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First with the news

Tuesday 3rd February 2015

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Online bookers increase

THE proportion of Australian holidaymakers who booked their last trip on the internet has increased from 39% to 45% over the last five years, according to a poll by research firm Roy Morgan.

The figures released yesterday break up respondents into groups based on their familiarity with technology, and even the so-called "technophobe" segment showed a significant increase in internet use for travel bookings.

In the 'early adopter' segment

56% of people booked online, up from 51% in 2010, while 34% of technophobes used the internet for their holiday bookings, up from 28% five years previously.

For all of the 'technology adoption' segments, the internet is now "well established as the most popular booking method," according to Roy Morgan Research's Angela Smith.

She said the "less techy segments" are starting to take up online more enthusiastically, while phone bookings have decreased across the board.

Roy Morgan figures also show travel agents remain popular with people booking overseas holidays (TD 27 Aug), Smith added.

Our first Conchita!

THE industry has been quick off the mark to enter this month's TD comp, offering a trip to this year's Eurovision song contest.

See page nine for the first stunning Conchita Wurst lookalike.

Scenic 2016 specials

SCENIC Tours has a range of pre-release offers for its 2016 European river cruise product, with strictly limited deals available prior to the release of the full brochure for next year.

Free cabin upgrades along with 'fly free' and '2016 at 2015 prices' are part of the offering - for details see the front full page.

Today's issue of TD

Travel Daily today has nine pages of news & photos, a front cover page for Scenic Tours plus full pages : (click)

- AA Appointments jobs
- inPlace Recruitment jobs
- South African Tourism

February
European fare sale.

\$750*

On sale until 28 February for travel to 31 December 2015. See your GDS for full details or download the [fare sheet](#).

*Airmiles are commissionable at 6% and do not include ticketable taxes and charges.

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TG dropping Madrid?

THAI Airways looks like it may be set to suspend its thrice weekly flights between Bangkok and Madrid, with GDS screens showing reservations closed for flights on the route effective from 07 Sep this year.

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FINNAIR

TA event's new direction

REGISTRATIONS are now open for the inaugural Destination Australia conference hosted by Tourism Australia (TD 07 Jan), which will focus on how more high-yielding international visitors can be wooed to visit Australia.

The event replaces the former "Directions" conference which has been held in Canberra for the last few years (TD 07 Jan).

Destination Australia will see more of an emphasis placed on industry participation, with Australian tourism business being targeted for attendance, along

Sabre going Virtual

AUSTRALIA has been confirmed as the launch country for Sabre Pacific's new Virtual Payment solution, which has been developed in partnership with Conferma (TD 17 Oct 14).

Effective immediately, Sabre Pacific agents who adopt the new Virtual Payment app available in Sabre Red are able to sell hotels using "virtual card numbers" which make each transaction unique, reducing the risk of fraud.

"Virtual Payment makes the whole process of managing hotel invoices touchless, with the transactions captured instantly through Sabre Red Workspace," said Sabre Pacific md Jeremy van de Klundert.

The system works with a range of banking partners including eNett, WEX or AirPlus.

with marketing professionals focusing on international leisure and business travellers.

Taking place in Sydney on 17 Mar, speakers will include Minister for Trade and Investment Andrew Robb, Ian Harper from Deloitte Access Economics, Google Australia travel & tourism industry head Ross McDonald, Hugh Aitken from Skyscanner and Tourism Australia managing director John O'Sullivan.

Topics will include the current global outlook for tourism, industry trends, consumer insights, maximising yield through distribution and examples of innovation in marketing.

The conference fee is \$300 - for more details or to sign up, see tourism.australia.com/DestAus15.

New HA HNL lounge

HAWAIIAN Airlines has opened a renovated Premier Club lounge at Honolulu International Airport - the commencement of a rollout of upgraded lounges at several airports across Hawaii.

Located in the interisland terminal, the new HNL lounge offers free wi-fi, refreshments and amenities for frequent flyers, with renovations also planned for lounges at the airports in Kahului, Kona, Hilo and Lihue.

In the coming months a new international Business class lounge will also debut at Honolulu International Airport.

More Sydney Harbour vessels for SeaLink

SEALINK Travel Group this morning announced the expansion of its Sydney Harbour fleet, with the purchase of two 300-passenger high speed vessels.

The new ferries will be utilised by Captain Cook Cruises "to supply new routes and to create a flexible response to meet growing market demand for services on Sydney Harbour," SeaLink said.

Costing \$6 million, md Jeff Ellison said the ferry types have already been proven on the Circular Quay to Manly service where they have been operating for the last four years.

"We are confident of our ability to win new contracts on Sydney Harbour and are keen to support the future development of the Barangaroo waterfront precinct," Ellison said, with a major new ferry hub planned for the area.

SeaLink also recently took delivery of four new 200-passenger ferries, with today's purchase taking its Sydney fleet to 9 vessels and the company's entire complement to 28 ships.

