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# Travel Daily

First with the news

Wednesday 15th October 2014

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## TA o'seas investment push

**TOURISM** Australia managing director John O'Sullivan will pitch for overseas investment in the country's tourism infrastructure at a conference being held in Hong Kong this week.

O'Sullivan will address the Hotel Investment Conference Asia Pacific (HICAP) on Thu, showcasing potential investment projects to 40 leading foreign investors.

International financing for new tourism infrastructure is a key plank of Australia's Tourism 2020 strategy, which is targeting an extra 20,000 hotel rooms in the country by the end of the decade, O'Sullivan commented today.

"HICAP is an important conference as it attracts investors

### Velocity stake tick

**VIRGIN** Australia Holdings has confirmed the Conditions Precedent for the proposed 35% stake in the Velocity Frequent Flyer program by Affinity Equity Partners (TD 29 Aug) has been "either satisfied or waived".

In an ASX update today, VAH said it expects the transaction to be completed by the end of Oct.

from all of Australia's tourism investment target markets and also gives us a valuable platform to demonstrate our credentials in what is our fastest growing and most lucrative inbound tourism market," O'Sullivan said.

Austrade ceo Bruce Gosper said its five-year partnership with Tourism Australia was paying off, and has seen a number of tourism investment 'wins'.

Among the tourism infrastructure projects secured since TA hooked up with Austrade are The Jewel on the Gold Coast - bought by China's Dalian Wanda Group (TD 13 Aug) - and the expansion of Hong Kong-based Ovolo Hotels' into Melbourne & Sydney when it acquired Oaks on Lonsdale & BLUE Sydney, a Taj Hotel (TD 11 Jul).

A new iPad app will also be unveiled this week, highlighting tourism & aviation data and more.

### Nine pages of news

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

- AA Appointments jobs
- Consolidated/SQ promo

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# Travel Daily

First with the news

Wednesday 15th October 2014

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2015 BROCHURES OUT NOW!

Wendy Wu Tours

## NZ mega-famil starts

**ABOUT** 250 Australian travel agents are crossing the Tasman today as Tourism NZ's 2014 mega-famil kicks off.

After a day-long workshop in Auckland, they'll then spread out across the country on a "journey through Middle Earth" focusing on segments such as touring in the North & South Islands, as well as Special Interests cycling.

The famil is being supported by Air NZ and Virgin Australia.

## AirAsia X to fly MEL-DPS

**CONNECTIVITY** between Melbourne and Bali is set to be boosted with the launch of new non-stop flights by fledgling carrier Indonesia AirAsia X just before Christmas.

According to the airline's website, the new direct services will operate as flight XT0800/0801 on Tue and Sat, and as XT0802/803 each Wed, Fri and Sun effective from 22 Dec.

The five weekly frequencies will utilise A330-300 aircraft, according to Luke McConville, editor of the *YPPH Updates* blog.

Melbourne will be the launch destination for Indonesia AirAsia X, which is a Denpasar-based sister carrier to fast-growing Malaysian LCC AirAsia X.

The new long-haul operator received its first aircraft in late Jul, and was recently issued its Air Operator's Certificate by Indonesian authorities (**TD 08 Sep**).

The AirAsia X A330 is believed to have 12 Business and 365 Economy class seats.

As well as the direct MEL-DPS route, Indonesia AirAsia X will offer onward connections from

Bali through to other ports across Indonesia as well as international destinations such as Kuala Lumpur and Singapore.

Indonesia AirAsia's existing short-haul operation already includes flights from Bali to both Perth and Darwin.

Although the website lists the schedule for the new Melbourne-Bali route, reservations for the service are not open at this stage.

## CZ acquisition

**CHINA** Southern Airlines is set to purchase one of its rivals, with a Shanghai Stock Exchange filing confirming a deal in which CZ offshoot Xiamen Airlines will take a 95.4% stake in Hebei Airlines.

