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Travel Daily

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Friday 13th February 2015



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APT appoints brand CEOs

APT has implemented a restructure of its global operations aimed at maximising efficiencies and clearing up confusion.

The changes has seen new chief executive officer roles created with individual responsibility for the APT, Travelmarvel, Botanica & Captain's Choice business units.

Work on the new structure began mid last-year following the retirement of the firm's group md Barry Matters (*TD* 30 Jun).

Under the new hierarchy, former APT ceo Chris Hall has been promoted to managing director of the APT Group as a whole.

Replacing Hall as ceo of the APT brand is former Travelmarvel general manager David Cox, while recruitment has now begun for the ceo job at the four-star brand.

Botanica will continue to be overseen by its founder and co-owner Judy Vanrenen, while Dan Kotzmann will remain as the chief

executive of Captain's Choice.

Two new positions with global responsibility have been created, which will see Debra Fox elevated to chief marketing officer, taking charge of all trade relationships.

Former APT gm of product and operations David Courage is now the global head of operations, innovation and procurement and will focus largely on the development of new product.

The biggest change for Captain's Choice will be an office relocation which sees the firm join its sister brands at the APT Melbourne HQ.

Further, a new name for the overall "family of brands" to help differentiate the APT brand itself from the company as a whole is also underway and will be announced in the coming weeks.

"We're a family business and we don't want to lose that with any kind of big corporate name," Hall exclusively told *Travel Daily*.

"More important for the trade is that we come up with a name for the Australian businesses so that when we talk about the variety of brands...we can collectively call that something other than APT."

Today's issue of TD

Travel Daily today has nine pages of news & photos, plus a full page: ([click](#))

- AA Appointments jobs

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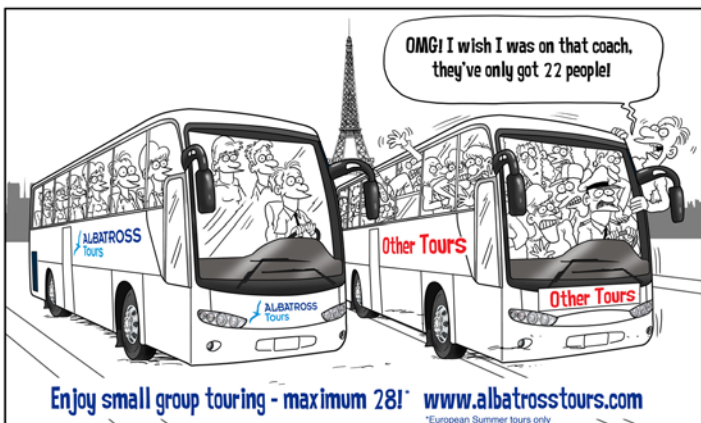
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HOWZATTT CONTEST

WIN 51 EXCITING PRIZES

Rugby tipping tonight

FOOTY season is already upon us, with the 2015 Super Rugby competition kicking off at 5.30pm this evening.

Travel Daily is once again running our popular industry tipping competition, with a prize of a trip for two to Dubai courtesy of Emirates up for grabs.

It's free to enter, so sign up and get your tips in for the first round today by clicking below.

[Sign up for rugby tipping](#)

Expedia buys out Orbitz

CONSOLIDATION within the online travel agency sector is continuing apace, with Expedia overnight announcing a "definitive agreement" for the acquisition of Orbitz Worldwide.

The move comes less than a month after Expedia purchased Travelocity, as well as significantly expanding its Australasian presence via the Wotif takeover. Expedia will pay US\$12 per

share in cash for Orbitz for a total outlay of around US\$1.6 billion.

Late last year, Expedia ceo Dara Khosrowshahi downplayed suggestions the company could take over Orbitz, telling delegates at the Expedia partner conference in Las Vegas (**TD** 11 Dec 14) he thought such a deal would be opposed on competition grounds.

However last month, Orbitz appointed Goldman Sachs to explore options for a sale, with Khosrowshahi now saying "we are attracted to the Orbitz Worldwide business because of its strong brands and impressive team."

