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Monday 9th February 2015



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QF America fares revamp

QANTAS will implement "seasonality improvements" for its fares to North and South America this week as part of the international fare review flagged late last month (**TD** 27 Jan).

The changes will see North American Economy seasons reduced from three to two, and all seasonality will be removed from Premium Economy fares.

For South America, Premium Economy and Economy seasons will be reduced to just a high and a low season.

GDSs will be updated to reflect the move effective 12 Feb.

On the same day, Qantas will also implement the first stage of its "fuel surcharge review," with tariff reductions effective for all tickets issued in Australia on/after 12 Feb 2015 on routes which are not part of the joint Qantas/

Emirates network.

The international tariff structure review announced last month will see a gradual absorption of fuel surcharges into base fares, as part of QF's response to pressure from the ACCC and consumer groups in the light of plummeting fuel costs.

According to the Qantas agent website, fuel surcharge reductions will vary by route and cabin, but average around 14%.

Tickets requiring reissue on/after 12 Feb 2015 will be reassessed at the date of the change.

Qantas has confirmed that IATA base commissions will continue to be payable on the published base fare and fuel surcharge levels "and we will work closely with travel agents through a structured review to discuss what the changes mean for them".

Today's issue of TD

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

- AA Appointments jobs
- Travel Trade Recruitment
- Corporate Traveller job ads
- Rail Plus

Rail Plus Canada trip

RAIL Plus, in conjunction with Via Rail and Fairmont Hotels & Resorts, is offering travel consultants the opportunity to win a trip to Canada - for details, see the **last page** of today's **TD**.



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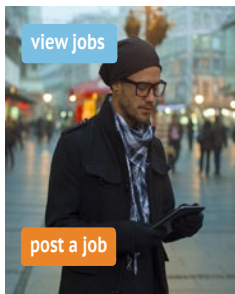
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QTIC networking

THE Queensland Tourism Industry Council will host a networking breakfast at the Queensland Museum on Thu 26 Feb, including a presentation from Nick Gray of Museum Hack. Register at www.qtic.com.au.

JETMAX adds Scoot API

TRAVEL agents using BYOjet's JETMAX white label platform are now able to offer full inventory on Singapore Airlines' low-cost offshoot Scoot, via a new direct API connection.

The company says it's the second OTA in Australia to successfully complete the connection to Scoot, "demonstrating the company's innovation and willingness to work with partners to advance the platform".

BYOjet says the link gives live pricing and availability, with advantages including an increase in booking revenue and decrease in ticketing costs.

Scoot is providing BYOjet with access to its 'morning glory Tuesday' special deals as well as last minute inventory, along with more luggage options and new auxiliary services.

"Accessing the direct Scoot connection has been an extensive process of negotiation and development," BYOjet chief

executive Lenny Padowitz said.

He said the integration also ties in with the recent launch of the company's Singapore website and being granted IATA accreditation in Singapore (TD 02 Feb).

"Singapore is one of Australia's largest inbound tourism markets, and the direct access to Scoot's booking system offers a great opportunity for BYOjet to offer travellers in both countries low-cost flights back and forth."

Scoot gm Australia Dennis Basham told TD Wotif Group is the other local OTA with a direct link, with others in the pipeline.

MEANWHILE Disruptive Investment Group, the parent company of BYOjet, this morning placed its shares into a trading halt "pending an announcement regarding a potential capital raising by way of a placement".

BA premium bargains

DISCOUNTED First and Club World fares with British Airways to London, Europe and Singapore are on sale until 16 Feb, for travel up until 30 Nov.

Prices to London start at \$7,438 in Business Class (Club World).

EUROPE RIVER CRUISING 2016 PREVIEW

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FREE CABIN UPGRADES*
NO SINGLE SUPPLEMENTS*

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Baillie looking at Vic

BAILLIE Lodges is looking at sites on Victoria's Great Ocean Road, with ceo James Baillie saying the region is "crying out for a high end luxury lodge".

According to a report in today's Australian, Baillie is also continuing to look for suitable Sydney CBD sites after dropping plans for a project in The Rocks due to red tape and high costs.

SQ yields improve

SINGAPORE Airlines has recorded a S\$203m net profit for the three months to 31 Dec, with passenger yields up "despite intense competition".

Operating profit was S\$143m, down \$8 million, with the overall result assisted by a \$56m "exceptional gain" due to a reassessment of the carrying value of Tiger Airways which is now a subsidiary of SIA.

Yields improved 2.7%, with passenger revenue up 2.1% despite a small dip in traffic.

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02 9231 2825
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www.aaappointments.com.au

itravel Carlingford ready to roll



INDEPENDENT travel retailer itravel has expanded its reach in NSW, today opening its newest office in Sydney's north western suburb of Carlingford.

itravel Carlingford is managed and owned by mother-daughter duo Sue and Emily Todorovski and is the group's 17th office.

Sue was one of itravel's original

mobile agents, having joined the company six years ago from her previous retail role, but with an ever increasing database has established her own store to better service clients, md Steve Labroski told *Travel Daily*.

Pictured from left are Sue and Emily, with consultants Ellese Mason and Nicky Chadwick.

German apt strikes

LUFTHANSA is warning pax of flight disruptions today at airports in Hamburg, Hannover & Stuttgart in Germany due to strike action by security personnel.

