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New Zealand

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Travel Daily

First with the news

Tuesday 10th February 2015

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MTA protection initiative

MTA Mobile Travel Agents is set to provide comprehensive consumer protection for its clients via a new 'Zero Flight Risk' offering which it claims is "one of the biggest travel developments to take place on the local travel landscape since the Travel Compensation Fund was dismantled".

The initiative will see MTA guarantee the funds paid by any of its clients purchasing travel products and services, in the event of any approved travel intermediary or end supplier becoming insolvent.

Zero Flight Risk, a term which has been trademarked by MTA, "goes much further than the previous protection afforded under the former TCF", the

company said, with the TCF only guaranteeing client funds in the event of failure of a TCF member.

An official launch to be held next week will be attended by a number of industry heavyweights including Virtuoso chairman and ceo Matthew Upchurch.

The product will cover airlines, wholesalers, tour operators, coach companies, cruise lines, hotels, resorts, trains, car hire companies and destination management companies.

Fabled Air NZ on sale

AIR New Zealand is highlighting an epic fare sale (offering \$150 off return Tasman flights) by giving the old tale of "The Tortoise and the Hare" a funky makeover, with a mountain-biked theme video made in the picturesque South Island - see the **cover page**.

JC Egypt program

JC HOLIDAYS has launched its new 68-page Egypt brochure, with copies now on their way to agents - for more details call 1800 524 624 or see the **last page**.

Today's issue of TD

Travel Daily today has nine pages of news & photos, a front full page from **Air New Zealand**, plus full pages: (**click**)

- AA Appointments jobs
- inPlace Recruitment jobs
- JC Holidays

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Baker and Bench split

SPECIALIST travel industry PR consultancy David Baker & Associates has parted ways with African safari operator Bench International after a 29 year association.

Baker spent 30 years as a newspaper, magazine and radio journalist in Australia and the UK before signing Charles Bench as his first PR client in 1986.

Other clients over the years have included Gulf Air, Adventure World, Venture Holidays, Wendy Wu Tours, Holland America Line and Travel the World - all for periods of a decade or more.

Bench International and Baker split ten days ago, just before Bench retrenched long-time product manager and former director Fiona Orton after over 10 years with the company.

Future strong for agents

AUSTRALIAN travel agents have a "huge future" ahead of them, according to Express Travel ceo Tom Manwaring.

Speaking at the official opening of the rebranded group's new head office in Melbourne last night, Manwaring delivered an upbeat assessment of the sector.

"Our segment is continually growing," he said, reminding staff, industry suppliers and agents present that around 70% of all outbound travel from Australia is still booked via travel agencies.

However to keep pace with the changes in the sector, agencies must embrace new technology, which is "what we're all about," Manwaring said.

The Express suite of products, including Express Hotels, Express

Cruise and of course Express Ticketing "offers everything an OTA has, and a lot more," he said.

When issues arise during a trip - as they inevitably will - travel agents are able to sort out the problems "which is a heck of a lot easier than finding an internet cafe and trying to fix things up online," Manwaring added.

He reiterated the Express Travel Group's aspirations to "build beyond \$1 billion in turnover" as well as boosting membership numbers to more than 800 from the current 650 agencies.

As well as the Independent Travel Group and Select Travel Group brands, Express's fully branded italktravel franchise group has now grown to a total of 30 members.

"In terms of agency outlets we're already the third biggest," Manwaring said, "and certainly the largest independent group".

The next major event to be hosted by Express will be the Select Travel Group conference, set to take place in Manila in the Philippines during May.

More from Express on **page 4**.

Hallmark Inns on sale

REGIONAL NSW hotel group The Hallmark Inns has been placed on the market with hopes it will attract expressions of interest at around \$10 million.

The portfolio includes hotels in Singleton, Armidale & Tamworth.

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QF Vivid promotion

QANTAS has announced a domestic fare sale in conjunction with this winter's Vivid festival in Sydney, with discount fares to SYD available ex MEL, BNE, PER, DRW, CNS and OOL for travel 28 Apr-25 Jun 2015.

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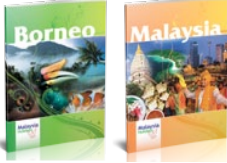
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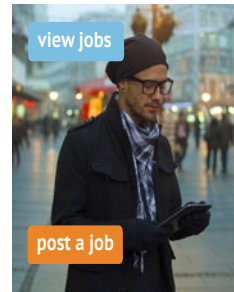
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Travel Daily

First with the news

Tuesday 10th February 2015



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Bid for Qantas Biz upgrades

QANTAS this morning announced a new invitation-only 'Bid Now Upgrades' system for frequent flyers which allows passengers booked in Economy and Premium Economy class

to make an offer for a Business class seat using a combination of Qantas points and cash.

