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# Travel Daily

First with the news

Thursday 6th November 2014

## COOK ISLANDS

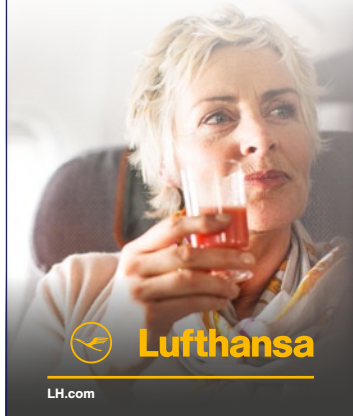
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## Big ATAS radio campaign

AFTA is building on the recent government 'Pack some peace of mind' promotion - viewed by over 32 million online "eyeballs" - plus print and radio exposure - with the launch of a four week radio campaign which will reach a million consumers intending to travel overseas in the next year.

The new AFTA campaign will be on air in Sydney (Smooth 95.3FM and 2GB), Brisbane (Mix 97.3FM), Melbourne (Mix 101.1FM), Adelaide (Mix 102.3FM) and Perth (Mix 94.5FM), with AFTA marketing manager Jo Tralagga telling **TD** the target audience is females aged 25-54 and consumers planning int'l travel.

"Radio was selected for its ability to reach a large audience multiple times," she said, citing research indicating consumers

are more than 6 times more likely to visit a site such as [atas.com.au](http://atas.com.au) after hearing a radio ad.

"In a global marketplace in which consumers make choices to book travel via all kinds of intermediaries, ATAS accredited agents will stand out from a sea of competition based on a legitimate positive value proposition," said AFTA ceo Jayson Westbury.

Westbury also welcomed comments by Qantas head of agency partnerships Rob Harrison, who said "we look forward to continuing to work closely with travel agents, including through the extensive work led by AFTA to create the new ATAS accreditation scheme".

AFTA "looks forward to working with Qantas on other innovative ideas that develop the professional standing of travel agents across the country," Westbury said.

### Eight pages of news!

**Travel Daily** today has eight pages of news, a photo page from **Atout France** plus full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- Captain Cook Cruises

## New NZ leisure head

**BLAIR** Catton has been appointed as Head of Leisure Sales Australia for Air NZ.

Catton is well known across the industry from his former senior roles with STA Travel in both Australia and New Zealand, and is also experienced in wholesale, corporate and online sectors.

Catton commenced with NZ this week, with gm Leanne Geraghty saying he will be accountable for the leisure sales team as well as the management of relationships with the carrier's key trade and industry partners.

More appointments on **page 6**.

## A\$ drops two cents

**THE** Australian dollar fell almost 2c last night, hitting its lowest level in more than four years after rebounding slightly.

The move was a response to the US mid-term elections, where the Republican party won leading to improved economic sentiment.

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## Arkaba enters LLOA

**WILD** Bush Luxury's Flinders Ranges property Arkaba has been added to the upmarket Luxury Lodges of Australia portfolio.

The boutique 5-room property joins Great Southern Lodge and The Louise in LLOA's SA collection.

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## Wolgan goes to One&Only

**KERZNER** International is set to add its second property in Australia, with confirmation this morning that EK has appointed One&Only to manage the Emirates Wolgan Valley Resort & Spa (**TD** breaking news).

The move supports earlier speculation of a possible tie-up, as exclusively revealed by **Travel Daily** during the launch of One&Only Hayman (**TD** 03 Jul).

O&O chief operating officer Mark de Cocinis told **Travel Daily** "we would love to be in other locations in Australia," and his aspirations have now come true

### VA CBR int'l routes?

**VIRGIN** Australia has dismissed rumours it will launch new routes from Canberra to New Zealand.

According to a number of online forums, VA is said to mulling new direct flights between Canberra and both Wellington & Auckland using Embraer E-Jets.

The rumourmill began churning last week after Virgin boss John Borghetti flagged the introduction of two and "maybe three" new international routes to its network over the next few years.

However, a Virgin Australia spokesperson told **Travel Daily** the speculation is just that.

"We continue to evaluate new market opportunities however we have no current plans to operate international flights from Canberra," the spokesperson said.

with the company to take over at Wolgan from early 2015.

Wolgan Valley's pioneering developer and general manager Joost Heymeijer, who is now based in Dubai as EK's senior vice president in-flight catering, recently departed the property.

Emirates president Tim Clark said he was confident that One&Only was the "perfect partner" for Wolgan Valley.

"They not only have the same high service quality standards that we demand of ourselves, but are also innovation-driven and most importantly they share the same vision for the resort as we do," Clark said.

Kerzner International ceo Alan Leibman said the deal strengthens One&Only's commitment to Australia, with the company to continue focusing on the guest experience.

"We are thrilled to be making such a significant impact in Australia, and to be building on the success of the One&Only brand, which has been so well received by Australians as well as guests from all over the world."

Under its new management, Emirates One&Only Wolgan Valley will continue to offer local and seasonal culinary excellence, catering to couples and families.

Leibman said One&Only would ensure that Wolgan and Hayman "continue to be the utmost ultra-luxury experience in the country".