Hebei Airlines is based in Shijiazhuang, capital of the northern Hebei Province, and CZ said it will also purchase the 3.83% stake in Hebei held by Sichuan Airlines - meaning it will eventually hold 99.23% of the takeover target.

China Southern's directors said the acquisition will help Xiamen Airlines to consolidate its north China market share.

## New Wotif timetable

**WOTIF.COM** now expects that its takeover by Expedia will be formally implemented on Fri 31 Oct 2014, under a revised timetable issued after a hearing in the Supreme Court of Queensland yesterday.

The court has indicated it has no issues with the Scheme of Arrangement other than receiving confirmation that it has been cleared by the NZ Commerce Commission.

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## Helloworld pushes online

**HELLOWORLD** is now providing its members with dynamic packaging product priced in parity with the helloworld.com.au website, with the move said to "open up a whole new world for agents," according to the group's online head Jeremy Reitman.

He said the move is one of the benefits of Helloworld's ongoing partnership with Orbitz Worldwide, adding that it will "open up previously inaccessible channels for agents, boost brand awareness and market share and ultimately deliver revenue".

For some years Helloworld/JTG has offered the ReadyRooms platform - with Orbitz content - as a B2B solution for agents, and this remains an integral part of the group's offering, Reitman said.

However the new dynamic packaging initiative helps agents match prices with the Helloworld website, which he said reinforces the brand "and ensures customer information remains with our agents to use rather than being handed over to third parties.

Helloworld.com.au is also being heavily promoted via a campaign

at Sydney International Airport, complementing the recent launch of the group's mobile booking app for Android and iOS.

The twelve month promotion will see Helloworld highlight content tailored to the flight departing from each gate, with destination-specific travel and ancillary services offered to consumers about to board.

Reitman claimed this would build the Helloworld brand presence and "provide a huge upsell opportunity for our agents".

### QFLink Christmas sale

**QANTASLINK** has launched a range of special fares on selected routes as part of a Christmas promotion, on sale from yesterday until next Sun night.

Valid for travel from 18 Dec 2014 through to 19 Apr 2015, deals are available on flights within NSW, Victoria, Tasmania, South Australia and Queensland including the Toowoomba to Sydney services operating from the new Brisbane West Wellcamp Airport which launch 17 Nov.

## airberlin-Alitalia pact

**AIRBERLIN** has signed a new codeshare agreement with Alitalia, covering all of the airlines' respective 412 weekly nonstop services between Italy, Germany, Austria and Switzerland.

Other changes will see airberlin's current triple daily flights from Dusseldorf and double daily services from Berlin-Tegel operate into Milan-Linate airport instead of Malpensa.

The three daily services from Vienna operated by NIKI, the Austrian carrier which is part of the airberlin group, will also fly into Linate from 26 Oct.

Further, the partners will codeshare onwards on selective services beyond their home hubs.

Airberlin and Alitalia have also signed a reciprocal frequent flyer agreement, with airberlin ceo Wolfgang Prock-Schauer saying the move "raises the importance of Italy for airberlin to a new level...together with Alitalia we are going to offer the most extensive nonstop route network between top destinations in Italy and Germany".

Both of the European carriers are equity partners with Etihad.



## Window Seat

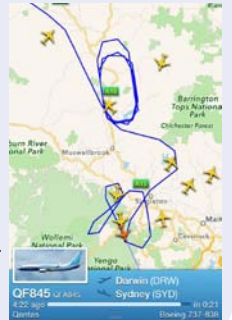
**LAST** night's weather-related chaos at Sydney Airport generated some fascinating viewing for aviation geeks.

The "Flight Radar 24" smartphone app allows live tracking of aircraft, and when **TD** checked it out at about 9.30pm there were scores of planes stacked up unable to land due to a severe storm.

After circling for some time, most were diverted to other destinations because they could not get down before the 11pm Sydney curfew.

