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First with the news

Thursday 2nd October 2014

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FIRB OKs sale of Velocity

VIRGIN Australia has welcomed confirmation from the Foreign Investment Review Board that it will not object to the proposed sale of a 35% stake in the carrier's *Velocity* loyalty program.

The transaction was announced just over a month ago (*TD* 29 Aug) and will see investment firm and fund manager Affinity Equity Partners pay \$336 million for the minority share in the business.

Velocity will remain part of the Virgin Australia Group, but will

operate under a separate board majority controlled by the airline.

Affinity Equity Partners is an independent buyout fund manager run by former staff from UBS Capital Asia Pacific.

The FIRB approval satisfies one of the conditions for the transaction, but it's still subject to other requirements including finalisation of due diligence and final transaction documents.

VA said it anticipates that the deal will be settled by the end of the month.

"Once complete, the transaction will enable Virgin Australia to accelerate the growth of Velocity Frequent Flyer and fast track its strategy to become one of the world's leading loyalty programs," the airline said.

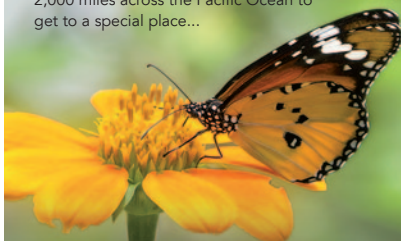
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Travel Daily today has nine pages of news and photos, plus full pages: (click)

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Myanmar MGallery

ACCOR has announced that The Lake Garden, Nay Pyi Taw in Myanmar is offering special introductory rates from US\$90 per night, valid to 29 Oct 2014.

The newly built property in the country's capital officially marks Accor's return into Myanmar.

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Dubai Tourism appts

DUBAI Tourism has expanded its Australian team, for the first time appointing regional sales managers outside of NSW.

Effective immediately, Jodie Collins has taken on the Melbourne-based role of Regional Sales Manager for Victoria, South Australia and Tasmania for Dubai Tourism, moving from her previous position with Virgin Australia and other roles with Creative Holidays, Adventure World and Europcar.

Meanwhile, Sheree Pekovich has been appointed as Dubai Tourism's new Regional Sales Manager for Western Australia.

She joins Dubai after 12 years with Qantas Airways and has also worked with British Airways, Club Med and Flight Centre.

Dubai Tourism is seeking to expand further, looking for a Senior Manager - Marketing & Communications.

More appointments on **page 7** of today's *Travel Daily*.

Wotif.com sale approved

THE green light for the purchase of Wotif.com by rival Expedia from the Australian Competition & Consumer Commission (**TD** breakings news) has come under scrutiny by hotel groups.

The Accommodation Association of Australia and the Tourism Accommodation Association say the merger "may trigger major commission rate increases, flowing onto consumers and the Australian tourism industry".

Industry spokesman Bradley Wood said the acquisition of Wotif.com will expand Expedia's estimated share of the market to 45%, and when combined with fellow OTA Priceline, would result in the two companies holding up to 85% of the Australian market.

"This acquisition removes choice of accommodation providers between foreign and Australian operators and different commission models," Wood said.

"Hotels fear the merger will

increase commissions," he added, indicating that consolidation from three to two major OTAs may push up commissions rates from 11-12% to 18-25% which is the norm in the USA and Europe.

"The end effect of acquisitions and concentrations of market power... will be that the consumer may end up bearing the cost of less competition," Wood said.

Earlier, ACCC chairman Rod Sims said "considerable change" in the online accom distribution market in recent years has seen new entrants such as Booking.com and metasearch websites including TripAdvisor and Google Hotels Finder build market share.

"Disruptive developments from smaller OTAs and from companies in related online sectors, such as the metasearch providers, can be expected to constrain Expedia in the future," Sims forecast.

Further reasons for the ACCC's decision will be revealed soon.

SAA welcomes VA

SOUTH African Airways says it is "delighted to be further strengthening our relationship with Virgin Australia," following yesterday's announcement that VA will codeshare on SAA flights between Perth and Johannesburg.

SAA regional manager for Australia Tim Clyde-Smith said that since commencing a domestic codeshare with VA from all major Australian cities (**TD** 05 Mar), the airline had seen a strong response from customers.