Passengers should expect longer waiting times at security checkpoints and restrictions of air traffic, Lufthansa said.

The German Star Alliance carrier has cancelled 18 flights across its network operating to or from the airports in preparation for delays.

Canberra goes online

BRAND Canberra has launched a new website at canberra.com.au to promote the opportunities to study, visit, work, live and play in the nation's capital.

The portal features a library of photos & videos which showcase the War Museum, Questacon, Parliament House, Lake Burley Griffin, the Australian Institute of Sport, National Gallery and more. See www.canberra.com.au.

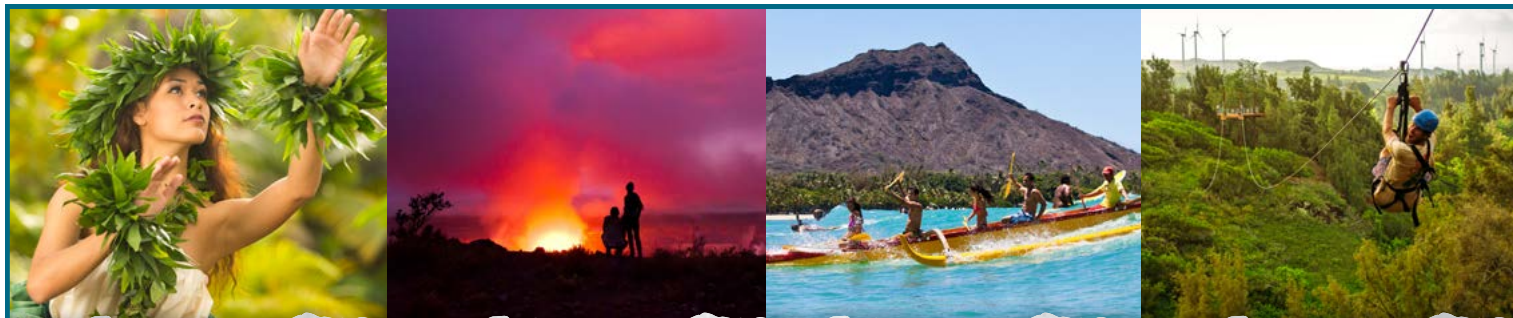


Window Seat

IT MUST be miserable being a baggage handler in the snow - so who can blame the ground staff at Dublin Airport for their intriguing creativity (**below**).

The weary, wet staff created a childish artwork on the tarmac - and to its credit the carrier also responded creatively to customer complaints about the gigantic phallus in the snow.

"While our ground crew excel at industry leading 25 minute turnarounds, art isn't their forte," a formal statement from Ryanair said, adding: "They've clearly forgotten to draw wings on their snow airplane."



AGENTS OF ALOHA

Win a spot on the ultimate Hawai'i famil!

Hawai'i Tourism Oceania, in partnership with Hawaiian Airlines, are offering four travel agents an incredible opportunity to take part in the ultimate journey across the Hawaiian Islands.

We are seeking outgoing and adventurous travel agents, who don't mind being in front of the camera, to enjoy an exclusive famil from 17th-31st March 2015. The lucky travel agents will explore Hawai'i's four main islands and experience the destination's diverse natural beauty, unique culture, world class cuisine and legendary aloha spirit.

To win a spot on the ultimate "Agents of Aloha" Hawai'i famil please submit your video entry at www.alohadownunder.com.au. Full details and terms and conditions can be found on the website.



Photo: Polynesian Cultural Center & Climbworks.

Germany visits soar

NEW visitor arrival data from the German Federal Statistical Office shows the country has seen a 4.6% year-on-year influx in overnight stays for the period from Jan to Nov 2014.

German National Tourist Board ceo Petra Hedorfer said based on current figures, the country last year achieved a fifth consecutive year of growth.

The firm said Australian visitor numbers have increased 1.9% during the 11-month period, with more than 660,000 overnights.

NSW events deliver

A PACKED calendar of events in NSW in 2014 delivered a 9% year-on-year increase in visitor spend of more than \$510 million, Destination NSW has announced.

Over 130 sporting, cultural and lifestyle events were held in the state last year, with NSW Deputy Minister for Tourism & Major Events Troy Grant highlighting the Major League Baseball Opening Series as a major drawcard.

Staggs to Disney coo

THE Walt Disney Company has announced the promotion of 25-year Disney veteran Thomas O. Staggs to chief operating officer.

Currently chairman of Walt Disney Parks & Resorts, Staggs will jointly jump into the coo role effective immediately while a replacement is identified to lead the Parks & Resorts division.

Staggs has overseen the development of Shanghai Disney Resort & the new Avatar-themed land at Disney's Animal Kingdom in Florida.

CNNTravel.com pact

TRIPADVISOR has formed a first-of-its-kind partnership with CNN International which will integrate reviews and ratings in real time on CNNTravel.com.

Content readers will be able to book hotels mentioned in CNN Travel articles via TripAdvisor user reviews, photos and maps of featured restaurants, bars and other landmarks.

TNZ appointment

TOURISM New Zealand has announced the appointment of Bjoern Spreitzer to the position of general manager Americas and Europe based in Los Angeles, replacing Gregg Anderson.

New APT guide for Waitangi Day



APT has released its 2015/16 New Zealand brochure into the market, headlined by a new 'Great New Zealand Rail and Cruise Experience itinerary'.