NZ, AC codeshare up

AIR New Zealand has expanded its codeshare partnership with Air Canada, with the NZ code now being offered on AC flights to British Columbia and Alberta.

New routes include services from Vancouver to Edmonton, Kamloops, Kelowna and Victoria.

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 Tuesday 3rd February 2015

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travelBulletin's girl power

THE Jan/Feb edition of Australia's leading travel industry magazine *travelBulletin* (pictured) is now on its way to subscribers, with the issue featuring profiles of some of the top women in travel by editor Louise Wallace.

The issue also features regular columns from editor-at-large Ian McMahon, commentator Steve Jones, AFTA ceo Jayson Westbury, CLIA gm Brett Jardine and CATO's Peter Baily, along with a wrap-up and analysis of the big news and trends in the industry.

There's a bumper careers feature, cash-flow advice for agency owners from Sean Johns of Resurg, lots of industry photos, plus a wrap up of the latest industry brochures.

Destinations highlighted, along with selling tips for consultants, include the Philippines, Eastern Mediterranean, Dallas/Fort Worth and Brunei, while there's also a weddings and honeymoons feature.

Subscribers also have an



opportunity to win a trip to Europe to take part in the Vienna City Marathon courtesy of Austrian Airlines and the Vienna Tourist Board.

Subscriptions to *travelBulletin* normally cost \$50 a year but we have extended our special industry offer which gives \$20 off by using the coupon code AGENT when signing up - for details see www.travelbulletin.com.au/shop.

VA to drop NZ AOC

VIRGIN Australia is set to streamline its operations by relinquishing the New Zealand Air Operators Certificate it uses for its operations ex NZ.

Currently VA has ten Boeing 737-800s registered in New Zealand, with *Australian Aviation* reporting that these will be progressively brought under its Australian AOC and given VH registrations.

Virgin Australia will also reconfigure the ten planes to offer 168 Economy and eight Business Class seats, similar to the rest of the Australian based fleet.

The moves aim to streamline operations, with NZ-based flight planning to also be transferred to VA's Brisbane operations centre.

The New Zealand registered aircraft operate flights to a number of Pacific Island and Australian destinations but no changes are planned to the VA network as a result of the move.

They're part of the former Pacific Blue operation which was rebranded as Virgin Australia Airlines (NZ) in 2011 when VA moved to bring all of its airlines under a single banner.

Window Seat

GOT some lazy cash on hand?

A rare opportunity has arisen to buy your very own island, off the coast of Tasmania.

Called Ninth Island, an advertisement yesterday in the *Financial Review* described it as "eponymous to Tasmania's leading quality pinot noir brand" - so called because it's visible from the famous winemaker's vineyards.

The picturesque 16.39 hectare island is available as freehold, with key features including a large Mutton Bird rookery and an intriguing history such as the fact that the *Sheerwater*, a ship owned by the grandfather of Australia's own Princess Mary Of Denmark, was wrecked there in the early 20th century - with some remains still visible.

Ninth Island is a short helicopter hop from Launceston, with the property being marketed (in both English and Chinese) by local real estate agent Harrison Humphreys.

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Addis Ababa	AUD 1450*	AUD 5200*
Entebbe	AUD 1500*	AUD 5500*
Kilimanjaro	AUD 1750*	AUD 5900*

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Crystal 2017 schedule

CRYSTAL Cruises has released itinerary details and prices for its complete 2017 schedule, now available to book.

New for 2017 is Crystal's maiden South African Holiday Cruise operating from Cape Town and a two night overland program in Paris on two summer sailings, departing in Aug - for full details, see www.crystalcruises.com.

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Qatar lifts Singapore

QATAR Airways is boosting capacity between Doha and Singapore with the addition of a third daily frequency effective from 01 Jun this year.

The airline announced it will be operating new A350-900 XWB aircraft on all three daily services, including the new flight which is designated as QR942/943.

That will make Singapore QR's second A350 destination after Frankfurt, where is currently flying the launch aircraft.

However travel agent GDS screens show the operating aircraft type as a Boeing 787-8.

Reservations are not yet open for the new service.

QR ceo Akbar Al Baker said the third daily frequency would give Singapore passengers even more options when they travel to key destinations in Europe and the Americas, with Qatar Airways proud to be the first airline to operate the A350 XWB to Asia.

Visions of Vienna



SYDNEY travel agents are being asked to invite their clients to come to Campbell's Cove on Sydney Harbour tomorrow night, with a free public event in which the Sydney Symphony Orchestra will be broadcast live in concert onto the sails of the Sydney Opera House.

The brainchild of Astrid Mulholland-Licht from the Austrian National Tourist Office and organised on behalf of the Vienna Tourist Board, the show will also include a series of Viennese inspired 3D animations - such as the golden Johann Strauss statue **pictured** above - to complement the music being

played inside the Opera House.

