

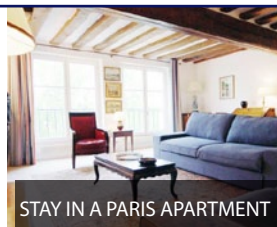
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# Travel Daily

First with the news

Monday 2nd February 2015



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## Get set for this year's NTIA

**NOMINATIONS** opened this morning for the 2015 National Travel Industry Awards, with agents and suppliers once again invited to honour their peers from across the industry.

For the first time, there is a requirement that companies or individuals being nominated in the agent categories (1-17 or 37) must be ATAS accredited or work for an ATAS accredited agency.

This year there are a whopping

37 categories, with the addition of seven new gongs including 'Best River Cruise Operator,' 'Best Online Travel Agency' and 'Best Non-Branded Travel Agency Group' (TD 10 Nov 14).

The second annual Emirates Travel Consultant Scholarship is also once again up for grabs.

Nominations are open until Fri 20 Feb - click below to participate.

[Agents nominate suppliers](#)

[Suppliers nominate agents](#)

### Sydney to Solomons

**SOLOMON** Airlines today announced it will commence a new direct service between Honiara and Sydney from 02 Jun.

The once weekly A320 flight will depart the Solomons on Mon and return from Sydney each Tue morning, with the service timed to connect with international flights and domestic destinations such as CBR, PER and MEL.

Lead-in fares start at \$599 including taxes, meals, inflight entertainment and a 30kg baggage allowance, valid for sale until 28 Feb and for travel 02 Jun-10 Aug.

### Win a Eurovision trip

**THIS** month *Travel Daily* is offering readers an opportunity to win a trip to the 2015 Eurovision Song Contest in Vienna.

For details of how to be part of this once in a lifetime experience see **page seven** of today's *TD*.

### Today's issue of TD

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

- AA Appointments jobs
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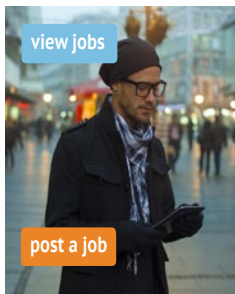
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## Antarctic agent deal

**ANTARCTIC** Sightseeing Flights has released a final travel agents special for this weekend's round-trip flight to the South Pole departing from Adelaide.

The experience aboard a chartered Qantas 747 jumbo, is available to industry staff for just \$500 per person.

Bookings are limited to a maximum of four guests each, with agents also upgraded to the best seat available on departure.

To book, quote TRAVEL DAILY when calling 1800 633 449 - see [www.antarcticaflights.com.au](http://www.antarcticaflights.com.au).

## Blume leaves Wotif

**EXPEDIA'S** acquisition of Wotif has seen the departure of the company's ceo Scott Blume.

It's understood he's been replaced by the company's chief commercial officer David Barnes, reporting to Expedia md Australia and NZ Georg Rubensal.

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## BYOJet reports \$91m TTV

**HELLOWORLD** member BYOJet recorded \$91m in total transaction value for the year to 31 Dec, and is "focused on further improving revenue margin" through sale of higher priced products, additional partnerships and rationalising operating costs.

According to an ASX update issued on Fri, recent milestones include the launch of BYOJet's new Singapore website, receiving IATA accreditation in Singapore, and launching a direct connection API with Scoot Airlines.

BYOJet has also debuted ten partner sites using its JETMAX white label booking engine, with a further six in progress and

## CHOICE slams OTAs

**HIDDEN** fees when booking trips online have been highlighted as the top issue for consumers in a "holiday horrors" investigation by consumer group CHOICE.

The wide-ranging study was based on a poll of 1100 Australian travellers, aiming to highlight hassles they had experienced when booking their holidays.

It found that 46% of those who travelled domestically and almost 60% of international travellers had experienced a "consumer issue" in the last 12 months.

Other problems cited included flight delays, hotel overbookings, mobile phone roaming charges, taxis taking the wrong route and travel agent mistakes.

discussions with another 17.

The Check-in.com.au websites have been integrated with the BYOJet platform, while BYOJet's customer database grew to more than 480,000 subscribers.

The announcement confirmed that BYOJet has discontinued operations of its five legacy offline shopping centre "kiosk" operations (**TD** 18 Jun 14) just eight months after their launch.

## QR buys 10% of BA

**QATAR** Airways' purchase of a 9.99% stake in International Airlines Group, parent company of British Airways and Iberia (**TD** breaking news Fri) is an "excellent opportunity to further develop our Westwards strategy," says QR ceo Akbar Al Baker.

He said the airline may look at boosting its stake over time, however its interest will be capped by a requirement that EU airlines must be majority owned by EU shareholders.

