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Virgin sees positive signs

VIRGIN Australia ceo John Borghetti said it appears things are improving after 2013/14, which he labelled as one of the "most difficult years in the history of Australian aviation".

Announcing the carrier's half-year financial results, Borghetti said although overall consumer sentiment remains weak and total domestic passenger volumes dropped 0.7%, capacity growth had moderated and fuel prices

JITO free until 31 Mar

TRAVEL industry employers can post jobs at no charge on the Jobs In Travel Online (JITO) website until the end of next month.

JITO now alerts jobseekers via smartphone push notifications when new vacancies are posted - for more info, see the **cover page**.

Nine pages of news!

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

- AA Appointments jobs
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had declined considerably.

"These conditions have contributed to the \$55.6 million improvement in the Virgin Australia Group's underlying financial performance," he said.

The carrier's underlying pre-tax result was \$10.2 million (**TD** breaking news) - but this translated into a statutory after-tax loss of \$47.8 million - still a \$27 million improvement on the prior corresponding period.

Borghetti said the key driver of the result was the successful execution of the Virgin Vision strategy to drive sustainable cost reductions and better yield.

The domestic business recorded a \$103m EBIT profit - but this was offset by ongoing losses in the international operation - see **pg 6**.

Air NZ, not SQ!

THIS week's submission to the ACCC in support of the re-authorisation of Virgin Australia and Delta Air Lines alliance was submitted by Air New Zealand, not Singapore Airlines, as stated in **Travel Daily** yesterday.

TD apologises for any confusion.

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'Stellar' result for Webjet

WEBJET ceo John Guscic this morning outlined the company's figures for the six months to 31 Dec (**TD** breaking news), hailing the strong performance of both the core Webjet business and its growing B2B hotels division.

Webjet bookings are up 17% year-on-year, while international

bookings have surged 38% despite the 13% drop in the AUD.

Group TTV surged 22% to \$620 million and pre-tax profit rose 7% to \$12.1 million for the half.

However, the company's Zuji operations in Asia saw drops in both revenues and margins, with the business reporting a \$600,000 loss for the six month period.

Guscic also cited "exceptional growth" in its Lots of Hotels B2B business, which made \$1.5m in pre-tax earnings for the period.

The Dubai-based operation recorded \$46 million in TTV, with key achievements including direct contracting in key cities and the ongoing roll out of "global chain dynamic inventory deals".

Europe-based SunHotels, which was acquired effective 01 Jul 2014, is being successfully integrated, with the company's IT platform set to become the global basis for Webjet's B2B operations.

Webjet is also increasing its liquidity via a global share structure, listing its shares on the OTCQX exchange in the USA.

The move gives the company access to US investors, Guscic said.

Hogan off VA board

VIRGIN Australia has announced that Etihad Airways ceo James Hogan will step down from his role as a non-executive director of the company.

Hogan is resigning "due to other commitments that prevent him from being able to devote the time needed for the role".

Accordingly, the appointment of James Rigney as an alternate for Hogan has also ceased.

Taking Hogan's place as Etihad's nominated representative on the Virgin Australia Board is Etihad Airways Aviation Group chief operating officer Equity Partners Bruno Matheu, while Ulf Huttmeier is Matheu's alternate.

More appointments on **page 7**.

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Virtuoso highlights agent value

VIRTUOSO chairman and ceo Matthew Upchurch is a firm believer in the future of travel agents, saying that in Virtuoso's global business, travel advisers are "alive and thriving, kicking and doing extremely well".

Speaking at an event in Sydney yesterday (see p5) Upchurch gave some compelling arguments for the success of Virtuoso and the wider future of the industry.

Despite the rise of the internet and perceptions that everything is going online, travel agents are "the newest old thing that never went away," Upchurch said.

"Our members enrich lives through human connections, giving their clients advice, access, advocacy and accountability."

In particular, travel agents manage their clients' "most valuable non-renewable asset" - their leisure time, he added.

Upchurch outlined key reasons why consumers should work with a travel adviser - and also gave some hints as to why Virtuoso is targeting Australia.

Despite the population of Australia being just 10% of that in the USA, Aussies took about half

as many long-haul trips last year as Americans.

Virtuoso last year appointed Michael Londregan as its local gm, with sales for the group in Australia up 15% year-on-year.