One of the affected planes was QF845 from Darwin, circling over Barrington Tops and then Singleton before being redirected to land in Brisbane.

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## Sabre Pacific seeing ~~Red~~ Blue



### oneworld enhances events offering

**SPECIALLY** discounted flights for major international events will be available through “designated travel agencies” under an expansion of the oneworld Events program announced at the IMEX Americas conference in Las Vegas overnight.

oneworld Events launched 18 months ago and since then has signed up around 100 large-scale events attended by over 200,000 delegates in 55 countries.

The changes also see the removal of booking fees for flight reservations made via the oneworld Events website.

oneworld Events proposals can be accepted up to five years in advance, with the program targeting conferences, special events, conventions and exhibitions with a minimum of 100 international attendees flying from at least two regions.

More news from the MICE sector in today’s issue of **Business Events News** - subscribe free at [businesseventsnews.com.au](http://businesseventsnews.com.au).

**NO**, they’re not twins, but they certainly got the memo about the blue shirt at last night’s Abacus International Conference opening dinner in Abu Dhabi.

Nigel Taylor, Sabre Pacific NZ country manager (left) and Sabre Pacific ceo Jeremy van de Klundert are among the delegates visiting the emirate for the event which has gathered Abacus customers from 31 countries across the Asia-Pacific region.

Australia is a key market for Abacus, with ceo Robert Bailey telling **TD** overnight that the Sabre Pacific operation as a whole - which incorporates Australia, NZ and the Pacific islands - is “in the top two” across the region.

Although he sees major potential in China, the restrictions there mean that Abacus is also focusing on other growth markets such as India.

“I believe that Australia/NZ is also open for more growth, even in the current economic circumstances,” he said.

Sabre Pacific leads the region in some of its technology offerings, with the Sabre Red workspace having already rolled out across the Australasian operations - ahead of other Abacus markets which are yet to implement the easy-to-use solution.

More from the Abacus International Conference in tomorrow’s issue of **Travel Daily**.

Today’s issue of **TD** is coming to you from Abu Dhabi courtesy of Abacus, which is holding its 2014 International Conference here at the Yas Marina Circuit Events Centre.

**ABACUS** is expected to unveil some major initiatives later today during the conference, which opened last night with dinner at the Rosewood Hotel.

The main event takes place at Yas Island adjacent to Abu Dhabi’s Formula 1 race track.

Offering more than 34,000 square metres of indoor venue space, the Yas Events Centre offers an array of options for conference organisers, while delegates can stay in the conveniently located Viceroy Abu Dhabi or the nearby Crowne Plaza Abu Dhabi.

The flexible venue also offers exhibition space, with a number of participants at this conference including the Abu Dhabi Tourism & Culture Authority, Etihad Airways, Hertz and HRS Hotel Reservation Service.

There’s also plenty to do during down-time, with some rev-head delegates taking to the F1 track yesterday for some hot laps.

A rooftop Rome candlelight dinner for two overlooking the Eternal City.

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# Velocity hits the treadmill

**FITNESS** group Jetts has become the first official fitness partner of Velocity Frequent Flyer that enables members to earn points with Jetts Fitness.

Members will accrue two points for every dollar spent on Jett's memberships payments and club access fees, with fitness buffs visiting a gym five or more times each month earning 60 bonus Velocity points.

Velocity Frequent Flyer general manager Sid Gokani said the alliance with Jetts represented another "meaningful partner"

had joined its stable.

"We recognise the importance of health and well-being to our members and we are thrilled to welcome Jetts to the program, offering the ability to earn while you burn so to speak," Gokani said yesterday.

Velocity Platinum, Gold or Silver members who purchase a Jetts Franchise will earn the largest Velocity Frequent Flyer Points earn on offer - a massive 500,000 bonus points.

Jetts has 250+ clubs in Australia, New Zealand & the Netherlands.