"Clearly there is major interest in Africa from business and recreational customers, and our close relationship with Virgin Australia underscores our mutual commitment to provide the best travel options using the fastest and most direct services to reach all major destinations on the African continent," he said.

Qantas previously codeshared with SAA, but the pact wasn't renewed earlier this year after opposition from the ACCC.

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Hong Kong hit by protests

NORMALLY peaceful Hong Kong has seen huge crowds gather as part of pro-democracy protests coinciding with China's National Day yesterday.

The Hong Kong Tourism Board (HKTB) is advising tourists to avoid various parts of the city, euphemistically referring to "special incidents" in Central, Admiralty, Causeway Bay and Mong Kok.

According to a Department of Foreign Affairs Smarttraveller update last night, large numbers of protesters are continuing to gather, despite local authorities declaring that the demonstrations are illegal.

The HKTB website advises of the cancellation of the National Day Fireworks Display scheduled for last night, while visitors travelling to and from the airport are being advised to make use of the MTR and Airport Express because "special traffic arrangements have

been implemented in various locations".

DFAT warns of continuing disruption to traffic and public transport, recommending that Australians find alternative routes through the city, avoid the protests and monitor local media.

However the update has stopped short of increasing the advisory for Hong Kong, which remains at the lowest "exercise normal safety precautions" level.

Tempo cooks in Spain

TEMPO Holidays has teamed up with MasterChef Australia winner 2012 Andy Allen and his co-finalist Ben Milbourne, who will next month tour Spain and Portugal with Tempo Holidays.

They'll experience all that the destinations have to offer, recording their experiences on their upcoming YouTube series *ANDY & BEN do Spain & Portugal*.

EK A380 to DFW

EMIRATES has followed closely on the heels of Qantas to become the second A380 superjumbo operator into Dallas Fort Worth.

The first regular EK A380 non-stop service from Dubai to DFW landed in Texas overnight, with the carrier now operating daily flights between the destinations.

It's a significant boost in capacity, with the A380 providing an additional 223 seats per day.

DFW has modified ramps and taxiways as well as reconfiguring two gates to simultaneously accommodate A380 arrivals, while the Terminal D15/D16 gate waiting area has had its seating capacity doubled.

The move provides some intriguing A380 connectivity options, complementing the new Qantas A380 non-stops between Sydney and Dallas.

However the wide-ranging Qantas-Emirates partnership does not extend to North America.

Window Seat

RUGBY League Grand Final week always brings an aura of optimism, with fans of both teams donning their colours to show their support.

TD was notified yesterday of an effort by Group Colleges Australia, who own Signature Tours, that are clearly behind the South Sydney Rabbitohs for Sunday night's battle for NRL supremacy against the Canterbury-Bankstown Bulldogs, adding the myrtle & red to their building exterior.




Quest Berrimah – NOW OPEN

Situated a short 15 minute drive from Darwin's city centre, Quest Berrimah offers studio, one and two bedroom apartments ideal for the business traveller to Darwin. Whether staying for a night, a week, or a month, Quest Berrimah offers a 'home away from home' experience.

Visit questberrimah.com.au or Search "QG" on the GDS



Virgin bolsters Delta alliance

VIRGIN Australia has expanded its partnership in the US with Delta Air Lines to include three new destinations.

Accessible via Delta's west coast Los Angeles hub, VA is now able to issue through-fares on DL metal to Nashville, Kansas City and Raleigh/Durham.

From LAX, DL operates daily to Nashville, 10 times weekly to Raleigh/Durham and double daily to Kansas City.

First launched in 2011, the VA/DL alliance now spans over 245 destinations across North and South America, VA said yesterday.

"We continue to work with our partners to ensure we offer a growing international network that meets the needs of our business and leisure customers,"

Virgin Australia chief commercial officer Judith Crompton said.

"These three new destinations in North America are a very exciting addition to what is a very important market for us."

Crompton said the joint venture with Delta "has gone from strength to strength, including some recent adjustments to the network and new technological advancements".

Her comments follow remarks made by ceo John Borghetti earlier this week in the Virgin Australia Annual Report relating to Delta.

Borghetti said "Technology advancements during the 2015 financial year enabled the co-ordination of revenue management systems, improving both airlines' ability to sell codeshare services and cater to group business".

Codeshare flights to BNI, MCI & RDU are available to book now.