The organisation has been active here for 12 years and now comprises 38 local members operating in 60 locations.

Upchurch also spoke about the annual Virtuoso symposium at the Bellagio in Las Vegas which last year included over 380,000 four minute appointments.

When he told a very cool Californian internet entrepreneur about the event it elicited the comment: "Dude, that's like Facebook face to face".

TK axes 300 flights

A **SNOWSTORM** in Istanbul has forced Turkish Airlines to cancel more than 300 flights scheduled to depart from its hub at Ataturk Airport yesterday and today.

Around 60cm of snow has fallen over parts of the city in two days.

TK is recommending pax check the status of their flight online before travelling to the airport.

Virgin boosting PNG

VIRGIN Australia has requested approval from the government to increase its operations on the Papua New Guinea route during peak periods.

The carrier told the International Air Services Commission it plans to offer supplementary 737-800 services between Brisbane and Port Moresby, with the first flight slated to operate on 02 Apr.

In order to upgauge frequencies to Port Moresby, Virgin Australia has sought an allocation of 172 seats per week on the PNG route for a period of five years.

Best beaches rated

TRIPADVISOR has announced its 2015 Travellers' Choice Awards top beaches, with Whitehaven Beach in the Whitsundays topping the table in Australia and ranking 9th on a global front.

WA's Turquoise Bay Exmouth & Cable Beach in Broome were rated second and third best beaches respectively in Australia.

Baia do Sancho in Brazil was ranked as the world's best beach.

The poll is based on TripAdvisor reviews & ratings for beaches.

CLICK HERE to view the full list.



Window Seat

A **VERY** cold winter in the north-eastern USA has prompted a refreshingly frank tourism campaign from officials in the city of Ithaca, New York.

The Visit Ithaca website was updated yesterday with a pop-up window showing an inviting beach scene and the message "That's it - we surrender. Winter, you win."

"Due to this ridiculously stupid winter, Ithaca invites you to visit the Florida Keys this week.

"Please come back when things thaw out," the site adds.

It is possible for users to click on a button to take them to the Visit Ithaca site, but they are then asked "are you sure?"

Ithaca Visitors Bureau director Bruce Stoff said the unorthodox campaign had paradoxically resulted in a huge spike in traffic to the website.

"It's true so we thought, why not be honest about it," he said.

"Ithaca is beautiful and we want people to come visit. Just not this week," Stoff added.

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QHols race kicks off

SIXTY travel agents are en route to the United Kingdom, ready to be engulfed in the beauty and culture of the country as part of Qantas Holidays' 2015 Race Around the UK & Ireland.

The mega-family is backed by Tourism Ireland, Visit Scotland, Visit England, VisitBritain, Qantas, Cheval Residences and London's Radisson Blu Edwardian Hotels.

Split into four teams, incentive winners will travel for five days around Wales, Ireland, Scotland or England, experiencing an array of exciting destination & activities.

The race will conclude with two days in London - follow the action using the Twitter hashtag #QRRaceAround.

BW Malay addition

BEST Western has opened its fifth property in Malaysia.

The Best Western Petaling Jaya offers 344 rooms and is located in the city's Section 13 business hub.

Crown H1 results

CROWN Resorts Limited has today reported a six monthly profit of \$201.8m, down 47.2% on the prior corresponding period.

The "normalised" profit result was \$322.4m, up 2.3%, but this was impacted by asset impairments and costs associated with its now discontinued project in Sri Lanka (**TD** 02 Feb).

CEO Rowen Craigie, who also had his employment contract extended until 30 Nov 2018, said the performance of the Australian business was "satisfactory, given the subdued level of consumer sentiment," with main floor gaming revenue up 3.5% across Crown Melbourne and Perth.

VIP gaming surged in Nov and Dec at Crown Melbourne, resulting in overall turnover growth of 61.4% for the half year.

There was a significant decline in gross gaming revenue in Macau and the deterioration there has "continued into the second half".

VA Qld/NSW waiver

VIRGIN Australia has issued a commercial policy for passengers flying to Southeast Queensland & Northern NSW due to adverse weather conditions expected to hit the region over coming days.

Passengers with tickets issued on or before today with departures until 21 Feb will have additional fare, taxes & change fees waived.

Ports within the scope include Rockhampton, Gladstone, Hervey Bay, Bundaberg, Maroochydore, Brisbane, Coolangatta, Ballina and Port Macquarie.