## Insider partner fly free

**THE** newly rebranded Insider Journeys (was Travel Indochina) has released a companion fly free deal on valid Indochina small group itineraries of 14+ days.

The deal applies to departures from 01 Apr-30 Sep booked by 31 Mar, based on Vietnam Airlines flights ex SYD, BNE, ADL and MEL - [www.insiderjourneys.com.au](http://www.insiderjourneys.com.au).

## SkyTeam Aus tie-up?

**THE** boss of SkyTeam believes a partner in Australia for the airline alliance is not essential yet, saying the group is well represented in Australia via existing members.

Speaking to **TD** on Fri during a whirlwind visit to Sydney, md Michael Wisbrun avoided directly answering if the trip included talks with Virgin Australia about becoming a future member.

"The focus [for SkyTeam] is especially in the Americas, Europe and in Asia.

"We do know Delta is working in an alliance with Virgin Australia and that's efficient.

"We do know that China Eastern is working together with Qantas too," Wisbrun told **Travel Daily**.

"That's the nice part of it. We focus where there is joint value for the members and let them be free and more effective to work with one and the other and is not in the centre of our activities," Wisbrun commented.

**MEANWHILE**, Wisbrun also confirmed Chinese carrier XiamenAir (Xiamen Airlines) will launch Boeing 787 *Dreamliner* flights to Sydney (**TD** Tue).

Wisbrun said the China Southern co-owned airline would soon become the eighth SkyTeam carrier operating to Sydney, with services expected to launch in coming months on the back of new China-Australia seat capacity signed last month.

More from SkyTeam and its Sydney Lounge debut on **page 5**.

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Monday 2nd February 2015

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## Uluru more than “bucket list”

**VOYAGES** Ayers Rock Resort has come a long way since it was taken over by the Indigenous Land Corporation in May 2011.

The property has dealt with shifting flight capacity and downturns in key markets, seen multi-million dollar investments, hugely boosted Indigenous employment and expanded its product offering.

The next stage, according to executive gm sales & marketing Ray Stone, is to shift perceptions of Uluru as a “bucket list” once-in-a-lifetime destination to “a place that competes effectively on real terms with major resorts around the country and internationally”.

Speaking at an event in Sydney on Fri, Stone said that while Uluru would always be the key drawcard, elements are being introduced to create “more of a sense of a resort”.

These include free activities for guests, free wifi (with a fivefold bandwidth increase to roll out from 01 Apr), refurbishments and upgrades and a strong focus on food and beverage.

A range of annual and one-off events have also been introduced, including an



upcoming visit by the Dalai Lama during Jun which is already proving very popular.

“We’re freshening up the image, creating a reason for people to come and visit,” Stone said.

There’s a new emphasis on the potential for repeat business, building on recent success in the family market, “a segment we’ve concentrated on very effectively”.

Renovations at the Sails in the Desert part of the property are now complete, with works continuing on the Emu Walk Apartments which will be completed next month.

**Pictured** above are Ray Stone, Voyages Indigenous Tourism executive general manager of sales & marketing with Karena Noble, Voyages communications.

More from Voyages in today’s issue of **Business Events News** - [www.businesseventsnews.com.au](http://www.businesseventsnews.com.au)

## SQ Prem Y to Sydney

**SINGAPORE** Airlines is set to debut its new Premium Economy cabin product on flights from Aug, with Sydney likely to be the launch route for the service.

The new product was flagged last year by SQ regional vp South West Pacific Tior Kor Tan (**TD** 12 May), however details of the product are yet to be revealed.

At the time, Tan said Singapore Airlines’ Premium Economy cabin would be offered on Airbus A380 and Boeing 777-300ER from the second half of 2015.

According to GDS displays, SQ will launch the new 36-seat class on superjumbos between Singapore-Sydney from 09 Aug on flights SQ221/232 and in a 28-seat configuration in its 777 cabin from 12 Aug on flights SQ231/222.

Other routes which will see the Premium Economy cabin rolled out include Hong Kong, London Heathrow, Beijing, Shanghai Pu Dong, Paris CDG, Frankfurt, Dubai, Delhi, Mumbai, Auckland, Tokyo Narita, Munich, Manchester, Los Angeles and New York JFK.



## Window Seat

**AMADEUS** is hoping that today’s Super Bowl result in the USA will once again highlight the usefulness of so-called “big data”.

The travel technology firm is predicting that the Seattle Seahawks will smash the New England Patriots in the match.

However rather than studying the form of the players, Amadeus has come up with its forecast by analysing flight booking data.

The team with the most bookings from its home to the city where the game is being played has won each of the last three Super Bowls.