Seats under the new system will be allocated with a lower priority than Classic Upgrade Rewards, with QF Loyalty ceo Lesley Grant saying it is designed for frequent flyers whose balance isn't high enough to request an upgrade using points alone.

Bid Now Upgrades will be gradually phased in across the QF network from this week.

Customers invited to participate in the seat auction will receive an email a week before departure, enabling them to make an offer for an upgrade within a set range of points and cash.

A minimum of 3,000 Qantas Points are required for a domestic upgrade and from 5,000 points for an international upgrade.

A minimum dollar amount will also be required.

Bids can be modified or cancelled at any time up until 24 hours prior to departure, at which time travellers will be advised if their offer has been successful.

Customers do not see each other's offers for the seats.

Qantas said the new option follows other changes made "to unlock revenue opportunities" such as extra services and an increase in aircraft utilisation.

Bid Now Upgrades do not change the process or priority for frequent flyers requesting Classic Upgrade rewards.

VA/TA Oscars drive

TOURISM Australia and Virgin Australia will today commence a new multi-million dollar campaign in the United States, aimed at driving Americans down under.

The six-week \$4 million emotive campaign will include ads to air during the *Oscars* pre-show and during *Oscars* coverage on *Good Morning America*.

The collaboration combines TA's *There's Nothing Like Australia* destination imagery alongside VA's call to action, 'There's No Better Way To Get There'.

Leveraging their partnership with 'Restaurant Australia', American appetites will be whet by stunning footage of uniquely Australian dining experiences, Tourism Australia said this afternoon.

Virgin Australia chief customer officer Mark Hassell said the carrier's three-year partnership with TA "continues to go from strength to strength".

"We hope to 'wow' discerning American viewers with the breadth and depth of experiences Australia has to offer, beginning with the award winning product and service our airline provides."

Tourism Australia boss John O'Sullivan said the campaign keeps with the organisation's current global marketing activity.

O'Sullivan said the digital and TV-led campaign will drive US citizens to a newly upgraded Australia.com website, where a TravelZoo booking widget will direct customers to five wholesale travel partners.

Tourism Fiji marketer

TOURISM Fiji has expanded the role of its marketing manager NZ, Jennifer Forrest, to also encompass Australia.

She joined the organisation in Sep last year, moving from the InterContinental Fiji.

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Express set for success



YOU'D never know it at first glance, but much of the furniture in Express Travel Group's brand spanning new Melbourne offices was sourced on eBay or from Ikea.

Last night the group hosted a welcome function to launch the 160 Queen Street office which brings all staff onto a single floor and sets the foundation for further growth in the operation.

CEO Tom Manwaring took pains to point out that despite the swanky premises, the company was continuing its close focus on costs.

The offices include new training facilities for agents as well as meeting rooms, boardroom and all the latest technology.

Given the company's former Orient Express Travel Group name, you'd expect at least some Asian influence, and the offices certainly have good Feng Shui, with a carpet "river" flowing through an elevated corridor which connects the floor across two adjacent buildings.

Pictured above in the boardroom are the Express leadership team of Jonathan Nelson, Quynh Giang, Tom Manwaring, Jackie Gordon and Ari Magoutis. **And above right** in front of the office's "selfie wall" are Manwaring and Nelson with Sue and Terry Saville, who have six italktravel agencies in Glen Waverley, Mt Waverley, East Doncaster, Doncaster, Narre Warren and Fountain Gate. Lots more exclusive pics from the night at www.facebook.com/traveldaily.



Travel Corp bucket list

THE Travel Corporation has launched a new website covering all of its 30 brands, with an "emphasis on visual storytelling which encourages aspirational travellers and past guests to start dreaming and planning to complete their Bucket List".

The family-owned group now offers over 1,000 trips across 60 countries, and to promote the site is showcasing a specially created collection of "Top Ten Trips of a lifetime" which highlight the diverse itineraries available.

Consumers are being invited to share their favourite trips on social media via the hashtag #TTCTopTen, with user-generated content part of the 'community' section of the site - see www.thetravelcorporation.com.



Window Seat

EXPRESS Travel Group's swish new Melbourne premises (see page 2) are creating something of a culture shock for the fast-growing company's staff.

The business has relocated to new facilities in Queen St Melbourne after 25 years at its previous location in Exhibition Street, and last night a number of employees told **TD** how they were having difficulty coming to grips with the new spot.

Big changes include having everyone on a single floor as well as new tram/train stops, but the most remarked upon impact is that there's now lots of natural light - i.e. windows.

CEO Tom Manwaring issued a heartfelt plea for company in his new larger corner office which has "about 15 windows - quite a rare experience".