Agents are required to use the waiver code of SWF18080212TEL, which is valid until 23:59 21 Feb.

ARIKA A330-900 MoU

AKIRA Israeli Airlines has signed a Memorandum of Understanding with Airbus for up to four A330-900neo aircraft as the carrier plans to expand its long-haul ops.

At list prices, the MoU is valued at over US\$1.13 billion.

HRG Volkswagen win

VOLKSWAGEN Group has extended & expanded its contract with corporate service provider HRG (Hogg Robinson Group) following a European tender.

The new deal with VW covers additional countries & the online business of the car company in European markets.

The parties will work to develop an end-to-end solution, linking off and online booking processes & delivering a flexible travel program that meets the need of VW's travellers, HRG said today.

Coachella package

TOPDECK has a limited number of tickets remaining to the now sold out Coachella Valley Music Festival being held in Apr.

The highly sought passes are included in the eight-day Road to Coachella trip from Los Angeles to Las Vegas which sets off on 13 Apr, priced at \$2,595pp - see www.topdeck.travel/coachella.

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CZ Auckland boost

CHINA Southern will add four new weekly frequencies on the Guangzhou-Auckland route from 01 Aug, ratcheting up its operation to the NZ gateway to a double-daily basis year-round.

GM for New Zealand Mike Ma said the SkyTeam alliance carrier has "great confidence" in the route due to the high level of demand between China and NZ.

"We have seen strong returns on our investment in the New Zealand market and the support we receive from Auckland Airport is certainly contributing to our success here.

"This increase in services also reinforces our desire to provide the best service possible for our customers," Ma said yesterday.

Auckland Airport general mgr aeronautical commercial Norris Carter said the capacity increase will add 95,000 seats on the route, contributing an estimated NZ\$97 million to the NZ economy.

CZ's new schedule will be serviced by 787 Dreamliner jets.

China Southern first launched flights to Auckland in Apr 2011.

Zabeel Saray shuttle

THE luxury Jumeirah Zabeel Saray resort on the Palm Jumeirah in Dubai has launched a new private jetty, offering an exclusive water shuttle service for in-house guests.

The 'Saray Water Transfer' is an eight-seat air-conditioned shuttle boat which carries guests to and from the Dubai Marina.

Jumeirah Zabeel Saray has also launched a range of new motorised and non-motorised water sports from its private beach, including water skiing, banana boats and donut rides.

Quest assets sold

QUEST Serviced Apartments has announced the sale of two properties to Australian-based investors for more than \$26m.

Accounting and financial advisory firm Crowe Howarth has acquired Quest Dubbo in NSW for \$14.7 million and a locally-based private investor has purchased Quest Shepparton in Victoria for \$11.8 million.

Crowe Howarth also bought Quest Albury, NSW in 2013.

Quest said the transactions reflect the increased appetite of local investors wanting to invest in their own backyard.

The daily operation of the two properties remains unaffected.

Domestic short breaks surging



A NEW study into the holiday habits of high net worth Australians released yesterday has highlighted how perceptions of luxury have changed (*TD* yest).

The 2015 Australian Luxury Travel Survey - commissioned by Virtuoso and Hamilton Island's qualia resort - polled about 2,500 travellers about the issues which shape their travel decisions.

"The elements driving the luxury market are a feeling of connectivity, authenticity and a sense of place," said Virtuoso ceo Matthew Upchurch, who unveiled the findings in Sydney yesterday.

"People want genuine, personalised experiences and whilst this is a global trend, it is

more prevalent in sophisticated markets like Australia," he said.

Two thirds of respondents said they are taking more short breaks (2-4 days) than five years ago, and spending them in Australian luxury holiday destinations.

The proliferation of local luxury properties such as qualia, Wolgan Valley, One&Only Hayman Island and Southern Ocean Lodge has helped drive this trend.

Pictured above from left at yesterday's event are Gil McLachlan, McLachlan Travel Group; Glenn Bourke and Philippa Harrison, qualia; Matthew Upchurch, Virtuoso; Fay Cohen, Travel Phase and Michael Londregan from Virtuoso.