"This acquisition will allow us to deliver best-in-class experiences to an even wider set of travellers all over the world," he added.

It's unclear at this stage what the local implications are, with both OTAs active in Australia.

Helloworld holds a ten year exclusive technology partnership with Orbitz Worldwide to power its consumer website, while Expedia is prominent through its own consumer site and Wotif, plus the popular Expedia Travel Agent Affiliate program.

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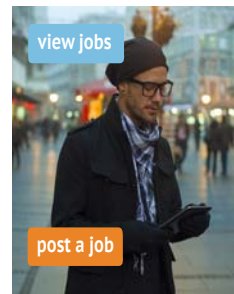
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QF ups lounge standards

QANTAS will begin enforcing dress standards for entry into its Qantas Clubs and Business Lounges nationally from 01 Apr.

The carrier says the move is in response to customer feedback.

Applicable at facilities in Adelaide, Brisbane, Canberra, Melbourne, Perth and Sydney, QF said “minimum smart casual dress guidelines will be more closely applied to all visitors”.

The Australian flag carrier has loosely applied its dress code in sync with long standing terms & conditions which have seen clothing items such as singlets, bare feet and rubber thongs deemed unacceptable at key lounges in capital cities.

“Entry may be refused at the discretion of the lounge

staff if visitors do not meet the appropriate standard.

“We want to create a comfortable atmosphere in our lounges that all visitors can enjoy,” QF said in a statement.

A spokesperson for the airline told **TD** “the vast majority of our members meet and exceed the guidelines, but we have had some feedback from customers that they want to see those guidelines apply to everyone.

“The dress guidelines for our lounges are the same as most restaurants & clubs,” QF added.

Until Apr, Qantas will display signage at the entry of the lounge and staff will also be reminding customers of the guidelines.

Uniforms such as high visibility clothes will not be affected.

CZ kk 787 Perth route

CHINA Southern Airlines has confirmed it will induct Boeing 787 *Dreamliner* services on the Perth route effective 01 Apr.

The Guangzhou-based Chinese carrier will further boost flight frequencies from 10 per week to double-daily, starting 01 Jun on the Melbourne route and will add two new weekly services on the Brisbane route commencing 23 Jun, as flagged first by **TD** on Fri.

Vale Urbanski-Nash

THE travel industry is mourning the death of Julie Urbanski-Nash from Port to Port Travel, whose funeral will be held on the Gold Coast today.

Nash died last week aged 58 after a long battle with cancer.

Her extensive travel trade career began in the 1970s with Auto Tours and then roles with Lucciano Travel, Travel Specialists, the Port Douglas Visitors Bureau and Port to Port Travel.

Window Seat

THERE really is an app for everything, even the morbid.

A London techie has launched a smartphone app entitled “Am I Going Down?,” which analyses real flight statistics and safety records to determine the chances of your flight crashing.

The app is aimed at reassuring nervous flyers by showcasing the incredibly low risk of any incident enjoyed by most flights.

Data from more than 10 million flight routes from a variety of aviation regulators and accident records globally were incorporated into the app.

It looked at the volume of flights operated on the route, safety scores for the ten most recent years and number of accidents with one fatality.

The app can be downloaded from the Australian app store.

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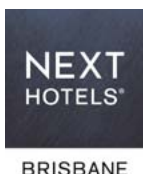
CLICK HERE >> for more information

FREE NIGHT for every 10 room nights booked - (uncapped) on all rates and room types

NEXT Hotel® Brisbane, boasting a prime position in the Queen Street Mall, is offering an amazing deal exclusively for travel agents from now until 30 April 2015.

Other sweeteners include:

- 15% commission on gross rates
- 2 return airfares & 5 nights accommodation at the Riva Surya Bangkok for the biggest producing agent



Novotel's interactive Ternary



NOVOTEL Sydney Darling Harbour has unveiled a stunning new restaurant and bar called Ternary - a three-in-one venue with unobstructed vistas of the Sydney skyline.

Flooded with natural light, the open plan restaurant opened to guests late last year following a multi-million dollar renovation.