Gong for Sydney

DESTINATION NSW is rejoicing after Sydney was recognised by the International Festivals & Events Association (IEFA), taking out the title of World Festival and Event City at this year's IEFA Annual Convention & Expo.

"This award...demonstrates the Harbour City's position as one of the world's leading destinations for tourism and events," DNSW ceo Sandra Chipchase said.

Big Duck buoyed

VICTOR Harbor's Big Duck Boat Tours will quadruple its capacity for touring starting this weekend when it adds a new 38-seat vehicle to its fleet.

The 4-year old South Australian company has just one vehicle that can accommodate up to 10 pax.

PAL, ANA codeshare

PHILIPPINE Airlines is set to launch a wide-ranging codeshare agreement with ANA, covering 37 routes between the Philippines and Japan plus domestic flights.

Yes, Madam Presidents



ABOVE: Proving that the Qantas team are ready to make the hard decisions, QF's Amanda Bolger (seated) and Courtney Treak stepped into the replica Oval Office at the George W. Bush Presidential Library and Museum in Dallas, Texas this morning.

Fortunately there were no crises requiring them to arm nuclear missiles or react to major threats to national security, but the pair assured **TD** they had their fingers poised to activate the launch

codes as and when required.

The museum is a great experience for visitors to Dallas, showcasing the major events of the Bush presidency including a particularly moving exhibit relating to the 9/11 terrorist attacks.

There's also a great interactive "Decision Point" facility where guests get to work out what they would have done in various Bush-era crises - for more info see georgewbushlibrary.smu.edu.

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Jumeirah Etihad deal

EARLY bookers can save 20% off room rates at Jumeirah Etihad Towers in Abu Dhabi for stays between 16 May-19 Sep - to book, contact your wholesaler.

AAT Kings bowls over agents



TRAVELLING over 11,500kms in six weeks, the AAT Kings Lawn Bowls Coach (**TD** 16 Jul) has come to the end of its journey around Australia after visiting more than 60 regional towns nation-wide.

In partnership with Helloworld and a variety of local travel agencies, the coach took centre stage at a series of community events, inviting people to have a bowl and learn more about the tour operator's itinerary range.

The novelty coach was a hit, with policemen in Tuggerah, a 95-

year old grandmother in Cairns, travel agents across the country and even former Australian test cricketer Glenn McGrath all lining up for a bowl onboard.

Bowlers wanted to know if it was possible to play bowls while driving and whether the coach can even be hired out for parties.

Pictured above are Olivia Fisher (left) and Amanda Duggan from Harvey World Travel Young, with Simon Vincent, AAT Kings sales manager (back) and one of the local boys taking part in the fun.

ATDW Instagram tute

ONLINE training tool for the travel industry, Tourism e-kit has introduced a new tutorial for businesses on how to create and manage an Instagram account to maximise social media interaction with consumers.

The 'Instagram for Tourism' tutorial is accompanied by two new videos on 'Social Media and the Law' and 'Optimising your ATDW listing', boosting the full suite of informationals to over 65.

"Instagram is a powerful consumer engagement tool and is becoming very popular with tourism businesses due to its simple, visual layout and ability to reach a large audience," the Australian Tourism Data Warehouse commented.

Evergreen bonuses

AGENTS booking any new Evergreen European River Cruise of 12 days or longer between 01 and 15 Oct will be rewarded with 44,000 Scenic Rewards points - equivalent to \$150 - per cabin.

Reward points can be redeemed for gift cards from Myer, David Jones, Harvey Norman & iTunes.

To be eligible, agents must be members of Scenic Rewards at the time of booking and have deposits paid by 22 Oct.

CLICK HERE for full details.

Travel Daily
on location in
Fort Worth, Texas

Today's issue of **TD** is coming to you courtesy of Qantas, which has debuted its A380 superjumbo on the Sydney-Dallas Fort Worth route, along with the Dallas and Fort Worth convention & visitors bureaux.

FORT Worth offers visitors a huge array of experiences, from wild west rodeos, line dancing, horseriding and saloons right through to artistic and cultural pursuits.

Today our group headed to Fort Worth - known as the "City of Cowboys & Culture" - and set the scene with a visit to the Fort Worth Stockyards National Historic District.

Texas-themed shopping and cuisine, bars and the famous Billy Bob's Texas Honky-Tonk are complemented by a twice daily cattle drive so guests can really take in the sights and smells of the Old West.