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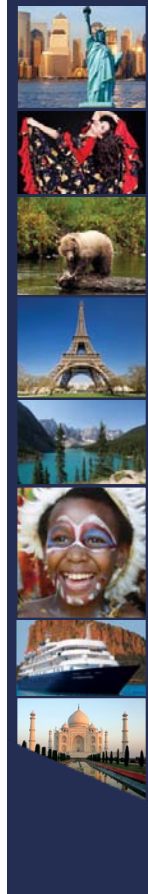
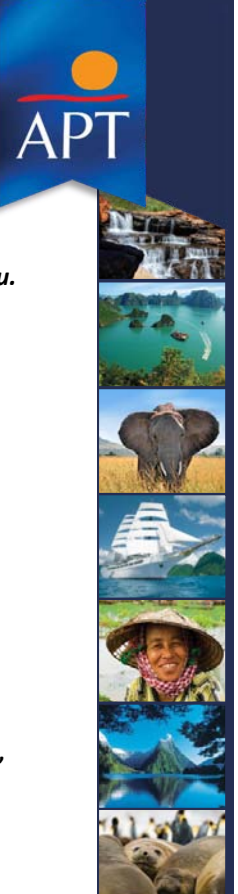
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Vin and 'Harry-et' Potter at Expo



BLOCKBUSTER movie stars were out in force last night at the Sydney edition of the Visit USA Expo as the annual roadshows ended its first tour of 2015.

Hundreds of agents in Brisbane, Melbourne and Sydney turned out at the three events this week to meet with suppliers from the 50 states and find out about the latest destination updates.

Universal Studios Hollywood was among those on show, with Vin Diesel (Tristan Freedman) and 'Harry-et' Potter (Beth Greenup) pictured above at their stand.

The ever-growing movie theme park will later this year launch "Fast & Furious - Supercharged" as the climactic and heart-racing conclusion to the enduring Studio Tour attraction (**TD** 11 Feb).

flydubai Iran growth

DUBAI-BASED low-cost carrier flydubai is significantly expanding its presence in Iran, with the addition of five new destinations.

Effective next month, the carrier will debut flights from Dubai to Shiraz, Isfahan, Ahwaz, Hamadan and Tabriz.

The additions complement existing flydubai flights from Dubai to Tehran and Mashhad.

VA international alert

VIRGIN Australia is taking a range of actions to address the languishing performance of its international business, which lost almost \$50 million during the six months to 31 Dec.

The carrier cited "increased competitive pressure" in key markets, with constrained revenue growth to just 1.1%.

Initiatives underway include the introduction of Business Class on Tasman and Pacific Islands routes to drive revenue growth and the integration of its NZ operations into the rest of the international business.

VA is also consolidating its Los Angeles flying from three to two Australian hubs, and will introduce new Business Class suites on its 777 aircraft to "further drive yield growth".

Tigerair into black

TIGERAIR Australia has seen a "turnaround," with parent firm Virgin Australia today confirming Tiger had recorded an Underlying Profit Before Tax of \$500,000 for the three months to 31 Dec.

Overall for the half, Tigerair improved its losses by \$6.7 million, and Virgin said it expects to see "continued year-on-year improvement" in the offshoot, which also significantly boosted its on-time performance.

Innsbruck Airport to adopt Amadeus cloud

INNSBRUCK Airport in Austria has reached an agreement with Amadeus which will see it adopt the firm's "next generation cloud based Common Use platform".

The breakthrough deal will see a range of Amadeus solutions implemented at the European gateway including Airport Common Use Service (ACUS), Airport Baggage Reconciliation System (BRS) and Airport Passenger Verification (PV).

It's said to be the first complete cloud-based common use environment in an airport, and allows airlines and ground handlers operating at Innsbruck to "leverage application virtualisation and cloud technology" to access passenger processing systems.

The platform is hosted in Amadeus' centralised data centre in Germany, rather than on-site.

The cloud based solution will enable passenger check-in to be simply relocated to alternative locations - or even off-airport - when necessary.

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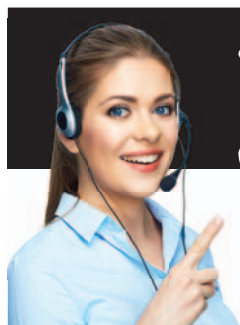
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GA to Timor-Leste

GARUDA Indonesia is now operating direct flights between Bali and Timor-Leste, with a new 737 service to Dili debuting this week, according to OAG.

Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Uniworld Boutique River Cruises has appointed **Bianca Robertson** as its new Sales Manager for Vic, SA and Tas. She joins Uniworld from her former role as Assistant Team Leader at Escape Travel, Malvern in Vic.

SilverNeedle Hospitality has named **Alex Billing** as the General Manager of the world's first **NEXT Hotel** in Brisbane. Billing was most recently GM of the Rendezvous Grand Hotel in Melbourne.

JLL's Hotels & Hospitality Group has appointed **Bob Merrigan** as its new Executive Vice President, Hotel Project Services. He joins JLL with over 30 years of industry experience, with his most recent position as Vice-President Property Services Asia Pacific for Outrigger Hotels & Resorts.

Daryl Webb has taken on a new Business Development Executive role with **Quest Albury**. He joins the property, which has recently completed an extensive refurbishment, from his previous role with Flight Centre.

Accor has announced the appointment of **Wayne Taranto** as General Manager of **Sofitel Sydney Wentworth**, moving from his current role as GM of the **Pullman Quay Grand**. Replacing him there is **Cleo Seaman**, ex The Como Melbourne, while **Steve Wellsteed** is the new General Manager of **Mercure Townsville**. **Darren Waite** is Accor's new Regional Director of Sales and Marketing for Vic, Tas and SA, joining the group from IHG, while former Sofitel Regional Director of Sales & Marketing **Blair Weir** has returned to Australia from Vienna in the role of Director of Sales, Marketing, Business and Leisure at Sofitel Sydney Wentworth.

The Langham, Melbourne has welcomed **Andre Jacques** as its new Director of Sales and Marketing. Jacques has been overseas for eight years opening various properties, and before that was based at the Sheraton Mirage Port Douglas as its Director of Sales and Marketing.

Brett Christ has taken on the General Manager role at **Hilton Surfers Paradise**. He was previously GM at Melbourne's Hilton on the Park.

A restructure at **APT** to underpin the company's future growth has seen **Chris Hall** named as APT Group Managing Director. **Debra Fox** has been promoted to the role of Chief Marketing Officer, while **Justine Lally** has been appointed Head of Marketing Australia and NZ. APT Head of Product and Operations **David Courage** becomes the group's Global Head of Operations, Innovation and Procurement, while former Travelmarvel GM **David Cox** becomes the new CEO of the APT brand.

Airberlin has appointed **Arnd Schwierholz** as its new Chief Financial Officer, replacing **Ulf Huttmeier** who moves to a new role with Etihad.

Starwood Hotels & Resorts Worldwide has announced the immediate resignation "by mutual agreement" of its President and CEO **Frits van Paasschen**. He'll be replaced on an interim basis by **Adam Aron** while a search for a permanent Chief Executive is conducted.

#TrafalgarInsider winner



Auckland Concur deal

AUCKLAND International Airport this morning announced a NZ exclusive "world first partnership" with Triplt by Concur, a travel organising app which has over 11 million registered users across the globe.

Under the deal, some of Auckland Airport's information services will connect directly into Triplt, with further details to be released in the coming months.

Strong Accor profit

ACCOR this morning reported its 2014 financial results, with a hefty 77% increase in net profit to €223 million.

CEO Sebastien Bazin said the in-depth transformation of the group is now starting to pay off.

Consolidated revenue for APAC grew 1.9% - slower than overall global growth of 3.8% to €5.5b.

ABOVE: Trafalgar rewarded some of the social media-savvy agents on last year's Acclaim top achievers trip to Switzerland for sharing their experiences online.

Prizes included the most tagged images, the best images of Christmas markets and Swiss chocolate, best selfie, best food picture and best use of the #TrafalgarInsider hashtag.

Pictured above is Manuel Rivera from itravel Surry Hills, winner of the "most tagged images" award with Mark Wettstein of Switzerland Tourism and Conrad McCall of Trafalgar.

Roy Morgan winners

RESEARCH firm Roy Morgan last night named Qantas as Domestic Airline of the Year and Domestic Business Airline of the Year, while Singapore Airlines was International Airline of the Year

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QR confirms Durban

QATAR Airways has confirmed the launch of flights from Doha to Durban via Johannesburg starting 17 Dec (**TD** 09 Feb), the carrier's third gateway in South Africa.