## QF foreign selldown

**OVERSEAS** shareholders now hold 42.8% of Qantas according to an ASX release this morning.

That's down five points on the previous update (**TD** 13 Oct) with QF required to report when the level falls below 44%.

## Discover why Ireland is so SPECIAL!

We are delighted to invite you to join us for our Ireland roadshow 2014.

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To find out why Ireland is so special, register your place now! Hurry – RSVP is essential.

### Venues (click to RSVP)

**Brisbane – 25 November**  
[Hilton Hotel, 190 Elizabeth St 5:30pm](#)

**Sydney – 26 November**  
[Dockside Function Centre – Cockle Bay Wharf  
Darling Harbour 6pm](#)

**Melbourne – 1 December**  
[Royce Hotel, 379 St Kilda Rd 5:30pm](#)

**Perth – 2 December**  
[Duxton Hotel, 1 St Georges Terrace 5:30pm](#)

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## Ancillaries to nudge \$50b

**OPTIONAL** extra services are expected to earn airlines globally an eye-watering US\$49.9 billion in 2014, according to a new forecast released this week.

The fifth annual CarTrawler Worldwide Estimate of Ancillary Revenue from IdeaWorks

Company says the latest prediction will be a 17.2% jump on the figure reported last year and a whopping 121% up on the \$22.6 billion recorded in 2010.

The figure is an estimation using ancillary revenue disclosed by 59 airlines two months ago (**TD 18 Sep**) as a base and applied to a larger list of 180 carriers globally.

Of the total, a massive \$28.5 billion is estimated to be generated from a la carte fees including ticket cancellations and flight amendment charges.

Ancillaries factored in the study include commissions earned from hotel bookings, frequent flyer miles sold to partners and the array of merchandising services.

In an indication of the increasing importance of ancillaries, the CarTrawler report also highlights the percentage of overall aviation they represent, a figure which is also steadily climbing.

In 2010, the sale of extras made up 4.8% of total airline revenues of \$474 billion, while the 2014 estimate says ancillaries will make up 6.7% of \$746 billion earned.

Broken down by region, North America rules the roost in total ancillary revenue, which is made up largely from hotel commission and frequent flyer sales.

"Traditional Airlines" such as flag carriers & major national carriers are tipped to record US\$17.5 billion in total ancillary sales for 2014, with 40% coming from bag fees and onboard consumables.

## Accor Mid-East target

**ACCOR** ceo and chairman Sebastien Bazin has announced the hotel juggernaut plans to expand its room count in the Middle East to more than 30,000 in time for Dubai Expo 2020.

The French hotel group currently has 16,000 rooms open & a further 9,000 in the pipeline.

Speaking to *Arabian Business*, Bazin suggested such is the rate of development in the Middle East, "I'll be back in three years and telling you we'll be doubling again," he commented.

**MEANWHILE**, Bazin told the *WSJ* Accor has made an indicative offer to take over Louvre Hotels Group from Starwood Capital.

Louvre operates 1,100 hotels in 47 countries.

## Perth boutique EOI

**EXPRESSIONS** of interest have opened for the lease of Perth Hostel in Northbridge as part of the State Government's \$6m revitalisation of William Street.

WA Planning Minister John Day yesterday said the neighbouring Rechabites Hall, a former theatre and bank, could also be used for retail, food and beverage options.

The historic building is expected to operate as offices or boutique accommodation.

Also under construction within the William Street Precinct is the 74-room Alex Hotel, earmarked to open early next year.

EOI for the Perth Hostel and Rechabites Hall close on 18 Dec.



## Window Seat

**SOMETIMES** travel delays can have a silver lining - and that was certainly the case for those in the packed Melbourne Qantas Club last night.

Storms in Sydney caused a number of disruptions across the QF network, but for those ensconced in the lounge while they waited for their flights there was a surprise "pop-up" performance by none other than Australian boy-band turned classic crooners Human Nature.

Normally based in Las Vegas, apparently the lads are back home for a couple of weeks, with their time here including a performance in one of the corporate Birdcage facilities at the Emirates Melbourne Cup.

A Qantas spokeswoman told **TD** that several passengers in the lounge had remarked that they were grateful for the weather delays, as otherwise they would have missed out on seeing the classy up-close and personal performance (**below**).



**MOVEMBER** will see multitudes of males growing mo's to raise funds for the Movember Foundation's programs and to encourage community awareness and support around men's health.

Amadeus IT Pacific men are putting out the challenge to the travel industry to raise funds for the cause. The person who raises the most money will win a **Shaving Brush Travel Kit**.

It's not too late to join - register at [au.movember.com](http://au.movember.com) (add your company name after your name and choose to join the **Amadeus IT Pacific** team).

Email your before and after pics and progress updates to [mocomp@traveldaily.com.au](mailto:mocomp@traveldaily.com.au) and we will showcase them on **Facebook** and in **Travel Daily**.

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## ET 787s to LAX

**ETHIOPIAN** Airlines is set to launch a new thrice weekly 787 route linking Addis Ababa with Dublin and Los Angeles, with the service to debut 20 Jun 2015.