This is being described as the Greatest Hits of Vienna, with pieces by Mozart, Strauss, Schubert and Beethoven.

The event will also be streamed globally on the web to "show the world how the music, art and architecture of two cities from either end of the planet can create a 'Gesamtkunstwerk' (total work of art) that resonates acoustically and artistically," said Mulholland-Licht.

Comfortable seating is being provided at western Circular Quay, while key industry partners of Austrian Tourism will watch from Quay Restaurant.



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Wildlife expert
Caroline Warburton
at Loch Shiel



10 years of Jetstar in Adelaide

LOW-COST carrier

Jetstar marked a decade of South Australian flights, celebrating the 10th anniversary of its first flight from Adelaide.

Since its debut on 01 Feb 2005, Jetstar has flown more than 8.3 million passengers in and out of the South Australian capital.

Marking the occasion at Adelaide Airport is Jetstar Airways Australia and New Zealand ceo David Hall (centre), with South Australian Tourism Commission chief exec Rodney Harrex (left) and Adelaide Airport managing director Mark Young, about to enjoy a slice of celebratory cake.



MAS backs Kyrgios

MALAYSIA Airlines has thrown its support behind Aussie tennis star Nick Kyrgios by offering a suite of prizes to pax who book flights with the carrier from 01 Feb to 01 May & post a message of support for the teenager.

The major prize includes two Business Class flights to London to watch the Wimbledon Men's Final in Jul.

For full details, [CLICK HERE](#).

Melb Central pass

VISITORS to Melbourne Central shopping centre can now access a new Tourism & Entertainment Pass that provides discounts to six retailers including Strike Bowling, Grill'd and Self Centred Medi Spa.

The pass offers savings of over \$40 & is available to collect from the Level 1 Guest Services Desk.

AM expands at MTY

SKYTEAM member Aeromexico has confirmed it will introduce a new daily nonstop Monterrey-Miami service utilising Embraer E170 E-jets, effective 26 Mar.

Etihad passenger numbers up 23%

ETIHAD Airways has reported another record year of traffic for 2014, with almost 14.8 million passengers carried in total, up 23% on the previous 12 months. EY said the increase in demand continued to outstrip capacity increases, highlighting the strength of its long-term growth strategy.

"Our business model, which focuses on organic network growth, codeshare partnerships and minority equity investments in other airlines, continued to yield positive results in 2014 and surpassed our double-digit targets for passenger and cargo growth," said ceo James Hogan.

The year saw Etihad introduce ten additional destinations as well

AF boosting San Fran

AIR France will add two additional weekly flights between Paris and San Francisco over the peak summer season, boosting frequencies to double daily between 15 Jun and 27 Aug.

as increasing frequencies on 23 existing global routes.

New codeshare agreements debuted with Air Europa, JetBlue, Philippine Airlines, GOL, SAS, Hong Kong Airlines and Aerolineas Argentinas, along with expansions of existing partnerships with SAA, Alitalia and Jet Airways.

The year also saw EY boost its fleet by nine Airbus and six Boeing aircraft, with a total of 110 planes at the end of the year including the newly delivered A380 and 787-9s (TD 19 Dec).

New ATDW ceo

THE Australian Tourism Data Warehouse this morning announced the appointment of Mark Williams as its new ceo, replacing the outgoing Liz Ward who steps down after ten years.

Williams joins ATDW from online travel startup Wuhu LLC, with his career also including time with Queensland Rail, Flight Centre and Harvey World Travel.

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Sunrise off to Hawaii

BREAKFAST TV program *Sunrise* will be telecast live from Hawaii in Mar, the third time the popular show has travelled to the US state for an outside broadcast.

Hosts of the Seven Network's program Sam & Kochie along with the rest of the *Sunrise* crew will be on the ground in Waikiki at the Hilton Hawaiian Village from 09 to 13 Mar.

Hawaii Tourism Oceania country manager Ashlee Galea said the TV show coup will aid further in the promotion of the 'Aloha State'.

"The show will give us an invaluable opportunity to showcase our unique culture, people, cuisine and music along with tips to the top tourist attractions on the island," Galea commented yesterday.

In the lead up to the telecast, *Sunrise* will offer 150 viewers the chance to experience Hawaii firsthand through partners Flight Centre and Jetstar.

The giveaway includes six nights accommodation, sightseeing and a special *Sunrise* luau party.

QF ad package promo

AGENTS are urged by Qantas to ensure eligible clients have signed up as an Aquire member, Qantas Business Direct member or a member of the AMEX Qantas Corporate Card program to be in with a chance to win a \$400,000 advertising package.

Both airport and in-flight media exposure for a one month period to over 40,000 Qantas domestic customers daily is up for grabs in the package.

The prize pool also includes 20 x 50,000 Aquire Points and ten 1 year individual Qantas Club Memberships.