\$1m for BYOjet parent

SHARES in Disruptive Investments - parent company of online travel agency BYOjet - this morning recommenced trading after being suspended for the last week while a capital raising was carried out (**TD** 12 Feb).

The company has raised \$1m by issuing more than 83 million new shares for 1.2c each to "new and existing institutional and sophisticated investors".

Canada full year data

DOUBLE-DIGIT growth from the Australian market to Canada in Dec has helped boost full year arrivals growth to 6.3%, new government figures confirm.

According to Canadian Tourism Commission figures released this morning, more than 27,000 Aussies visited Canada in Dec, up from 24,000 the year prior.

For the 12 months ending Dec, over 280,800 Australians travelled to Canada, up 16,600 on 2013.

Growth out of China to Canada continues to go gangbusters, with more than 454,000 Chinese nationals venturing to the North American nation in 2014, up an incredible 28.8% year-on-year.

Overall, Canada welcomed over five million visitors from overseas markets in 2014, an increase of 9.4% on the year prior.

ATMC meets up at Amadeus HQ



TRAVEL technology giant Amadeus hosted the 16 members of The Association of Travel Management Companies for their monthly meeting recently.

The meeting saw attendees hear about the latest local forecasts and trends in travel and take a tour of the new Amadeus offices.

Pictured above from left is Phil Hoffmann, Phil Hoffmann Travel; Geoff Fairall, Atlantic Pacific; Trevor Reid, QBT; Brigid Archibald, AMEX; Tony Carter, Amadeus; Alex Kouz, QBT; David Greenland, Concierge Travel; Gary O'Riordan, AFTA; Barbara Whitten, Anywhere Travel; Craig Smith, CTM; Stephen Finlay, FCm;

Michael Gunn, CWT; Alan Wolf, Bay Travel and Bianca Sobotta, Carlson Wagonlit Travel.

Missing from the photo is AFTA ceo Jayson Westbury, who was on the phone at the time.

ASF rallies community

GOLD Coast Integrated Resort and Cruise Ship Terminal local project director Tim Poole has urged proponents of the project to show their support publicly.

Poole warned it would be to the state's peril if the government discontinued its assessment now.

Full story in today's edition of **Cruise Weekly** - [CLICK HERE](#).



Holidays

viva! holidays
viva life!

Business Development Executive Qantas Holidays & Viva! Holidays

- A new opportunity exists for an experienced Business Development Executive to join Qantas Holidays & Viva! Holidays in a full time capacity.
- Located in Adelaide

Qantas Holidays & Viva! Holidays, a division of Helloworld Limited, is seeking a motivated and self-driven Business Development Executive. You will have a strong desire to reach agreed targets and results, and most importantly, you will be looking for your next career – not just another job.

You will be responsible for growing and supporting new & existing trade business for Qantas Holidays, Viva! Holidays, The Cruise Team, Ready Rooms & Rail Tickets and you will play an important role in our exciting business plans for the future.

This role is ideal for a personable sales expert, with strong travel industry experience, who is highly likeable and quick to form business relationships with potential clients. In addition, excellent business acumen is a must, combined with high persuasion and influence skills and good time management.

Please apply by email with a covering letter and a full Curriculum Vita by close of business Wednesday 25 February, 2015 to careers@helloworld.com.au.

Only successful applicants will be contacted.

Manager, Product Specialist

Pinpoint, a MasterCard company is a leading provider of loyalty and rewards services to financial institutions across the Asia Pacific region. Headquartered in Sydney, we are Australia's leading rewards program manager, with a growing footprint across the region into key markets such as China, Hong Kong, India, Taiwan and Japan. Our customer base includes financial institutions and merchants.

An exciting opportunity has become available within our travel loyalty team for a Manager, Product Specialist. Your role will be to assist the Product Lead with developing and implementing strategies to maximise revenue and travel redemptions, through the account management of key merchants and financial institutions. The ideal candidate will have had marketing/product management experience within the travel industry, have exceptional written and verbal communication skills, be able to work autonomously and also have experience in managing people.

Applications should be sent to adele_andrews@mastercard.com by COB Friday 27th February 2015. For more information, [click here](#).



A MasterCard Company
Pinpoint Travel Group Pty Ltd

Cross Canada contest

AGENTS have the opportunity to win a Prestige Class journey on the four-day cross-country rail trip on The Canadian in a new competition from Rail Plus.