## 7 years at WTM for RoomsXML



**GLOBAL** agent-only accommodation specialist RoomsXML is exhibiting this week at World Travel Market in London.

It's the seventh year running that the company has been part of the show, with managers from their operations in the UK, Russia, India, Ukraine, Saudi Arabia and Australia in attendance (**above**).

"The reception for RoomsXML is awesome," according to the company's Asia-Pacific managing director, Mark Luckey.

"The brand is recognised and our reputation with customers and suppliers strong...the mature global relationships we have underpin our product and service capabilities across all markets."

He told **Travel Daily** the travel technology section at WTM 2015 is "nearing saturation point" with fierce competition across

distribution, marketing, content aggregation, B2B and B2C sectors.

Luckey said he believes the market is not growing as quickly as the number of providers, and having established relationships and a long term presence is a great benefit for RoomsXML.

"It's questionable whether there is room left in the tech sectors as new players vie for attention... lots of companies from 2013 are missing in 2014," he said, in a not-so-subtle dig at rival Excite Holidays which recently launched a UK/Europe operation (**TD Mon**).

## QR boosts AA c'share

**QATAR** Airways is expanding its codeshare deal with **oneworld** partner American Airlines, with the QR code to be added to 12 AA routes ex Dallas and Miami.

## LHW loyalty boost

**LEADING** Hotels of the World is enhancing the benefits offered to members of its 'Leaders Club', with status credits earned towards free months to no longer expire as long as the membership remains active.

Club members receive daily continental breakfast for two, internet access, room upgrades and more as well as earning one free night to use at any LHW property for every five qualifying stays booked.

## Hahn Air portal

**HAHN** Air has unveiled a new website with a host of new features including powerful search and filtering capabilities for its 300 air and rail partners.

The new [www.hahnair.com](http://www.hahnair.com) also has a dedicated landing page for the Hahn Air Quick Check system which verifies airline availability.

## Priceline surge

**ONLINE** travel giant Priceline - the owner of Booking.com among other global brands - has reported a 27% increase in third quarter net income, with the figure rising to US\$1.06 billion.

TTV amounted to US\$13.8 billion, up 28% year-on-year, with particularly strong growth in the company's international operations which contributed \$2.3 billion in gross profit, up more than 33%.

Globally, Priceline's accommodation business booked 95 million room nights during the three month period.

"Booking.com continues to extend its lead as the world's largest brand for booking accommodations, with over 540,000 hotels and other accommodations on the platform, up 52%", said ceo Darren Huston.

## Win with Rail Europe

Eurostar, in cooperation with Rail Europe, is celebrating their 20th anniversary this November by giving away 4 x \$200 Coles Myer gift cards to **Travel Daily** readers.

You can book exclusive promotional fares with Rail Europe GSA's at more than 20% off the regular lead in price until 17 Nov 2014. Fares are valid for your clients travelling between 4th November 2014 & 31st March 2015. Book with CIT Holidays, Infinity Rail, Rail Plus or Rail Tickets.

To win, answer each daily question and the weekly Friday question. Each week, the two agents who answer every question and have the most creative answer to Friday's question will win.

Send your answers to: [rail@traveldaily.com.au](mailto:rail@traveldaily.com.au)



How many classes of service does Eurostar offer?

## Fitzpatrick's new role with Travelport

**TRAVELPORT** has confirmed that gm Pacific Alex Fitzpatrick will relocate to the UK to take up a senior role as Head of Global Payments & Settlements Portfolio.

She will take up the position next month, while local replacement Kaylene Shuttlewood (**TD 13 Aug**) is now in place.

In her new role, Shuttlewood is overseeing Travelport's commercial operations and driving business growth across the region including Australia, NZ and the Pacific Islands as well as managing Travelport's PNG distribution partner.



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## STB stopover study

A STUDY commissioned by the Singapore Tourism Board has found that nearly 9 out of every 10 people who have travelled overseas in the last two years would now consider a stopover to break a long-haul journey.

The report analysed behavioural impacts of passengers who flew more than 10 hours, finding close to one million Australians made life-changing decisions they later regretted after being cooped up in a confined space.

Those decisions included a career change, getting out of a relationship or moving overseas.

Gen Y travellers were twice as likely to make an irrational move compared to older Aussies.

Of the 1,322 Australian polled, almost half said a stopover would have helped prevent making an unwise life choice.

According to Galaxy Research's data collected in Aug and Sep, virtually all respondents believe Singapore would make a good stopover destination, with safety, cleanliness and good shopping the top three reasons to visit, the STB reported.

## New TNT partner

**TOURISM** NT has aligned with rail & cruise package specialist Holidays of Australia to assist with the development of specialised itineraries for cruise passengers travelling to Darwin.

The organisations aim to drive cruise passengers to explore the Top End and other parts of the Northern Territory before or after a cruise from the NT capital.

**MEANWHILE**, Tourism NT is calling on partners to get involved with an 'Oceans to Outback' upcoming campaign.

The promo is a joint initiative being organised by Austravel and the South Australian Tourism Commission and will highlight complimentary experiences on offer in the NT and SA, focused on adventure, luxury, food & wine, wildlife and city life.

