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# Travel Daily

First with the news

Monday 24th November 2014

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**Today's issue of TD**

*Travel Daily* today has nine pages of news and photos, a front cover page for **jito** plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment
- Consolidated/QF incentive
- One&Only Hayman Island

## Medi tourism next 'leap'

**THE** value of medical tourism to Australia will remain unknown without government & business investment and commitment, says political lobbyist and former ATEC md Matt Hingerty.

Speaking at a medical conference in Melbourne on Fri, Hingerty said the time is right to activate a medical research & development organisation to realise the potential of medical tourism for the nation.

Hingerty, who is chairman of the Business Events Council of Australia, told *Travel Daily* the yet-to-be-tapped medical tourism sector requires a standalone department, backed by private enterprise, to gauge its value.

Since the inception of the Australian Tourist Commission (Tourism Australia) in 1965, short term arrivals have experienced a number of "great leaps", he told *Travel Daily*, including the Paul Hogan campaign in 1985 and an international student policy 10yrs

later which triggered growth.

While inbound tourism to Australia has steadily increased since, "now is the time for a new leap," Hingerty commented.

As destinations such as Dubai & Singapore move forward within the lucrative medical tourism sector, Australia is falling behind.

Hingerty suggested Melbourne, with its current medical facilities, could take a leading role in the niche tourism sector in Australia.

The Gold Coast, Sydney, Cairns and Adelaide are other potential destinations that could benefit, however "risks" such as what impact it may have on the current public system, must be assessed.

He said development of a govt-backed organisation and putting it into action could take 10 years.

*The Australian* today reported that Gina Rinehart was assessing sites in Darwin to develop a state-of-the-art health facility to lure medial tourists to the Top End.

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## Register for jito

**AUSTRALIA'S** newest online community for the travel and tourism industry, jito, continues to ramp up its brand awareness, with a **cover wrap** of *TD* today.

Recruitment companies are able to post standard job vacancies for free until 31 Dec - see [jito.co](http://jito.co).

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# Travel Daily

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Monday 24th November 2014



## Park Hyatt Auckland

HYATT Hotels Corporation and China's Fu Wah International Grp have confirmed the return of the Hyatt brand to New Zealand.

The companies revealed on Fri they would invest NZ\$200m into the Park Hyatt Auckland, earmarked to launch in 2017.

To be constructed on a prime waterfront location on Auckland Harbour, the six-level 190 room property is being built at the current Team New Zealand site.

## BARA seeks 7 yr renewal

THE Board of Airline Representatives of Australia (BARA) has lodged an Australian Competition & Consumer Comm application which will allow its current authorisation to continue through until at least 2021.

BARA works with international carriers to provide collective negotiations on behalf of its member airlines with suppliers such as airports, air traffic controllers and fuel providers.

The organisation has been in place for almost a decade now, and in 2010 was granted ACCC authorisation for collaboration under certain conditions.

This authorisation expires in Jun next year and BARA hopes it can be renewed in order to continue to deliver "substantial public benefits".

These have included major cost savings from a streamlined, more effective negotiations process, assistance with contracts to better address the needs of both suppliers and BARA member airlines, and improving price outcomes for "Essential Aviation Services".

Currently 29 airlines are members of BARA, and the renewal covers airport services as well as negotiations with Airservices Australia, the Bureau of Meteorology, Unisys Australia and "any other supplier that is the sole provider of these services at the relevant Designated International Airport".

Qantas and Virgin Australia undertake their own separate negotiations with suppliers as well as participating in BARA's collective negotiations, via their own dedicated planning and pricing teams.

BARA estimates that every agreement it negotiates with the major international airports generates in the order of \$2 million in transaction cost savings.

Interested parties are being invited to submit feedback on the application for re-authorisation, with a closing date of 28 Nov and a draft determination expected to be issued in Jan.

To date, Delta Air Lines and Darwin Airport have responded, both in favour of the seven year renewal proposal.

## VA nod for TT buyout

VIRGIN Australia has welcomed the Foreign Investment Review Board's decision not to object to its planned acquisition of the remaining 40% of Tiger Australia from Tiger Airways Holdings.

The proposed \$1 transaction (TD 20 Oct) would see VA take full ownership of the LCC.

On Fri, Virgin Australia said the deal remains subject to certain conditions but is expected to be completed before the end of Dec.

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# Travel Daily

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## Qantas and American Airlines expand pact

**NINE** additional codeshare services have been added to Qantas' network with alliance and oneworld partner American Airlines, on sale from today.

The new routes include Los Angeles to Lihue, Kona and Maui in Hawaii and Atlanta, Tampa and San Antonio on the US mainland.

Other services include Dallas/Fort Worth to Richmond, Tuscon and Albuquerque.

Qantas exec manager int'l sales Stephen Thompson said the expanded coverage "makes travel more convenient for Qantas customers connecting from Los Angeles and Dallas/Fort Worth".

Through the latest additions, QF customers are now able to seamlessly connect to over 130 codeshare city pairs across North America, Canada and Mexico, providing greater opportunities for Qantas Frequent Flyers to earn points.