The 16-day itinerary gives guests a taste of both the North and South Islands with eight separate rail experiences and an overnight Ipipiri cruise in Auckland.

Rail adventures include the TranzAlpine, Seaside Train, the Glenbrook Vintage Steam Train, Northern Explorer and more.

The rapidly growing program now features ten itineraries such as the popular 18-day Royal Tourer which traverses the rugged country from north to south.

Six SuperDeals are in market

including Fly Free and Companion Fly Free along with Earlybird savings of up to \$1,800 per couple for bookings made by 31 Jul.

Pictured above from left with the new guide is Mary Molloy, Maureen Styles and Hayley Harris from APT's product team.

Fraser Place incentive

EVENT organisers are being tempted to book groups at Fraser Place Melbourne with a \$500 Emporium Melbourne shopping voucher reward when booking a minimum spend of \$6,000.

Groups must be booked and confirmed by 31 Mar for stays up until 30 Sep - call (03) 9669 6811.

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A state of wonder awaits in Utah



REPRESENTATIVES from the US state of Utah spent last week in Australia meeting with and showcasing its variety of natural wonders to the local trade.

Outdoor adventure enthusiasts are spoilt for choice in Utah, with 43 state parks and a variety of the nation's most famous national parks such as Zion National Park open for exploration.

Aside from a direct flight into Salt Lake City, Utah is accessible in a two-hour drive from Las Vegas, making a visit easily combinable with the action of Sin City.

The outdoors is the basis of Utah's tourism industry, with hundreds of summer hiking trails which become ski havens as the snow falls for winter.

Australia is already the number one overseas ski market for Utah, with the winter industry driven by a whopping 13 metres of snowfall received each year.

"Every turn of your head, you'll see something different," Karen McCardle of Utah representation firm Canuckiwi said.

Visitors can make the most of their time with the purchase of The Trip Pass, which allows access to Deer Valley, Canyons and Park City, a short drive from Salt Lake.

Golf is another major boon for tourism in Utah, with plenty of courses accessible year-round.

Utah has also served as scenery for some classic films including *Butch Cassidy and the Sundance Kid*, and *Forrest Gump*.

Plenty of unique activities can be found in Utah, such as sheep-riding in Bryce Canyon, with kids kitted out with a helmet and vest able to win a big prize if able to hold their own atop a bucking ram for eight seconds.

Travellers more attuned to the city will still find a wide variety of shopping opportunities, backed by a plethora of restaurants.

Utah is a destination made for travellers moving around the state in their own vehicle or motorhome, however also offers a wide range of accommodation for those keen to stay in one area.

For a selection of short promotional videos showcasing the state of Utah, **CLICK HERE**.

Pictured above from left is Joanne Motta, Utah Office of Tourism; Raelene Davis, Ski Utah; Karen McCardle, Canuckiwi; Joyce Kelly, St George Convention and Tourism; Caroline Brunel, Park City Utah & Bill Scoffield, Garfield County and Bryce Canyon.

Six Senses on mobile

UPMARKET wellness spa resort brand Six Senses has launched a new, mobile optimised website allowing guests to book their chosen resort via a smartphone.

The site includes links to social media, interactive maps and photo galleries of resort facilities.

UA 787-8 MEL one-off

UNITED Airlines is operating a one-off Boeing 787-8 *Dreamliner* flight (instead of the -9) between Los Angeles & Melbourne today, with the return service using the aircraft on tomorrow's flight.

15min flight tracking

IATA has thrown its weight behind a recommendation of the Int'l Civil Aviation Organisation (ICAO) that aircraft adopt a new standard to report their positions every 15 minutes in remote areas.

The move is in response to the still-missing MH370 aircraft.

NSW China portal on

DESTINATION NSW has launched a new promotional website in China showcasing 150 experiences on offer in the state.

The new Sydney.cn portal is written in traditional & simplified Chinese and is backed by galleries of images showcasing city icons such as the Sydney Harbour Bridge, Opera House and more.

Regional areas including the Hunter Valley, Blue Mountains, Byron Bay, Port Macquarie and Central Coast are also featured.

Users can put together bucket list itineraries, travel plans and learn about local wildlife, food and wine, shopping & attractions.

Hosted in China to allow faster download speeds, the site has been optimised for mobile views.

launch your career

AIR NEW ZEALAND

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Air New Zealand Sales is at the heart of the business and plays a critical role in the company's overall commercial success. Our Australian connections are a great opportunity to bring friends closer as Western Australia and New South Wales continue to be a key markets for Air New Zealand.

These roles will lead and own business acquisition strategy and account management plans for these regions. You'll join a great sales team that is well respected within the industry to champion our brand, manage marketplace performance whilst driving Air New Zealand's profitability and competitive offering. You will target business growth and have the discipline to execute the competitive plans to market.

Critical to this position is the need for a wide reaching travel industry network along with the ability to leverage your commercial account management expertise. You will ideally have a minimum of 5 years' travel industry and a reputation to be proud of in the industry.

It is a given that you will have outstanding relationship skills, coupled with solid influencing and negotiation skills, to quickly establish strong working relationships with our key internal and external stakeholders.

