port Authority have released details of planned runway works at JFK Airport that is expected to impact on flight traffic for seven months next year.

The US Dept of Transportation yesterday said it will allow airlines to defer limited slot allocations at JFK ahead of the project, scheduled from 01 Mar to 21 Sep.

Due to "extensive operational impacts" expected as a result of runway widening and taxi-way improvements during the period, airlines will be provided the option of a temporary waiver of landing/take-off slots.

Under the ruling, airlines can temporarily return slots at JFK to the FAA they do not intend to operate, enabling the authority to plan days where there will be less operational impact.

## Scenic Sundowners

**SCENIC** Tours has introduced a new 'Scenic Sundowners' cultural experience concept, unveiled as part of the tour operator's new 2015 China & Japan brochure.

Scenic Sundowners "are designed to immerse guests into the cultural traditions of their destination," the firm said today.

The 2015 program includes three new destinations in China - Lhasa, Shangri-La and Wuhan - all of which are included in the now 22-day China Jewels and Luxury Yangtze Cruise tour that is priced from \$10,995ppts.

## QR Edinburgh launch

**QATAR** Airways yesterday inaugurated five weekly services to Edinburgh using Boeing 787-8 *Dreamliner* aircraft, notching up its 141st global destination.

The Doha-based carrier said its new Scottish route will have particular advantages for pax travelling from Australia.

"The most popular destinations for those using the new route are likely to be in Asia and Australasia, with journey times to Melbourne reduced from approximately 26hrs with two transfers, to just 20hrs with one quick international transfer," the **oneworld** carrier commented.

## Germanwings on GDS

**GERMANWINGS** has signed a distribution deal with Amadeus to enable agents globally to access its published fares and a host of high demand ancillaries.

The Lufthansa subsidiary will be the first carrier to offer both full and light ticketing functionalities to travel sellers, Amadeus said.

## 700 Priority lounges

**PRIORITY** Pass says its global network of lounges has grown 15% in the last two years, with the total now comprising over 700.

Growth has been strongest in Asia, with additions in China as well as India and Indonesia.

## WIN HOYTS MOVIE VOUCHERS

Everyday this week, *Travel Daily* are giving one reader the chance to win two Hoyts movie vouchers, courtesy of The Travel Industry Exhibition.

The Travel Industry Exhibition is a must-attend event. It is held on 18-19 July at Sydney's Royal Hall of Industries. It provides opportunities for suppliers to connect with agents and other travel professionals. The event will provide a key forum for education and networking.

For more info visit: [www.travelindustryexpo.com.au](http://www.travelindustryexpo.com.au)

To win, be first to email the correct answer to: [travelexpo@traveldaily.com.au](mailto:travelexpo@traveldaily.com.au).

List 2 benefits of visiting The Travel Industry Exhibition



Congratulations to yesterday's winner Kerryn Bear from Flight Centre.

## Jetstar group promo

**JETSTAR'S** month long group incentive (**TD** Tue) is available for any travel booked in Australia & New Zealand during Jun which is handled via the Jetstar Group Desk - **CLICK HERE** for details.

## Jetset Patterson Lakes

**Manager Role – Successful Bayside Agency  
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**What we are looking for:**

- a full time manager with strong work ethic, who would provide support and leadership to my staff members
- a dynamic leader with outstanding communication and interpersonal skills
- an excellent senior travel consultant with understanding of the importance of customer service
- a creative and proactive manager, with input into marketing and growth of the business
- exceptional organizational and time management skills are also a must.

**Please ensure to include a cover letter explaining why you believe you are the best candidate for this roll.**

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## Cruise Consultant Sydney CBD

We are seeking a highly motivated Cruise Consultant to work in our busy, and growing cruise division.

This role will suit an organised, dynamic individual, with a strong passion for cruise. The ideal candidate will have excellent communication skills, with a focus on customer service and will have a minimum 3 years experience in a similar role. Computer Reservation System (CRS) knowledge is essential, preferably Sabre.

*Discover the World* has over 80 offices in more than 60 countries, and is the largest travel representation company with more than 70 clients worldwide. Our Australian office currently represents a number of international travel brands including Hurtigruten, Variety Cruises, Swan Hellenic, Voyages of Discovery, Hebridean Island Cruises, Portuscale Cruises, Expedia TAAP, Caesars Entertainment Resorts & Hotels and a number of airlines, and also operates a successful cruise wholesale division, *Discover the World Cruising*.