Customers need to book at least \$2,000 of Qantas bookings and travel between 02 Feb and 31 Mar to be in the running.

The business' ABN and the traveller's Qantas Frequent Flyer membership number must be included in all bookings.

For more details, **CLICK HERE**.

Collette hype builds

GUIDED tour specialist Collette is kickstarting its recent launch in Australia (**TD** 19 Jan) by offering an on-tour credit of \$200pp to put towards optional sightseeing.

The deal applies to bookings made through until 31 May for travel through to 31 Dec 2015.

For bookings, call 1300 792 195.

Klim checks in for Noosa swim



Singapore bonuses

AN OVERNIGHT Singapore Stopover Holiday (SSH) package or a one-day Singapore Explorer Pass (SEP) priced at \$1 is available to Singapore Airlines or SilkAir customers making a stopover in the city state.

The offer is valid for travel from 04 Feb to 31 Mar & applicable for bookings made from tomorrow through to the end of Feb.

SQ passengers booking the SSH or SEP packages can also attain a complimentary SG50 bundle that provides free entry on a 'hop-on' bus service & discounted meals.

The SSH offer is based on hotel room availability.

ABOVE: Mantra French Quarter on the Sunshine Coast welcomed former Olympian, special guest Michael Klim last weekend for the Noosa Summer Swim series.

Klim is the Ambassador for the event and Mantra French Quarter is an accommodation partner.

Front office manager Raj Aryal (right) is **pictured** with Mantra Ambassador Pat Rafter (albeit a cardboard cut-out) and Klim.

Ritz-Carlton Bali open

THE 313-room Ritz-Carlton Bali has opened its doors to guests.

The hotel features 34 cliff top & ocean view villas & is located in Sawangan, Nusa Dua.



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2 New
ITINERARIES

Wuhan joins visa free

HUBEI Province capital city Wuhan has become the latest Chinese city to adopt the 72-hour visa-free policy, opening the city to travellers for short stopovers.

Boeing delivers Scoot's first 787



ABOVE: Singaporean low-cost carrier Scoot has collected the keys to its first 787 Dreamliner in a delivery ceremony at the plane manufacturer's Seattle base - the first of a total order of twenty.

Scoot ceo Campbell Wilson described the carrier's new bird as "a step-change" which will allow it to expand its network and maximise its fuel efficiency.

Wilson is **pictured** above with crew after the delivery ceremony.

Fiji talents on show

DELEGATES attending the 2015 Fiji Tourism Expo in Denarau will be able to sample a wide variety of authentic Fijian cuisine, fashion & crafts at a new cultural exhibit to take place at the trade show.

Fijian restaurants, cafes and cuisine styles will be showcased along with Fiji Made clothing and home-crafted arts and souvenirs.

A&K Escapes success

A COLLECTION of 19 luxury short break holidays of no more than eight nights feature in the newly released Escapes program by Abercrombie & Kent.

The luxury travel company says sales from the program last year were "extraordinary," increasing 200% on its first year's launch.

All journeys are within 13 hours of Australia's east coast & include beach hideaways, cultural sojourns, family adventures, honeymoon escapes and food-focused getaway to locations such as Fiji, the Maldives & Indonesia.

"The market for short breaks is still strong and we're offering something to appeal to a broad base," A&K's managing director Sujata Raman said yesterday.

Introduced this year are Laucala in Fiji and Nihiwatu on Samba Island in Indonesia.

Sports filling rooms

HOTEL heavyweight Accor says Australian hoteliers are set to reap the rewards of a second consecutive summer of above-average occupancies on the back of sporting events.

Accor said the Dec/Jan period is traditionally 'low season' for hoteliers, but the staging of the Asian Cup, the Australian Open tennis championship and cricket series' between Australia, India and England had been a boon for capital cities and regional venues such as Canberra and Newcastle.

Occupancy levels at 'host cities' for the Asian Cup were up between 3.7% and around 20% "compared to 'normal' Jans," Accor said yesterday.

Newcastle achieved the largest surge in guest nights, with hotels in the regional NSW city spiking nearly 20% for the month as a result of the Asian Cup.

Socceroo matches against China and South Korea saw overnights jump 7.1% in Brisbane and 7.5% in Sydney respectively in Jan.

The football tournament and early success by Australians at the Aus Open helped prop up room utilisation in Melbourne where occupancies increased over 7%.

Accor Pacific chief operating officer Simon McGrath yesterday said major international sporting events "play an essential role in driving tourism and Australia's wider economy".

Hyatt Place Pune

HYATT Hotels Corporation has expanded the reach of its Hyatt Place brand in India, unveiling the new Hyatt Place Pune/Hinjewadi.

The 117 room property is located in the centre of Phase 1 of Rajiv Gandhi Infotech Park - the entrance to the fast-growing IT city of Pune.