## Starwood offloads Sheraton on the Park

**A LONG-TERM** management contract to continue to operate Sheraton on the Park in Sydney has been struck between the property's new owners and Starwood Hotels & Resorts.

Revealed on Fri afternoon, the US\$399 million (AU\$460 million) transaction has seen Starwood sell the 557-room hotel to China's Sunshine Insurance Group Corp.

Starwood said the deal was in line with the hotelier's "asset-light strategy" which has also included selling off The St Regis Rome recently (**TD** 22 Oct).

"The terms of this sale underscores the strength of the Sheraton brand and the success of this hotel, as well as the tremendous value of this property in a high barrier to entry market," Starwood Hotels & Resorts Worldwide president of global development Simon Turner commented last week.

## AU int'l tourism study

**A RESEARCH** project to examine Australia's international tourism industry has commenced, led by the Productivity Commission.

The project will study trends, drivers and barriers to growth in the Australian international tourism sector (**TD** 11 Sep).

Under the spotlight will be the role of government and its involvement in the tourism industry, the effect of aviation policy & regulation and the impact of land management policy and regulation.

The Commission said it was seeking both "qualitative and quantitative information on topics relevant to int'l tourism."

Comments on any aspect of the project need to be submitted by Fri 28 Nov to [tourism@pc.gov.au](mailto:tourism@pc.gov.au).

The Association of Australian Convention Bureaux today said it has filed a submission.

A research paper is expected to be released early next year.



## Window Seat

**RYAN** McNaught must have been so obsessed with Lego as a child - he turned it into a career.

He must be good at it, as the young Aussie is the Southern Hemisphere's only LEGO professional certified by the iconic toy brick company itself.

McNaught will bring his talent to the Museum of Sydney next month as he constructs some of the world's skyscrapers and landmarks in what is claimed as a world first exhibition.

The Towers of Tomorrow with LEGO bricks exhibit will open from 13 Dec in the attraction's Sydney Living Museums section.

Replicated in incredible detail, the exhibit will feature Malaysia's Petronas Twin Towers, Singapore's Marina Bay Sands, Q1 on the Gold Coast, Eureka Tower in Melbourne and more.

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## JQ, Cruise Guru tie-up

**JETSTAR** customers can now book cruise holidays through the carrier's website as part of a new partnership with Cruise Guru.

Unveiled this morning, the new pact will allow holidaymakers to book a range of domestic and international cruises with live availability & instant confirmation.

Cruise Guru joint md Justin Montgomery said the pact was a "game-changer" - more details in **Cruise Weekly** tomorrow.

## OD into Travelpport

**FARES**, inventory, schedules and ancillaries of Malaysia-based Malindo Air have been integrated into the Travelpport GDS for the first time as part of a new deal.

Agents can search, compare and book the carrier via the Travelpport Travel Commerce Platform.

The carrier operates over 800 weekly routes both within Malaysia and to Indonesia, India, Thailand, Bangladesh & Singapore.

## Peregrine flash sale

**SELECT** Polar voyages operated by Peregrine Adventures have been discounted by 50% for new bookings made by 01 Dec.

The offer applies to four trips including the 'Crossing the Circle via Falklands and South Georgia' on *Ocean Diamond*, departing 29 Jan; 'Falklands, South Georgia and Antarctica ending in Buenos Aires' on *Sea Adventurer* on 19 Feb; 'Scotland to Norway' aboard *Ocean Nova* on 27 May & 'Tromso, Bear Island & Spitsbergen', also on *Ocean Nova*, sailing on 09 Jun.

## QF sales incentive

**CONSOLIDATED** Travel is reminding travel agents they have two weeks left to enter its Qantas incentive to Walk the Red Carpet at G'Day USA (see **pg 12**).

Consultants ticketing Qantas international fares up until 05 Dec can also earn shopping vouchers for themselves of \$100 on a daily and \$500 on a weekly basis.

## NORFOLK ISLAND

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**FACT 7:** Kingston area is UNESCO World Heritage listed

## Air NZ, CA alliance

**AIR** China has proposed to add new direct services from Beijing to Auckland under a Statement of Intent strategic alliance with Air New Zealand, signed last Fri.

The prospective partners would establish a "deeper bilateral agreement" to help facilitate the growth of business and tourism links between China and New Zealand, the carriers said.

Discussions will continue with a view to reaching an agreement by early next year.

## Lizard Island opening

**THE** general manager of Lizard Island on the Great Barrier Reef have announced the property has scheduled a soft reopening on 01 Mar next year.

Full facilities and services are expected to open from 01 Apr.

Lizard Island was hammered and closed as a result of damage by Cyclone Ita in Apr but is being fully restored to its former luxury.

## EK Aus Open comp

**TODAY** is the final chance for **TD** readers to win general admission tickets to the Australian Open which gets underway this week.

To win one of two double passes, be the first to email the correct answer to the below, to [emirates@traveldaily.com.au](mailto:emirates@traveldaily.com.au).