## Beyond Travel move

**EUROPEAN** specialists Beyond Travel is relocating to larger premises in Sydney this weekend, advising the trade the move will take place starting 1pm on Fri.

The move is necessary to cater for Beyond Travel's planned expansion and additional staff.

Effective Mon 20 Oct, the firm's new street address will be Suite 2, Level Four, 83-97 Kippax St, Surry Hills, while its new postal address will be PO Box K11, Haymarket NSW, 1240.

Beyond Travel says it expects agent disruptions to be kept to a minimum and all contact details will remain the same.

## AYQ Resort 5-for-3

**GUESTS** booking five nights at the Outback Pioneer Hotel at Ayers Rock Resort will pay for just three under a new promotion.

The deal applies for travel from 01 Dec to 31 Mar when booked before the end of the year (high season rates apply from now until 30 Nov), activated using the promo code of 'PAYSTAY'.

The Stay 5, Pay 3 package starts at \$372ppts and includes daily Indigenous Guest Activities, return airport transfers and resort shuttle services.

Daily breakfast can be added to the deal for an extra \$25pp per day, using the 'BBVALUE' code.

## Wu promo last days

**AGENTS** have until 17 Oct to earn a \$20 Coles Myer voucher when booking a group tour or deluxe holiday with Wendy Wu Tours departing in 2015.

## PTMs Totally lap up Sri Lanka



**THE** World Heritage sites of Dambulla Cave Temple, Sigiriya Fortress and the Temple of the Sacred Tooth Relic were among highlights experienced by these TravelManagers on a recent exclusive famil to Sri Lanka.

The group of 15, consisting of personal travel managers, some partners and family members, were hosted by ground operator Total Holiday Options for six nights and flew to Colombo with Singapore Airlines.

Other unique famil experiences

included a visit to a working tea plantation in Nuwara Eliya where the PTMs met tea pluckers and tried the practice first-hand.

**Pictured** enjoying a safari at Yala National Park with their partners and family are TravelManagers' Kathy Millett, Erryn Morris, Lyndall Hewitt, Leisa Burdette, Neidra McLeod, Amanda Marwick, Karen Christie, Tanya Taylor, Diane Craig, Linda Naake, Jeff Leckey, Michelle Nicholas and Julianne Gazal-Riz with Anita from Total Holiday Options in front.

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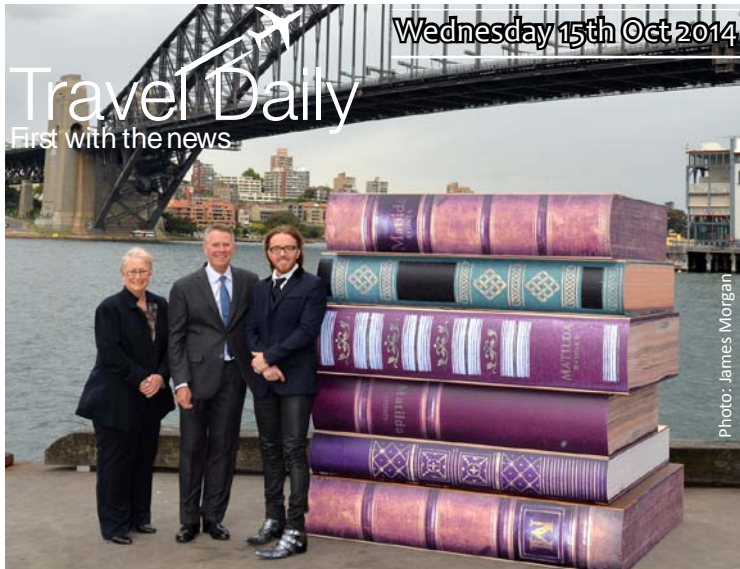


Photo: James Morgan

**TICKETS** have gone on sale today for the premiere season in Australia for *Matilda the Musical*, to be performed at Sydney Lyric Theatre starting 28 Jul.