The Ternary consists of three distinctive cuisine offerings: a Wine Bar & Charcuterie and two open kitchens to suit both Western & Eastern tastes, where chefs are able to interact with guests.

The Asian Kitchen & Australian Grill Kitchen provide guests with a choice of wok, teppanyaki and tandoor cuisine, with an emphasis

on delivering fresh and locally sourced produce.

The large open dining space accommodates up to 230 guests in a contemporary design that incorporates unique seating areas for an interactive social experience, with a private dining area also available to groups.

Pictured at last night's event from left are Novotel Sydney Darling Harbour food & beverage manager Christina Lambert & The Ternary barman Matt Kenny with Accor Pacific director of comms Ginni Post and hotel general manager Ruwan Peiris.

See **Travel Daily's** exclusive image gallery from The Ternary on Facebook - **CLICK HERE**.

NEXT Hotel incentive

SILVERNEEDLE Hospitality has launched an incentive in which agents booking 10 room nights at NEXT Hotel Brisbane before 30 Apr will score a free night accom at the property for themselves.

As an added incentive, the consultant who produces the largest number of room nights at the hotel will win a trip for two to Bangkok for five nights, including return airfares and accom at the Riva Surya Bangkok.

Vista Miami base

CARNIVAL Cruise Lines has revealed it will base its newest ship *Carnival Vista* at PortMiami, Florida from Dec 2016.

The vessel will operate six and eight-day Caribbean cruises.

Highlands site rejig

DESTINATION Southern Highlands has rolled out a new digital platform to promote the region's tourism website at southern-highlands.com.au.

The revamped portal enables site visitors to attain information & interactive maps on the NSW region, create tailored itineraries and book accommodation.

Destination NSW & NSW Regional Tourism supported the development of the platform.

Lavilles buys Beyond

WHOLESALE Beyond Travel is now under the full ownership of Michael Lavilles after co-owner Peter Frevel sold his stake to his business partner.

Frevel has been with the firm for close to 15 years, joining in 2000 as general manager of the then known Russia and Beyond, specialising in Eastern Europe, the Balkans and Mediterranean.

He will remain with Beyond Travel in a consultancy capacity until the end of the financial year, after which time he plans to spend time with his family overseas and will assess his future career path.

SAA JNB-JFK nonstop

SOUTH African Airways will relaunch daily nonstop services between Johannesburg and New York JFK commencing 07 Mar.

Currently, SAA's northbound flight makes a refuelling stop in Dakar, Senegal due to lower travel demand during winter months.

The revised schedule will trim the flight time by 90mins.

ARE YOU OUR VIKING STAR ACHIEVER?

Here's your chance to enjoy a **7 night Mediterranean Getaway cruise for two** in a Deluxe Veranda stateroom from Rome to Barcelona departing 15 Dec 2015.

The cruise is valued at **\$7,598** but that's not all. To prepare you for your *Viking Star* embarkation, you will also receive a star make-over and photoshoot.

CLICK TO LEARN MORE OR CALL TO BOOK 1800 131 744

Terms and conditions:

WHO CAN PARTICIPATE?

You must be an individual retail travel agent and have booked a minimum of 6 Viking River 2015 cruises between 1 Jan and 31 Mar 2015. Request an entry form by emailing Australia@vikingcruises.com

WHO IS OUR VIKING STAR ACHIEVER?

The travel agent with the most deposited/paid 2015 Viking River cruises bookings made between 1 Jan and 31 March 2015.

Entry forms must be received by 7 April 2015 and will be validated on 8 April 2015. The Star Achiever will be announced on 10 April 2015. The reward is non-changeable, non-transferable and not redeemable for cash and/or cruise credits. Flights are not included.

Best discounts climb

AIRLINES have clawed back some ground in their margins on Best Discount airfares according to the latest Airfare Index levels released by the federal govt.

Based on a starting parameter of 100 set in Jul 2003, the Best Discount fare level climbed from 61.0 last month to 64.9 in Feb.

Moves in fares for Business Class, Full Priced Economy and Restricted Economy were flat and maintained recent momentums, the data indicates.