For Super Bowl XLIX this year there have been more sectors booked from Seattle to Phoenix, than from Boston to Phoenix - which using Amadeus’ principle, means Seattle is most likely to win the game.



## Direct Sales Manager Australia

Cathay Pacific Airways is looking for a highly motivated Direct Sales Manager based in Sydney.

Reporting to the Sales and Marketing Manager Australia, the successful applicant will be responsible for growing and converting direct sales revenue in Australia, focusing on:

1. providing strategic direction and leading the online sales team responsible for local [www.cathaypacific.com](http://www.cathaypacific.com) site,
2. management of our reservation and ticket office in Sydney.

The successful candidate will demonstrate the following skills:

- Demonstrated leadership of large teams
- Solid understanding of online platforms and experience with e-commerce
- Ability to set and meet goals and targets and measure results
- Exceptional communication
- Fluid with the ability to manage change

In return, Cathay Pacific will offer a competitive salary, travel benefits, comprehensive medical insurance and superannuation.

If you have the above skills and can deliver results, please send your resume detailing salary expectations to : Julie Reid, Sales and Marketing Manager Australia – [Julie\\_Reid@cathaypacific.com](mailto:Julie_Reid@cathaypacific.com)

Applications close Friday 06 February.

Please note – only those applicants who are successful in gaining an interview will be contacted.


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## Langham unveils upscale brand

**LUXURY** Hong Kong-based hotelier Langham Hospitality Grp has revealed it will introduce a new upscale brand this year dubbed Cordis Hotels & Resorts.

CEO Robert Warman said each hotel will be individual in style, architecture & design and will encapsulate the characteristics of its location and culture.

“We saw the need to create a collection of international upscale hotels and resorts that will deliver what our guests desire: personalised & efficient services, seamless technology and authentic experiences in the best locations around the world,” Warman said on Fri.

Each hotel will offer tailored services to corporate travellers, the honeymoon market and multi-generational families.

Eight hotels in seven locations have already been signed (either new-build or conversion) around the globe to be developed over

the next three years, including Cordis Hong Kong (which will debut in May), five locations in China and one in Bali (Indonesia) and Colombo (Sri Lanka).

Warman said the brand will be complementary to its existing portfolio of brands - Langham Place, The Langham and Eaton.

Future targeted cities for Cordis Hotels & Resorts include London, New York, Los Angeles, Miami, Orlando, San Francisco, Dubai, Singapore and Bangkok.

## AirAsia's Osran gone

**LONG-SERVING** AirAsia X ceo. Azran Osman-Rani is no longer in charge after the carrier's Board of Directors moved to restructure by appointing Datuk Kamarudin Meranun as its new group ceo.

Further, Benjamin Bin Ismail has taken on a newly created role of AirAsia X Berhad ceo, overseeing its Thai and Indonesian offshoots. Both posts took effect 01 Feb.

## Ethihad launches 787 into service



**ETIHAD** Airways has cut the ribbon to mark the start of services onboard its maiden Boeing 787-9 Dreamliner.

Guests on the inaugural service to Düsseldorf received gift packs with luggage tags, passport holders and a certificate.

Brisbane will soon be among the global cities to be served by the 787-9 aircraft, with direct services to begin from 01 Jun (**TD** 11 Jul).

Featuring onboard the new aircraft also were a raft of new cabins including eight First Suites, 22 Business Studios and 199 enhanced Economy Smart Seats.



**Pictured** inset at the ribbon cutting ceremony with EY cabin crew is Etihad chief commercial officer Peter Baumgartner; senior vp government aero political affairs Khaled Al Mehairbi; head of aviation security Ahmed Al Shamsi; chief operations officer Richard Hill and vp Abu Dhabi Hub Ali Al Shamsi.

Join us for a journey in honor of the brave sacrifice 100 years ago.

**“Gallipoli Centenary 2015”:**  
A cruise program, touching the lands where the ANZAC legend was born.

**Louis Cruises launches a new brand, Celestyal Cruises.**

**Say Kalimera to Celestyal Cruises!**

Celestyal stems from celestial, which means “pertaining to the stars” and “heavenly” or “divine”. By launching Celestyal Cruises, Louis Cruises focuses on the real Greek experience, already enjoyed by thousands of visitors.

Celestyal Cruises will include all the Aegean, Ionian and Adriatic Sea destinations and will be addressing a call to the international market promoting classic or new cruises full of Greek gastronomy, Greek culture and entertainment, new themed programs and personalized service that defines Greek hospitality! Celestyal Cruises is here to enhance **the real Greek experience!**



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# SkyTeam Sydney Lounge launch



**THE** seven members of the SkyTeam airline alliance which operate from Sydney Airport can now provide premium pax & elite frequent flyers new levels of comfort, with the official opening of the group's Exclusive Lounge.