"I don't know what to do with myself - sometimes I get quite lonely," he lamented.



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.



HAWAIIAN
AIRLINES

HAWAII TOURISM
OCEANIA

Photo: Polynesian Cultural Center & Climbworks.

US carriers band to block Gulf carriers

BOSSSES of American Airlines, United Airlines and Delta Air Lines are urging the US Government to modify or annul air treaties held with three Arabian carriers, claiming an unfair advantage.

The trio told the *New York Times* that Qatar Airways, Emirates and Etihad Airways have received "quantifiable subsidies" of US\$42.3 billion in the last decade, along with preferred traffic deals.

Further benefits included price cuts on airport infrastructure services and corporate taxation exemptions, helping the trio to freely expand US route networks due to an "open skies" agreement.

Emirates president and ceo Tim Clark responded to the claims, saying the three US carriers have benefited from US bankruptcy laws that allowed them to offset debt and slash operating costs.

Clark said he was intrigued to learn how their estimates were calculated, adding that he has "always embraced and advocated fair and open competition".

AAT Kings NZ brox

THE 18-day Best of New Zealand itinerary with AAT Kings will resume operation starting from Christchurch for the 2015/16 season, the coach operator has confirmed, with additional dates added due to demand.

The just released NZ program also comprises three new short breaks - a four-day Adventure to Middle Earth, a five-day West Coast & TranzAlpine journey and seven-day Great Glacier Explorer.

In addition to the short breaks collection & small group journeys, AAT Kings has a range of leisurely First Choice guided holidays.

Among the range is a seven-day Winter Playground trip to Queenstown that features regional touring to Doubtful Sound and Fiordland National Park, coupled with a mix of ski, golf, spa and a Shotover Jet Boat ride, priced from \$2,475ppts.

Venture incentive

VENTURE Holidays is launching its new gsa partnership with Acacia Africa by offering agents \$100 for every new booking.

A \$100 Coles Myer gift card is on offer for new bookings made on any Acacia Overland, Accommodated Overland or Small Group tour, valid for bookings deposited by 28 Feb.

TIME celebrates afloat



THE Travel Industry Mentor Experience commemorated its fifth birthday with a special lunch onboard P&O's *Pacific Pearl* in Sydney last Fri.

Guests included many of those who have supported the program since its inception including sponsors, mentors and mentees.

Founder Penny Spencer thanked P&O for hosting the event, and acknowledged those who had shared her vision in making the scheme a reality - singling out Judith O'Neill and Mike Hatton.

TIME will welcome its 17th intake of mentees on 25 Feb, with aspirations to reach its 100th Mentee by the end of 2015.

"With a total of four intakes

during 2015, TIME will continue to develop and grow the program to embrace the ever changing demands of a vital industry.

"We will successfully help the future leaders of the sector achieve their goals with increased confidence and leadership skills," Spencer said.

Pictured above at last Fri's event are, from left: TIME alumnus Mena Clark of 24 x 7 Solutions; P&O's Zac Gregory who is set to graduate from the program later this month; TIME director Judith O'Neill and Glenyce Johnson of Wandering the World, a Mentor on the program.

Lots more pics from the day at facebook.com/traveldaily.

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Boot scootin fun on the Goldie



TRAVEL Alberta, the Calgary Stampede and Air New Zealand joined forces to treat 200 travel agents to a night out on the Gold Coast at the Australian Outback Spectacular last weekend.

The Experience Alberta themed 'Ranch, Rodeo & Rockies' event gave attendees prime seats for the equine performance and the opportunity to go behind-the-scenes to meet cast and crew of the live show.

They were also entertained by Calgary Stampede country & western singer, Jake Mathews.

Participants had the opportunity to win a fantastic trip to Alberta which included Air New Zealand flights, a VIA Rail train journey to Jasper, accommodation in Jasper and Banff, a Brewster transfer along the Icefield Parkway and an overnight horse riding adventure with Banff Trail Riders.

The prize kitty was capped off with a three night package to the annual Calgary Stampede, and

was taken out by Connie Adams from TravelManagers.

Sat night's event was the third time Travel Alberta has hosted agents to the Australia Outback Spectacular, with the organisation saying it will return next Feb.

Pictured back row from left are Craig Robinson, Relaxaway Holidays; Stephen May, Adventure World; Tim Swan, Air New Zealand; Adrienne Kennett, Canadian Rocky Mountain Resorts; Darcy Peirce Wells, Banff Lake Louise Tourism; Lindsay Jardine, Calgary Stampede and Jake Matthews, Calgary Stampede country music singer.