The question is: *How much baggage can you check on an Economy flight?*

Today we also have a bonus question to win a Grand Prize of an 'Inside the Ropes' experience for two on Sun, available to readers who have correctly answered the past few questions.

The bonus question is: *To how many European destinations does Emirates fly?*

## Booking.com 4U pact

**GERMANWINGS** has signed a joint alliance with Booking.com which will see the site's property range fully integrated into the carrier's website over three years.

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## QR doubles SAW flts

**QATAR** Airways is adding a second daily service between Doha and Istanbul Sabiha Gokcen Int'l Airport (SAW), effective 29 Mar.

The carrier introduced the route in May, initially operating as four times weekly before boosting frequencies to daily on 26 Oct.

## CCC Xmas cruise

**CAPTAIN** Cook Cruises is now taking bookings for its Christmas Day lunch cruise on Sydney Harbour aboard *MV Sydney 2000*.

Departing King Street Wharf at midday, guests have the option of the \$199 Club Deck Christmas buffet that includes wines, beer & soft drinks, or the \$149 Show Deck Christmas buffet.

Child and concession fares are also available and there is a \$25 surcharge for window seating.

## UA Android friendly

**UNITED** Airlines has expanded its personal device entertainment to enable Android device users to access movies & TV shows for free while in-flight.

## RWC tickets on sale

**AROUND** 300,000 tickets to the Rugby World Cup 2015 will go on sale this week in the latest phase of ticket sales by event organisers.

Priority access to 25 matches will be provided to unsuccessful ballot applicants from prior sales rounds later today until 27 Nov, before the remaining tickets go on sale to the general public on Fri 28 Nov (GMT).

Matches with tickets still available include Australia versus Wales, Fiji and Uruguay to be contested at Twickenham, Millennium and Villa Park.

Tickets are being sold in real time on a first served basis - see [www.rugbyworldcup.com](http://www.rugbyworldcup.com).

Packages are also still available through official overseas travel agents, which in Australia include Flight Centre, Qantas Holidays, Sportsnet Holidays and Gullivers Sport Travel.

## All clear in Los Cabos

**HOTEL**, services and facilities in the Mexican resort destination of Los Cabos are operating as normal & welcoming guests after the recent Hurricane Odile.

The destination has put out the welcome mat for tourists to return with a 'Los Cabos: Unstoppable' campaign recently launching.

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

## Agents visit the home of Tata



**SOUTH** African Tourism and South African Airways recently treated a group of 39 top selling travel agents on an incentive prize winning mega familiarisation.

Participants were split into four groups - the Baboons, Leopards, Warthogs and Springboks - each tracking in their own direction to explore unique locations across South Africa.

Destinations explored included Phinda Safari Lodge to view an array of game, Durban to sample a genuine 'Bunny Chow', Johannesburg to check out the city's urban vibe and Cape Town to ascend Table Mountain and explore the Garden Route.

SAT general manager Australasia Lalie Ngozi said the trip was part of the tourist board's "ongoing commitment to our valued partners".

**Pictured** at Nelson Mandela's house in Soweto, are the Springbok and Warthog teams.

Agents keen to experience South Africa firsthand with SAT have the opportunity to earn a place on another famil in 2015 by qualifying as a South Africa Specialist.

Each month from Oct through to Mar, South Africa Tourism will announce a winner simply based on becoming a South Africa expert.

**CLICK HERE** for more details.

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## Flighties fog-et about the office



**THE** Northern California Triangle of San Francisco, the Sonoma Wine County and Yosemite Mariposa County was on show to a group of NSW-based Flight Centre agents on a famil hosted by Gate 7 and Air New Zealand.

Spending 24hrs in San Francisco, the agents explored the city with City Sightseeing San Francisco, a dinner cruise on the bay with Hornblower Cruises and a cycle tour across the Golden Gate Bridge to Sausalito.

Heading north of San Fran to the heart of California's wine county, the group stayed at the Fairmont Sonoma Mission Inn & Spa, dined at the Michelin rated Sante restaurant, went ziplining through the Redwood Forest and tasted wine at Kendal Jackson and Buena Vista Winery.

From Sonoma the group drove

to Mariposa - the gateway to Yosemite National Park - for a stay at the Mariposa Lodge and night out at The Alley Bar.

After spending a day exploring the national park during arguably the best time of the year, autumn, the participants spent a final night at Tenaya Lodge, where they sipped wine by the outdoor fire pit.

**Pictured** on their Blazing Saddles tour in San Francisco from left are Tom Olczak, Flight Centre Parramatta North; Bec Cushing, Flight Centre; Sarah Thornton, Gate 7; Timothy Schoonbeek, Flight Centre Newton; Elise Bendell, Flight Centre Lane Cove; Elizabeth Hutchison, Air New Zealand; Carol Lauer, Flight Centre Seven Hills and Bronwyn Sunderland, Flight Centre Warriewood.

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## Majesty to Pullmantur

**ROYAL** Caribbean International will transfer the last of its three Sovereign class ships, the 22 year old *Majesty of the Seas* to sister-line Pullmantur in 2016.