**Competitive remuneration based on experience. Please send all applications to: [hr@discovertheworld.com.au](mailto:hr@discovertheworld.com.au). Applications close 13th of June, only successful candidates will be contacted.**

## Grand Hyatt Dhabi

HYATT Corp will introduce the Grand Hyatt brand to Abu Dhabi when it unveils the Grand Hyatt Abu Dhabi Hotel & Residences Emirates Pearl next year.

## \$35m Hobart hotel project

TASMANIA'S Federal Group is partnering with Vos Constructions in the development of a new 113 room luxury hotel on the Hobart waterfront.

The project involves a major upgrade of Macquarie Wharf Shed 1 in Hunter Street, and is an extension of the partnership which developed the nearby Henry Jones Art Hotel.

The property is currently owned by Tasports, which launched a national Expressions of Interest campaign in 2011.

As well as hotel rooms, the project will include 3,000 square metres of retail space.

TTF ceo Ken Morrison said

the project was great news for Tasmania, with additional accommodation "critical to grow visitor numbers.

"It is precisely this kind of investment that is critical to ensuring that momentum is maintained and that Tasmania's tourism industry continues to grow," Morrison said.

Once a development application is approved it is expected to take about a year to construct the new hotel.

### Mongolia event

EASTERN Europe Travel and the Russian Travel Centre will co-host agents at a special event in Canberra at the Embassy of Mongolia from 6pm on 10 Jun.

The invitation-only 'Introducing Mongolia' event will offer agents a chance to learn more about the attractions of the destination.

Consultants are reminded to RSVP final acceptances by email to [mj.tonkin@eetbtravel.com](mailto:mj.tonkin@eetbtravel.com).

### Creswick for groups

NOVOTEL Forest Resort Creswick is tempting conference, event and meeting planners to hold events in regional Victoria by providing free return coach transfers from Melbourne's CBD to delegates - (03) 5345 9600.



**SOUTH AFRICAN AIRWAYS**  
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### Sales & Marketing Executive - NSW

The Walshe Group, GSA for South African Airways in Australia is seeking a committed and experienced individual for the above role. The role is required to maintain a regular sales call schedule across NSW to retail and corporate segments as well as assisting with the development of various marketing projects on a national basis.

#### Applicants must possess the following;

- A successful track record in managing a sales territory in an airline/travel industry sales role;
- Knowledge of airline terminology and processes;
- A thorough understanding of the NSW travel trade and distribution systems;
- First-hand experience in contributing to marketing campaigns and projects;
- Exceptional written & verbal communication skills.

Applications including a cover letter and CV should be sent [applications@walshegroup.com](mailto:applications@walshegroup.com) by COB Friday 06 June 2014.

THE WALSH GROUP



## Excite gets to know its agents



EXCITE Holidays invited a group of key travel agents to their Bondi Junction office last week for an informal information session to learn about the B2B wholesaler's future growth plans.

Attendees were treated to a delicious morning tea and while getting to know some of Excite's head office staff, sharing a few branded cupcakes (pictured).

"Today's event was a great what for some of our agents to see what goes on behind the scenes," said national sales manager Peter Douglas.

"As part of our 'made for agents' promise, we're keen to continue to build lasting relationships with

our agents and will always consult with them in order to make our booking system as user-friendly as possible," he added.

Other agents interested in participating similar events are encouraged to contact Douglas at [p.douglas@exciteholidays.com](mailto:p.douglas@exciteholidays.com).

The cupcakes are pictured prior to being devoured by the group which included (from left) Voytek from Travel by Design; Walter, Excite Holidays; Dorothy, Helloworld Mona Vale; Peter, Excite Holidays; Rosemarie, Jetset Hurstville, Karen, Diploma World Travel; Nohan, Harveyworld Travel Circular Quay and Jacqui, Excite Holidays.

### Day of the Dead tour

INTREPID Travel has released a new short break itinerary in Mexico City that incorporates the annual 'Day of the Dead' festival run during Halloween.

The five-day tour departs on 30 Oct and is priced from \$760pp.

### Europcar relocation

EUROPCAR has relocated its primary depot in Sydney City to the Pullman Sydney Hyde Park.

The relocation enables Europcar to offer benefits to guests of loyalty partner, Accor Asia Pacific and its Le Club & Advantage Plus memberships.