## AA/CX expand c'share

**AMERICAN** Airlines and Cathay Pacific Airways have notified US regulators that they plan to add the AA code to flights operated by CX between Hong Kong and Boston within 30 days.

## Trump to Azerbaijan

**DONALD** Trump has revealed an expansion of the Trump Hotel Collection into Western Asia, inking a deal to open a newbuild hotel & residence in Azerbaijan.

Trump Baku will comprise a mix of 72 luxury residence and 189 hotel rooms, offering views of the city & Caspian Sea.

The 33-storey structure will feature a spa with indoor swimming pools, fitness centre, restaurants and 500m<sup>2</sup> ballroom, and is slated to open in Jun.

Trump has other developments opening in Washington DC, Rio de Janeiro and Vancouver in 2016.

## Harbour Plaza offer

**MELBOURNE-BASED** wholesaler Amazing Vacations has partnered with Harbour Plaza Hotel & Resort to package a special four-night deal in Hong Kong priced from \$399ppts.

Valid for travel over select dates in 2015 & 2016, the deal also includes airport transfers, a half-day tour and High Tea at the Harbour Plaza North Point.

A similar offer is available at the 5-star Harbour Grand Kowloon priced from \$599ppts.

## Sabre Enterprise pact

**SABRE** Corporation has signed a new multi-year technology deal with Enterprise Holdings, providing Sabre-connected agents with ongoing access to Alamo, National and Enterprise Rent-A-Car rentals through the GDS.

## QR ups Boeing fleet

**ONEWORLD** carrier Qatar Airways has boosted its aircraft fleet to 139 units after taking delivery of three Boeing aircraft in one day in Seattle last week.

The latest deliveries consisted of two 787-8 *Dreamliners* & one 777, and will enable QR to "continue our commitment to offer our passengers the most comfortable experience in the sky when flying with us," chief executive Akbar Al Baker commented yesterday.

QR now operates 17 Boeing *Dreamliners* and 37 Boeing 777s, made up of -300ERs and -200LRs.



## Destination NSW

### International Partnerships Coordinator

- Ongoing, Full Time
- Sydney CBD – The Rocks
- Total Remuneration Package (\$94,025- \$104,080)

#### About the Organisation

Destination NSW is a Public Service Executive agency with responsibility for developing and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

#### About The Role:

Under the leadership of the International Partnership Manager, the International Partnerships Co-ordinator will work closely with the International Partnership Specialist and will be responsible for the co-ordination and implementation of Partnership Programs which maximise marketing opportunities for Destination NSW and its partners to drive overnight visitation to NSW from the international markets.

The International Partnership Co-ordinator will work closely across a number of internal teams within Destination NSW and with external partners to implement and report on international marketing and promotional activities.

Applicant must address the two target questions. These can be found on the Jobs NSW website.

**Closing date:** Sunday 16 November 2014

**Enquiries:** Eileen Gilliland on (02) 9931 1575 or [eileen.gilliland@dnsw.com.au](mailto:eileen.gilliland@dnsw.com.au)

Applications must be lodged electronically via Jobs NSW website. Applications submitted via email will not be accepted.



## Destination NSW

### Domestic Partnerships Coordinator

- Ongoing, Full Time
- Sydney CBD – The Rocks
- Total Remuneration Package (\$94,025- \$104,080)

#### About the Organisation

Destination NSW is a Public Service Executive agency with responsibility for developing and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

#### About The Role:

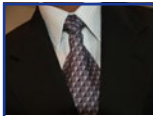
Under the leadership of the Domestic Partnership Manager, the Domestic Partnerships Co-ordinator will work closely with the Domestic Partnership Specialist and is responsible for the coordination and implementation of Partnership Programs which drive overnight visitation to Sydney and New South Wales to the domestic market. The role works closely across a number of internal partners, within Destination NSW and with external traditional and non-traditional partners, to assist with the implementation and reporting of domestic marketing and promotional activities.

Applicant must address the two target questions. These can be found on the Jobs NSW website.

**Closing date:** Sunday 16 November 2014

**Enquiries:** Alessandra Higgins on (02) 9931 1178 or [alessandra.higgins@dnsw.com.au](mailto:alessandra.higgins@dnsw.com.au)

Applications must be lodged electronically via Jobs NSW website. Applications submitted via email will not be accepted.



## 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).

**Paul Cutler** has been appointed as Director of Sales & Marketing for **Outrigger on the Lagoon, Fiji** and **Castaway Island, Fiji**. He'll be based in the new Outrigger office in Sydney, moving from his most recent role as sales & marketing manager for Nanuku Resort and Spa and former positions at Blue Lagoon Cruises, Shangri-La, Plantation Island and more. Also new to Outrigger is **Paul Brent** who is the company's new director of sales Australia, responsible for sales strategy to its local properties in Noosa, Airlie Beach, Coolangatta and Surfers Paradise.