In front: Mito Ota, Travel Alberta; Allison Dean, Canadian Rocky Mountain Resorts; Julie Rogers, Rocky Mountaineer; Robyn McKinny, Tourism Calgary; Miranda Lang, Travel Alberta; Josephine Wasch, VIA Rail; Lizzie Doyle, Travel Alberta; Vicky Park, Air New Zealand and Joanne Motta, Travel Alberta.

Travel Daily

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Tuesday 10th Feb 2015

INDABA collaboration

SOUTH African Tourism's annual travel showcase INDABA will align with 'We Are Africa' again in 2015 under the banner of Two Shows One Africa, running back-to-back.

'We Are Africa' will be held at Cape Town Stadium from 04-07 May and Tourism Indaba a few days later at the Inkosi Albert Luthuli International Convention Centre, Durban from 09-11 May.

This year marks the second occasion the events have worked hand-in-hand to lure travel and tourism buyers to South Africa.

Currently, 400 travel & tourism products & services have applied to exhibit at INDABA 2015.

Burj Al Arab Phantoms

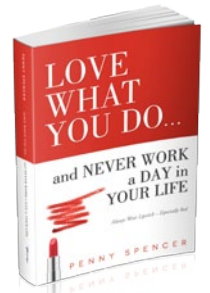
DUBAI'S six-star Burj Al Arab Jumeirah has rolled out four new Rolls-Royce Phantom Series II to its vehicle fleet for guests.

The all white luxury cars boost the iconic property's fleet of Rolls Royce vehicles to 10.

Burj Al Arab Jumeirah is celebrating its 15th anniversary of operation in 2015.

Other moves to mark the occasion include enabling guests to have 24-carat stick-on gold tattoos complete with Swarovski crystals applied to their person.

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 QLD to send the correct answer to the following question to:

pennyspencerbook@traveldaily.com.au

What award has Penny's company won 4 years in a row?

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

Congratulations to Ivona Carr from Scenic Tours!

CX drops LAX F class

CATHAY Pacific Airways is pulling First Class on some of its four daily services to Los Angeles from 01 Sep, GDS displays show.

Flight CX884 from Hong Kong & CX885 ex LAX on Mon, Tue & Wed will feature a three-class cabin.

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New Expedition sites

PERMANENT eco-friendly campsites have been installed by World Expeditions for its trekkers in the Annapurna region of Nepal.

The six standing-height sites are managed with the help of local families and offer raised beds, mattresses and pillows with a heated dining room and flushing, composting western-style toilets.

Sites are included as part of a number of itineraries in the Annapurna region, with 2015 pricing remaining at 2014 levels.

Pay EY by Walletplus

ETIHAD Airways has added the Visa-powered walletplus feature to a new-look Etihad Guest card which now allows members to deposit funds in 11 currencies to spend while travelling abroad.

Members can lock in exchange rates at the time of transfer, with preloaded funds able to be spent immediately upon arrival.

Of the 11 currencies, one must be UAE Dirham, with the others being AUD, USD, GBP, EUR, INR, CAD, SGD, HKD, JPY and THB.

Etihad Guest members can link their card to the walletplus smartphone app to check wallet balances and histories, transfer money and more.

Guest Miles can also be earned when paying with walletplus.

Virgin Blue fades into history



FOURTEEN years after it first took to Australian skies, Virgin Blue has been consigned to the history books with its last aircraft painted in Virgin Australia colours.

It marks the end of the Virgin Australia rebrand and relaunch as a premium airline which first began with great fanfare in 2011.

The Virgin Australia Game Change Program transformation has seen all of the carrier's 56 aircraft repainted from red to silver and white to reposition the carrier from a low-cost carrier to a full-service offering.

The final Boeing 737-800 repaint (**TD 30 Jan**) was carried out in Townsville, with the process taking 11 days and 18 painters

1,200 man hours and using 260 litres of paint to complete.

"Every customer touch point has been changed in order to enhance the travelling experience, and the painting of the last red aircraft into the contemporary Virgin Australia livery signals the completion of the brand repositioning," the carrier said.

Pictured above is 'Ocean Grove' receiving its first coat of white.

To view a time-lapse video of the painting, **CLICK HERE**.

Jet Asia now on Altea

THAI carrier Jet Asia Airways has completed the full migration of its reservation, inventory and departure control processes to the Amadeus Altea Suite, with the process taking three months.

CP Leaders Initiative

CROWNE Plaza has teamed up with Australian rugby legend George Gregan to offer business travellers a panel of tips & advice to improve wellness while away.

The Crowne Plaza Thought Leaders Panel will feature on the brand's dedicated LinkedIn page.

Health professional Dr Ginni Mansberg will also feature, with topics to include managing stress & keeping motivated on the road.



Destination NSW

Manager, Sector Development

- **Opportunity to work for Destination NSW**
- **Cruise/Food and Wine/Youth/Aboriginal focus**
- **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@dnew.com.au

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



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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.