### Hotel Akura facelift

LEADING Hotels of the World member Hotel Okura Tokyo has announced plans for a US\$980m reconstruction which will see more than 100 keys added.

Planned to open prior to the 2020 Tokyo Olympics, the project will see Hotel Okura Tokyo close the main building in Aug 2015.

When it reopens in the spring of 2019, the structure will feature approximately 550 rooms.

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\*Contact DTWC for full terms & conditions.



## Agents peaking in Switzerland!



**THIS** lucky group of agents were whisked away to Switzerland recently for a week where they explored some of the best sites the country has to offer.

Their week-long itinerary included visits to Basel, the Lake Geneva region, Interlaken, Jungfrau, Lucerne and Zurich.

A variety of Swiss activities were thrown in, such as e-bike riding through the unspoiled verdant countryside in Interlaken, making snow-angles atop Mount Titlis after crossing Europe's highest suspension bridge and a toboggan ride in Lucerne.

Participants also sampled some

extraordinary Swiss culinary delights at Quai 61 in Zurich and the 14 Gault Millau rated Brasseries Les Trois Rois in Basel.

The agents are **pictured** at 'The Top of Europe' on Jungfrauoch, the Sphinx which sits 3,571m above sea level.

Back row from left are Jessie Brown, New England Travel Centre; Akane Hirano, QBT; Glenn Slobodzian, Tempo Holidays; Nigel Rodighiero, Rail Plus; Jacki Boyd, Qantas Hols; Kate White, Globus and Belinda Johnstone from Flight Centre.

In front is Birgit Weingartner from Switzerland Tourism.



### RACQ Travel Product & Demand Manager 12 Month Contract

This diverse role will manage all aspects of our product suite including product selection, optimisation and supplier negotiations, will work closely with our marketing team to manage demand levels across all of our distribution channels, and will have responsibility for launching and building our new online travel sales channel.

#### You will:

- Develop and manage all travel product offerings via negotiations with product suppliers
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- Coordinate all demand generation activities, including budgeting and expenditure by liaising with the travel business and internal stakeholders
- Manage a small team of two staff members

#### What we're looking for:

- Prior travel industry experience with a strong track record in product, marketing and e-commerce
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For more information, please contact Debbie Thrupp, Executive Manager Travel on 07 3872 8610.

## Int'l Rail Euro add-ons

**MELBOURNE-BASED** rail firm International Rail has expanded its product portfolio, adding a new range of sightseeing passes, airport rail transfers and more.

Add-on product options which can be sold before departure are available in countries including the UK & Ireland, Italy, France, Germany, Spain, Denmark and Poland, saving customers valuable time lost queuing in peak season.

The Venice Vaporetto pass is an example of the products.

It allows users one, two or three days of unlimited access to transport while in Venice, and is priced from \$40 per person.

## New Capt Cook ferry

**A SECOND** \$2.6m catamaran has been added to Captain Cook Cruises fleet on Sydney Harbour by parent firm SeaLink Travel Grp.

The 116-pax *Mary Reibey* joins the recently launched *Elizabeth Cook* and will operate ferry charter services from 02 Jun.

Two further state-of-the-art catamarans will also be added to the Captain Cook Cruises fleet in Sydney in Jun and Dec this year.

## VTIC conference

**REGISTRATIONS** for Victoria Tourism Industry Council's Vic Tourism Conference in Geelong on 14 & 15 Jul are being accepted until 07 Jul - [CLICK HERE](#) for more.

## Visit Mid East savings

**THE oneworld** airline alliance is celebrating the commencement of services at Hamad Int'l Airport in Doha by member partner Qatar Airways by offering a 15% price cut on Visit Middle East passes.

Customers can take advantage of the discounted prices for tickets purchased between 27 May and 24 Jun.

The Visit Middle East pass must be purchased in conjunction with an international flight to the region by a **oneworld** member & can be used on flights to 33 destinations in 12 countries within the Gulf, Levant & Egypt.

## Boeing purchase

**BOEING** has announced the acquisition of AerData Group, a Dutch firm which provides integrated software solutions for lease management, engine fleet planning & records management.

## Rosie's Corner

Today's update is brought to you by Rosie Holidays

Welcome to Rosie's Corner! In this edition, we review Fiji Airways' new Sydney-Suva service and highlight some of the properties in Pacific Harbour that are easily accessed from Suva Airport.