Offering capacity for 140 guests, the SkyTeam branded lounge is the first in Australia, the Southern Hemisphere and Asia, and is just the third of its kind globally.

The lounge was soft launched just prior to Christmas, offering guests front row seats of the tarmac and towards the city.

Qualifying passengers (SkyTeam Elite Plus, First & Business Class customers) of China Airlines, China Eastern, China Southern, Delta Air Lines, Garuda Indonesia, Korean Air & Vietnam Airlines can expect the same trademark sleek & modern style at Sydney Int'l Terminal as experienced at SkyTeam's London Heathrow and Istanbul Ataturk Airports.

Located on the departure level of Pier B, the 784m<sup>2</sup> Exclusive Lounge features a green botanical wall, champagne and wine bar, business area with Apple Macs and a self-service buffet of meals, snacks and beverages.

There is an abundance of electrical outlets for customers needing to charge laptops, tablets and other mobile devices.

A wellness centre fitted out with four full-body massage chairs will be available from this week.

Guests wishing to freshen up ahead of their long-haul flight can also use one of three showers.

SkyTeam md Michael Wisbrun said Australia is an "important" market for the alliance and that Sydney was "by choice" the first location considered for the alliance's expansion into Asia.

With member numbers now at 20, he told **Travel Daily** on Fri that SkyTeam was now focused "less on scale and less on network but more on services".

Wisbrun said SkyTeam has the largest scope of the airline alliances in the USA with Delta, was "relevant" in Europe through Air France/KLM and was one of the biggest in Asia, particularly in Greater China.

"In the Australian market, we are developing Guangzhou and Shanghai as our hubs.

"We are doing that by putting all the experiences of our members into programs where the members can benefit by improving the transfer processes, especially in Guangzhou.

"We bring seamlessness to a new and next level," he said.

Wisbrun added SkyTeam's global footprint is now in place, ruling out any new members for the time being.

Focus now shifts to the customer experience and the evolution of its 'SkyTransfer' offering that enables members to serve the customers of partner SkyTeam carriers to modify itineraries.

SkyTransfer will be expanded over the next six to nine months globally.

Similar Exclusive Lounges would be rolled out in Beijing, Hong Kong and Dubai later this year, Wisbrun commented.

**Pictured** at the ribbon cutting ceremony held on Friday from left are Kerrie Mather, Sydney Airport ceo, Michael Wisbrun, SkyTeam managing director and Song Hoi-see, Plaza Premium Lounge ceo.

Take a tour through the lounge at **TD's** exclusive gallery of photos by **CLICKING HERE** or go to [traveldaily.com.au/photos](http://traveldaily.com.au/photos).

**Travel Daily**  
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Monday 2nd Feb 2015

## ANA aircraft orders

**JAPAN'S** All Nippon Airways (ANA) announced on Fri it has signed deals with Boeing and Airbus to purchase 15 new aircraft to enable greater flexibility and support the carrier's expansion.

The order consists of three extended-range Boeing 787-10 *Dreamliner* jets and five NextGen 737-800s (valued at US\$1.7b at list prices), along with seven narrow-body Airbus A321s (valued at US\$796m at list prices).

ANA also detailed its long-term strategic vision on Fri, which incl the launch of new international routes in the build up to the 2020 Tokyo Olympics & Paralympics.

Accounting for an expected drop in domestic passenger services, ANA's 10-year vision is focused on developing its route network in Latin America, Middle East/Africa, Eastern Europe/Russia and Oceania, where it has recently indicated flights to Sydney were on its radar (**TD** 31 Dec).

WIN OPENAIR CINEMA  
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British Airways, the only European airline to service Australia, is sponsoring this year's Bondi Openair Cinema in Sydney and is offering readers the chance to win one of 2 double passes to watch a film of their choice before the season ends on March 1, 2015.

To win, be the first person to send the correct answer to the following question to:

**britishairwayscomp@traveldaily.com.au**

**British Airways flies from Sydney to London Heathrow via what Southeast Asian country?**

Need a hint? [Click here.](#)

**BRITISH AIRWAYS**  
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## National Sales Manager – Online (12 Month Maternity leave role)

**Mantra Group** is the largest Australian owned hospitality company, owning and operating the Peppers, Mantra and BreakFree brands, and currently employs approximately 4000 Team Members.

The Trade Sales team is responsible for sourcing, profiling and driving revenue to all Mantra Group brands, through the effective management of third party relationships. You will be based on the Gold Coast in our Corporate Office.