Money

WELCOME to Money Talk, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US\$0.78

ALL eyes are on the Reserve Bank today, which will announce its latest interest rate decision at 2.30pm this afternoon.

Many analysts expect a cut to a new record low of 2.25%, and that is adding to the downward pressure on the Aussie dollar.

Against the US\$ the local currency has fallen 12% in the last three months - good news for inbound tourism but reducing Aussie spending power abroad.

The Australian dollar is also hovering around the £0.50 pound Sterling mark and about €0.68 Euro cents - while the broader industry and economy is benefiting from the low oil price.

Wholesale rates this morning:

US	\$0.778
UK	£0.518
NZ	\$1.061
Euro	€0.686
Japan	¥91.39
Singapore	\$1.047
China	¥4.734
South Africa	R8.900
Canada	\$0.974
Crude oil	US\$48.24

SAA shelves Beijing

SOUTH African Airways will axe its loss-making Johannesburg-Beijing route from Apr in favour of stronger ties with Air China which will launch the route in May.

SAA began thrice weekly flights to the capital of China using Airbus A340-600s in Jan 2012.

Acting ceo Nico Bezuidenhout said SAA had lost over 1 billion rand (A\$110 million) operating the route for the last three years.

China Airlines (CI) 3 weekly Sydney – Christchurch Flights



meals /drinks All inclusive fares from **AUD\$179** one-way in Economy; **AUD\$484** in Business

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WIN OPENAIR CINEMA TICKETS WITH BRITISH AIRWAYS



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

What Boeing plane does British Airways use to fly its passengers from Sydney to London?

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



Congratulations to yesterday's winners Jeff Corrigan from Wot If and Marta Ianno from Travel Cooperation!

MGallery into Brissie

ACCOR has today announced the 10th member to its MGallery portfolio in Australia and first in the Queensland capital.

The New Inchcolm Hotel & Suites is located at 73 Wickham Terrace, near the CBD & Fortitude Valley and features 50 rooms.

Originally opened in 1998, the property has undergone a major refurbishment and expansion which includes new conference and occasion spaces.

Travel Daily

First with the news

Tuesday 3rd Feb 2015

TEQ NZ trade mission

FORTY-FOUR tourism operators from the Sunshine State have come together for the 'Queensland on Tour New Zealand' trade mission that kicks off across the ditch in Auckland today.

The delegation includes travel businesses from the Gold Coast, Brisbane, Sunshine Coast, Fraser Coast, Southern Great Barrier Reef, Whitsundays, Outback, Townsville & Tropical North Qld.

They will meet with over 100 NZ travel trade partners to promote their wares & the state as a prime tourist destination for Kiwis.

Tourism & Events Queensland chief Leanne Coddington said the show provides a platform for Qld tour operators to form and build closer business relationships.

QF BKK combo fares

CUSTOMERS are now able to book mixed class fares between Australia and Bangkok with Qantas, the carrier has revealed.

The initiative allows Qantas pax to purchase select Economy class fares in one way and Business class fares for the return journey.

DL 717s on LAX/SFO

DELTA Air Lines will bolster capacity on services between Los Angeles and San Francisco from Jun, introducing Boeing 717 jets on eight of its 15 daily flights.

The move adds 40% more seats than the Embraer E175s that DL already utilises on the route.



MSC CRUISES RETAIL CONSULTANT

Due to exceptional growth, MSC Cruises Sydney is hiring a reservation consultant.

The successful candidate must have exceptional cruise and sales knowledge, work within a team as well as independently in a fast paced environment, and have a minimum of 4 years' experience within the retail or wholesale travel sector. Strength in airfares and ticketing is important with GDS and system knowledge. Must have a passion for cruising, excellent attention to detail, and a good work ethic.

The successful candidate will work in our reservation team and liaise closely with our marketing, sales and product departments, work well under pressure, meet deadlines and provide support to the office as required. Salary on application. Send written CV with covering letter to hr@msscruises.com.au by 13 February 2015.



AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

OVER the weekend as I am sure you know, Queensland held a state election. Australia is clearly moving into an entirely new world of political history as we have now, almost, one of the most amazing political wins of modern times.

Going into the election, the Labor party in Queensland held just seven seats in the parliament. At the time of writing this column for *Travel Daily*, 76.6% of the vote had been counted and Labor has 42 seats confirmed and may even reach the 45 which is what they need to form a majority government.

It appears now that Annastacia Palaszczuk will become the next premier of Queensland and Labor will form government. Many questions will be asked about how the Newman government got things so wrong to be tossed out after one term.

You will recall the same thing has just happened in Victoria with a change having just taken place there with Labor forming government under Premier Andrews. And now with these significant changes in state politics fresh in everyone's minds, the media and most Australians are now looking to Canberra and Prime Minister Abbott as to what his political future may look like.

Politics is a tricky game, that is for sure, and 2015 is going to present us all with some very fresh faces in state politics and perhaps a few new ones in Canberra as the year unfolds.