In early May Fiji Airways launched its new Sydney to Suva flight - with two direct services per week each Monday and Friday, on a Boeing 737-700. The airport is located in nearby Nausori town, about 40 minutes from Suva, and only 70 minutes from Pacific Harbour, providing easier access to the region than travelling approximately two hours from Nadi.

Known as the adventure capital of Fiji, Pacific Harbour offers great activities including Fiji's only zip lining experience, white water rafting and kayaking, as well as fantastic snorkelling and shark diving! The Uprising Beach Resort is a great-value, 3-star beachside property with lovely bures set within landscaped gardens. Nearby, The Pearl South Pacific Resort is a boutique 4-star resort with beautiful rooms, lovely pools and an 18-hole championship golf course.

Pacific Harbour is also the access point for Beqa Lagoon, where the award-winning 5-star Royal Davui Island Resort is located. This resort is perfect for a private, luxurious holiday, and features 16 split-level villas, each with a private plunge pool and sweeping views over the lagoon. The resort does not cater for children under 16, and is the ultimate in adults-only relaxation.

For more information or to make a booking, call Rosie Holidays on 1300 133 524.



## Driveaway is sizzling

**PEUGEOT** Lease prices of 30 days or more have been reduced in a new Super Sizzling Summer Sale from Driveaway Holidays for 2014 pickups booked by 06 Jun.

## Louvre Indo growth

**THE** parent company of Golden Tulip and Premiere Classe hotel brands, Louvre Hotels Group has announced plans to increase its portfolio in Indonesia by up to 30 hotels in the next three years.

Golden Tulip was introduced to the Indochina market in 2012 and will expand to seven this year.

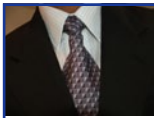
Ten Premiere Classe properties are in the pipeline in the country. "The rise of access through fast developing airline infrastructure means the movement of people for business and leisure has never been greater and in this we see a great opportunity to establish partnerships to manage high quality hotels throughout the country," ceo Pierre-Frederic Roulot said yesterday.

## Floriade 2014 dates

**CANBERRA'S** annual floral festival has been confirmed to take place from 13 Sep to 12 Oct.

Floriade this year celebrates its 27th year, with this year's theme revealed as 'Passion.'

The ticketed Floriade NightFest will return this spring, spread over five nights from 24-28 Sep.



## 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](mailto:appointments@traveldaily.com.au).

**Mark Windsor** has been hired as the new General Manager Contracting at **The AOT Group**. Windsor brings more than 25 years industry experience to his new role and was most recently with the Globus Family of Brands.

**Richard Howarth** has been named as the new General Manager Sales, Marketing and Entertainment at Sydney casino property, **The Star**.

**Spicers Retreats** has appointed **Cameron Matthews**, one of its Executive Chefs, to the role of General Manager at its Clovelly Estate property. Matthews will maintain his current role in addition to the GM duties.

Set to open later this year, the 34-villa Chedi Club Jimbaran Bali has its maiden General Manager in **Walter Hess**, this week appointed by **GHM**.

Harbourside property **Pier One Sydney Harbour** has welcomed **Kim Mahaffy** as its new General Manager. Mahaffy will take command of the Marriott International Autograph brand property and brings experience with other group hotels including JW Marriott and Renaissance.

**Star Ratings Australia** has appointed a new Communications Coordinator in **Gillian Fernandes**, who has recently commenced in her new role.

Former GM of the InterContinental Sydney, **Wolfgang Grimm**, has become one of the managing owners at the **Crown Lanta Resort & Spa**, located near Krabi in Thailand, taking over from Siam @ Siam Hotels.

Fiji native and hotel industry veteran **Hudson Mitchell** has taken on the role of Director of Sales at the **InterContinental Fiji Golf Resort & Spa**.

The Gold Coast's **Palazzo Versace** has appointed **Kel Constantine** as its new Marketing Manager and **Renay Logan** as Director of Sales - MICE.

## Canada one-off trip

**A NEW** 17-day Great Canadian & Summertime in the Rockies itinerary has been released by Insight Vacations on 25 Jun 2015.

The one-off departure operates from Toronto to Vancouver and includes the Calgary Stampede, Orca whale watching and a grizzly bear river safari in Jasper NP.

It is priced at \$8,870ppts and guests can also extend the trip by adding an optional seven-day Alaskan cruise, priced from \$2,400ppts - phone 1300 727 767.