Waldorf deal closes

HILTON Worldwide had closed its deal with the Chinese Anbang Insurance Group to acquire the landmark Waldorf Astoria New York for US\$1.95b (**TD** 02 Oct).

The hotel firm has deployed the funds to cover the full acquisition of five Hilton & Waldorf Astoria managed hotels in Florida and San Francisco covering nearly 3,000 rooms collectively.

Waldorf Astoria New York will continue to be operated by Hilton under a new 100-year agreement.

Sheraton Berlin debut

STARWOOD Hotels & Resorts has opened its first property under its flagship Sheraton brand in the German capital of Berlin.

The former Grand Hotel Esplanade has been rebranded as the Sheraton Berlin Grand Hotel Esplanade and offers 394 rooms, four restaurants and bars, pool and 12 conference rooms.

Its addition takes the number of Starwood brands represented in Germany to seven over 26 hotels.

Pax to pay for runway

A PROPOSAL to introduce an "Airport Improvement Fee" at Hong Kong Int'l Airport to help fund a third runway has been touted by a senior HKIA executive.

The new runway is expected to cost HK\$130 billion (A\$22 billion) and is aimed at helping the airport handle a projected doubling of passenger traffic using the facility by 2030.

QF Biz Class sparkles

QANTAS Business Class services between Australia and Auckland will be enhanced from tomorrow with the addition of champagne and new amenity kits for pax.

Kate and Jack Spade amenity kits will be provided to pax, along with a selection of champagnes on services departing after 6pm.

Terrigal night for The Travel Authority



THE Travel Authority's office on the NSW Central Coast hosted clients at an exclusive event at Terrigal's Reef Restaurant last night, treating them to spectacular ocean views as well as presentations from a range of the group's key suppliers.

Pictured above back row from left are Debra from Regent Cruises; Andrew, Swagman Tours; Anthony, Seabourn Cruises; Karen of Back-Roads Touring Company; Claire and Fiona, The Travel Authority; Margaret of Bunnik Tours and Peter from Small Ship Adventure Cruises.

Front row: Julie of Cruise Traveller; Christine, Lindblad Expeditions; Chrissy, Azamara Club Cruises; Kaylene of Albatross Tours; Melanie of APT and Fiona Thorrington, The Travel Authority.

Cooks Air NZ winners

COOK Islands Tourism has announced the winners of its recent trade incentive conducted in partnership with Air NZ.

An "unprecedented number of entries" were received in the campaign, with winners including Jessica Lowy of Flight Centre Rose Bay; Sarah Gaunt, Helloworld Camden Argyle Street; Ines Iniesta, Helloworld Eltham; Jennie Marsden, Where2Travel Malvern; Lorraine McLoughlin, Varsity Lakes Travel; Heidi Gardener, Helloworld Albany Creek; Ashlee Viro, Phil Hoffmann Travel; and Alison Banks of TravelManagers.

Dr Chris Brown will feature Aitutaki as the ultimate romance destination at 7.30pm tonight on Channel 10's *The Living Room*.

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3K/UL codeshare pact

JETSTAR Asia has signed a new codeshare pact with SriLankan Airlines which will see UL codes added to six 3K routes including Darwin and Perth from 05 Apr.

Four Points to Kuta

BALI will become the newest locale for Four Points by Sheraton, with a deal signed by Starwood Hotels & Resorts to bring the brand to the holiday hotspot.

The newbuild Four Points by Sheraton Kuta will feature 186 rooms, a fitness centre and Kids Club, due to open in May.

Starwood operates seven hotels in Bali, with two more in the form of the Westin Ubud and The Saraswati, a Luxury Collection Resort both due to open in 2016.

Italy trips for de Vines

EX CREATIVE Holidays marketing manager Damian Cerini has added three new cycling tours through Italy to his Tour de Vines business.

The new journeys explore Tuscan Villages, Umbria and the Piemonte region along the border of France and Switzerland.

Over seven or eight days, guests are immersed in Italy's secluded villages, regional culture & food & wine, with prices from \$4,000pp.

See www.tourdevines.com.au.