**Destination Port Stephens** has appointed **Janelle Gardner** as its new ceo, while a new board for the organisation was also elected last week comprising **Michael Aylmer** as chair, **David Nye** as Deputy Chair, **Andrew Macdonald** as Treasurer and **Kim Latham, Mike McIntosh, Dom Grundy, Janene Rees, Sharon Aldrich** and newcomer **Malcolm Anderson**.

**David Greenland** has taken on a new role as CEO of Sydney-based corporate agency **Concierge Travel Group**. Greenland was previously Head of Marketing & Product for QBT and before that was Managing Director Australia for Carlson Wagonlit Travel.

**Nina Freysen-Pretorius**, ceo of The Conference Company, South Africa has been elected as the new president of the **International Congress and Convention Association**.

**Excite Holidays** has named **Adrian Marpole** as its new Head of Sales UK and Europe, with the move following the launch of the B2B wholesaler's European operations at World Travel Market this week.

**Amadeus** has announced the appointment of **Christian Lukey** as its new Regional Director of Hotel Distribution in Asia Pacific. He was previously Singapore-based Commercial Director for HRS.

Fiji Airways CEO **Stefan Pichler** will take up a new role as Chief Executive Officer of **airberlin** on 01 Feb 2015, replacing Wolfgang Prock-Schauer. Pichler has headed up FJ for just over a year (*TD* 06 Sep 13).

**Eszter Ungar** has been named as Head of Corporate Affairs, Europe for **Ethihad Airways**. She'll be based in the carrier's European HQ in Berlin.

**Tourism Tropical North Queensland** has appointed three new Directors. They include former Skyrail Rainforest Cableway MD **Max Shepherd**, Jungle Surfing Canopy Tours MD **Sheena Walshaw** and Cook Shire Council Economic and Community Services Director **Katrina Houghton**.

Former Perth-based Chief Financial officer for Skywest Airlines, **Paul Roberts**, has been appointed as CFO for UK-based **bmi regional**.

The **Pacific Asia Travel Association** has promoted Chief Operating Officer **Mario Hardy** to the role of Chief Executive Officer. He will succeed **Martin Craigs** who is stepping down to spend more time with his family.

**Choice Hotels Australasia** has appointed **Daniel Kitch** to the role of General Manager, Development.

**Kat Nitarski** has been appointed as Queensland Business Development Manager for **On The Go Tours**, moving from her former position within the company's reservations department.

**Topdeck Tours** says it's building on a year of "unprecedented growth" with the appointment of **Sarah Hoskin** as the third member of its NSW/ACT on-road sales team. Topdeck has also named **Tom Heffernan** as its second Queensland trade sales team member. Both Heffernan and Hoskin are former Topdeck European Trip Leaders.

**InterContinental Hotels Group** has appointed **Karin Sheppard** as its new Chief Operating Officer for Australasia, Japan, Korea & Asia, Middle East and Africa (AMEA) Franchising. Her former Chief Commercial Officer role with IHG will be filled by **Nick Barton** while **Leanne Harwood** becomes the group's Vice President of Operations, South East Asia and **Lincoln Barrett** becomes President of Commercial for AMEA.

Thursday 6th Nov 2014

**Travel Daily**  
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**WORLD** Resorts of Distinction (WRD) and Cook Islands Tourism had a very different Melbourne Cup Day this year - rather than the glitz and glam of Flemington, they gathered amongst the cane fields at Murwillimbah Racecourse on the far north coast of NSW for some fabulous food,

frocks, fun and fizz.

**Pictured** enjoying a stunning race day are, from left: Donna Tuara, Sarah Capon and Victoria Valova of Cook Islands Tourism; Ben Alcock of WRD; Cook Islands Tourism gm Kerryn Cook; and Jacob Reid, Narelle Langton and Fiona Wozney of WRD.

### Aer Lingus US boost

**IRISH** carrier Aer Lingus is significantly expanding its transatlantic operations, with a new route between Dublin and Washington Dulles to debut 01 May, boosting San Francisco from five weekly to daily, a third daily New York JFK service and the use of larger A330-200 aircraft on the Dublin-Toronto route.

### Oakwood to HKG

**SERVICED** apartment operator Oakwood Worldwide says it is responding to a surge in demand in the Asia Pacific region by opening a new Hong Kong office. Oakwood recently entered into a multi-billion dollar agreement with Singapore's Mapletree Group which will triple Oakwood's APAC presence.

## Luxury Travel Specialist, Sydney

Due to the expansion of our business, World Travel Professionals is looking for a dynamic and talented individual to join our award winning team in Double Bay.

The right applicant will have experience working with high end and VIP clients and a proven success in customer service. A genuine passion for travel is a minimum requirement, with experience in selling luxury travel products, particularly Virtuoso, a definite advantage.

In return for your knowledge, creativity and professional skills, we offer a great working environment, an excellent salary and incentive package, and the opportunity of working with one of Australia's leading travel management companies.