The 2,350-passenger vessel will boost Pullmantur's total guest capacity by more than 20%.

Chairman & ceo Richard D. Fain said the transfer is an "excellent business opportunity" for both cruise lines and would assist Pullmantur in meeting a surging demand for its "distinctive Latin-style cruise holidays".

*Majesty of the Seas'* last voyage is scheduled for 29 Apr 16, after which it will enter drydock for an overhaul to modify the product to meet Pullmantur's brand standards and offering.

## EY extends GP deal

**ETIHAD** Airways has signed an extension to its sponsorship deal for the Abu Dhabi Formula One Grand prix, the latest edition of which took place yesterday.

A few days earlier, Abu Dhabi signed a multi-year extension of its deal with Formula One World Championship Limited to host the Abu Dhabi Grand Prix at the Yas Marina Circuit.

## New Hertz president

**HERTZ** Global Holdings has announced the appointment of John Tague as the company's new president and chief exec officer.

Tague was a former president & chief operating officer at United Airlines where he was responsible for the carrier's turnaround and was destined to be UA's next ceo, had the merger with Continental Airlines' in 2010 not occurred.

Most recently, Hague was ceo and chairman of transportation firm Cardinal Logistics Holdings.

## A&K Iberian discount

**EARLYBIRD** deals are now on sale with Abercrombie & Kent, with a \$1,720 discount on its new 'Highlights of Spain & Portugal' tour, now priced at \$13,735ppts.

  
**Travel Daily**  
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## Westfield LAX dining

**EIGHTEEN** new dining & retail concepts will be rolled out at Los Angeles Int'l Airport Terminal 6 as part of the facility's ongoing redevelopment project.

Announced overnight by Los Angeles World Airports and Westfield, the lineup will include 13 brands new to LAX such as Wahoo's Fish Taco and Italian cuisine at Osteria by Fabio Viviani.

Retail options will include chic boutique M.Frederic, Tumi along with spa facilities by XpresSpa.

Westfield is a major partner in the total transformation of LAX Terminals 1, 2, 3, 6 & Tom Bradley.

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## Free Inca Trail permit

**ACTIVE** tour operator World Expeditions is offering free Inca Trail trek permits with bookings of eight itineraries incorporating the four-day Inca Trail Treks.

Pending permit availability, the offer applies if booked by 19 Dec for trips departures until 30 Jun.

## New Peregrine nation

**TURKMENISTAN** will become the newest destination for Peregrine Adventures next year, with a new nine-day itinerary scheduled to launch from Apr.

The 'Turkmenistan Discoverer' tour is priced from \$2,995ppts and will depart four times in 2015 from the capital city of Ashgabat.

Guests will take a cable car up the Kopet Dag Mountains & visit a range of ancient relics including the Old Nisa fortress and Darvaza, or The Door to Hell - a flaming crater in the Karakum Desert.

## Italian agts try out outback Aus



**TOURISM** NT recently escorted this group of visiting travel agents from Italy all over the Territory.

The group were already top sellers of Australian product and loved their opportunity to get off the beaten track and go deep into the heartland of Australia.

Nitmiluk Tours and Cicada Lodge co-hosted the trip, with the group bunkering down at the five-star lodge for a few nights.

The group, **pictured** above, comprised Alice Pinna, Tourism NT; Cristina Novelli, Kia Ora Viaggi; Stefania Anacleto, Alidays Spa; Stefano Perrelli, Master Explorer; Roberto Boni,

Discover Australia; Patrizia Zanatta, Australian Travel; Concettina Cavallaro, Viaggi del Mappamondo, Maria Celeste Cirasole, Best Tours-Kuoni Italy & Roberta Carbone of Ares Viaggi.



**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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### About the Organisation:

Destination NSW is a Public Service Executive agency with responsibility for devising and implementing strategies to grow the visitor economy to NSW. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW.

### About the Role:

The position of Zone Manager, Inland is an exciting opportunity to apply your passion for, and experience in, tourism to one of Australia's most stunning and diverse areas – Inland NSW. Extending from the Snowy Mountains to the iconic Murray River, historic towns of outback NSW, regional event hosts such as Tamworth and emerging wine regions such as Orange and the Riverina, you'll work with a wide variety of stakeholders.

As Destination NSW's 'expert' for the region you will be responsible for managing the development and delivery of programs to assist tourism stakeholders within the Inland Zone. This includes providing industry with assistance in developing competitive funding applications, marketing and product development activities and well as supporting a wide-range of exciting sports, music, arts and business events across the region.

### Applying for the Role:

Applicants should demonstrate their suitability by addressing the role requirements (outlined in the position description) and the following two focus capabilities in a cover letter, as well as supplying a copy of their resume, detailing relevant skills and experience.

1. Outline your destination management experience, including specific responsibilities relating to tourism stakeholder management, destination development and marketing.
2. Provide an overview of your experience in building productive and positive relationships with internal and external stakeholders. Where relevant include details on how you achieved collaboration across stakeholder groups in delivering projects.