LAN correction

LATAM'S int'l passenger traffic increased - not decreased, as mentioned in **TD** on Tue - by 4.6% year-on-year during Jan 2015, with int'l pax load factors also jumping 2.1% to 85.8%.

Red Gum chopped

THE Australian Travel Group, which was to be formed by the combination of Holiday Planet, Asia Escape Holidays and Motive Travel, will not be proceeding, according to listed mining minnow Red Gum Resources (**TD** breaking news), which was raising up to \$5 million to fund the deal.

The acquisitions have been repeatedly delayed, with protracted negotiations over valuations, a postponed extraordinary general meeting and then issues over audited figures in the prospectus raised by corporate regulator ASIC.

The combined group had been forecast to have an EBITDA profit of just \$1.3m this year.

Intrepid sales record

ADVENTURE travel company Intrepid set a new benchmark in national sales during Jan, with reservations up 33% compared to the same time last year.

Central and South America, Turkey and Europe were the top destinations booked.

MD James Thornton said Central America was a growing hotspot, with bookings jumping 51% year-on-year and expected to grow further due to renewed interest in Cuba after the USA eased travel restrictions to the country.

Townsville Mayor opens Quest



ABOVE: Quest Serviced Apartments celebrated its newest opening this week with Townsville Mayor Jenny Hill unveiling a plaque to open the new property.

The \$25 million Quest Townsville on Eyre offers 85 studio, one and two-bedroom apartments, with guests at the event offered tours of the brand new facilities.

Mayor Hill is **pictured** above third from left with Scott McAlister, Andy Hodgson and Tony Gauci, all from Quest.

Club Med addition

CLUB Med has launched its 52 waterfront pavilion Finolhu Villas Resort in the Maldives.

The upmarket property is located on its own island in close proximity to the adjacent Club Med Kani Premium Resort.

Club Med gm Australia and New Zealand Madeleine Chow said the Finolhu Villas were ideal for the honeymoon market seeking a "trip of a lifetime".

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Cruise on Orchestra

MSC Cruises has released a range of special travel agent fares for short domestic sectors aboard the soon-to-visit *MSC Orchestra*.

The vessel will be arriving in Australia next month as part of a Grand Voyage from Dubai, sailing its way around to Fremantle before returning to Europe.

Commissionable cabins are on sale to the trade for one-way sectors of between 2-6 nights priced from \$241.60pp twin share - phone 1300 028 502 for details.

WDW attraction close

WALT Disney World Speedway, located in the parking area of the Magic Kingdom theme park in Florida will close down in Jun.

The speedway currently offers visitors the opportunity to drive professional race or exotic cars around its short oval circuit.

Disney says the speedway will be demolished to make way for "transportation improvements".

Transavia Next Gen

AIR France subsidiary carrier Transavia has signed a purchase order with Boeing for 20 737-800 'Next Generation' aircraft.

The order is valued at US\$1.6b at list prices, however no delivery schedule has been advised as yet.

Collette team ready to roll in Aus



BOOKINGS are steadily rolling in for Collette's relaunched presence in Australia - exclusively revealed by *Travel Daily* last month (**TD** 19 Jan) - with phone enquiries already strong as well, the firm's Australia business manager Allison Mead said.

Speaking last night at the tour operator's official launch event in Sydney, Mead told **TD** her office had already sold itineraries to Spain, Ireland, Iceland, Eastern Europe, Eastern Canada and more.

Further, the group has now signed its first preferred deal with an agency group and more agreements were "on the way".

Two business development managers in John Warburton and Jay Panta had been hired to work with the trade in Queensland, NSW and Victoria, with Mead saying more would be added.

"We want to have another two reps on the road in NSW, a WA

dedicated rep and we'll definitely put one or two into Victoria to do South Australia and Tasmania."

Re-introducing the company to Australia, vice-president of service and int'l business Christian Leibl-Cote said external factors forced its withdrawal from Aus in 2001.

An influx of travellers cancelling overseas plans as a result of 9/11 saw Collette forced to refund US\$42 million to clients unwilling to travel, resulting in cuts to overseas offices such as Australia.