**Confidential applications to:**

**Chrissi McDiarmid**  
Head of Operations  
Tel: 02 9302 0700

**Email:** [Chrissi.mcdiarmid@worldtravel.com.au](mailto:Chrissi.mcdiarmid@worldtravel.com.au)



# Normandy celebrates liberty in Sydney

**TO COMMEMORATE** the 70th anniversary of D-Day in Normandy (06 Jun 1944), Atout France and the Normandy Tourist Board, under the patronage of the French Foreign Minister Laurent Fabius, launched the first ever 3D movie about D-Day in Sydney earlier this week, in honour of the Australians who fought during World War II.

Sponsored by French Travel Connection, Accor and La Maison du The, 500 guests, including travel industry, opinion leaders and celebrities gathered at the IMAX theatre on Mon 03 Nov for some Normandy cheese and cider tasting, before watching on the biggest Imax screen in the world, *D-DAY: NORMANDY 1944*.

The evening welcomed two generations, with Cliff Stevens, a 92 year old D-Day veteran who was present in landing barges on D-Day, as well as twenty school children who came to show gratitude to the soldiers who fought during World War II.

*D-DAY: NORMANDY 1944* is a large format documentary produced entirely in 3D that provides a new, penetrating look at this moment in history in a unique manner to both teach and remind audiences of the largest-ever Allied operation and its lasting effect on the world. D-Day itself is well-known, yet

very few people are aware of exactly why and how, during 100 days in the summer of 1944, Normandy became the most important place in the world.

**RIGHT:** French Ambassador Christophe Lecourtier with 92-year-old WWII veteran Cliff Stevens.



**ABOVE:** The Atout France team wore special commemorative T-shirts, from left: Claire Kaletka-Neil, Patrick Benhamou, Camille Hugues, Flore Rousseau, Charly Bongiorno, Martin Lombard, Charline Joly and Sophie Almin.



**RIGHT:** Gregory Delahaye of Normandy Tourism with Brad McDonnell of French Travel Connection.

**LEFT:** Guests were delighted at this fabulous ice sculpture depicting Mont Saint Michel.



**RIGHT:** Vittoria Coffee ceo Les Schirato with Greg and Glenda Duncan.

**BELOW:** French Consul Eric Berti with Raphael Chauvois, president of Normandy Tourism and consul advisor Sebastien Vallerie.

**BELOW RIGHT:** The groaning cheese board.



**BELOW:** Arnaud Tartour, a student from the Lycee Condorcet in Maroubra.



## Wotif portal revamp

A NEW mobile responsive homepage has been activated by Wotif.com for PC, tablet & mobile platforms, providing a seamless search and book experience.

## Trade partners Quay for United



**ABOVE:** United Airlines invited key travel agency partners in Sydney to an annual recognition dinner last week to celebrate the launch of its new non-stop flights between Melbourne and Los Angeles, using Boeing 787-9 Dreamliner aircraft.

Held at Quay Restaurant and hosted by UA's senior vp of worldwide sales, Dave Hilfman and Boeing's regional director marketing North America, Ken Price, the event served to thank United's top trade partners for their ongoing support.

**Pictured** at the event from left are David Padman, helloworld; Alison Espley, United Airlines; David Reimer, American Express & Dave Hilfman, United Airlines.

## FC extends eNett deal

**FLIGHT** Centre will begin using eNett "Virtual Account Numbers" (VANs) to make some of its international supplier payments, under an expanded agreement with technology supplier eNett.

VANs are an innovative payment solution comprising a unique 16-digit MasterCard number is automatically generated against a defined booking and payment parameters per transaction.

The system is seamlessly integrated with the Travelport Travel Commerce Platform which allows VANs to be instantly created to make immediate supplier payments in 27 global currencies, 15 with local settlement capabilities.

## Byron social hub

**NSW'S** most easterly township has unveiled a new 'social media hub' at [www.byronbaynow.com](http://www.byronbaynow.com) to facilitate social engagement at a destination level.

The new site is an extension of the [www.byronbay.com](http://www.byronbay.com) portal & provides users with the ability to communicate with one another.

## WLG Conv Centre nod

**WELLINGTON** City Council has given the green light for a new convention centre for the New Zealand capital, earmarked to open within three years.

Positively Wellington Tourism chief exec David Perks last night said the approved Wellington Convention Centre could bring up to \$25 million of new expenditure to the region annually, potentially boosting delegate days by as much as 26% on the current level.

"The Convention Centre opens up a whole new range of potential business," Perks said.

## BW Bhutan newbuild

**BEST** Western International will expand its Asian footprint from mid next year when it opens its first property in Bhutan.

Contracts have been signed for the construction of a 41-room newbuild property in Thimphu, which will become part of the Best Western Plus portfolio.

The hotel will also offer a fitness centre, spa, two restaurants, bar & lounge overlooking the skyline.

Best Western last year opened its first hotel in Myanmar and this year debuted in Sri Lanka.

## Russian tours reduced

**ON THE** Go Tours has slashed the price of all its Russia group tours departing in 2015 by 10%.

The promotion runs from now through to 30 Nov.

Options include the seven-day Back in the USSR itinerary that is now \$1,709pp and the six-day Vodka Shot tour, now \$1,196pp.

To book, phone 1300 855 684.