The Fort Worth Cultural District includes the Kimbell Art Museum and the new Renzo Piano Pavilion, while the National Cowgirl Museum is a must-see.

Tonight we wing our way home on the QF A380 direct to SYD.

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** Includes accommodation, meals and airport transfers when flights don't connect in Mauritius. Conditions apply.

AIR MAURITIUS



ATEC Meeting Place

REGISTRATIONS are now open for inbound tourism operators keen to attend the Australian Tourism Export Council's annual ATEC Meeting Place gathering.

The 2014 edition of the B2B networking and exhibition event will take place in Sydney at the Hilton Hotel from 08-10 Dec.

Keynote speakers at the event will include Qantas ceo Alan Joyce and speaker, social researcher and author Michael McQueen.

Also on the agenda will be the ATEC annual general meeting, briefings from Tourism Australia, roundtables and a tech showcase. For more details, [CLICK HERE](#).

AA, DL, UA combine to protest DOT NPRM

FIERCE competitors American Airlines, Delta Air Lines & United Airlines have come together to railroad plans by the US Dept of Transportation to revise methods used to report mishandled bags.

In May, DOT outlined a range of changes to the ways information would be collected from airlines, aiming to provide consumers with more informed data when booking flights (*TD 22 May*).

"The three carriers are strongly opposed to any change," the group told the DOT, arguing the existing methodology is "long-standing and works" and should be retained in its existing form.

"The proposed methodology change is biased against the business models of the majority of carriers, which carry the majority of domestic passengers," the legacy airlines commented.

Only low-cost carrier Southwest Airlines filed comments to the transportation regulator in support of the proposed changes.

In their submission, the airlines said changes were anti "hub-and-spoke" carriers which require a bag to be handled more often than point-to-point carriers such as Southwest.

"The proposed methodology changes would unfairly, and inappropriately, benefit Southwest Airlines, whose real interest is to mask its poor baggage handling record and improve its ranking by manipulating the statistics."

In its 10 page submission to the DOT this week, AA/DL/UA suggest the intended alteration of reporting standard would "overnight, solve Southwest's bag handling image problem - Southwest would, as if by magic, become the second highest ranked carrier, or at least no worse than middle of the pack".

World First for wine

HOWARD Park Cellar Door in the Margaret River has opened a new "wine chapel" facility offering wine tasting and education to high-yielding visitor markets.

Pedal power for Contiki crew



TWELVE staff from Contiki offices around the world recently set off on the inaugural 'Challenge for Change' charity event to raise money for the Rainbow Trust Children's Charity and The Thirst Project.

The Contiki crew rode through the French countryside from Paris to Chateau de Cruix, near Lyon.

Their efforts raised a further US\$14,000 for the causes, with the Thirst Project working to

provide clean drinking water for children around the world.

From the UK, the group was made up of Jason Creswell, Reuben Giles, Chris Treloggen, and Damien Bennett, with Kelly Camps-Pitre, Mark Pitre and Tyson Whitney from the US and international on-road and on-site staff Joanna Donald, Melissa Irwin, Nicholas Petrie, Aryan Taefi and Michael Coppin, all of whom are pictured above.

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THE HEART OF ASIA
Taiwan Tourism Bureau

Time for Taiwan



ABOVE: This group of helloworld agents recently enjoyed the delights of China's Jiangsu province during an educational along the Grand Canal from Suzhou to Xuzhou.

The trip was hosted by Air Tickets along with Jiangsu Provincial Tourism Administration and China Eastern Airlines.

Pictured above at the ancient "water town" of Tongli, about 80km from Shanghai, are, front row from left: Melissa Hassal, helloworld Mildura; Lynette Joy Zulic, Lifestyle Travel Vic; Nicole Curtis, Maxims Travel NSW; Anna Welsh, helloworld Rosebud; Vlado Ristevski, Air Tickets and Joanna Mao, Dragon China Tour.

Back row: Hong He, Tongli Network; Rudong Wang, Suzhou Tourism; Gavin Jia, China Eastern

Airlines; Christopher Ellis, helloworld for Business; Claire Winnel, The Travel Authority NSW; Amanda Barratt, World Travel Professionals Brisbane; Vaughan Sexton, Reho Travel; Jack Liu, Dragon China Tour; Luke Rodley, Donna Barlow Travel; Jon Zhang, Air Tickets; Penny Pan, Dragon China Tour and Qing (Daniel) Zhang, JBT.