### Responsibilities include but not limited to:

- Develop and maintain relationships with allocated OTA accounts
- Develop and implement strategies to maximise distribution opportunities and market share by property and nationally
- Manage MG's campaign strategies via OTA partners
- Provide sales analysis and reports

### The successful candidate will have:

- Previous experience within a similar role along with a solid understanding of the OTA distribution landscape
- A passion for growing your accounts and portfolios
- A hands on approach and a can-do attitude
- Good organisation and communication skills – a passion for customer service is essential

In return for your energy, hard work and sense of fun, we offer you discounted rates at our hotels, resorts and apartments in Australia, New Zealand & Indonesia. With more than 115 properties in our group, the opportunities for career progression are excellent. Plus we're one of the largest accommodation providers in Australia and we're still growing!

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## Five days free Eurail

**EUROPEAN** rail pass retailer Eurail is again offering up to five additional days free on purchase of selected passes before 31 Mar.

Five-day & ten-day consecutive Eurail passes and Flexi German passes have been reduced in price by 20%, while bookings of the longer 15-day, 21-day and one-month passes will earn two, three & five free days respectively.

Children 11yrs and under also travel for free - book via Australian wholesalers Rail Plus, Infinity Rail, CIT Holidays or Rail Tickets.

## Hawaii record result

**HAWAII** Tourism Authority has reported record breaking visitor arrivals and visitor expenditure was achieved in 2014.

The US island state welcomed more than 8.28 million visitors for the 12 months ending Dec, up 1.3% on the year prior.

Spending in Hawaii soared to US\$1.4 billion - an increase of 3%.

Cruise ship passenger numbers slumped 28% during the year, falling to 123,071 visitors.

## Green light for EY/AZ

**FINAL** determination approval has been given to Etihad Airways and Alitalia for a ten-year alliance permitting cooperation on service in Australia, following a draft ruling issued last year (**TD** 18 Dec).

The determination will see the newly linked carriers cooperate on matters including scheduling & pricing of flights from Australia.

Approval has been granted by the Australian Competition & Consumer Commission until 21 Feb 2025 following the cessation of a review timeframe and the determination being enforced from 21 Feb 2015.

"The ACCC considers that in all the circumstances of the Co-operation Agreement for which authorisation is sought is likely to result in a public benefit that would outweigh the detriment to the public," the ACCC said when handing down the decision on Fri.

## Go West Tours reps

**ASIA** Pacific Marketing Services has partnered with San Francisco-based DMC/tour operator Go West Tours to represent the firm in Australia and New Zealand at the Visit USA National Expos.

Go West Tours has been in operation in the USA & Canada for 20 years and specialises in FIT, leisure groups and MICE markets.



## Manager, Trade Sales

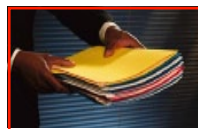
Insider Journeys (formerly Travel Indochina) and a part of Helloworld Limited is looking for a Manager, Trade Sales based in Sydney CBD.

With operations across 14 countries, Insider Journeys is a boutique travel company with a focus on experiential travel across Asia. We have been the leader in creating real travel experiences in Asia since 1993, catering to the traveler who is seeking an authentic journey through the region. As the genuine Asia specialists we share our experience and passion for the region by designing, creating and operating life-changing holiday experiences.

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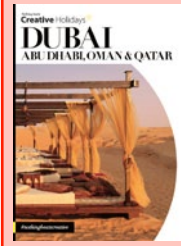
- Managing and motivating the national Business Development Manager team and provide effective leadership and support for their activities;
- Ensuring BDM team is equipped for productive sales activities by conducting or coordinating training in areas such as product, destinations and presentations;
- Managing sales budget and controlling BDM expenditure;
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- Ensuring all sales opportunities from local market to national level are developed and maximised, including national conferences and travel shows;
- In conjunction with Marketing and Product staff, develop innovative sales and marketing activity

If you are interested in applying for this role, please submit your resume to [careers@helloworld.com.au](mailto:careers@helloworld.com.au) by 9 February 2015.



## 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).



### Creative Holidays - Abu Dhabi, Dubai and Qatar 2015

A glut of new air connections from Australia has really opened up the Arabian Peninsula and travellers are visiting in droves. New three to seven-night packages combining traditional with modern elements of the destination have been designed and feature in the wholesaler's new brochure. Fifteen new hotels make their debut in the guide ranging from international marques to ultra-luxury and boutique brands. Each destination offers Creative Club bonuses with added value and benefits.