Collette is now aiming to manoeuvre itself into a crowded marketplace of tour operators in Australia but believes it brings a unique offering to the table.

Mead is **pictured** above centre with the attending Collette team, from left is Christian Leibl-Cote; vp global sales Todd Bridges; customer care agent Marianna Santos and business development manager James Cartmell.



Manager, Sector Development

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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@dsw.com.au

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

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EXCELLENCE IN TRAVEL

New online retailers

THIRTEEN new shops including Saks Fifth Avenue, Bloomingdales & Samsung will come online for Qantas Frequent Flyer members in the carrier's new Online Mall.

BA brings fine dining to movies



BRITISH Airways took the concept of snacks at the movies to a new level last night, offering a taste of its new inflight menu to guests at Bondi's open-air cinema.

The exclusive invitation-only event saw guests try out menu items now available in First Class and Club World Business Class on the carrier's daily service from Sydney to London Heathrow.

Items now available include lobster medallion with mango and grapefruit salsa, smoked salmon with fennel & much more.

Guests were then able to wash that down with a wine tasting session featuring quality bottles

sourced from SA and NSW, also available on BA services, topped off with 'Fusion Fizz' a cocktail created especially for the carrier.

After tucking in to samples of the cuisine, guests reclined back and enjoyed a screening of acclaimed British film *The Imitation Game* on the big screen.

Contestants from Big Brother 2014 were also in attendance to try out the culinary options.

Pictured above are Big Brother contestants Jason Roses, Lisa Clark, Aisha McKinnon and Travis Lunardi flanked by British Airways Global Ambassadors Lisa Allen and Sam Pritchard.

Nexus global merger

NEXUS Holidays has formally merged with North America's Chinatour.com, creating a new global company called Nexus Holidays Group.

Nexus national bdm Richard McKisack said the deal secures a stronger future for the Australian business, enabling it to "continue our rapid expansion, with new tour destinations planned and an even more competitive price point guaranteed for the future".

The deal, which became effective 01 Jan 2015, doubles the group's annual passenger numbers to 100,000 worldwide.

Nexus specialises in "quality all inclusive tours at market leading prices," McKisack said.

CZ growth in charters

SEVEN charter flights direct to Cairns and the Gold Coast from Guangzhou are set to resume by China Southern Airlines later this month in time for Festival season.

Six charters will operate to North Qld and one to Coolangatta, all operated by A330 aircraft.

MEANWHILE, China Southern will operate three commercial charter flights to Christchurch from 15 Feb for the Spring Festival and Chinese New Year.

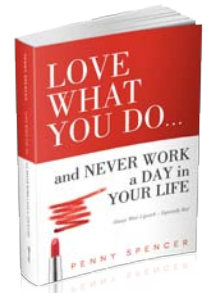
Services will be operated by the carrier's 787 Dreamliner.

The carrier says it is actively studying the viability of launching year-round scheduled operations to CHC, having flown charters for the past three years.

Chinese Consul-General based in Christchurch, Jin Zhijian says he expects a regular scheduled service between the south island city and Guangzhou to begin in "one to two years".

"All the parties concerned have seen the necessity of establishing direct flights between China and Christchurch," Zhijian said.

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 **TAS** or **VIC** to send the correct answer to the following question to:

pennyspencerbook@traveldaily.com.au

Name the travel industry mentor program that Penny helped found.

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

Congratulations to Anne Dyson from SeaLink!

SQ cutting levies

SINGAPORE Airlines today confirmed it will reduce its fuel surcharges, with the changes effective for all tickets issued on or after 26 Feb 2015.

The new levels, which also apply to SilkAir flights, represent a decrease of between US\$5 and US\$84 per sector depending on the distance and class of travel.

Between Australia and Europe, the new surcharges are US\$241 in Premium Economy and Economy Class, US\$263 in Business Class and US\$279 in First Class and Suites cabins.

WE'RE ADVERTISING FOR YOU

Marketing Assistant

Due to organic growth and expanding marketing needs within our Travel Company, we are seeking a switched on, highly motivated Marketing Assistant to join our Team and help us to market for further and future success.