AirAsia India Amadeus

AIRASIA India has joined other airlines in the AirAsia group in making its fares and inventory available to Amadeus-connected travel agencies worldwide.

The "light ticketing" technology allows consultants to view and compare AirAsia India fares alongside full service carriers.



RAKSO AUSTRALIA
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PHILIPPINE AIRLINES

Account Manager Sydney, CBD based

Due to a company restructure, Rakso Australia GSA for Philippine Airlines has created a new position and is seeking an experienced and enthusiastic Account Manager to manage and support local sales channel strategy within Australia to achieve maximum revenue.

Candidate must have 5 years experience from similar position within the travel industry; have a demonstrable track record of success in generating profitable revenue and implementing sales strategy for trade partners and clients.

Key part of the role will be development and maintain business relationships with trade partners by meeting key contacts regularly, understand their industry, business requirements, direction and their expectations. You will also manage contractual obligations, performance development and develop new business in your territory.

The person we seek will understand how to create market share growth, build rewarding business relationships and how to work in a diverse multi-cultural environment.

Applicant must have the right to live and work in Australia.

Application should be sent to sam@philippineairlines.com.au by Thursday 9th of October 14.

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.

Nicole Bennett has taken up a role with **Delta Air Lines** as Business Development Manager - Australia. She was formerly Australia/NZ sales manager with Disney Destinations International and prior to that spent almost 15 years with Air New Zealand.

Air Malta has appointed **Philip Micallef** as its new ceo. He has had extensive experience in the private and public sector, and takes up his new role on 13 Oct.

Quentin Voss has returned to **Qantas**, taking on the role of National Account Manager in the Agency Partnerships team. He was formerly Air New Zealand's Leisure Sales Manager Australia.

Creative Holidays has named **Michael O'Leary** as Head of Industry Sales & Customer Relationship Management.

Rob Gurney has been appointed as Divisional Vice President Australasia for **Emirates**, taking over from Bryan Banston.

Pandaw River Expeditions has named **Anthony Dupont** as its new Chief Operating Officer. Dupont has extensive operational and sales experience in the travel industry including senior roles with Aman Resorts and The Sarojin. He'll be based in Phuket, Thailand.

Helloworld ceo **Elizabeth Gaines** is stepping down as a director of **Mantra Group Limited**, citing "other executive commitments". Replacing her at Mantra is **Melanie Willis** as a non-executive director.

Travelport Worldwide Limited has followed up its recent public float in the USA with the appointment of three additional non-executive directors. They include **Elizabeth Buse**, formerly executive vice president of Visa Inc; **Michael Durham**, who was formerly ceo of Sabre Group Holdings and is currently a director of Hertz and **Douglas Hacker**, formerly vice president, strategy for United Airlines.

Dan Lynn, formerly Asia-Pacific head of Groupon, has been appointed as vice president APAC for **HomeAway Inc**. He will lead the Stayz and HomeAway operations in Australia as well as Bookabach.co.nz in New Zealand. HomeAway has also named **Marcello Mastioni** as its vice president and md of Europe, Middle East and Africa (EMEA) operations. Both Lynn and Mastioni also formerly worked for Expedia.

United Airlines has named **Linda Jojo** as its new Executive Vice President and Chief Information Officer.

Azamara Club Cruises has appointed **Ellen Bettridge** as its new vice president of sales & marketing for the Americas. Bettridge headed up US operations for Silversea Cruises from 2012 to earlier this year and then moved to Unique Vacations, but left that role after about five months.

Fiji Airways has named **Olaf Kaehlert** as its new regional general manager for North America. He was formerly with Korean Air.

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New utracks brox

WORLD Expeditions has unveiled a bevy of fresh content in its just released utracks Active Europe 2015 brochure.

The program features a range of new cycling, walking, bike & barge and food lover trips (in Italy, France and Spain).

An earlybird discount of 10% is available on walking & cycling tours booked before 31 Oct.

Shongololo stop sell

RAIL Plus is advising agents that it has removed the Shongololo Express from its product offering with immediate effect.

Rail Plus had "no comment" for **TD** on the reason for the move.

IHG Singapore boost

INTERCONTINENTAL Hotels Group has signed a management agreement to introduce a second Singapore-based InterContinental Hotel, opening in 2016.