Choice lands 5 in Jan

CHOICE Hotels Australasia has announced the addition of a further five properties to its Australian portfolio.

Joining Choice in Jan, the newcomers - four of which are under the Comfort Inn brand - are spread across Queensland, Victoria and New South Wales.

They include Comfort Inn Townsville and Comfort Inn Swagsman in Miles (outback Queensland), Comfort Inn Towradgi Beach, NSW and Comfort Inn Drouin, Victoria.

Also in Victoria at the foothills to the Dandenong Ranges is the 52-unit Quality Inn & Suites Knox.

CHA ceo Trent Fraser said he looks forward to ongoing growth and expansion in 2015 across the group's five hotel brands.

RBA special promo

ROYAL Brunei Airlines has fares on sale throughout Asia, the Middle East and Europe, valid for departures from 14 Feb-30 Nov.

Departing from Melbourne - RBA's sole Australian gateway - Economy class airfares lead in at \$629 to Shanghai, \$642 to Bangkok, \$919 to Dubai and \$1,329 to London.

Business Class fares are on sale priced between \$1,902 & \$4,990, dependant on destination.

The 'Pack Your Bags' sale is available through to 28 Feb.

Tiger Valentine 2-for-1

TIGERAIR Australia today released a network-wide 2-for-1 fare sale in celebration of Valentine's Day on 14 Feb.

Fares lead in at \$49 between Hobart and Melbourne when two pax travel on the same flight between 13 Oct & 16 Dec (most routes), on sale until noon 12 Feb.

Sydney-Melbourne and Sydney-Brisbane flights are priced at \$69 and \$75 respectively.

AYANA bridal service

AYANA Resort & Spa has earned its certification as an Australian Bridal Accredited Business, a qualification that identifies a company as being "committed to good business practice and service excellence".

Accreditation "ensures peace-of-mind for bridal couples and wedding organisers to plan the wedding day with confidence," the hotelier said this morning.

Clients can be assured of professionalism, integrity, honesty and trust, AYANA added.

The Bali resort has also unveiled an eighth wedding venue.

'SKY' is located on stretch of AYANA's 1.3km coastline above Jimbaran Bay, offering 180-degree cliff-top and sunset views.

See www.ayanaresort.com.

Ascott Paris opening

SINGAPORE'S The Ascott Ltd has unveiled its latest property overnight, the Citadines Suites Arc de Triomphe Paris.

Positioned in a prime location between the Champs-Elysees and Place du Trocadero, the Citadines Suites Arc de Triomphe Paris offers luxury living in a serviced residence, in a range of spacious classic rooms or apartments.

The property is within walking distance of the Eiffel Tower, Theatre National de Chaillot, museums and bus stops.

The 112-unit property is Ascott's second serviced residence within the Citadines Suites brand.

TBO Hols enters Aus

DUBAI and New Delhi-based B2B travel portal tboholidays.com has entered the local market.

The company has product inventory of more than 200,000 hotels and other travel services in 3,000 destinations worldwide.



Money

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

\$1AUD = US\$0.78

THE political crisis in Greece looks to be impacting the Aussie dollar, as investors move into "safe haven" currencies such as the US\$ in response.

Stronger signals from the US economy indicating improved growth are also exerting downward pressure on the A\$.

However of more concern to economists is local consumer confidence ratings, with the huge swing to Labor in the Qld election and federal leadership speculation continuing to unsettle the community and put a dampener on spending.

Wholesale rates this morning:

US	\$0.777
UK	£0.511
NZ	\$1.044
Euro	€0.687
Japan	¥92.24
Singapore	\$1.048
China	¥4.724
South Africa	R8.073
Canada	\$0.965
Crude oil	US\$52.86

Daydream Is reno

CHINA Capital Investment Grp has been confirmed as the new owner of Daydream Island Resort & Spa, forking out more than \$30 million for the Whitsundays hotel.

The property was listed for sale last year after long-time owner Vaughan Bullivant chose to sell due to ill health (TD 09 Oct).

According to *The Australian*, the Shanghai-based firm is planning to redevelop the 296-room hotel and is considering adding private villas or a boutique resort on the southern tip of the island.



We're Hiring!

Due to expansion and our recent success in acquiring new business, World Travel Professionals is looking for talented individuals to join our dynamic teams.

Client Relationship Manager - Sydney

Experienced Client Relationship Managers with at least 10 years industry experience and a minimum of 3 years in a client relationship role. You will be responsible for a portfolio of high profile accounts, compiling and presenting financial service reviews, providing reports and analytical information to identify growth opportunities and travel trends, as well as the implementation of new business.

Luxury Travel Specialist - Perth

Experienced leisure consultant with minimum of 5 years experience, with a passion for cruising, niche and luxury travel products a definite advantage.