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To be considered or for more information, visit our careers website and apply online <https://careers.airnz.co.nz/?job=109138TDA> (WA role) and <https://careers.airnz.co.nz/?job=109560TDA> (NSW role).

Applications close: Sunday, 15th February 2015.

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TSV int'l flight ready

QUEENSLAND Airports Ltd is in talks with international airlines to secure the first foreign carrier to operate direct services into Townsville after the airport was approved to support regular international flights from 01 Mar.

Minister for Infrastructure & Regional Development Warren Truss said opening up TSV to int'l traffic will boost tourism numbers to Northern Australia.

Truss said talks with a couple of airlines have been "positive".

Devils Marbles wi-fi

THE Northern Territory Govt has activated a free wi-fi service at Karlu Karlu (Devils Marbles) - the Territory's third tourist focal point to offer the service following trials in Litchfield National Park and Watarrka (Kings Canyon).

NT Chief Minister Adam Giles said the initiative will allow locals & visitors to instantly upload happy snaps on social media platforms to promote the destination to friends globally.

"It's well known that people share more photos when they're able to do it instantly rather than having to wait until they get to the next destination with coverage, so this free wi-fi means more opportunities to promote the NT," Giles said on Sat.

MPs address fuel concerns

AUSTRALIA'S Tourism Ministers and tourism industry leaders have united to call on more airlines to pass on oil price reductions for the benefit of the tourism sector.

Together with the New Zealand Government, a meeting convened in Sydney last Fri discussed the progress towards the country's *Tourism 2020* strategy which aims to boost Australia's overnight visitor expenditure to between \$115b-\$140b by 2020.

Participants at the meeting included the Tourism & Transport Forum, National Tourism Alliance, the Australian Regional Tourism Network and the Australian Tourism Export Council.

Ministers applauded the "positive steps" taken by "one or

two airlines" to address passing on fuel savings to customers but urged "much more needs to be done," a statement said.

Last month, Virgin Australia said it was axing its fuel surcharges between Australia and the USA and likewise Qantas on its int'l flights, with levies to be absorbed into the carriers' base fares.

During the meeting, Australia's Federal Minister for Tourism Andrew Robb highlighted a range of recent successes to support the tourism industry, including the trebling of aviation capacity with China through a new air services agreement between Australia and China (*TD* 23 Jan).

New Zealand Associate Minister for Tourism Paula Bennett noted the 'interconnectedness' of the New Zealand and Australian tourism industries, noting the joint venture initiative in relation to the single visa available to foreign visitors planning to attend the ICC Cricket World Cup being hosted in both nations this year.

CZ Guangzhou transit free accom & tours

CHINA Southern Airlines is promoting complimentary accom and tour packages for guests transiting in Guangzhou.

The carrier's website indicates the indefinite promotion is valid to Australian customers travelling on China Southern Airlines or its affiliates (eligible Chongqing Airlines & Xiamen Airlines flights) which transit in CAN for longer than 6hrs or transit overnight.

Complimentary accommodation at a 4- or 5-star hotel is available to First Class, Business Class and China Southern's Sky Pearl Club Elite Plus customers when transit time is longer than 8 hours but shorter than 48 hours.

Premium Economy & Economy Class pax can also take advantage of free transit accommodation at a 3-star hotel.

Further, CZ pax can take a free tour of Guangzhou - for full details on the offer, **CLICK HERE**.

HRG Yara contract

HOGG Robinson Group (HRG) has won the contract to deliver a global travel management and technology solution for Yara.

HRG will deliver a tailored and flexible program across 50 markets for the company which delivers solutions for sustainable agriculture and environment.

The three-year deal will see Yara implement the HRG Insight platform which offers interactive mapping and reporting tools.

Principal into Design

DESIGN Hotels has added the 76 room and suite 5-star Principal Madrid to its collection in the Spanish capital, Unico Hotels group's flagship property.



Destination NSW

Manager, Sector Development

- Opportunity to work for Destination NSW
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- Sydney CBD Location – The Rocks

About the Organisation:

Destination NSW is a NSW Government statutory authority with responsibility for devising and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

Destination NSW is headquartered in Sydney, with offices and representatives in Singapore, Shanghai, Chengdu, Seoul, Hong Kong, London, Los Angeles, Auckland, Tokyo and Mumbai.

About the Role:

The Manager, Sector Development is a key senior leadership position in Destination NSW's Destination Development Business Unit. The role is responsible for strategic planning, stakeholder relationships and project management of programs that contribute to the development and marketing of NSW products, experiences and destinations within specific sectors including Cruise, Food and Wine, Youth and Aboriginal Tourism.

The role requires a senior manager with demonstrated experience in Sector Development and high level project management skills to establish, manage and maintain strong working relationships with industry/sector stakeholders and partners including Industry Associations, Regional Tourism Organisations, tourism operators and commercial partners.

How to Apply:

Please submit your application including a cover letter specifically addressing the following two targeted questions below and a resume demonstrating the capability and experience required to fulfil the role via [Jobs NSW](#). This role is also advertised on the Destination NSW corporate website.

1. Demonstrate your previous experience and extensive knowledge in working collaboratively with tourism industry stakeholders, particularly in relation to Cruise, Food and Wine, Youth and Aboriginal Tourism
2. Demonstrate your planning and project management expertise and proven experience in developing processes and systems to monitor project performance.