The InterContinental Singapore Robertson Quay will be located in the new Robertson Quay Project that is under development by RB Capital to "rejuvenate the area into a vibrant riverfront destination for both tourists and locals," IHG said.

The new luxury hotel will feature 225 rooms and is currently listed on the Gallery Hotel website.

As a further sign of growth in the Singapore market, IHG has inked a management deal with Katong Holdings Private Ltd to launch two new properties.

The Hotel Indigo Singapore Katong and Holiday Inn Express Singapore Katong will be located in the Joo Chiat neighbourhood of Katong in the eastern part of the city, slated to open in 2016.

DoubleTree in Cairns

HILTON Worldwide has opened its fourth DoubleTree by Hilton branded property in Australia and first outside of the Northern Territory, in Queensland.

The 237-room DoubleTree by Hilton Cairns (formerly Holiday Inn Cairns) is located on the Esplanade and offers waterfront views of the Coral Sea.

VP of operations Australasia for Hilton Worldwide Ashley Spencer said Aussies have embraced the DoubleTree brand since its introduction last year with hotels in Darwin and Alice Springs.

"Cairns has long been a desirable leisure location for Australian and international travellers and we know DoubleTree by Hilton Cairns will deliver exceptional service and easy access to Far North Queensland's iconic attractions," Spencer said.

The Qld property is the 400th DoubleTree by Hilton globally.

AC seasonal YYZ-YTM

AIR Canada will introduce new four weekly seasonal services between Toronto and Mont-Tremblant, from 18 Dec-30 Mar.

Flights to the winter playground will be operated by Air Canada Express using 74-seat Bombardier Q400 aircraft, priced from CA\$159.

New SLH website

SMALL Luxury Hotels of the World has gone live with a brand new website at www.slh.com.

The portal features bigger and brighter images, more destination content and users can stream videos on the desktop homepage.

The app is available in desktop, mobile and tablet formats.

Win with Emirates

Every day this week **Travel Daily** and Emirates are giving away 10 double admission tickets to the

"Victor Hugo: Les Misérables – From Page to Stage"



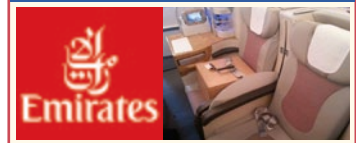
exhibition now on at the State Library of Victoria.

Take an unforgettable journey from the 19th-century Paris of Victor Hugo's novel Les Misérables to today's blockbuster stage musical. The exhibition features rare items including Victor Hugo's original handwritten Les Misérables manuscript – a French national treasure that's leaving Europe for the first time. The manuscript was transported by Emirates from Paris to Melbourne via Dubai in its own Business Class lie-flat seat.

To win, be one of the first ten people to answer the question correctly each day. Send your answers to:

emirates@traveldaily.com.au

Name one other thing that Emirates sponsors in Victoria.



Sabre, P9 GDS deal

PERUVIAN Airlines (P9) has become the newest carrier to join the Sabre travel marketplace.

The distribution agreement will see Peruvian Airlines adopt Sabre's technology and GDS-enabled solutions portfolio, opening up the Latin American carrier's fares, seat maps, schedules and services to Sabre-connected agents globally.



Destination NSW

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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 Partnerships Manager, the International Partnerships Specialist is responsible for the delivery of partnership programs to drive overnight visitation to Sydney and NSW. A key objective is to work with the International Partnerships Manager to secure investment in Destination NSW international marketing and event related activities as well as co-operative marketing funds invested with tourism and trade partners to gain greater distribution and sales of NSW products, destinations, experiences and events.

The successful applicant will have proven experience in the development and implementation of partnership marketing programs and working with a variety of stakeholders - preferably within the international marketplace as well as thorough knowledge of the tourism industry and understanding and awareness of all elements of the marketing mix and role it plays in delivery of the partnership marketing program.

Applying for the Role:

Please submit your application via Jobs NSW (reference number 000037VU).

Closing date: Sunday 12 October 2014

Enquiries: Eileen Gilliland on (02) 9931 1575 or eileen.gilliland@dns.com.au

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

Independent Agencies - Seeking experienced Travel Consultants at several locations in Melbourne

On behalf of our Associate Members who are experiencing significant growth, there are several opportunities to join one of Australia's best Independent Network Agencies. Some Agencies are seeking experienced and motivated Travel Professionals to join their businesses as a full-time Leisure Consultant. If you have always wanted to work for a successful Independent Agent that owns their own business and values an Independent, caring team, then positions are available at several locations spread throughout Melbourne.