Travel Technology Support - Brisbane

Either travel agency or wholesale experience required, including use of GDS (Amadeus preferred) and a working knowledge of mid/back office systems. 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 incentive package, and the opportunity of working with one of Australia's leading travel management.

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Lisa Story

Managing Director

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AFTA UPDATE

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

SO WE should know the outcome of the Queensland election today with what appears to be 44 seats to Labor, 42 seats to the LNP, and an independent providing his support to Labor which provides them with the 45 seats - enough to form a government.

Sound familiar? No doubt Queensland will be in for a rough ride over the next term of government as history has shown that governments formed with the support of independents have not managed to implement their stated policies easily.

In the middle of the Queensland process, yesterday the federal liberal party held a "spill" vote for the Prime Minister. As I am sure *Travel Daily* readers would know, this did not get up and so the Prime Minister is still the Prime Minister.

It would appear on the surface that the government is going to get on with the job of governing, but I am not sure that the press gallery is of the same view just yet. Hard to believe that a country based on such wonderful and fulfilling values, whose economy and international track record on so many levels is the envy of so many, can have such dysfunctional governments and politicians running the place.

Surely the focus of everyone should be getting on with doing the job. If a business was run like this, it would be out of business very quickly.

On a more sobering topic, many would have watched the Sydney Siege programs run on Channels 7 and 9 on Sunday night.

The courage of the men and women held against their will in the Lindt Café is inspiring and while two special lives were lost that day and the story of what went on in that café that day was recounted in such a gripping way, I am sure the memory of Tori Johnson and Katrina Dawson will live on.

In fact the Katrina Dawson Foundation which has been established will serve to do just that. You can see all the details at www.thekatrinadawsonfoundation.org.



LAN loads increase

LATAM Airlines today reported a 5.3% y-o-y jump in system pax traffic during Jan, while capacity rose 2.6% over the same period.

The result saw LATAM's load factor for the month increase 2.2 points to 85.7%.

Int'l traffic slumped 4.6% as capacity rose 2.1%, resulting in load factors dipping 2.1pts to 86%.

A&K Royal Raj on sale

ABERCROMBIE & Kent is offering a saving of \$1,600 per couple on its Royal Rajasthan itinerary when booked by 30 Apr.

The 10-day tour operates round-trip from Delhi and visits Agra, Jaipur, Udaipur and Ranthambore NP and is now \$4,855ppts.

The sale applies to departures from 10 Feb to 20 Dec.

Phnom Penh property

JAPANESE hotelier Okura Co Ltd has announced the planned opening of The Okura Prestige Phnom Penh, with the project set for a 2019 debut.

The 250-room property will be the first luxury hotel in Cambodia managed by a Japanese group, and will be part of The Bay, a new residential and commercial complex located on the Chroy Changvar Peninsula between the Tonle Sap and Mekong rivers, about 17km from Phnom Penh's international airport.

Planned new bridges will connect the peninsula to the city centre, and the 45-storey hotel is expected to be the country's tallest building.

The Cambodian Government is aggressively targeting tourism and development by setting up special Economic Zones to attract foreign investment.

Record Baccarat deal

A NEW record in price per room in a hotel sale has been set after a Chinese insurance firm bought the 114-room Baccarat Hotel in New York City for US\$230 million.

The price works out at more than \$2 million per room, a new record, with the property bought by the Sunshine Insurance Group.

Starwood Hotels & Resorts will manage the Baccarat Hotel upon its opening next month.

Tuesday 10th Feb 2015

SLH boosts its ranks

SMALL Luxury Hotels of the World has expanded its member ranks in Mallorca and Phuket with two upcoming openings set to join the upmarket property group.

The newest additions include the 42-room Belle Époque themed, renovated and converted manor house Sant Francesc Hotel Singular in Spain.

Also new will be Keemala in Phuket, offering 38 pool villas near Kamala Beach designed as clay cottages, tent villas, tree houses and bird's nest villas, due to open in Sep this year.

Cinderella preview

SYDNEY'S State Theatre will feature a week-long preview of Disney's *Cinderella* in the lead up to the film's release nationally.

Cinderella will be screened daily from Thu 19 Mar to Wed 25 Mar at 7pm, with matinees also on Sat 21 and Sun 22 Mar.

Amalgamated Holdings Ltd boss David Seargent said hosting the film at the State Theatre gives audiences a chance to watch the film in the "captivating atmosphere of the State".

DESTINATION ANNOUNCEMENT

SUPERTOUR 2015

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From
Brad or Janet

To
Conchita –
Can you do it?