Destination NSW ceo Sandra Chipchase joined NSW Deputy

Premier and Minister for Tourism Andrew Stoner, reps from The Royal Shakespeare Company and other guests to mark the occasion, in which *Matilda* composer and lyricist Tim Minchin performed two numbers from the theatrical show.

Stoner said *Matilda the Musical* will give visitors "yet another reason to experience Sydney" & urged fans to book tickets early.

Accommodation and ticket packages are now available via Wotif.com priced from \$172pp, and standalone tickets can be booked through Ticketmaster.

Chipchase is **pictured** with Stoner (centre) and Minchin at The Sydney Theatre Company.

### QF NZ supplements

**QANTAS** has published extra services between Australia and NZ over the peak summer holiday period to cater for strong demand.

Supplementary SYD-AKL, MEL-WLG, SYD-SLK, SYD-CHC, BNE-AKL and MEL-AKL flights will operate, plus a seasonal PER-AKL direct service flying twice weekly from 05 Dec 14 through to 25 Apr 15.

### Cathay social comp

**CATHAY** Pacific has launched a social media comp linked to the Sydney Night Noodle markets in which it will give away two tickets to an Asian destination based on the best photo of Asian food or flavour & sharing it with the hashtag #TasteAsiaWithCathay - see [facebook.com/cathaypacificAU](https://www.facebook.com/cathaypacificAU).

### Rialto Spring Racing

**EVENTS** including post-race parties, music performances and more will take place at the InterContinental Melbourne The Rialto as part of the city's Spring Racing Carnival.

The annual carnival kicks off this Sat, commencing with the Caulfield Cup.

### Schoolies insurance

**PARENTS** of Year 12 students are urged to consider taking out an insurance policy for their child's end-of-year celebrations as growing numbers travel abroad.

InsureandGo general manager Sebastain Kaisan said having a comprehensive travel insurance policy adds peace of mind, even when a Schoolie Week tour operator provides cover.

The firm said in Nov last year it witnessed a 166% hike in policies sold to youths aged 16 and 17 compared to the month prior.

### Accor Festival of Light

**ACCOR** Hotels will celebrate the five-day Hindu New Year festival of Diwali at 13 properties around the country starting Thu 23 Oct.

Indian travellers (& other guests) will be greeted with dazzling lamps & candles, motifs of Rangoli designs including bells and flower garlands, traditional sweets, snacks & treats and cuisine on the menu, all synonymous with the 'Festival of Light'.

Participating hotels have been accredited for Accor's Optimum Service Standards for Indian guests (**TD** 26 Aug 13).

The Aussie hotels include Sofitel Gold Coast Broadbeach, Sofitel Brisbane Central, The Fairmont Resort MGallery, The Menzies, Novotel Melbourne on Collins, Novotel Sydney Darling Harbour, Novotel Brighton Beach, Novotel Cairns Oasis Resort, Mercure Cairns Harbourside, Mercure Sydney, Ibis World Square and Ibis Sydney Darling Harbour.

### Vista keel laying

**THE** Fincantieri shipyard in Italy overnight held an official keel-laying ceremony for Carnival Cruise Lines' largest ship to date, the 3,954-pax *Carnival Vista*.

The 133-500-ton vessel will be the first in a new class of ship for Carnival, aptly named Vista Class.

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

  
**AIR MAURITIUS**



## TAAP ATAS accredited

EXPEDIA'S Travel Agency Affiliate Program (TAAP) has today been welcomed as the latest firm to be travel accredited through with the AFTA Travel Accreditation Scheme (ATAS).

Australian Federation of Travel Agents general manager Gary O'Riordan said he was delighted the online travel agent had backed AFTA "and sees value in promoting the fact that they are ATAS accredited".

O'Riordan added that he hoped other online travel agents and suppliers would be encouraged by Expedia's decision to also become ATAS accredited.