The successful applicant will need:

- A minimum 2 years leisure or corporate travel consulting experience.
- Experience with GDS and Agency office systems
- Sound knowledge of Airline, Hotel, Tour and Cruise products.
- Strong customer service and personal management skills.

For more information or to apply please send your CV directly to steve.hona@helloworld.com.au





GLOBAL bed bank lowcostbeds has labelled the first foray of its new Australian operation into the travel trade as "a huge success".

Australian director Sophie Cann was on site at the PATA Travel Mart in Phnom Penh last month, meeting with travel buyers including tour operators and B2B accommodation specialists from a variety of countries.

The company aims to expand its range of direct contracts with hotel partners and to grow its presence as an accom reseller.

Cann is **pictured** above right with lowcostbeds trade XML account manager Asia-Pacific Thamarong Wanarithikul.

Airpoints boost retail

AIR New Zealand has added 100 new earning partner retailers to its online Airpoints Mall, with well known brands including Apple, Topshop, eBay, Neiman Marcus and The Disney Store all added.

Double points can be earned on purchases until the end of Oct.

VX seasonals to thaw

TWO new seasonal routes from New York JFK to Fort Lauderdale and Boston to Las Vegas have been released for sale by Virgin America for the northern winter.

Experienced Corporate Consultant

Do you want to work for an award winning company that rewards you with diamonds? Join our dynamic team and learn why our staff say this about us, "No other travel agency would have provided the environment in which my career as a consultant could have developed so successfully."

Spencer Travel Surry Hills is looking for a full time multi-skilled domestic corporate consultant.

You must have a minimum of 2 years' experience as a corporate consultant, within the last 3 years.

Enjoy a varied portfolio of corporate clients and work with like-minded people that love to go Above and Beyond for their clients.

Sabre and/or Tramada Next Gen is preferred.

Please send your resume to career@spencertravel.com.au



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Throughout the month of October, **TD** is giving readers the chance to win a luxurious French prize pack, courtesy of **Avalon Waterways**.

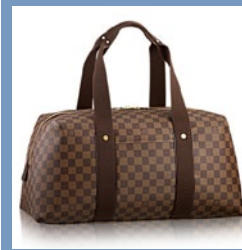
The prize includes his and hers Louis Vuitton weekend bags, three nights in a Junior Suite at the Sofitel Sydney, a bottle of Dom Perignon Campagne, gift voucher for L'Occitane products, and a dinner voucher to Felix fine dining French restaurant, valued at over \$5,500.

Every week this month **TD** will ask a different question about Avalon. The subscriber with the best answer to all of the questions will win this fabulous prize pack.

Email your answer for this week by COB 10th Oct to: avalonwaterways@traveldaily.com.au

In 25 words or less tell us: What makes Avalon's Suite Ships in France for 2015 stand out from the rest?

Hint: see pages 12, 13, 14, 15, 24 & 25 of the 2015 Avalon Waterways River Cruises brochure



ADL/PAL recognised

ADELAIDE and Parafield Airports have become the first Australian airports recognised for reducing its emissions by the global Airports Carbon Accreditation program.

AirAsia mulls Dubai

DISCUSSIONS are taking place between AirAsia & Dubai aviation authorities over the possible start of AK flights to the destination.

The carrier said it was looking to better connect the emirate with its South-East Asian network.

Owner Tony Fernandes also hinted at a possible AirAsia affiliate carrier in Dubai but said it was not currently on the agenda.

EK overseeing Angola

EMIRATES has signed a 10-year agreement to oversee & manage TAAG Angola Airlines which will see a raft of managerial changes made at the helm of the carrier.

Four senior EK management will be appointed at the carrier, with president Tim Clark saying the Dubai-based airline saw growth potential in the African market.

According to *Gulf News*, the deal does not include an equity investment but will allow EK to launch a codeshare, reciprocal participation in its frequent flyer program and increase its own network in the country.

Emirates-led crew training programs will also be initiated.