As for the travel industry our biggest contest for the year has kicked off this week with nominations being called for the NTIA 2015.

There are 37 categories this year, the most we have ever had. A refresh of some old categories, the introduction of some new ones as a recognition of how the industry is changing and central to all this is the requirement for all finalist travel agent categories to hold ATAS accreditation to be eligible.

Good luck to everyone as we kick off this great industry process and a very big thank you already to the many sponsors that continue to support AFTA and the NTIA year in year out.



Avis Scandianvia buy

AVIS Budget Grp has completed the acquisition of its licensee for the Avis and Budget brands in Norway, Sweden and Denmark, in a sale valued at approx US\$50m.

Tigerair rebounds

TIGERAIR Singapore has reported a profit after tax of SGD\$2.2m for the quarter ended 31 Dec, a turnaround from a loss of SGD\$118.5m 12 months earlier.



Travel Management Company (TMC) Relationship Manager

Thrifty Car Rental is a major industry player currently looking for a TMC Relationship Manager.

Reporting to the National Sales Manager, you will be responsible for:

- Managing a portfolio of TMC accounts
- Growing discretionary revenue volumes
- Maintaining relationships with the Thrifty network including the licensee body
- Attending trade shows and conferences so as to boost Thrifty's profile.

To be successful in the role you will have:

- Minimum 3 years prior B2B sales experience and account management
- Previous experience in the travel or retail industry would be highly regarded, particularly from within car rental, flights or the hotel sector

There are some great benefits with this role:

- Company car
- Annual bonus of up to 10%
- Great career development and progression.

If you this is the opportunity you have been waiting for, please send your resume with cover letter to Jhunette.lopez@thrifty.com.au

Biz or Pleasure sale

TIGERAIR Australia will today launch airfares priced from \$35 in its three-day 'Business or Pleasure sale' aimed at offering affordable ways for business & holiday travel.

GB Tourism Week kicks off

SENIOR management from VisitBritain's London head office are in Australia this week for the first ever Great Britain Tourism Week, launched yesterday.

Marketing director Joss Croft & Asia-Pacific Middle-East regional manager Sumathi Ramanathan will join the locally-based team Mark Haynes and Kristin Angus in hosting a series of industry events, round-table panel discussions and marketing updates for the trade.

Forum discussions will focus on further efforts to lure the high-yielding "Silver Styler" and Young Professional markets.

Their visit coincides with the

release of concrete visitation figures and new forecasts showing no let-up in the love affair Australians have with taking their holidays in Great Britain.

Stats from the UK Office of National Statistics show Aussies spent AUD\$1.89 billion in the UK from Jan to Sep 2014, tallying up more than 12.4 million bed nights and "smashing" old records.

Marketing messages promoting regions outside of London appear to be yielding results also, with arrivals to Wales up 9% year-on-year and up 14.5% for Scotland.

VisitBritain launched its four-year "Countryside is GREAT" campaign as an evolution of its ongoing "GREAT" promotion in May last year (*TD* 13 May).

Marketing director Joss Croft said events such as Great Britain Tourism Week offer a platform for creating new conversations with the Australian travel industry.

"Tourism is an essential part of our wider success as a modern global economy, generating jobs and growth across Britain - and visitors from Australia are highly valuable to that growth."

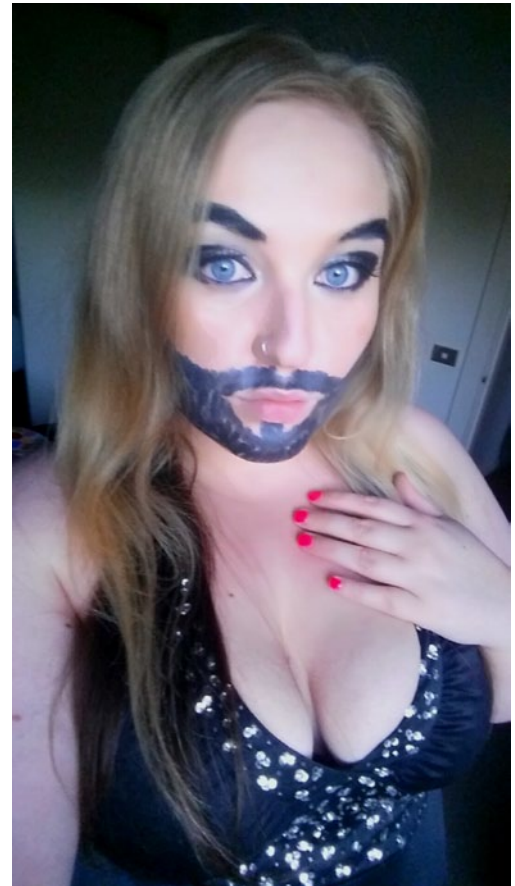
Travel Daily's first Conchita!