Closing date: Sunday 15 February 2015

Enquiries: Julie Bishop, Group Director, Destination Development, on 02 9931 1134 or julie.bishop@dntw.com.au

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

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Songstress delights on the sails

SYDNEY enjoyed a taste of Austrian culture under the stars last week as a simulcast of a sold-out performance of 'Visions of Vienna' was splashed on the sails of the Sydney Opera House for the world to witness.

Guest soloist and star of the Vienna Volksoper Elisabeth Flechl, backed by guest conductor Ola Rudner and the Sydney Symphony Orchestra stunned the crowd with her stunning renditions.

More than 3,000 Sydney-siders watched from the foreshore of Sydney Harbour, as did viewers from 54 countries via global webstream.

Pictured among the crowd watching the show on the sails was director of the Austrian National Tourist Board Astrid Mulholland-Licht & Vienna Tourist Board md Norbert Kettner.



Clean up in Broome

AURORA Expeditions is offering a Broome Experience extension free-of-charge for pax booking one of its Kimberley Coast sailings from Broome to Darwin by 28 Feb.

Valued at \$700 per person, the package includes a stay at the Cable Beach Hotel & Spa and a variety of local touring options.

Packages can be taken before or after the cruise depending on the direction of travel.

Departures ex Broome are set for 15 Jun & 06 Jul, and ex Darwin on 26 Jun, priced at \$7,590ppts.

BW bowls cricket deal

GUESTS booking participating Best Western properties in Australia and New Zealand for the Cricket World Cup can enjoy 20% off nightly rates in a new promo.

Valid for stays until 31 Mar, the offer can be availed by using the codeword "cricket" when booking at bestwestern.com.au/cricket.

Jet Air back to black

A TURNAROUND strategy at Indian carrier Jet Airways is now yielding results, with the first quarterly profit since Dec 2012 announced this morning.

The Etihad equity partner saw a 10.4% jump in passengers carried for the quarter from 5.3m to 5.8m, with average load factors up 5.2% to 82.1% and a 93% jump year-on-year in codeshare traffic.

QF details MU pact

QANTAS says it is yet to engage in discussions with China Eastern regarding "specific opportunities" for joint procurement of goods and services under its proposed alliance with the Chinese carrier.

Responding to the Australian Competition & Consumer Comm's request for more information on the planned venture, Qantas said joint procurement "is an area of coordination that will evolve" should the proposed conduct receive a green light.

QF said as an "initial step", the applicants have identified in-flight catering and goods & services, lounges, logistics, airport charges, ground handling and more as potential goods & services where there could be cost savings.

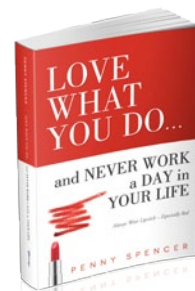
The 14-pg submission contains a number of redacted confidential comments relating to earnings and passenger revenue on routes between Sydney and Shanghai.

Details of QF's top 10 corporate customers on the route & details on consumer preferences for int'l airlines operating to or from China were also blanked out.

Separately, QF outlined to the ACCC that the enhanced frequent flyer benefits of the MU alliance would include priority check-in and boarding, lounge access and additional checked baggage allowance for eligible members.

The ACCC is expected to hand down a draft determination on the proposed alliance by Mar.

WIN PENNY SPENCER'S NEW BOOK



Entrepreneur and businesswomen, Penny Spencer gives an honest account of what it takes to build a successful business and brand. Filled with advice, this book details Penny's personal experiences that have led to the growth of her company and her profile, including lessons learned and mistakes made along the way.

To win a copy of Penny Spencer's book, be the first person from NSW or ACT to send the correct answer to the following question to:

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What is the name of Penny's company?

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

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

Applications should be sent to sam@philippineairlines.com.au by Wednesday 18th February 15.

Travel Technology Support

World Travel Professionals is looking for a talented individual to join our dynamic team in Brisbane.

If you have an interest in travel technology and have travel agency or wholesale experience using a GDS (Amadeus preferred) along with a working knowledge of mid/back office systems, this could be the job for you.

Experience with online bookings systems and a background in technology is a distinct advantage, along with the ability to present, implement and support technology solutions.

In return for your knowledge, creativity and professional skills, we offer a great working environment, an excellent salary and the opportunity of working with one of Australia's leading travel management companies.

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Amanda Barratt
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Email: amanda.barratt@worldtravel.com.au



Counsellors into WA

HOME-BASED agent network Travel Counsellors has expanded into Western Australia with its first franchise operation launching in the state last week. The launch followed a record start to 2015 for the company as it achieved its highest single day of sales in history at \$5.54 million. Travel Counsellors marked the expansion into WA with an event at Fraser's Restaurant in Perth attended by company management and key suppliers. News of the expansion into WA spread fast, with four more new Counsellors subsequently signed.

Ireland green bowled

TOURISM Ireland has signed to sponsor the Irish cricket team for the upcoming ICC Cricket World Cup, with its logo to feature on the playing kit of the squad. TI Australia managing director Diane Butler says the tie-up will showcase the appeal of Ireland over the high-profile tournament.