## Rex expands in Qld

REGIONAL Express will become the second carrier to operate flights to Brisbane West Wellcamp Airport from 01 Jan 2015 as part of three new regulated routes awarded by the Qld Government.

Dubbed the Gulf Route, Rex will fly from Cairns to towns including Normanton, Gununa (Mornington Island), Burketown, Doomadgee and Mount Isa.

The Western 1 Route & Western 2 Route will see Rex serve Toowoomba (Wellcamp), Quilpie, Cunnamulla, Thargomindah, Charleville, St George, Windorah, Birdsville, Bedourie, Boulia and Mount Isa, all from Brisbane.

The government's decision also saw the renewal of rights for two routes already serviced by Rex, from Townsville to Longreach, Winton, Mt Isa, Hughenden, Julia Creek and Richmond.

Tender applications to operate the routes closed on 27 Jun.

Rex general manager network strategy and sales Warrick Lodge said the carrier was honoured to have been chosen for the services to more than 20 regional towns.

"Rex has grown the passenger numbers on the Northern 1 and 2 Routes by close to 100% since it won the contract in February 2010 and has provided a level of reliability and quality that is unmatched in the State."

MEANWHILE, QantasLink has also been awarded two of the regulated routes by the Qld Govt.

Rights to fly from Brisbane to Roma and Charleville and also Brisbane to Longreach, Barcaldine & Blackall were issued to QFLink.

The regional carrier said it would upgrade capacity to all ports, with Q300 aircraft to serve Charleville & all others to use Q400 planes.

"We have also timed the services in consultation with the local communities, to ensure that our flights are best suited to their needs," QFLink's John Gissing said.

## AI Dreamliner to BKK

BANGKOK has joined the list of destinations served by Air India's B787 Dreamliner from both Delhi & Mumbai, with the jet replacing A321 aircraft on the daily routes.

## Quirks of Oregon on show in Aus



FOR Travel Oregon and Travel Portland, the key to continued success in the Australian market is raising awareness of the state's highlights and attractions both to the trade and to consumers.

In five years of actively pursuing the Australian market, it has grown to sit firmly within the top five in terms of inbound visitors, rising above markets in which the state has been active for decades.

To meet demand, the state has hired Joanne Motta to assist in marketing the state in Australia.

Complete with fake moustaches and glasses, the team converged in Sydney last night as part of its annual trade mission, which this year covers events in Brisbane, Melbourne and Auckland as well as visits to agents in each city.

Representatives from the Jupiter Hotel Portland, Washington County and Mt Hood Resort were also in attendance to showcase their individual piece of the state.

Spruiking its appeals to industry partners in attendance, Travel Portland and Travel Oregon said it was forever grateful to the trade

for continuing to send clients to experience both Portland itself and the state's wider regions.

Oregon is a state not limited by marketing itself based on one major attraction, with lovers of nature, history, gastronomy, sport and much more all able to satisfy their interests.

A major message from the event aimed at shopping enthusiasts was that Oregon has no sales tax whatsoever, a certain appeal.

The city is also home to the global headquarters for sports juggernaut brands Nike & Adidas.

Lovers of beer, wine and spirits will find their tastes catered at Distillery Row, with the state also offering over 600 venues in which wine tastings are available.

Hundreds of miles of hiking trails and golf courses are also available to suit the active traveller.

Pictured above from left at the event is Brian McCartin, Marcus Hibdon and Heather Anderson of Travel Portland with Lisa Iteel and Corey Marshall, Travel Oregon.

To view a special promotional video about Oregon, [CLICK HERE](#).



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## 4U moves to LHR T2

**GERMAN** carrier germanwings has relocated its operation at London Heathrow from Terminal 1 to Terminal 2 - the home of 23 Star Alliance partners & Aer Lingus.



A **THREE-YEAR** agreement has been struck between Mantra Group and car rental juggernaut Hertz, providing discounts on car rentals for hotel guests.