**Closing date:** Sunday 7th December 2014

**Enquiries:** Matt Stoeckel on 02 9931 1145 or [matt.stoeckel@dsw.com.au](mailto:matt.stoeckel@dsw.com.au)

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

## AirAsia SE Asia pass

**TONY** Fernandes suggests a new regional air pass will prove the "catalyst" for increased travel across Southeast Asia for his budget airline, AirAsia.

The AirAsia ASEAN Pass will be available to book from 15 Jan and permits travellers to 10 destinations in the region within one month, and is priced from 499 Ringgit (AU\$171).

## JetGo TMW launch

**REGIONAL** airline JetGo Australia has confirmed it plans to commence services between Tamworth and Brisbane (**TD 11** Nov) starting 19 Jan, subject to regulatory approval.



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## WIN FLIGHTS FROM ABU DHABI TO EUROPE



Air Serbia has joined with *Travel Daily* to give 3 lucky readers 2 x economy return tickets from Abu Dhabi to any destination on its European network via Belgrade. Simply answer the 5 questions this week to be in the running.

Air Serbia is proudly represented in Australia and New Zealand by Aviation Online.

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

What is the name of Air Serbia's new Brand campaign and what other milestone was aligned with the launch of this Brand campaign?

Need a hint? [CLICK HERE.](#)

## BR/SIA US codeshare

**EVA** Airways has sought a green light from US regulators to place the designator code of Singapore Airlines on its flights between Taiwan and the United States.

The Taipei-based carrier said it intends to induct its codeshare partnership with SIA from 01 Dec.

Routes to be covered under the codeshare include Taipei to Los Angeles, San Francisco & New York.

## One week left to train

**KENYA** Tourism Board is advising agents that only one week remains for agents to complete its online Kenya training syllabus.

Successful workshop graduates go into the draw to win a seven-day safari holiday for two people to Kenya, courtesy of Adventure World and Kenya Airways.

To register, [CLICK HERE.](#)

## DNSW UnionPay deal

**NSW** Deputy Premier Troy Grant has announced a new partnership between the state's tourism body Destination NSW and Chinese firm UnionPay International.

The pact is exclusive to NSW and will see Chinese travellers incentivised to book travel to Sydney and NSW, with further rewards available for spending on UnionPay cards during their stay.

China UnionPay has 4.5 billion cardholders worldwide.

Sydney is also the only Aussie destination featured in UnionPay International's '20 Global Tourist Cities and 10 Resort Islands' cardholder privilege campaign.

"Through this campaign, and the work underway to encourage UnionPay International customers to use their card while visiting Sydney and regional NSW, we hope to gain an even larger share of the inbound Chinese visitor market arrivals and expenditure," DNSW ceo Sandra Chipchase said.

## Vistara launch in 2015

**DELAYS** in receiving its Air Operators Certificate will result in the Singapore Airlines/Tata Group joint startup carrier Vistara now not begin flying until next year.

The new full-service carrier - which recently took delivery of its first aircraft - was initially hoping to be in the air by Sep but moved its launch back to next month prior to this latest postponement.

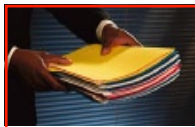
## WAIS training eatery

**HOSPITALITY** and tourism training academy William Angliss Institute Sydney has opened a full-service training restaurant for students to hone their skills.

The new on-campus facility is situated next to the commercial kitchens and offers real-world style opportunities for students completing tourism, events, hospitality or restaurant courses.

Offering seating for 50 patrons per sitting, the restaurant will be open to the public for regular service periods from the beginning of studies next year.

## Brochures of the Week



**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Bunnik Tours - Egypt Small Group Touring 2015

Extra value bonuses of \$900 are now on sale through Bunnik Tours for Egypt itineraries departing between Jan and May 2015 and is the core focus of a dedicated brochure produced for the campaign. The eight page guide details several itineraries, with available bonuses including room upgrades, extra local tours, sound and light show attractions, spa vouchers & gifts on arrival. Tours in the guide are limited to 20 pax per departures as per the firm's recent move to smaller groups for better immersion.



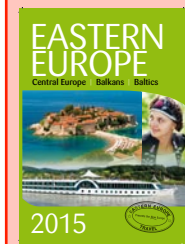
### Wendy Wu Tours - Japan, Taiwan & South Korea 2015

The newest Wendy Wu Tours brochure for Japan, Taiwan and South Korea is expected to continue to show consistent growth, led in particular by Japan. A range of escorted group tours in the Land of the Rising Sun also features in the program, with demand for these steadily growing also. New for the season is the 12-day Essential Japan group tour which takes pax to Hiroshima for the first time. More departures of the 14-day Discover Japan group tour has been scheduled for 2015 and 2016.



### Lindblad Expeditions - South Africa & Indian Ocean

The *National Geographic Orion* will spend a period of next year traversing the mysteries of the Southern Africa, Indian Ocean and Andaman region, taking pax into some of the world's most remote places. Nine destinations from Zanzibar to the Andaman Islands have been added, with lots of underwater exploration, photography and history. The guide also offers guests chances to join the Lindblad Friends for Life program, which offers a 10% discount now & on every future Lindblad tour for life.