B6/FI codeshare deal

ICELANDAIR has signed a new codeshare deal with US low-cost carrier JetBlue Airways, focused on the two carrier's gateways of Reykjavik, Boston and New York. Combined ticketing and luggage transfer forms part of the bilateral deal and builds on an existing interline deal forged in 2011. JetBlue will place its B6 code on 15 Icelandair routes between the US and Europe, through Reykjavik while the FI code will be added via Boston and New York to 14 destinations across the US.

ANW leader change

AUSTRALIA'S North West Tourism chairman and former WA Senator Chris Ellison will step down from the role this month following his five-year term. Leading the organisation's board since leaving the Australian Senate in 2009, Ellison will be replaced by former Qantas state manager for WA Ian Gay. Ellison said that despite many challenges, the region's tourism industry had "punched above its weight" during his term. "The operators in the North West offer some of the best tourism experiences in Australia, and it is the professionalism they show that has made the job of promoting the region so much easier."

Jumeirah earlybirds

TRAVEL industry staff heading to London can enjoy 50% off the Best Available Rate under new earlybird deals released by high-end hotel group Jumeirah. Valid at the Jumeirah Carlton Tower & Jumeirah Lowndes Hotel, agents are required to show proof of industry employment at check-in to avail the offer. Industry deals are also available in Dubai at the Jumeirah Zabeel Saray, with rooms priced at AED660 (A\$231) per night for stays from 10 May-30 Sep - email jctreservations@jumeirah.com.

Avianca Airbus deal

COLOMBIAN carrier Avianca has inked a Memorandum of Understanding with Airbus for 100 A320neo family aircraft. The provisional order is worth over US\$10.6 billion at list prices. Avianca's current fleet consists of over 140 aircraft including 10 A330, five A321, 54 A320-200 and 25 A319-100 aircraft.

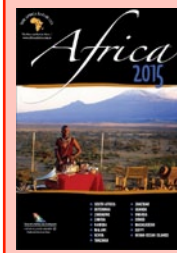


Brochures of the Week

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.



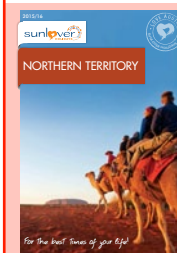
Collette - Worldwide Escorted Tours 2015-2016
The official launch of Collette back into the Australian market will take place later this week, but the trade can already get its hands on a copy of the escorted touring firm's new guide for the local market. The family-owned firm's variety of coach touring, garden themed itineraries, cruising and city stays around the world across all seven continents is featured, with pricing in AUD. At a whopping 219 pages, the guide encourages readers to find the BIG moments they want to have on tour.



The Africa Safari Co - Africa 2015
Exciting safari options across the continent feature in the new guide from The Africa Safari Co, spread out over 132 pages. New hotels and resorts from which to select have been added, along with a brand new Family Safari Adventure encompassing 12 days. This takes in Sun City, Kruger National Park and Cape Town. A Ladies Only itinerary also makes its debut, along with a trip to East Africa in time for the Great Wildebeest Migration. Hotels have also been added in Mauritius, Madagascar and Zanzibar.



Infinity Holidays - Japan & South Korea 2015/16
Both solid sellers last year, the Japan and South Korea range offers 14 new hotels in Tokyo, Osaka, Kyoto and Seoul. Both destinations are evenly showcased with comprehensive product spreads. Travellers can choose from a few specially designed independent itineraries or put together their own with lots of quality hotels on which to build a base. The Young & Fun sub-genre describes plenty of activities to get the heart and mind racing, with plenty of imagery to fuel the mind with holiday ideas.



Sunlover Holidays - Northern Territory 2015/16
Covering the vast expanse of land between Central Australia all the way to the Top End, the new guide to the NT from Sunlover offers an extensive range of touring and FIT options. The guide offers tips on how to maximise a visit, see all the major highlights yet still stay out of trouble with local wildlife is an important inclusion. Self-drive packages have been put together ranging in length from 4-8 days, while new hotel and day tour product in Darwin, Kakadu and Alice Springs also features.

Phil Hoffmann
travel

Travel and Cruise Consultants (Adelaide, South Australia)

Phil Hoffmann Travel is a South Australian family owned business employing over 200 South Australians operating from 10 branches throughout the state, and is 10 time winner of the prestigious NTIA award 'Best Travel Agency in Australia'. We are looking for experienced travel and cruise consultants dedicated to delivering outstanding customer service and with a proven sales record to join our vibrant team.

To learn more about this opportunity and Phil Hoffmann Travel please go to <http://www.pht.com.au/positions-available.asp>

1 x Key Account Manager

1 x Account Manager



FCM
TRAVEL SOLUTIONS

Opportunities Based in North Sydney

FCM Travel Solutions is the well-respected flagship corporate brand of the Flight Centre Travel Group. FCM is the first Asian-Pacific based global travel management company and the largest corporate travel brand based in Australasia.

With the award for Australasia's Leading Business Travel Agent for the last three years at the World Travel Awards, plus massive growth - there are plenty of exciting opportunities to move into corporate travel and join the industry leader.

Apply for our Key Account Manager role: <http://applynow.net.au/jobs/F162186>

Apply for our Account Manager role: <http://applynow.net.au/jobs/F148997>

TravelEdge are the champions



INDUSTRY awards are usually won through excellence in one's work, however business travel management firm TravelEdge also claims them on the football pitch. The TravelEdge Titans is the name of the firm's soccer squad, which engages in competitive action with other local businesses after work knocks off for the day.