### New Horizons Holidays - Thailand 2015-16

Six new travel packages for passengers ex WA have been introduced as part of the latest Thailand range from NHH, such as a four-day Elephant Safari, relaxing Yoga holiday or Island Cruise adventure. All of the popular regions of the country are covered, with a list of 'Top 10' experiences provided as a bucket-list style for travellers to check off if they wish. Augmented reality has also been implemented into the guide, with special videos and content able to be viewed through the LAYAR smartphone app.



### Variety Cruises - The Yacht Cruise Experience 2016

Sold and marketed in Australia through Discover the World, the new Variety Cruises guide features a wide range of itineraries taking in everything from large cities to secluded coves around the world. New for 2015 are adventures in the Red Sea and the Canary Islands. Bonus fare discounts are available if booked by 28 Feb 2015. Destinations such as Greece, Costa Rica, the Seychelles, Turkey and the Panama Canal feature, with many pre and post-cruise extensions also available to book.



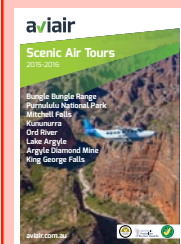
### Infinity Holidays - Canada 2015

Displaying the haunting yet eerily marvellous wonder that is Aurora Borealis on the cover, the new guide to the wonders of Canada is now available for agents booking FIT product through Infinity Holidays. Some product aimed at the 'Young & Fun' and 'Something Special' categories has been labelled as such. New accom options in Vancouver on the west coast and Halifax in the east has been added as well as a number of new tours, including an adventure to Yukon to see the Northern Lights.



### Snowscene - Australia and New Zealand 2015

Spread over 60 pages, a huge range of ski resorts in Australia and New Zealand feature in the new 30th anniversary guide from Snowscene, destination info and key selling differences between each. Details on the different snow regions of both countries, accom offerings and a multitude of special offers. Transport, lift tickets and lessons are also detailed, with travellers able to choose a package to suit their comfort level.



### Aviair - Scenic Air Tours 2015-16

The vast span of the Kimberley region in northern Australia cannot be truly appreciated until seen from the air. Highlights of the region which can be admired include the Bungle Bungle Ranges, Purnululu National Park, Mitchell Falls, the Ord River, Lake Argyle, King George Falls and more. Air safari itineraries can be tailored for all budgets with extras including 4WD treks, lake and river cruises. Aviair operates the youngest fleet of Prop Jet aircraft in the East Kimberley as detailed in the brochure.

## Still winter at Peaks

**CANADIAN** ski resort Sun Peaks has extended its winter season closing date by one week to cover the Easter break, with the season now set to close from 12 Apr.



**EGYPT** is quickly re-establishing itself as a leader in the region, backed by a "strong, stable government," according to JC Holidays founder Freddy Mikhael. The Australian wholesaler has just released its 2015 brochure for Egypt, with the guide offering 68 pages of content.

Seven destinations including Cairo, Alexandria, Luxor, Aswan and more feature along with Nile cruises, all-inclusive packages and day tours both on land, in the air and on water.

Mikhael said he had no doubt Egypt would be the company's biggest selling destination of 2015 because of its wide appeal.

"This also allowed us to intricately design synergised packages offering a seamless flow in activities, transport modes, attractions, accommodation and everything in between," he said.

Mikhael is pictured above centre with Egypt Minister of Tourism Hisham Zaazou and Adviser Sameh Saad.

## Crown ditch Sri Lanka

**CROWN** Limited has axed plans to build an integrated resort and casino in Sri Lanka after the country's new government withdrew granted tax concessions.

The company's plan detailed a 450-room five-star development on Beira Lake in the capital Colombo, built by Crown and joint venture partners and also offering gaming, dining, retail and conferencing (**TD** 18 Oct 2013).

Sri Lanka's government has now told chairman James Packer he is no longer welcome in the country. "Please don't come - not in this lifetime," the Prime Minister said.

## New Serenity brand

**FUSION** Maia Danang parent firm Serenity Holding has unveiled a new all-suite hospitality brand to be known as Fusion Suites.

The first Fusion Suites will open in Mar with 123 multi-bedroom suites aimed at the family market.

## Full year SIN record

**MORE** passengers utilised Singapore's Changi Airport in 2014 than at any point in its 33-year history, according to newly released statistics for the full year.

Although only a 0.7% year-on-year increase overall, the facility recorded 54.1 million movements, with its busiest day on 20 Dec seeing 186,500 pax in 24 hours.

Australia ranked third behind Indonesia and Malaysia as the top passenger source markets for SIN.

## Simpler India for 2016

**TRAVELMARVEL** has launched its 2016 India river cruise season, describing the new range as simpler as a result of passenger feedback from its 2015 debut.

Four itineraries ranging in length from 12-31 days are included in the range, with promotion backed by marketing support from India Tourism's 'Incredible India' pitch.