ARE YOU THE MARKETER WE'RE SEEKING?

Reporting directly to the General Manager you will work closely with our external Brand Agency and be responsible for co-ordinating all marketing initiatives, marketing communications, online and digital and web maintenance.

If you have the passion and experience we have the role for you.

Please e-mail your CV by
28th February, 2015 to:

careers@travelpartners.com.au

Subject: Marketing Assistant



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Ricky heads to Vegas

PLANET Hollywood in Las Vegas will play host to the first of 20 Ricky Martin concerts in the US and Canada promoting his new album - tickets go on sale 21 Feb.

Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Companions can travel Africa for free through a new '2-for-1' special released by **On The Go Tours**. The deal is valid on Overland Camping Safaris in East and Southern Africa booked this month, travelling on any departure through to Dec 2016. More than 20 different itineraries are available to choose from. For more details or to book, call 1300 855 684.

Port Stephens Treescape is offering 10% off rates to celebrate its opening. Guests can enjoy a studio room (sleeping up to 2A2C) from \$89 per night or \$108 for a one-bedroom suite. Valid for a minimum two night stay until 30 Mar 2015. Visit www.portstephens.org.au for details on how to book.

Travel agents in Australia are being invited to check out **Aria Villas** in Bali, with a special trade offer of Stay 2 Pay 1 in four different room categories. Rates start at US\$135 per night for a Terrace Pool Villa, including breakfast but excluding 10% service charge and 11% government tax. Offer valid for stays until 20 Dec 2015. Email ubud@ariavillasubud.com for more details.

Mackay promotion

TOURISM & Events Queensland will tomorrow kick off a new marketing campaign encouraging Queenslanders to take a holiday in the northern city of Mackay.

The pitch will be the first under a new destination brand launched for the city which aims to highlight the city's beaches, wildlife and rainforests as a key region for nature-based tourism.

Stay healthy in India

TRAVELLERS heading to India are being urged to ensure they are vaccinated against influenza before departing Australia, a new Smarttraveller destination update from DFAT says today.

DFAT urges travellers to ensure they carry travel insurance, with the number of flu cases in the country increasing in the early part of this year.

Consolidated walks red carpet



THRONGS of paparazzi looked on as a group of Aussie travel agents walked the red carpet like celebrities at the recent G'Day USA Gala in Los Angeles.

The agents were winners of an incentive run late last year by Consolidated Travel and Qantas Airways.

A truly unique grand prize was on offer, with the agents mingling with the best of Australian exports from the worlds of music, movie, sports and food in Tinseltown.

Each earned their place by being one of the highest sellers of QF International tickets between 27 Oct and 05 Dec last year.

The group took off on 30 Jan and enjoyed return flights to LA with Qantas, three nights accom, transfers and much more.

Pictured above in the main image is the group of winners hosted by Kim Aquilina, Qantas &



Stephen Heinrich of Consolidated Travel, while Heinrich is **pictured** inset with Christian Blondeau and Alexander Dinelaris, the writer of critically acclaimed film *Birdman*, which won an award on the night.

UA to void cheap tkts

UNITED Airlines says it will not honour tickets sold as a result of a technical problem which saw thousands of trans-Atlantic First Class tickets sold from £51 each.

The carrier blamed the glitch on a third-party software provider which applied an incorrect currency exchange rate on fares which it said were filed properly.

Most of the tickets sold were for flights originating from the UK, which many travellers in the US also exploited by changing the home country on their computer.

United said the tickets would be voided and any charges to credit cards refunded.

Whitsundays success

AIRLIE Beach will next week host the second Whitsundays Tourism Exchange aimed at promoting the region's hotels and attractions to Aussie travel buyers.

Wholesalers, tour operators and online agents from Flight Centre, Expedia and Booking.com will all be in attendance at the event.

Organisers said last year's event was a huge success and expected the 2015 event to be even bigger.




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.](#)

From
Brad or Janet

To
Conchita –
Can you do it?