Ascott into Istanbul

SERVICED residence operator The Ascott Limited has signed a deal to manage its first property in Turkey, taking its global reach to now encompass 25 countries. Operated under its Somerset brand, Somerset Maslak Istanbul will offer 159 apartments is slated to open in 2016 built within a burgeoning commercial district.

QR African proposals

QATAR Airways has flagged a proposal to expand its South African routes to incorporate an extension service to Durban using its Boeing 787 *Dreamliner*. Flight numbers and timings have not been detailed as yet, but the tentative plan calls for an increase of JNB services from ten weekly to twice daily beginning 17 Dec.

JFK popular on CZ

CHINA Southern is significantly expanding its Guangzhou to New York route over the summer peak, jacking up frequencies from four to ten weekly, effective 23 Jun.

In a close and hard-fought game, the Titans edged out the Australian Stock Exchange in their latest Grand Final six goals to four at King George IV in The Rocks. The team has now won three of their last six finals and is clearly a force to be reckoned with in the corporate football arena.

Pictured above with their new silverware is the team, made up of Corinne Wright, Daphne Driessen, Captain Sunil Tikaram, Lisa Caldwell, Shaun Kavanagh and Alan Safranko.

Tours with My Mates

A NEW all-inclusive yet budget tour firm has begun operations of its coastal and inland experiences departing from Sydney. My Mates Tours offers three northbound itineraries from the NSW capital, with a three-day and four-day product which can be combined into a week-long trip. My Coastal Discovery, My Bush Bash and My Ultimate Aussie Adventure include accom, meals, a welcome pack and free wi-fi on the coach throughout. Tours head to the Gold Coast before returning to Sydney - see www.mymatestours.com.

HHonors credit spend

HILTON Worldwide loyalty program Hilton HHonors and Macquarie have joined to launch a new Platinum credit card. New approvals will earn 20,000 Hilton HHonors points as a signup bonus on their first purchase made before 31 Mar. Perks available to cardholders include free nights at Hilton's 12 global accom brands, automatic HHonors Gold status, FOC space available room upgrade, internet access in-room and more.

Outrigger child mind

FOUR days free child nannying is available along with three free nights accom in a new tactical deal in the market from Outrigger On The Lagoon in Fiji. The property has a team of 30 qualified nannies catering for kids from six months to 12 years, with the seven-night package priced from A\$1,196 for stays to 20 Dec.

Bullet train extension

JAPAN'S iconic Bullet Train will open a route extension from Mar, with the Nagano-ShinKansen line to continue through to Kanazawa. Rail operators will deploy brand new E7 trains, capable of reaching 260kph on the route. Bullet train service to Hokkaido will also begin from Mar 2016, with a new route linking northern Honshu with southern Hokkaido.

Faces of the Globe

ADVENTURE World is giving away seven Olympus travel cameras in a new 'Faces of the Globe' photography competition. Travellers are being encouraged to upload images of extraordinary people they have met on their global travels who exude culture and the essence of a destination. Entries can be submitted via Facebook or on Twitter using the hashtag #FacesOfTheGlobe and must be uploaded by 10 Apr. Camera prizes are valued at \$1,899 each, with winners announced from 16 Apr - details at www.adventureworld.com.

New Enticing client

SALES and marketing activity of Cambodian luxury villa property Knai Bang Chatt in the Australian market will be handled by EnticingAsia, the firm has advised. Knai Bang Chatt is located in the town of Kep, on the southern coast of Cambodia and offers 18 garden or sea view rooms.

IHG grows in Pattaya

INTERCONTINENTAL Hotels Group will open a new Holiday Inn Express in the beachfront tourist town of Pattaya. The 240-room newbuild will be the first of the brand to debut in Pattaya, will be located in the centre of the tourist hub and is slated to open to guests in 2017.







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.*

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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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

SEO/SEM CHAMPION REQUIRED

MARKETING SPECIALIST

CENTRAL SYD LOCATION – EXECUTIVE SALARY

This award winning travel company is looking for a marketing extraordinaire. The role has a broad spectrum but will focus on online, analytics, EDMs and database management with SEO/SEM experience essential. This is your chance to showcase your skills and move to a company that continues to grow and can offer ongoing career advancement and progression. Don't miss this outstanding opportunity to be part of an exciting phase of growth!

* 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

PRODUCT MANAGER

SYDNEY CENTRAL – EXECUTIVE SALARY

Looking for a challenging new destination to market? This global travel company is seeing huge growth and is somewhere you want to be! Come on board as their Product Manager and demonstrate your ability to negotiate contracts whilst creating demand through planning, contracting and pricing. This is a great opportunity to kick start your new year.

YOU'RE SO HOT RIGHT NOW!

BUSINESS DEVELOPMENT MANAGER

SYDNEY – EXEC SALARY WITH 110 OTE

Are you experienced in sales and can you hit the ground running? Make your mark securing new business! These fantastic new roles are a great opportunity to get ahead with a market leader. Your experience in sales has given you the skills in developing leads, building relationships and signing up valuable new business. If you are hungry for success and career progression this company will offer you all that and more so apply now!

* NEW ROLE *

ACCOUNT MANAGER / BDM

MELBOURNE – SALARY POTENTIAL TO \$100k

Continuously seeing growth in their corporate travel arm, this global travel company is seeking a motivated business development manager with account management experience 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.