## WIN with Air Mauritius

This month *Travel Daily* is giving the travel industry a chance to win a trip to Mauritius, courtesy of Air Mauritius and Sun Resorts.

The prize includes:

- 2 return economy flights between Perth and Mauritius (excluding taxes)
- 4 nights staying Long Beach resort
- Breakfast daily



Everyday *TD* will ask a different question about Mauritius.

The subscriber with the most correct answers and the most creative answer to the final question will win this great prize.

Send your answers to: [mauritiuscomp@traveldaily.com.au](mailto:mauritiuscomp@traveldaily.com.au)



What is the capital of Mauritius?

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A fantastic opportunity has arisen for a dynamic, self-motivated and enthusiastic travel professional to become part of our friendly team located at Botany. Show Group Enterprises is a Travel Agency for the Entertainment industry and if you would like to be considered for a full time position and possess the following, we would love to hear from you.

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

### **\*\*JOB OF THE WEEK\*\***

**ONSITE CORPORATE TEAM LEADER  
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You will need proven leadership skills and have exceptional knowledge of corporate travel to be successful in this new role. Always wanted to work directly for your client? Now is your chance, this global giant are setting up their own travel team in-house, we need an experienced Corporate TL or 2IC who is looking for a new challenge and something very different, great opportunity to steer your career in a new direction. Interviews have commenced.

### **YOUR STEPPING STONE TO ON THE ROAD**

**ACCOUNT MANAGER INSIDE SALES  
SYD – EXEC SALARY \$70K PLUS**

Here is a role where career progression is guaranteed if you perform well. Looking for a role to advance your way to an on the road position? Our client is looking for a focused individual to manage and foster long term business relationships as well as new business. You will ideally come from a front line consulting role where you have used your skills to maintain and grow an existing or new database. This role will create many opportunities for the right person.

**SENIOR ROLE IN ACCOUNT MANAGEMENT  
CORPORATE KEY ACCOUNT MANAGER  
SYDNEY SALARY PACKAGE \$105K + INCENTIVES**

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

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**ACCOUNT MANAGER (TECHNOLOGY)  
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If you're hungry for success, recognition and career progression this company will offer you all that and more. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable. If you are not scared of cold calling on your industry colleagues whilst maintaining strong existing relationships this role is for you.

**YOUR HUNTING SKILLS WILL WORK HERE  
CORPORATE BDM – SME**

**SYDNEY/MEL/PERTH SALARY PACKAGE \$80K + Bonuses**

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 with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### **JOIN THE FASTEST GROWING SECTOR IN TRAVEL**

**CRUISE OPERATIONS MANAGER  
SYDNEY –EXEC SALARY PKG**

Do you have impeccable management skills within the cruise market? Have the ability to manage a busy operations team whilst overseeing product and documentations? This company is looking for an operations manager with exceptional cruise experience. You will work to create a solid team working environment whilst focusing on the development of the department including product offering and itinerary planning.

**THE WORLD OF ONLINE TECHNOLOGY  
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SYD/ MEL – SALARY PACKAGE \$\$\$**

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

### **FOSTER KEY RELATIONSHIPS**

**AIRLINE SALES EXECUTIVE  
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Working for this international airline, you will be responsible for generating new business and developing existing clients. Using your exceptional sales and business development skills, overall knowledge and experience, together with your relationship building abilities, will ensure your success in this role. Take your sales experience to new heights and join this award winning airline today.

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## Sabre Ticketing Consultant

**Gold Coast, \$37K + Incentives, Ref:1319PS1**

Are you an experienced Sabre Ticker? Do you love working out complex fares and have the ability think outside the box? If you are able to work autonomously in a fast paced, high volume environment with a high level of accuracy this could be the opportunity you have been looking for! The ideal candidate will come from a consolidator or airline background and also have experience selling all aspects of travel & working to targets. A rare centrally locally Gold Coast 9-5 Monday – Friday role!

For more information please call Peta on (07) 3023 5024 or click [APPLY](#) now.

## Travel Branch Manager

**Sydney CBD, Competitive Base, Ref: 1411MB1**

A fantastic opportunity has arisen for an experienced travel professional who would like to take their next step into Retail Travel Management. As a Retail Travel Branch manager you will be responsible for managing the daily running of the office as well as motivating your team to achieve sales targets. You will still have a hands on role consulting and using your expert travel knowledge to interact with colleagues and clients. Help lead this branch in its continued success.

For further information please call Marissa on (02) 9113 7272 or click [APPLY](#) now.

## Cruise Wholesale Travel Consultant

**Melbourne, \$Competitive, Ref:1363KF2**

Calling all cruise reservation specialists! If you have cruise product knowledge, reservations experience & the ability to work to sales targets, this is the role for you! This fantastic global company are looking for new consultants to join their great team. You will be responsible for selling a wide array of cruise products to various worldwide destinations and thrive on delivering the highest levels of customer service. If you are hungry and driven then you will reap the rewards!