The season is led by the 14-day Authentic India itinerary featuring a cruise on the Lower Ganges on the 22-suite *RV Rajmahal*, priced from \$5,495ppts.

Sri Lanka also features in the brochure, with a 12-day tour able to be added to make a 31-day trip.

Along with the brochure, a range of earlybird specials have been released including Fly Free including taxes on 20-day tours or longer, Companion Fly Free and Fly Business Class.

## BA favours high-yield

**BRITISH** Airways has modified its frequent-flyer program earn rate based on the fare paid, with the move among a number of changes to take effect 28 Apr.

The move by the UK flag carrier follows similar changes put in place by Delta Air Lines and United Airlines in recent years.

BA customers are reportedly furious at the changes, which will see the cheapest tickets now earn as little as 25% of the miles flown earned by high-yielding fares.

Further changes to the Avios program will see free domestic connections from northern England or Scotland scrapped for pax travelling to mainland Europe.

Higher balances will also be required for seat redemption in Premium, Business & First classes.

Fare seasonality will also be introduced, with different levels of points required to book flights depending on peak or off-peak.

## TravelCube milestone

**ONLINE** accom wholesaler TravelCube has celebrated making its three-millionth reservation, the mark coming nearly ten years after its launch into the industry.

The company, formerly known as Octopus Travel, made its first booking on 29 Jun 2005.

TravelCube vp sales & marketing John Stucci thanked the trade for its help in reaching the milestone.

## Teeing it up at AGTC

**AUSTRALIAN** golf tourism operators are being invited to attend the 4th annual Asia Golf Tourism Convention, taking place in Jakarta from 27-30 Apr.

Event organisers International Association of Golf Tour Operators (IAGTO) say they are aiming to attract a strong delegation from Australia made up of golf resorts, courses and associated hotels.

Two attendance packages have been released priced from \$750 per company inclusive of IAGTO membership for 2015.

The event brings together sellers of golf holidays worldwide - see [www.iagto.com/AGTC/Australia](http://www.iagto.com/AGTC/Australia).







**From**

Brad or Janet

**To**

Conchita –  
Can you do it?

## Eurovision 2015

Agency competition

Can you transform from Brad or Janet into Conchita? Send us your photo for a chance to win a seat on this mega-famil. The best transformation wins!  
*Details here.*

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#### BUSINESS DEVELOPMENT MANAGER

MELBOURNE – SALARY POTENTIAL \$60K - \$80K+

Continuously seeing growth in their corporate travel arm, this global travel company is seeking motivated business development managers to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company that can offer ongoing career advancement and progression.

### \* NEW ROLE \*

#### GENERAL MANAGER (SALES & MARKETING) SYDNEY CENTRAL – EXECUTIVE SALARY PACKAGE

This unique niche travel company is a specialist in their field and looking for an experienced General Manager for their Sales and Marketing teams. You will be responsible for developing and implementing strategic marketing and sales plans as well as operating budgets. Progressive management experience in the travel industry, strong business acumen and analytical skills combined with exceptional interpersonal and communication skills are essential in this role.

### WHAT A NEW YEAR OPPORTUNITY

#### OPERATIONS MANGER

CANBERRA – EXEC SALARY \$85K PLUS

This national TMC is seeing huge growth and is somewhere you want to be! Come on board as their Operations Manager and demonstrate your ability to drive and motivate the team. You'll have the maturity to handle this role running the Canberra based operation while reporting through to head office. A strong corporate travel background is essential for this role. This is a great opportunity to kick start your new year.

### LUCRATIVE SALARY IN ACCOUNT MANAGEMENT

#### NATIONAL ACCOUNT MANAGER

SYDNEY – EXEC SALARY PACKAGE

If you believe that your career profile would seriously benefit from having a powerful corporate brand behind you, consider this role. You will be an experienced corporate account manager capable of handling a portfolio of VIP accounts. Develop strategic business plans, delivering to agreed objective and targets, be accountable for the ultimate retention and growth whilst mentoring your junior colleagues.

### LEAD THE AUSTRALIAN OPERATION

#### GENERAL MANAGER / CEO

MELBOURNE – SALARY PACKAGE TO \$220K (DOE)

This prominent travel company is looking for an experienced General Manager to join their Australian headquarters. You will be responsible for the operational and financial performance of the business, delivering business plans and budgets, identifying trends to gain market share, along with overall management of the business and its staff. Senior management experience at GM/CEO level essential, together with adaptability & flexibility. Full P/L experience req'd.