## No Vacancy line up

**WOTIF.COM** executive gm of Asia Daniel Finch & Mantra Group Indonesia's senior vp operations & development Michael Burchett have been named as two speakers for the upcoming No Vacancy Southeast Asia conference.

The one-day program is focused on data, distribution, hotel development & expansion, pricing, internet trends, sales, product, competition and more.

It is being held in Bali on 29 Aug at W Seminyak - more **HERE**.

## 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](mailto:hawaiicomp@traveldaily.com.au)



**Q.21: Are meals & beverages included in your Hawaiian Airlines fare from Aus to Honolulu?**

Hint: [www.hawaiianairlines.com.au](http://www.hawaiianairlines.com.au)

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



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**Postal address:** PO Box 1010, Epping, NSW 1710 Australia  
**Street address:** 4/41 Rawson St, Epping NSW 2121 Australia  
**P:** 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

**Advertising and Marketing:** Sean Harrigan and Lisa Martin

Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper

Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the Travel Daily group of publications.

**Publisher/Managing Editor:** Bruce Piper

**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon

**Contributors:** Jenny Piper and Barry Matheson

Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)



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

### \*JOBS OF THE WEEK\*

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Think all TMC's are the same? Not these ones. 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

### NETWORKING IS THE KEY

#### INDUSTRY SALES MANAGER – PREMIUM PRODUCT MELBOURNE - SALARY PACKAGE \$\$\$

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

### HOT SALES SKILLS PAY OFF HERE

#### CORPORATE BDM – SME MARKET SYDNEY-SALARY PACKAGE OTE \$100K+

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### USE YOUR POWERFUL INFLUENCING SKILLS

#### CONF AND EVENTS BUSINESS DEVELOPMENT SYDNEY SALARY TO \$80K PLUS BONUSES

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role is a great opportunity to get ahead with a market leader. Your experience in event/corporate sales has given you the skill in developing leads, creating unique proposals building relationships and signing up valuable new business. A great opportunity with a company that offers career development, and ongoing training.

### CHOOSE YOUR DAYS!!

#### 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!

### TIME FOR A CHANGE?

#### REGIONAL SALES MANAGER SYDNEY – 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.

### ROLL UP FOR THE BIGGEST EVENT

#### CORPORATE EVENTS DIRECTOR SYDNEY – EXECUTIVE SALARY PACKAGE!

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants!

### USE YOUR STRONG INDUSTRY RELATIONSHIPS

#### SENIOR INDUSTRY ACCOUNT MANAGER SYDNEY – \$100K PLUS

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.

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# FOLLOW THE LIGHTS

Special departure  
24 January 2015



**14 days departing 24 January 2015 ex Bergen**

From **\$5,895\*** per person twin share

This spectacular 14 day tour has been especially designed to give you an opportunity to see the Northern Lights for yourself. The Northern Lights or Aurora Borealis is a natural phenomenon often seen in northern latitudes during the winter months.

There is far more to experience in the magical winter wonderland, including:

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- A night in the unique Kakslauttanen Igloo Village, lie in bed and gaze at the stars (and if you're lucky, the Northern Lights)
- Discovering the Sami culture and remarkable Arctic wildlife of Finnish Lapland
- A visit to Rovaniemi – the home of Santa Claus and one of Finland's best skiing areas
- A traditional husky dog safari through the icy wilderness
- The services of a Bentours' tour escort throughout the journey

**Spaces on this extraordinary voyage are strictly limited.**

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or your local travel agent or visit **[www.bentours.com.au/au/ftl2015](http://www.bentours.com.au/au/ftl2015)**

\*Conditions apply. Prices are per person, twin share and subject to availability. Follow the Lights Special Group Departure is valid for sale until 24 Jan 15 or until sold out. Advertised price is based on 24 Jan 15 departure in N-Grade outside cabin on Hurtigruten cruise. Prices accurate as at 02 May 14 and subject to change without notice. A \$750 deposit per person is due within 7 days of booking to secure reservation. Bookings made less than 100 days prior to departure full payment is required immediately. Special cancellations terms apply. All international airfares are excluded. Single supplements apply. Deals and offers are subject to availability and are not combinable with any other offer. Visit [www.bentours.com.au/au/ftl2015](http://www.bentours.com.au/au/ftl2015) for full Terms and Conditions. Tempo Holidays Pty Ltd trading as Bentours International ABN51007331213, VIC License 31341







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