The partnership will see Mantra Group promote Hertz rentals on its websites and at the individual Peppers, Mantra and BreakFree properties in Australia and NZ. "Our guests will certainly

benefit from this added service to further enhance their booking experience with Mantra Group," director of operations Mark Hodge said.

**Pictured** are Michael Freeman, Mantra Group procurement officer and Belinda Smart, area sales manager Qld/NSW/ACT at Mantra Legends Hotel on the Gold Coast.



## Corporate Account Manager VIC Melbourne Sales Office

Cathay Pacific Airways is looking for a highly motivated and experienced Corporate Account Manager to join our Melbourne sales team.

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### The successful candidate will need to demonstrate the following:

- Experience in working with Corporate Travel Management Companies
- Experience in dealing with Travel Procurement Managers from medium and large Corporate businesses
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- Demonstrates a solid sales background with proven results
- Good analytical skills
- Excellent negotiation, presentation and communication skills
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- Excellent problem solving skills including evaluation, information gathering, interpretation

### What we offer to the successful candidate:

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If you have the above skills and are confident of achieving complete success, please send your resume, detailing salary expectations to:

Business Development Manager VIC  
email: [jason\\_aghan@cathaypacific.com](mailto:jason_aghan@cathaypacific.com)

Applications close 17 October 2014.

### Please note:

Only those applicants who are successful in gaining an interview will be notified.

## Badgerys assessment

**THE** Federal Government has contracted Melbourne-based engineering and development consultants SMEC to conduct an environment Referral for the Badgerys Creek site ahead of a future Western Sydney Airport.

Through the Referral, SMEC will be tasked with providing regular updates to the Minister for the Environment, with a decision as to the type of environmental assessment required to be made before the end of the year.

Opportunities for public consultation of the environmental assessment will be available, Deputy PM and Minister for Infrastructure and Regional Development Warren Truss said.

"This is not the first time that the site has been the subject of an environmental assessment.

"An assessment was originally conducted in the 1980s and a further, more comprehensive assessment, was successfully concluded in 1999," Truss added.

## Fiji China PR agency

**TOURISM** Fiji has announced the appointment of a public relations agency in China to drive tourism from the country.

Cohn & Wolfe Impactasia will work with Tourism Fiji to build destination interest in Fiji from potential Chinese travellers.

"The Chinese market is a burgeoning opportunity for Fiji and appointing an agency of Cohn & Wolfe's calibre will help boost the awareness of Fiji in this valuable & growing market," Tourism Fiji acting chief executive officer Ken Freer said.

"Fiji has not seen the recent explosive growth from China that many other destinations have experienced," Freer said, hopeful the appointment will lead to a turnaround in the trend.

## Tipping dos & don'ts

**TRAVEL** search site Wego has produced a handy infographic to aid travellers unsure of tipping practices in different countries around the world.

"It's wise to be aware of the tipping customs in each place you visit to avoid uncomfortable situations, ensure a smooth trip and avoid paying too much which is quite often the result," Wego chief marketing officer Joachim Holte commented.

The infographic (**below**) also indicates where tipping is considered an offence, such as Japan, Oman, France (where tips are by law included in a price) and Argentina, where it is illegal.



Wego's tipping cheat-sheet

## Experienced Travel Sales Consultants (FT or PT)

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## Set for Santa Monica

SANTA Monica CVB has revealed the names of eight lucky agents who will be experiencing Santa Monica next month with *My Kitchen Rules* semi-finalists Luke Hines and Scott Gooding.

Flying Air New Zealand, the group will touch down in LA on 22 Nov for seven days enjoying fine dining, hotels, shopping & more.