### Eastern Europe Travel - Eastern Europe 2015

Next year's brochure marks the largest overhaul in nearly three decades for Eastern Europe Travel, with around half of the overall product range changed, added or amended. The biggest changes sees around 90% of the single-city stopovers dropped in favour of multiple-city combinations of between two and six cities inclusive of accom, transfers, sightseeing and more. The upheaval comes in response to agent demand for more flexibility in itineraries combining cities across Europe.



### Adventure World - Worldwide Collection 2015

Adventure World's series of global brochures last year have been taken and combined to create one unified coffee-table book showcasing its entire world in 2015. Nearly 100 soft adventures to over 60 of the world's most intriguing destinations are on offer, with inclusions to suit all tastes. Tours are divided up by region & cover 224 pages, all backed by dream-inducing photography. Readers can also identify voyages by a range of travel styles, from Independent, Private Trips, Small Group & Self-Drive Holidays.



## EARLY BOOKING BONUS

UP TO

**\$ 1 2 0 0**

PER COUPLE IN ADDED VALUE



**FROM** Business class flights to a luxury safari, this group of agents had the best of all worlds on a recent famil trip hosted by Etihad Airways and Bench International.

A stopover in Abu Dhabi at the end and desert safari literally had the group jumping for joy.

In Africa, the group ventured to Kenya, where plenty of game viewing opportunities were enjoyed both on ground level and even above in a hot air balloon peering down on the savannah.

**Pictured** above captured in mid-air from left is Ashlee Lorenz, All Things Travel Lara; Jenni Steffen, helloworld Mt Ommaney; Deanne Ion, helloworld Willetton;

Carmel McLachlan, helloworld Toronto; Martin Edwards, Bench International; Nathan Burke, Etihad Airways; John Layton, Harvey World Travel Bribie Island and Shelley Higgins from Bairnsdale Travel & Cruise.

### Record skier nights

**QUEENSTOWN** recorded its highest ever room-night count for the 2014 winter season, according to the latest date from Statistics New Zealand Commercial Accommodation Monitor.

The adventure activity city saw 810,615 room nights booked in the Jul-Sep period, up 5.8% from the 766,481 recorded last year.

## Advertising, Production & Sales Coordinator - Epping, NSW

- Leading online B2B publications
- Influential role
- Competitive salary

The Travel Daily Group is looking for the service of a proactive Advertising, Production & Sales Coordinator to work in their close knit team in Epping, NSW.

You will be responsible for client liaison, managing enquiries, and coordinating advertising behind leading titles **Cruise Weekly**, **Pharmacy Daily** and **Business Events News** while supporting the production, and assisting with sales strategies for these publications.

If you have two to three years' experience in advertising and desktop publishing and want to be a part of a growing organisation, this could be your next long term role.

To apply, email your confidential CV with Cover Letter to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) before Friday 5th December 2014.



**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 at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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Part of the Travel Daily group of publications.



# 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: [mauritiuscamp@traveldaily.com.au](mailto:mauritiuscamp@traveldaily.com.au)



Terms & conditions

What is the name of the official Air Mauritius blog?

### Sep pax number flat

**REVENUE** passenger transport flights saw 4.86 million pax for the month of Sep, a moderate increase of 0.2% compared to Sep last year, according to government figures out last week.

Capacity was reduced by 0.8%, sending industry-wide loads up 0.6% to 76.5% for the month.

Australia's strongest growth city pairs were Ayers Rock to Sydney, which saw a 28% jump in patronage, with Darwin to Melbourne up 20.7% & Launceston to Sydney up nearly 15%.

Conversely, Brisbane to Mackay suffered a 17.2% drop in numbers, the return down 11.9%.

### CZ up double-digits

**OCTOBER** passenger numbers on China Southern Airlines grew 10.6% year-on-year, the carrier's official statistics revealed.

The carrier uplifted 9 million pax during the month, with average loads climbing 0.4% to 79.2%.

### AA evaluating a move

**AMERICAN** Airlines is looking into the viability of relocating its global headquarters out of the Dallas/Fort Worth area, where it has been based since 1979.

CEO Doug Parker has said there is no certainty the carrier will move, however nearing one year since merging with US Airways, was investigating "if there might not be a better opportunity".

### Caution in Croatia

**DFAT** has added information to its Smartraveller page for Croatia, warning travellers of accidents on "party boats" touring around islands and coastal towns.

The update advises of serious injuries that have occurred to people and equipment due to excessive alcohol consumption, and that travel insurance policies may be voided as a result.

Dangerous activities such as cliff jumping or diving may also nullify insurance.



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

### COMBINE YOUR AIRLINE AND TECHNOLOGY SKILLS TEAM LEADER –AIRLINE SUPPORT SYD – SALARY PACKAGE UP TO \$80K

We are looking for a leader to join this global provider to the travel industry. Leading a team of up to 8 staff, you will ensure your team are meeting all SLA's whilst providing support and feedback on a daily basis. You will have proven leadership experience, strong systems knowledge and an understanding of airline inventory. With a strong base salary and penalty rates on offer plus your chance to progress your career, this role will commence January, interviewing now.