### SOCIAL MEDIA WITH CREATIVE FLAIR

#### DIGITAL MARKETER

CENTRAL SYD LOCATION – EXECUTIVE SALARY

Facebook, Twitter, Instagram and blogs...Got your attention? Are you a creative digital marketer with a passion for social media? This is your chance to showcase your skills and move to a leading wholesale travel company that can offer ongoing career advancement and progression. Don't miss this outstanding opportunity to be part of an exciting phase of growth. Apply now!

### CALLING TECH SAVVY SALES PROFESSIONALS

#### BUSINESS DEVELOPMENT / ACCOUNT MANAGER

MELBOURNE – LUCRATIVE SALARY PKG

This leading travel technology provider is seeking a competent sales professional to join their growing team. You will be responsible for building & maintaining relationships with key personnel in order to develop new business opportunities & retain existing; account management of a portfolio of clients; together with contracting and implementation of new clients. Sales experience & a driven approach essential.

### ARE YOU A PRODUCT SPECIALIST?

#### PRODUCT MANAGER

BRISBANE – UP TO \$90K PKG + BONUSES

Are you an experienced Product Manager looking for a new challenge? This dynamic travel company is looking for a product guru to manage and lead the product team to success as well as the negotiation of wholesale contracts and promotional activity with suppliers. Previous product experience a must along with strong understanding of the travel industry, negotiation & relationship building skills required along with experience managing a team.

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*Working in partnership with the Australian Travel Industry*

### Retail Branch Manager

**Sunshine Coast. To \$55K + comm + bonus', Ref: 1463PS1**

Hands on experienced retail Manager or Assistant who's now ready to take the reigns? If you are a motivational leader who is customer focused and results driven then this could be your chance to join a leading national travel company. Lead your team to success while being a role model in terms of sales, service, day to day operations and teamwork. You will need to be a effective communicator with unsurpassable interpersonal and team work skills to excel in this career leading role.

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

### Leisure Travel Consultant

**Sydney Central Coast, \$Competitive DOE, Ref: 1383SZ1**

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

### Luxury Travel Specialist

**Melbourne, \$40k-\$50, Ref: 1656MD1**

My client is offering Monday to Friday hours, fantastic like minded travel team, social events, generous starting salary and yearly famils! Working with a fantastic call centre team, taking client inquires over the phone, email and internet. You will be booking luxury hotels, flights, transfers and tours directly from the public and from travel agents. Successful candidates will have at least 2 years experience in the travel industry within a similar role and competent on a GDS.

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

### Retail Travel Consultant

**Adelaide, Competitive Salary, Ref: 9008KF1**

Looking for permanent travel consulting work?! Want to continue to use your travel knowledge and earn a great salary at the same time? Do you have solid all-round leisure travel experience and want to bring this to a boutique travel agency? This is the opportunity you have been looking for! Based in the Adelaide my client is seeking a travel consultant for a full time role. You will be keen to work within a friendly team and passionate about both travel and superior customer service skills.

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

### Travel Product Manager

**Brisbane, Competitive Package, Ref: 1539AW1**

Amazing opportunity to join this successful and established travel company located on the Southside of Brisbane. You will have vast experience in the Australian Wholesale Travel industry in a Product Management role where you have managed teams, negotiated with suppliers, managed promotional activities and contributed to the growth of the business. You will be an accomplished Product Manager with established & current supplier network in the region. Competitive package to attract the best!

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

### Sales Manager - Part Time

**NSW / ACT, \$70K Pro Rata + Bonuses, Ref: 1373MB1**

We have a rare Part-Time Sales Manager opportunity for a Lavishly appointed and well respected Luxury touring company! Do you have sound Business Development or Sales Manager experience and a proven sales record? This leading tour company is looking for an experienced Sales Manager to assist with their ongoing expansion across the travel market. This is a Brand that you will want to work for, work with the world's best in Luxury travel. Potential future full time opportunity.

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

### Corporate Travel Manager - Melbourne

**Melbourne, Competitive Salary, Ref: 1563DV9**

A fantastic opportunity has arisen to join an every expanding corporate travel company as an Account Manager in the Melbourne area! My client is looking for a successful Account Manager that has a passion for hard work and comes from a similar corporate working background. This is great opportunity with excellent base salary and offering the chance for the Account Manager to make a name for them selves in the Melbourne area. This role offers 40 working hours a week over Mon-Friday.

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

### Business Development Manager - TMC

**Perth, \$70K OTE Ref: 1552LB1**

Amazing opportunity! Ready to leave consulting behind and get involved in business development? We are looking for a BDM to work in the corporate sector for this award winning TMC. If you are currently working in corporate travel and looking to step up into a new & financially rewarding role, this is your chance interviewing ASAP! You will be sourcing new leads, building rapport with our clients and developing relationships with key accounts. Excellent salary and incentives on offer.

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



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