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

## Corporate Travel Consultant

**Perth, \$DOE, Ref: 1408LB1**

Corporate travel consultant required for a small, boutique travel company in Perth. You will be specialising in dealing with repeat corporate clientele as well as retail enquiry, looking after groups and some cruise when required. To be considered for this role you will have a recent and solid travel consulting background with proven silver service when it comes to clients. If you love tailoring your itineraries and confidently hitting sales targets, then this is the role for you!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

## Travel Temps

**Brisbane, Fantastic Hourly Rate Ref:1077HB1**

Are you an experienced Travel Consultant? Have you recently taken time out of the workforce and want step back into your career? Or are you stuck in a rut and just want to mix it up, update your skills and experience?! If you pride yourself as a can do, flexible team player and are longing to become a sought after travel temp then is the opportunity you have been looking for! The ideal candidate must come from a strong retail travel and/or ticketing background to be considered.

For more information please call Helen on (07) 3023 5027 or click [APPLY](#) now.

## Travel Consultant

**Canberra, \$Competitive, Ref: 1772MB1**

New Opportunity, Reclaim your weekends with this Monday – Friday office based Canberra Senior Travel Consultant role. High end & high yield bookings are the norm in this busy office so you should be suitably experienced in this niche of the travel industry especially in European touring & luxury hotels. A competitive starting salary for an experienced consultant plus bonuses, benefits & travel industry perks are on offer by this much loved travel & well established industry name.

For further information please call Marissa on (02) 9113 7272 or click [APPLY](#) now.

## Travel Consultant Retail

**Melbourne, \$45-\$50, Ref:1357MD2**

Are you looking for a opportunity to shine as a travel consultant? This perfect role is for those retail travel consultants that are looking to step up in their next role. This new role within a successful and established Leisure Retail Travel Agency based in Melbourne, for a motivated, positive and experienced consultant to join their team. Successful candidates must be proficient on Galileo, crosscheck & have at least 3 years in the travel industry in a similar role. Apply now!

For more information please call Megan on (02) 9113 7272 or click [APPLY](#) now.

## After Hours Specialist Travel Consultant

**Perth, \$DOE, Ref: 1403LB2**

Are you an experienced Corporate Travel Consultant that has commitments during the day? Or perhaps a retired retail travel agent with excellent fares & ticketing knowledge looking for part time work? I am seeking a number of Travel Consultants to join this fantastic global team servicing their 'After Hours' enquiries. As you will be dealing with high profile accounts, a high degree of accuracy experience & urgency is required for this role. Experienced ticketing agents only.

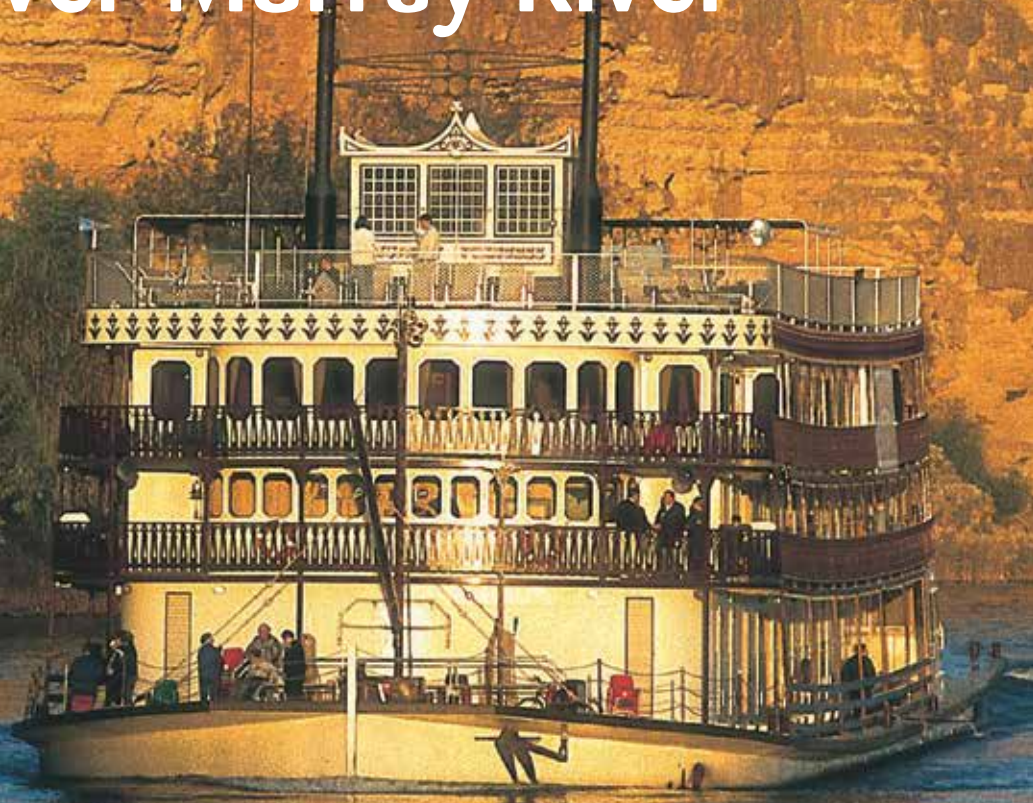
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