### SOLUTIONS SPECIALIST CORPORATE TMC \*NEW\* BUSINESS PLANNING AND STRATEGY ANALYST SYDNEY –EXEC SALARY PACKAGE

This newly created role will see you working and reporting directly into the MD of this Corporate TMC to identify and implement projects across Australia. Responsible for analysis and reporting, administrations support by managing quarterly meetings and working on special projects are just some of the main tasks. You should have an understanding of Salesforce.com, strong skills in business reporting, analytics, operations and technology skills

### MOVE YOUR CAREER FORWARD SENIOR INDUSTRY SALES MANGER SYD – EXEC SALARY \$100K PLUS

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, manage key high level relationships whilst leading and directing your team, then this leading travel organization has an opportunity for you within their Australian business. You will have strong established relationships throughout the industry, and have lead strong successful teams. This is a great opportunity to step up in your sales career.

### LOOKING FOR CAREER PROGRESSION? ACCOUNT MANAGER X 2 SYDNEY – \$80K PLUS BONUS

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. With career advancement and a great salary on offer.

### SUPPORT THE TEAM \*NEW\* TRAVEL MANAGER ROCKHAMPTON – UP TO \$75K PKG + BONUSES

We currently have the rare opportunity to join a successful agency in Rockhampton as a travel manager. Mentoring and training junior and senior consultants you'll know the secrets of motivating a team to achieve successful sales results and provide exceptional customer service. Overseeing the daily running of the office you'll be involved in local area marketing and identifying avenues to increase the agency's clientbase. Top package + bonuses on offer.

### YOUR FUTURE IS SECURE IN I.T TECHNICAL SPECIALIST

#### BRISBANE CBD – UP TO \$100K PKG + BONUSES

Directly supporting the Global Account Director you'll be responsible for identifying opportunities for technical and platform improvements, generating revenue streams, solution innovation and creating business efficiencies for a large account. This is a newly created position with the opportunity to mould and grow it as your own. An executive salary package + bonuses is on offer. Opportunities such as this are rare in Brisbane, call to find out more.

### BOUTIQUE WHOLESALE COMPANY WHOLESALE RESERVATIONS SUPERVISOR MELBOURNE - SALARY PKG TO \$70K + BONUSES

Looking for your next challenge?

A long standing boutique wholesale travel company is seeking a passionate and experienced Manager to lead their Africa team to success! If you have a genuine passion for Africa and have travelled there extensively, together with experience leading and managing a team, we want to hear from you. Amazing employee benefits on offer to the successful applicant.

### AFRICA PRODUCT MANAGER NEEDED PRODUCT MANAGER

#### MELBOURNE – SALARY PACKAGE TO \$82K

Having successfully operated for over 50 years, this luxury wholesale company is seeking an experienced product manager to effectively design and development new Africa product. You will be responsible for research of existing & new product, itinerary design & supplier negotiation, brochure production & marketing plans. If you are results driven and are seeking a new challenge, this award winning operator could be your best move yet.

## AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

[www.aaappointments.com.au](http://www.aaappointments.com.au)



*Our Brisbane office is now open, pop in to meet one of our consultants today!*  
**300 Queen St. (07) 3023 5023**



## Travel Consultant Temps

Brisbane, \$Hourly Rates, Ref: 7077HB1

As a highly experienced and skilled travel consultant you will need to hit the ground running in an assortment of highly demanding and rewarding temporary roles. Expert knowledge of travel sales, reservations along with ability to fit right in with the team will allow you to hit the ground running and become expert and sought after travel temp. You will be rewarded with great working hours, the chance to work with a variety of teams and the opportunity to build your skills and experience.

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

## Travel Consultant

Greater Western Sydney, \$DOE, Ref: 1390MB1

Don't miss this amazing opportunity to work closer to home and escape the commute. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management and team, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face and over the phone consulting, bring your high end touch to this agency.

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

## Japan Travel Specialist

Melbourne, \$DOE, Ref: 1435MD1

Have you travelled through or lived in Japan or Asia? Would you call yourself a Japan expert? If you are an experienced and passionate Retail or Wholesale Travel Consultant looking to specialise in an area you love to sell and would you like to join a well established wholesale company offering excellent benefits and salary, look no further! Creating bespoke international packages to Japan and Asia for travel agents and direct to the public in a lovely office in the CBD!! Apply now!

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

## Travel Consultant

Adelaide, \$DOE Ref: 1433LB1

Currently there is a fantastic opportunity for a travel professional with ideally 3+ years experience within a small travel company in Adelaide. You would be joining a small team working with both domestic and international high end product. This is a role for those with a proven background in silver service as well as sales, and will attract consultants willing to go that extra mile for their clients. Working Monday – Friday only this rare opportunity is only on offer for the right person!