MOVE THIS BUSINESS FORWARD!

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.

SALES SAVVY?

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.

PACIFIC PRODUCT SPECIALIST

PRODUCT MANAGER/TEAM LEADER

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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www.aaappointments.com.au



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Travel Consultant

Gold Coast, OTE\$60K+, Ref: 1551PS1

Are you a sales guru with strong fares & GDS knowledge? Have you built your skill set to a level where you can work autonomously within a team environment? This award winning agency are offering a real work life balance where you'll even get your lunch breaks back! Suited to target oriented consultant who is solution focused, I.T savvy and is adaptable to a changing environment. Experience of working to targets & strong product knowledge required. Excellent career progression opportunities!

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

Corporate Travel Consultant

Sydney \$50-\$57K DOE, Ref: 1531SZ1

My client is seeking a professional and experienced Corporate Travel Consultant to be apart of this nationally reputable company. Working with some of the biggest accounts, you will need to have a brilliant work ethic! The ideal candidate will have strong GDS experience, preferably Amadeus, a can do, self motivating attitude and efficient with great time management skills!! The office is open from 8am – 6pm, rotating roster Monday to Friday. Apply now for an opportunity not to be missed!

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

Travel & Cruise Consultant

Melbourne, \$45-\$55K, Ref: 1569MD1

Our client is seeking a new, well seasoned travel and cruise consultant to join their boutique travel team in the south eastern suburbs of Melbourne. You will be focusing on great customer service to ensure repeat business. Located on a busy street in a lovely area and servicing well travelled and knowledgeable clients, Monday to Friday Hours with one Saturday every 3 weeks, opportunity to lead travel famils as well as attend and booking all areas of the globe using GDS such as Sabre!

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

Travel and Cruise Consultant

Adelaide, Competitive Salary, Ref: 1570DV3

My client is looking for a Travel and Cruise Consultant to join their expanding team in the Adelaide area! If you have a passion for all things Travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working in Travel and Cruise and you are hard working we would be happy to hear from you! My client is a successful travel agency offering an excellent base salary and future progression!

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

Retail Travel Consultant

Brisbane North Side, \$Competitive, Ref: 1466HB3

Is providing exceptional customer service and follow up 110% of the time your forte? Do you excel in putting together detailed travel itineraries leaving no detail or product out? Can you build airfares in GDS in your sleep? Then we need you! Your skills and experience will be rewarded with not only one of the most competitive bases plus uncapped commission in retail travel, the chance to join a wonderful employer with a great work/life balance where you will never want to leave!

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

Travel Branch Manager & Consultant

Newcastle – Excellent base + Bonus, Ref: 1411MB1

A fantastic opportunity has arisen for an experienced travel professional who would like to take their next step into Retail Travel Management. As a Retail Travel Branch manager you will be responsible for managing the daily running of the office as well as motivating your team to achieve sales targets. We are also looking for experiences consultants, Full time or Part time available for the right candidate; this would also suit a candidate who wants to work in an office instead of home.

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

Retail Travel Consultant

Melbourne, \$Competitive, Ref: 1276KF2

Looking for permanent travel consulting work and relocating to the country?! Want to continue to use your travel knowledge and earn a great salary at the same time? If 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 Shepparton area of Victoria my client is seeking a travel consultant for a full time role. Monday - Friday, selling a variety of international packages.

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

Travel Team Leader

Mandurah, \$50-\$60K, Ref: 1576LB1

This is a rare opportunity within a retail travel leader for your chance to step into this supervisory position and further develop your career! You will be responsible for managing a small team of consultants and will focus on growing your team and the business, with a company that offers excellent support allowing you to do so. Senior travel consultants encouraged to apply, fantastic salary package available with company benefits for the right consultant. Working GDS experience required.

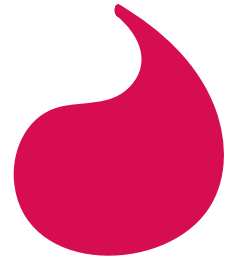
For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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Business Development Managers - Melbourne:

<http://applynow.net.au/jobs/F167739>

Travel Manager - Brisbane:

<http://applynow.net.au/jobs/F166660>

Travel Manager - North Sydney & Norwest:

<http://applynow.net.au/jobs/F164499>



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We are giving you and one lucky friend the chance to WIN \$5000 towards flights to either Vancouver or Toronto, a FREE journey on VIA Rail's 'The Canadian' from Vancouver - Toronto, or vice versa, in the new Prestige Class and FREE hotel nights pre/post (1 x night Vancouver, 2 x nights Toronto)

To enter, simply book any journey on 'The Canadian' and email your booking number and answer to the following question: "Tell us in 25 words or less why you want to go to Canada" through to competitions@railplus.com.au for your chance to win. Most creative answer WINS!



Terms & Conditions

Only new bookings for any journey on VIA Rail's 'The Canadian' made after the 4th Feb 2015 are valid to go into the draw | The competition is only valid from 04th Feb 2015 till COB on the 17th Mar 2015 | This is a game of skill
The winner must be a registered travel agent during the period of travel | The prize is not transferable, exchangeable and is not redeemable for cash | Full terms and conditions can be found on <http://www.railplus.com.au/press-releases/>