Eurovision 2015

Agency competition

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

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CORPORATE TRAVEL CONSULTANTS X 5
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Perth, we are currently recruiting for a well known TMC and these roles are flying out the door! With one role just filled and 5 to go you don't want to miss this opportunity! These amazing roles will see you working Monday – Friday hours in a beautiful office space and be a part of one of Australia's fastest growing corporate agencies. With a high base salary on offer of up to \$60K and up to \$20K in bonus you would be crazy to miss this! Hurry interviewing NOW for a February start. Min 2 years' experience required.

***NEW* PART TIME ROLE IN MELBOURNE**
RETAIL TRAVEL CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$55K PRO RATA
Calling call part timers in Melbourne, the wait is finally over! We have an exciting NEW part time role for an experienced consultant. This well known inner city office is now looking for a superstar senior travel expert to join their team. Servicing a mixture of corporate and leisure clients you will be offered Monday – Friday hours and you can choose the days you work! With a fantastic office location you would be crazy to pass this role by. If you have at least 5 years consulting experience we want to hear from you!

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SUNSHINE COAST – TOP SALARY PACKAGE DOE

Are you a self-motivated and experienced Senior Travel Consultant looking for a new opportunity? Look no further, this well established Travel Company is looking for a fresh face to join their team. Dealing with the public and a small amount of business clientele this is unique role that will never see you bored and tired of the same old itineraries. If you have 3 years or more experience as an International Travel Consultant and in need of a new and exciting role then call AA Appointments today to find out more.

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SYDNEY CBD – SALARY PACKAGE UP TO \$60K

This pioneering family owned Cruise Company is looking for a talented Groups Consultant. Book all the world's best cruise lines from OE2 to deluxe River Cruising arranging cruise only, packages or extensive bespoke experiences including chartering an aircraft & arranging safari tours. You need groups travel industry experience, preferably in cruise, strong GDS skills and solid organizational skills. In return enjoy onboard inspections/famils & ongoing career progression. Cruise into your new role today!

2 *NEW* ROLES WITH A DIFFERENCE!

1 X TRAVEL COORDINATOR & 1 x FLIGHT MANAGER
MELBOURNE – SALARY PACKAGE \$55K - \$75K (DOE)

HOT off the press! We are currently recruiting for 2 very rare roles in Melbourne that will see you joining a well respected company and arranging the group flights for travelers. Working Monday – Friday we currently have a Manager role that will see you supervising a small flight team while also consulting and 1 x coordinator role to work in the team. This truly is a rare role for Melbourne and we can help you land these roles if you have management experience / consulting experience behind you. Amadeus preferred but not essential.

LEISURE ROLES GALORE IN MELBOURNE

5 x LEISURE CONSULTING ROLES

MELBOURNE - SALARY PKG UP TO \$65K (DOE)

Melbourne is the place to be! We are currently recruiting for numerous award winning leisure agencies. From North to West to the CBD we have all areas covered and in 2015 can help you land a new dream role. With Monday – Friday hours on offer and the chance to move away from the time wasters there has never been a better to register. If you have at least 2 years retail consulting experience, a can do attitude and GDS skills then we want to hear from you! What do you have to lose? Call us today on 03 9670 2577.

DARWIN SENIOR TRAVEL CONSULTANTS

BUSINESS TRAVEL CONSULTANT

DARWIN – SALARY PACKAGE \$55K - \$60K

Experienced Travel Consultants! Planning on relocating to Darwin? Or are you just ready for a change that's going to boost your career in Corporate Travel and offer you further career opportunities and progression? This leading travel agent is looking for a Senior Corporate Travel Consultant to join their well-established team. A min2 years' experience in Corporate Travel Management is a must along with exceptional team work skills, strong GDS knowledge and excellent time management. Sound like you? Apply today.



Success is a journey, not a destination!

Read our latest inPlace Blog



Cristina Gines

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- ▶ Further career opportunities

Are you an experienced Corporate Travel Consultant looking for that next step in your career?

Our client is a well-established Corporate Agency and due to business growth, is looking to expand their existing team. In this role you will be part of a cohesive and dynamic team who values customer service and developing relationships with new and existing clients.

With supportive Management there is future potential for career growth within the Corporate entity.

You will need to have a minimum of 2 years experience within domestic and international corporate travel coupled with strong airfares and industry knowledge.

These positions are for immediate start, so don't miss out on this great opportunity to reduce your daily commute to work and spend more time doing the things you enjoy!

Call Cristina 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 \$70K + super + incentives (prorated)

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 Cristina or [click here](#) for more details

Client Relations Co-ordinator - Sydney

- ▶ This Wholesaler has excellent employee benefits
- ▶ No face to face or phone contact!
- ▶ Salary from \$50K + company incentive + benefits

A specialist wholesaler with unique, unparalleled product seeks a Client Relations Co-ordinator to assist in increasing and retaining customer base and build loyalty.