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

## Groups Travel Consultant

Brisbane, OTE \$55-70K, Ref: 1438AW1

An amazing opportunity to make great money in a Groups role! Join this global travel industry leader and develop your career. This is a Monday to Friday role which will suit an experienced Groups or Corporate travel consultant who thrives in fast paced working environment. You will have strong Fares and Ticketing skills and you will be using Galileo. Excellent customer skills, attention to detail and outstanding time management skills are essential in this role. Interviewing now!

For more information please call Anna on (07) 3023 5023 or click [APPLY](#) now.

## Travel Consultant

Central Coast Sydney, \$43k, Ref: 1382SZ1

Work close to home! No more commuting to the CBD, Monday to Friday only! This is the dream job for anyone living in the Central Coast. Work, life balance and working for a company that cares about their consultants, not to mention rewarding educational trips and attending events. This is the perfect opportunity for an experienced travel consultant with STRONG fares knowledge along with a great customer service focus to really be apart of a fantastic independent travel agency.

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

## Africa Product Manager

Melbourne, \$65-75k, Ref: 1337KF4

Are you looking to challenge yourself in your next role? A long standing, industry leading Travel company has a new and exciting position on offer for an experienced Africa product manager. We are looking for an experienced travel professional to jump on board with this new position, bringing creativity, passion and enthusiasm in order to reap the rewards !! You will need to have managed a destination through high and low times and be keen to develop and strive for the best within your brand.

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

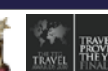
## Corporate Travel Consultant

Perth, \$55-60K Ref: 1436LB1

Corporate travel consultant required for this boutique, independent travel company in Perth. You will be specialising in dealing with repeat corporate clientele servicing their requests as needed. This is a tight knit multi-skilled office with leisure and groups departments as well. To be considered for this role you will have a solid corporate consulting background with proven silver service when it comes to clients. Those with Sabre & SAM experience will be highly regarded!

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

Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**





# Walk the Red Carpet at G'Day USA

with Qantas Airways & Consolidated Travel



## Win a place at the LA Gala in Los Angeles

Rub Shoulders with worldwide recognised celebrities

### How to win

To qualify for the grand prize, simply achieve the highest Qantas International ticketed sales (plus growth) between 27 October - 5 December 2014 to be in the running to win

### Grand prize

Departing 30 January 2015

#### Package includes:

- Return flights to Los Angeles
- 3 nights accommodation
- Transfers

### More ways to win

- **Weekly prize of a \$500 Voucher** for the highest weekly Qantas International ticketed sales
- **Daily prizes of a \$100 Voucher** issue five Qantas return tickets to any of these destinations; Hong Kong, Shanghai, Jakarta, Manila and London (QF9/10)



Valid for tickets issued by Consolidated Travel or via Quikticket between 27 October and 05 December 2014 on QF International itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The top eight national agents who have the highest Qantas International ticketed sales with a minimum of \$50,000.00 and a minimum 40% growth during the campaign period, when compared to the previous year qualify for a place on the grand prize. One agent each week will also qualify for a weekly prize voucher of \$500 by achieving the highest weekly Qantas International ticketed sales with a minimum of \$20,000 and above when compared to other agents during the campaign period. Agents who also ticket a minimum of five Qantas tickets per day in any combination on the following routes: Jakarta, Manila, Hong Kong, Shanghai and tickets containing London (from/to Melbourne on QF9/10) will qualify for a \$100 prize voucher during the campaign period. Prize vouchers are capped, please email [promotions@consolidatedtravel.com.au](mailto:promotions@consolidatedtravel.com.au) to claim your prize vouchers by COB 10 December 2014. The prizes are open to all full time international selling agents only. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. The Grand prize includes one return economy class ticket for the winning agent from their nearest Qantas port to Los Angeles. Three nights' accommodation, in a twin share standard room at a property in Los Angeles and one ticket to attend the LA Gala Event, all additional travel expenses, insurance, ancillary costs etc are at the passenger's expense. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 22 October 2014.





*One&Only*

HAYMAN ISLAND

*Great Barrier Reef*

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*One&Only* Hayman Island

Discover this private island resort, located in the heart of the Great Barrier Reef  
with an exclusive travel industry escape

*\$730 per person twin share for 2-nights' accommodation  
including daily breakfast and return yacht transfers*

FOR RESERVATIONS, PLEASE CALL 1800 988 807 OR EMAIL  
RESERVATIONS@ONEANDONLYHAYMANISLAND.COM

Offer valid for travel from 17 November 2014 – 31 March 2015 for bonafide travel industry employees. Offer is a minimum 2-night stay, for new bookings only and is subject to availability and change without notice. Blackout periods and conditions apply. Rate includes twin-share accommodation in a One&Only Hayman Lagoon Room, daily breakfast and return yacht transfers from Great Barrier Reef Airport or Abell Point Marina. Additional fees apply for other room and suite categories. Booking requests must be accompanied by a company letter or email and photo ID must be supplied upon request at the time of check-in. Offer eligibility will be determined by One&Only Hayman Island.