The incentive winners are Maria Rainone, TravelManagers Sassafras; Bryana Duval, FC Westfield Sydney; Bridgit Little, Globe Net Travel; Craig Watson, FC Bluewater Square; Andrew Buykxsmith, FC Business Travel; Brianna Schwarz, helloworld Norwood; Melissa Bauer, FC Burleigh Heads and Rebecca Simms from STA Travel Highpoint.

## FTC canal credits

TRAVELLERS booking selected six-night Luxury Belmond Afloat canal cruises in France will earn a \$1,000pp travel credit in a new French Travel Connection promo.

The offer applies to cabin and charter packages departing in 2015 and can be used on other FTC products including hotels, transport and tours in France.

Travel agents will also benefit from the incentive, with \$100 Coles Myer gift cards available to agents for each booking made.

Belmond Afloat cruises are fully crewed canal barge journeys, inclusive of embarkation transfers, equipment onboard and more, priced from \$5,650pp per cabin.

Bookings must be made before 30 Nov to avail the offer.

## vMPD BSPLink close

DELTA Air Lines has advised that refundable balance/residual value vMPD transactions will not be available in BSPLink from 01 Nov, with agents required to phone DL.

## Accommodation Updates

**WELCOME** to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



A major refurbishment has been completed at the Pavilion on **Northbourne in Canberra**, with a new look now on show in the central atrium. Over the course of three months, the hotel has opened the space up, allowing natural light to flood the room. Other additions include a brand new bar and lounge area, modifications to the restaurant and permanent breakfast buffet added.



Accor has now returned to Myanmar, with **The Lake Garden, Nay Pyi Taw** part of the MGallery Collection. The newly built hotel is decorated in a traditional Burmese style with upscale facilities, overlooking a lake and surrounded by landscaped gardens. The hotel offers 165 rooms and suites, with themed decor. Artworks & paintings abound throughout the spacious hotel lobby.



Monsoon Island is the name given to a new action play zone now open at the on-site waterpark at **Centara Grand Mirage Beach Resort Pattaya**. Designed for kids of all ages, the activity zone offers water guns, tipping buckets and takes the available facilities to five pools, 12 waterslides and waterfalls, a lazy floating river & the rope bridge course leading to Wong Amat Beach.



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 Champagne, 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 17th Oct to: [avalonwaterways@traveldaily.com.au](mailto:avalonwaterways@traveldaily.com.au)

In 25 words or less finish this sentence: Avalon  
Choice is better for my clients because...

Hint: see pages 16, 17, 18 and 19 of the 2015 Avalon Waterways River Cruises brochure



*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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## HOT ROLES OF THE WEEK

8 x INTERNATIONAL WHOLESALE CONSULTANTS  
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4 x DOMESTIC/NZ WHOLESALE CONSULTANTS  
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The logo for Infinity Holidays features the word 'infinity' in a bold, blue, lowercase sans-serif font with a trademark symbol. Below it, the tagline 'MAKING HOLIDAYS EASY' is written in a smaller, blue, uppercase sans-serif font.

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# Be rewarded for all Singapore Airlines bookings, including Early Bird

Between 06 October – 02 November 2014, Consolidated Travel & Singapore Airlines are giving the five best agents a \$5000 travel voucher for the highest sales. Issue your tickets with Consolidated Travel to get \$30 for every \$2000 in ticketed sales, includes Early Bird bookings.



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CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 06 October – 02 November 2014 on 100% SQ/MI itineraries ex Australia plated to SQ (618). 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 SQ/MI sales (minimum \$30,000.00 applies to qualify ) and an increase of 30% compared to the previous year will win the major prize. The Major prizes are valid on SQ/MI services only. Bonus Prizes will be calculated on the airfare only, excluding taxes and surcharges. Vouchers are capped at \$50,000.00 and all claims are to be emailed to [promotions@consolidatedtravel.com.au](mailto:promotions@consolidatedtravel.com.au) by COB 7 November 2014. All winners must be an international travel consultant and full time employee of the agency in Australia. Consolidated Travel and Singapore 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 03 October 2014