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

National Account Manager Corp - 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 Cristina or [click here](#) for more details

Inbound Travel Specialist - Sydney

- ▶ Based in Sydney CBD
- ▶ Highly regarded inbound agency
- ▶ Salary to \$45K - \$55K super doe

This market leader in the inbound sector is seeking an FIT or Groups specialist to join their stable, multi-lingual team. Great potential for career progression in this forward thinking Co.

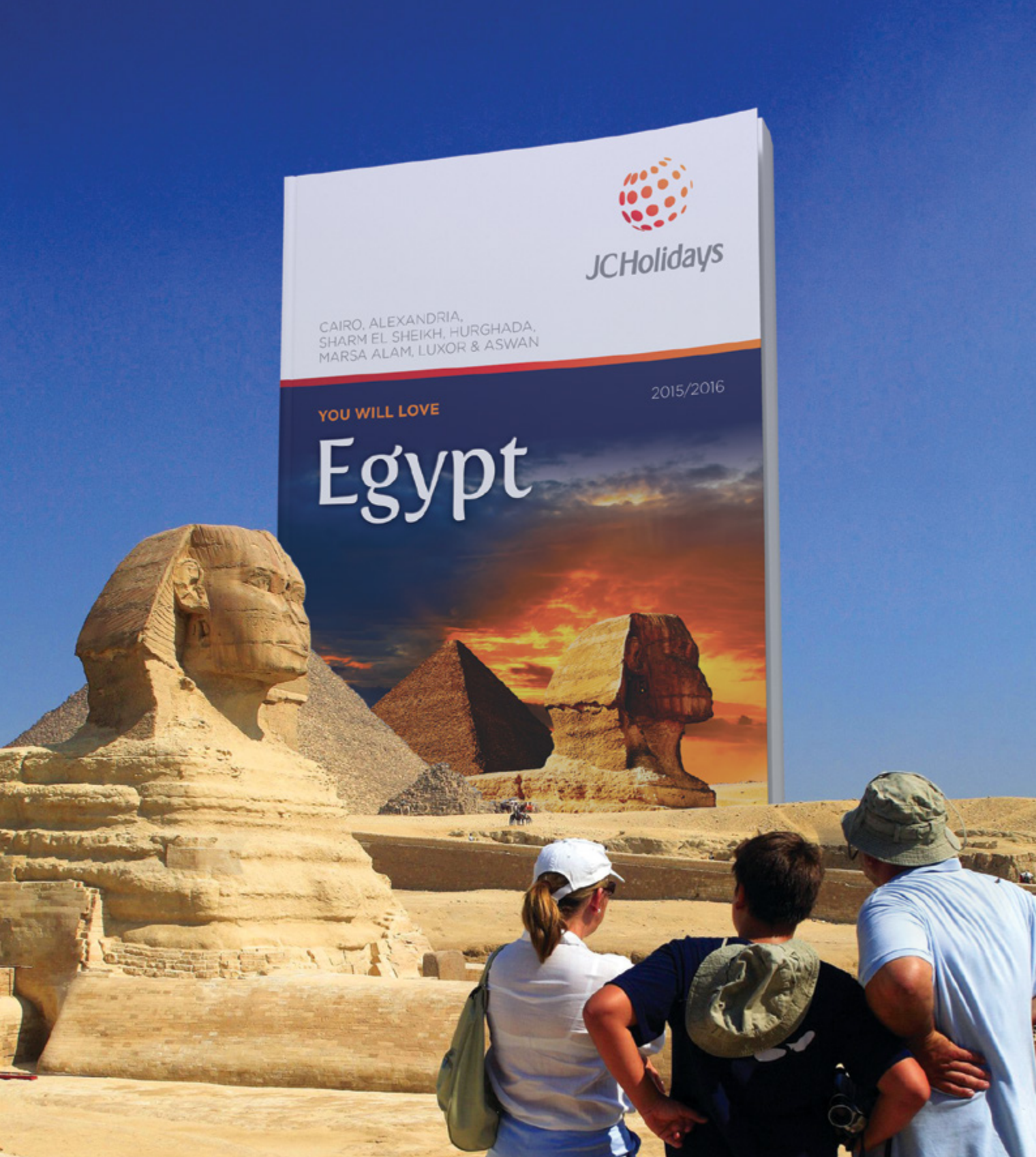
Call Sandra or [click here](#) for more details

Retail / Wholesale Cruise Consultant - Sydney

- ▶ Variety is the keyword!
- ▶ CBD location
- ▶ Monday to Friday roster

Bring your passion for selling cruising to this varied role. Your strong consulting skills will be rewarded with a generous salary and supportive team.

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