TD'S first monthly competition for 2015 is already off with a bang, courtesy of Rachael O'Grady, groups customer sales & service consultant with Emirates in Melbourne.

Rachael sent in her entry for the Eurovision-themed comp this morning, and we're sure everyone will agree it's a great effort.

Austrian Airlines, together with the Austrian National Tourist Office, is offering a seat on a global mega-famil to see this year's Eurovision Song Contest in Vienna, with the trip taking place 19-29 May.

To enter, you have to transform yourself into a Conchita Wurst lookalike, channelling the cross-dressing Austrian winner of Eurovision 2014 - for more details, see the competition box **below left**.



APT floating on Eyre

LUXURY tour operator APT has launched a new seven-day 4WD itinerary taking pax to explore the "natural floorshow" that is the flooding of Kati Thanda-Lake Eyre.

Thirteen departures of the 'Lake Eyre and Flinders Ranges' small group adventure, which also visits Port Augusta and Birdsville are available from Mar to May 2015, priced from \$4,495ppts.

US opening up Cuba

ONLINE travel metasearch site KAYAK has become the first platform to list flight and hotel info for US citizens to Cuba.

As trade and travel embargoes are gradually broken down, the number of airlines and tourism operators keen to represent Cuba continues to grow.

Currently, listings on KAYAK for flight options and 300 hotels are purely informational, with no live booking links able to be utilised.

Hualuxe set to debut

YANGJIANG and Nanchang have been named as the first two Chinese cities to receive the new Hualuxe brand of InterContinental Hotels Group.

IHG says it is on track to open 100 Hualuxe hotels over 15 years.

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.*

AUSTRALIAN BUSINESS & CONFERENCE TRAVEL

Corporate travel office in Sydney's CBD offering unique opportunity for experienced travel consultants to lease a desk. This will include:

- Access to GDS / travel reservation system
- Email
- Fully licensed IATA location with access to the office/building facilities
- Prestigious location
- Convenience of working your own schedule and earning your own commission on your bookings

Rates start from \$59.00 per day. To apply please email sales@abctravel.com.au or call Domenica on 02 9222 7777.

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.

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CORPORATE PERKS FOR TRAVEL EXPERTS!

CORPORATE TRAVEL CONSULTANTS

SYDNEY & CANBERRA – SALARY PKG \$60K + INCENTIVES

Work for this Global TMC and move your career into the fast lane! Working on a high profile account, you will be booking a mixture of domestic and international itineraries so no two days will be the same in this varied role. If you enjoying going the extra mile for your clients and you have 2 years corporate travel experience then look no further as this is the role for you. Great salary and incentives with ongoing career progression.

Find out more and contact us today!

THE MORE THE MERRIER!

GROUPS SPECIALIST

NORTH SYDNEY & CBD – SALARY PACKAGE UP TO \$60k

We have an abundance of group’s roles available throughout Sydney from retail to wholesale, cruise to premium sporting tours. Enjoy planning a full bespoke itinerary so not just flights, land products and logistics also safari experiences, cooking classes and hidden city tours. If you have travel groups exp, strong GDS and organisation skills, you will be rewarded with M-F hours only, an office closer to home & top famils/bonuses. Group’s gurus, we want to hear from you!

BIGGER AND BETTER THINGS AWAIT

LEISURE GROUPS TRAVEL CONSULTANTS

MELBOURNE – SALARY PACKAGE UP TO \$65K + (OTE)

This well-known travel company is now looking for a groups consultant to join their busy team. Moving away from face to face sales, you will construct group itineraries for travellers of 10 or more to overseas destinations for weddings, sporting groups and more! On offer is a generous salary with uncapped commissions, fabulous famils and incentive trips to be won and Monday - Friday hours ONLY! Do you have what it takes? If you have a min 2 yrs consulting experience, GDS Knowledge and a can do attitude –Call us now!

TOP ROLES OF THE WEEK

1 X CORPORATE CONSULTANT & 1 X RETAIL CONSULTANT

PERTH – SALARY PACKAGE UP TO \$65K (DOE)

This respected agency is growing in leaps and bounds and with business booming they now require an enthusiastic and experienced retail consultant and a senior corporate travel professional to join their team and service their long standing accounts. Using your years of experience you will service your clients to a VIP level and showcase your excellent international fares and ticketing knowledge. If you are an experienced travel consultant with 5 yrs experience and superior Sabre and SAM skills, don’t delay, apply today!

JUST WHAT YOU HAVE BEEN WAITING FOR!

RETAIL TRAVEL CONSULTANT

PERTH – SALARY PACKAGE UP TO \$55K (DOE)

Are you an experienced retail travel consultant that is passionate about selling travel? Stuck in a rut? In need of a change of scenery and career? This may be just the change you are looking for! Our client is looking for an experienced retail travel consultant to join their winning team. You will need to have a high level of customer service and have worked towards sales targets. In return you will enjoy the benefits of fantastic educationals, working with a fun loving team and a rewarding salary. Contact AA to find out more!