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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***NEW* THE SKY IS THE LIMIT**

AIRLINE RESERVATIONS AND TICKETING CONSULTANT SYDNEY – SALARY PACKAGE UPTO \$55K

This is a great opportunity to work for an airline. Working in a close knit team you will be responsible for airline reservation, ticketing, reissues, and special requests. Working with direct passengers and travel agents, put your expert fares knowledge forward. If you have 2 years reservations experience and the ability to self-ticket then this is the role for you. Our client is offering a fabulous working environment with new offices in the CBD and a healthy salary package up to \$50k. Apply Today!

FUN IN NUMBERS

RETAIL TRAVEL CONSULTANT

NORTHERN BEACHES – SALARY PACKAGE UP TO \$55K

This boutique group's agency, is looking for a passionate consultant to join their dynamic team. You will enjoy all aspects of exciting worldwide group tours from designing, planning and reservations to being the first point of contact on the ground. You will enjoy a fantastic package, bonuses and travel opportunities if you have 2 years exp, strong GDS/IT skills and a positive go-get attitude. If you're a sporting fanatic and are looking to step out of retail and into groups then this is the role for you.

READY FOR SOME VARIETY IN YOUR LIFE?

GROUP TRAVEL CONSULTANTS

MELBOURNE (INNER) – SALARY PACKAGE TO \$70K (OTE)

Are you an experienced travel expert who is looking for a role with a little bit more? We are currently recruiting for a well-known travel company in their dedicated groups division. This role will see you working Monday – Friday hours only in an office environment servicing clients via phone and email enquiry. Booking exciting wedding trips to overseas destinations, sporting groups and more you will love this new role. With an amazing salary package on offer you could soon be earning the big bucks.

MANAGE YOUR TEAM TO SUCCESS!

GROUP FLIGHT MANAGER

MELBOURNE – SALARY PKG UP TO \$80K (DOE)

Do you have experience working with large group flight bookings and managing a team? Would you like a role where you work Monday – Friday hours only with a fun and dynamic team? We are currently recruiting for an experienced Group Travel manager to join this growing business and manage a small team with their day to day activities. This role is predominately hands off however you are expected to jump on in busy times. Min 4 years management experience/group experience required.

DREAMING OF A PART TIME ROLE!

LEISURE CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$55K PRO RATA

We are currently recruiting for a well-known boutique office in an affluent suburb of Melbourne. This role will see you using your 5 + years' experience to service high end leisure clients with their worldwide holiday bookings. Selling everything from 5 star cruising, to escorted tours to a beach holiday in Thailand. Your days will be filled with variety and fun! This role will see you being offered amazing famils and an exciting salary package to match your experience. Hurry apply today to find out more.

WELCOME BACK YOUR WEEKENDS

CORPORATE TRAVEL CONSULTANTS

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

Our client, a top TMC is seeking experienced corporate consultants to join their expanding teams & help set the pace for a successful year! These roles will see you working on a variety of accounts and servicing both international and domestic enquiries. Your skills & experience will be rewarded with a great salary package along with fabulous benefits including Mon - Fri hours, development and career progression opportunities. If you are an experienced multi-skilled corporate consultant then contact us today!

CHAMPAGNE TASTES!

RETAIL TRAVEL CONSULTANT

GOLD COAST – TOP SALARY PACKAGE

This luxury leading agency is looking for a sales focused travel consultant to come and join their dynamic team looking after their high end clients, booking a variety of packages and exotic destinations. Every day will be a new challenge. A minimum 2 years experience, strong GDS and product knowledge a must. Strong sale skills to convert sales and build a customer base also essential. Enjoy a fantastic office location, strong salary package, commissions and incentives. Don't delay apply today!

HAVE IT ALL!

INTERNATIONAL WHOLESALE CONSULTANT

BRISBANE CBD – \$55K OTE ++

The atmosphere in this office is funky, vibrant and has a serious buzz about it. You'll love stepping into this fun office each day whilst having the chance to earn serious dollars booking a variety of international destinations. You will need to be motivated, passionate and hungry for success and above all really love selling travel. In return you will be rewarded with not only great \$\$ but enjoy fantastic career progression, educational and more. All you need is min 12 months industry experience and great customer service skills