ITS TIME TO SELL, SELL, SELL



Consolidated Travel & Malaysia Airlines are giving away ROLEX watches and tickets to Europe & Asia to the highest selling agents across all states between 08 September & 05 October 2014

GRAND PRIZE

5 x ROLEX WATCHES (1 per state*)

2nd PRIZE

10 x Economy return tickets to Europe on the MH network (2 per state*)

3rd PRIZE

10 x Economy return tickets to Asia on the MH network (2 per state*)



Consolidated Travel
Group

Quiktravel



Terms & Conditions

Valid for tickets issued by Consolidated Travel or via Quikticket between 08 September & 05 October 2014 on 100% MH itineraries ex Australia plated to MH (232). Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. *States are defined as (VIC/TAS, NSW/ACT, QLD, SA/NT, WA). The agents with the highest International sales will win the major prize and a minimum \$20,000.00 applies to qualify. 2nd and 3rd will be valid on MH services only and tickets exclude taxes and surcharges. Travel is subject to peak season embargoes and availability and cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash, transportation from other cities except from SYD/MEL/BNE/ADL/PER/DRW and all travel expenses, insurance, ancillary costs etc are at the passengers expense. All winners must be an international travel consultant and full time employee of the agency in Australia. Sales will be automatically tracked by Consolidated Travel. Consolidated Travel and Malaysia Airlines reserve the right to withdraw or change the conditions of the promotion at any time. 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. Consolidated Travel Group ABN 60 004 692 791. Date of issue 28 August 2014.



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

*** NEW ROLES ***

CORPORATE TEAM LEADER x 3 SYD – EXEC SALARY PACKAGE \$\$

Corporate Travel is booming and we are in need of experienced leaders. You will need proven leadership skills and have exceptional knowledge of corporate travel. We have opportunities in Global, National and an onsite role where you will be working directly for the client. All offer great career advancement and great salaries with bonuses. Interviews have commenced so please ring for a confidential chat or send through your CV.

RARE OPERATIONS ROLE

SENIOR OPERATIONS MANAGER SYD – EXEC SALARY PACKAGE \$100k plus plus

These roles are far and few between these days. You will be required to lead and develop your team of leaders, managers and supervisor to exceed service levels within this call centre environment. We are looking for someone who has worked in a true call centre environment leading a large team. You will need to be organised with strong problem solving skills and strong project management skills. Executive travel package is on offer, interviews commencing now.

EVENTS DIVISION

KEY ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE TO \$80K + CARPARK

Reporting to the General Manager, you will ensure this successful Travel Company retains, and further develops, its strong positioning in the market place. Supplier negotiations, sales and marketing activity, client relationship management, together with overall management of a number of key accounts, are just some of the responsibilities involved in this role. If you have the drive to excel, apply to AA Appointments today.

CRUISE YOUR WAY INTO THIS GREAT ROLE BUSINESS DEVELOPMENT MANGER - CRUISING SYDNEY - SALARY PACKAGE \$70K

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

LEAD YOUR TEAM TO SUCCESS

ONLINE TECHNICAL SUPPORT TEAM LEADER MELBOURNE – SALARY PACKAGE TO \$85K

Having recently reached Global status, this Corporate Travel Management Company is seeking an experienced Online Implementation Team Leader to join their technical support team. With your knowledge of Serko Online, you will be responsible for the development and delivery of online solution training needs to clients. Previous experience with Online Booking Tools at a support level is essential, together with leadership experience.

OPERATIONS IN THE WEST

CORPORATE TRAVEL OPERATIONS MANAGER PERTH – SALARY PACKAGE TO \$100K

Our client, a leading and award winning Travel Management Company require a strong Operations Manager with solid people management experience, preferably in a corporate travel environment. You will be responsible for providing leadership and direction to your team of consultants, driving, developing and managing the team to achieve results & service levels. Join this award winning National TMC today.

WELL CONNECTED IN THE CORPORATE MARKET CORPORATE BUSINESS DEVELOPMENT MANAGER BRISBANE – EXEC SALARY PACKAGE ON OFFER

Drive your career forward within this leading TMC and use your influencing skills to build relationships and grow your client list. This reputable organisation is looking for a self-motivated go getter with the drive and determination to succeed. Using your winning skills, your sales achievements will be rewarded with a lucrative salary package including commission and bonuses. We are currently seeking expressions of interest with interviews happening soon.

YOU CAN'T WORK WITHOUT TECHNOLOGY SENIOR INDUSTRY KEY ACCOUNT MANAGER SYDNEY – \$100K PLUS

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

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