WANT A BETTER WORK LIFE BALANCE?

RETAIL TRAVEL CONSULTANTS

VARIOUS MELBOURNE – SALARY PKG UP TO \$55K (DOE)

These well-established agencies are now searching for experienced retail consultants to join their growing teams. Move away from the time wasters and brochure collectors and service discerning travellers with quality products. Servicing repeat and referral clients with their worldwide leisure holidays, no two enquiries are the same as you sell everything from tours, cruising, 5 star products and flights. If you have 2 yrs experience don’t wait any longer, take the first step in making the change you need today!

I LOVE IT WHEN WE’RE CRUISING TOGETHER

RETAIL CRUISE TRAVEL CONSULTANTS

BRISBANE – TOP SALARY PACKAGE \$45K - \$50K OTE

Experienced cruise travel consultants – this is your chance to be part of Australia’s largest specialist cruise agency. Come and work for a successful travel company where you will be booking cruises all over the world. Not only will you enjoy working in this modern office but you’ll earn a top salary package, enjoy superb travel discounts and famils plus be centrally based, close to shops and public transport. Previous exp as a cruise travel consultant is a must along with outstanding customer service skills. Apply now!

SHALL WE GO IN A GROUP?

GROUP TRAVEL CONSULTANTS

BRISBANE CBD – SALARY PACKAGE \$55K - \$60K OTE

Group Travel Consultants with corporate or leisure experience, we have opportunities you won’t want to miss out on! This award winning Travel Company is looking for Corporate and Leisure Travel Consultants with group experience to join their team. Enjoy a supportive working environment, excellent salary pkg, no weekend work and loads of industry benefits/discounts. Break away from boring itineraries and come and join the fun! Previous industry exp is essential. What are you waiting for? Apply now.



Are your referees doing you justice?

Read our latest inPlace Blog



Ben Carnegie

Senior Exhibition Mgr - Sydney

- ▶ Highly professional, Sydney based company
- ▶ A thoroughly experienced team to lead
- ▶ Salary to \$100K + super + bonus

Your chance to join a large events agency that is really successful is here! Don't start at the bottom, this time go straight to the top! If you're got recent extensive strategic management experience in the exhibitions mgt industry, then we want to hear from you!

This ever growing and changing annual event will have you in contact with all walks of life from the events industry. The purpose of the role is to drive sales and marketing strategy for the program whilst also creating a community around the annual event so it's not solely going to be focused on the last few days of the event but to also create a forum for industry colleagues to network, share ideas and learn.

Of course this position will require the flexibility to travel at times and the ability to combine the creative side along with high level strategic planning and budgeting. Don't miss out apply today!

Call Ben or [click here](#) for more details

Part time Luxury Travel Sales Rep - Sydney

- ▶ 50/50 Account Mgt & New Business Development
- ▶ Great step up for an experienced sales rep
- ▶ Salary from \$45K + super + incentives

Our client is an award winning travel wholesaler. They are currently seeking a Sales Rep to manage their extensive portfolio of agencies whilst growing the business.

Call Ben or [click here](#) for more details

Inbound FIT Travel Consultant - Sydney

- ▶ Stable Inbound company with low staff turnover
- ▶ Great team and supportive management
- ▶ Salary up to \$58K + super DOE

Boasting high staff retention this agency is seeking an inbound FIT consultant to join their specialist team. You will be handling agents in the UK & Europe markets.

Call Sandra or [click here](#) for more details

Corporate Account Manager - Sydney

- ▶ Salary from \$90K + super + incentives
- ▶ 100% Client relationship management
- ▶ Clients located across the country

As a Senior Account Manager your objective is to retain all existing clients whilst developing ongoing travel mgt programs that are financially beneficial to both parties.

Call Ben or [click here](#) for more details

Team Manager - Domestic Tour Desk

- ▶ Based in Adelaide Airport
- ▶ Domestic destinations, tours and attraction sales
- ▶ Salary to \$50K + super + uncapped commission

A newly created position starting up a brand new Tour Desk at Adelaide airport, you will be heavily involved in the initial set up of the Tour Desk & then sourcing staff & daily ops.

Call Ben or [click here](#) for more details

Global Online Travel Tour Agent - Night Shift

- ▶ Sydney CBD \$46K pkg (7 Nights on/ 7 Nights off)
- ▶ Work every 2nd week!
- ▶ The perfect life balance with no hard sales!

Forget booking flights & accommodation, this role deals only with the best parts of anyone's holidays - the tours! Mid March start. Day & evening roles may also be available.

Call Ben or [click here](#) for more details

WIN a trip to **Meet South Africa**

Register and complete the South Africa Specialist program before 31 March 2015 to be in the running.

»»CLICK HERE

for more details



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A STAR ALLIANCE MEMBER 



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