The winner will also receive one night accom in Vancouver, two in Toronto and can take the journey in either direction, along with \$5,000 towards air travel for two.

To enter, book tickets on VIA Rail's The Canadian through Rail Plus and email the booking number and a creative answer to "In 25 words or less, why do you want to go to Canada" to competitions@railplus.com.au before COB on 17 Mar.

APAC booms for NZ

THE resumption of services from Auckland to Singapore saw Jan pax numbers on Asia/Japan routes skyrocket 36.6%, according to new Air New Zealand results.

Long-haul routes to the UK and North America also performed well, with demand up 14.1% year-on-year, although load factors fell slightly due to the new capacity.

The carrier uplifted a total of 1,071,000 passengers over Jan at a group load-factor of 87%.

Ascott graduate hired

SERVICED apartment operator The Ascott Limited has selected its first Australian candidate to take part in the Ascott Management Associates Program.

Kosta Atsiaris - a graduate of tourism and hospitality tertiary firm William Angliss Institute - will receive on-the-job training and industry experience at two of Ascott's properties in Melbourne.

He will work in all areas of the hotel operations at Citadines on Bourke Melbourne and Somerset on Elizabeth Melbourne as well as broader areas of the Ascott firm such as HR, marketing and sales.

Profit jump for IHG

UNDERLYING operating profit for InterContinental Hotels Group climbed 10% for the full year in 2014, according to new financial results from the hotel corporation.

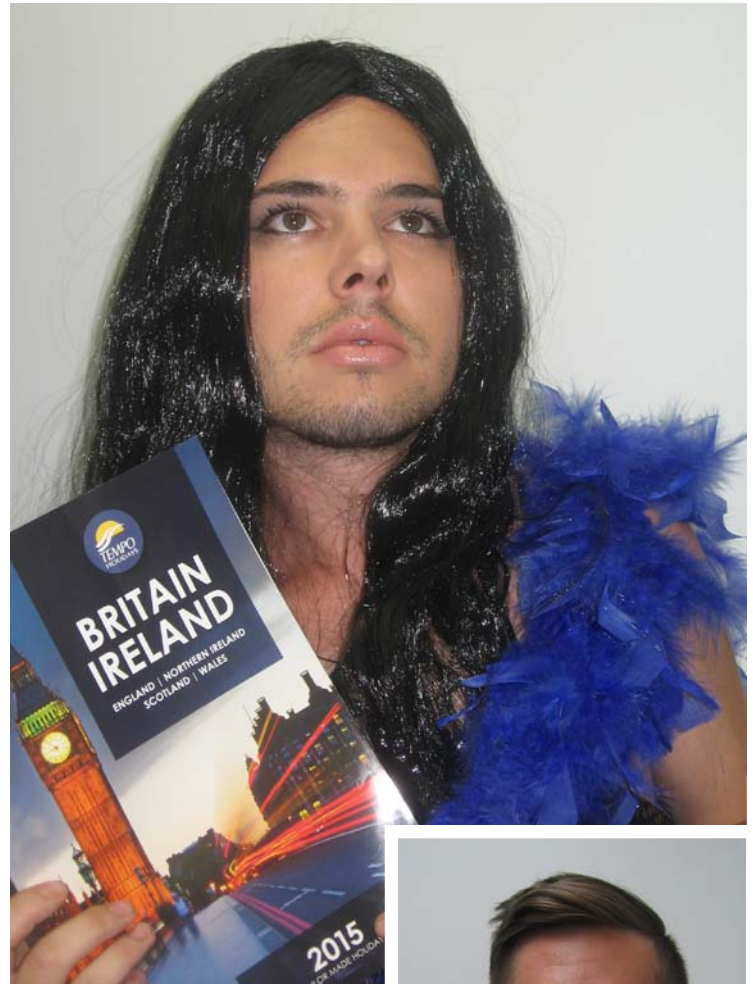
Results in Australia were largely flat, with RevPAR up 3.9%, with weakening currencies in Europe and Asia causing a flow-on 5% decline in local underlying profits.

New Kyrgios MH deal

MALAYSIA Airlines has released a range of "Nick Kyrgios Summer Deals" in line with its promotion of the emerging tennis star.

Return fares to KUL start from \$556 ex DRW or \$775 ex SYD, with discounted seats on sale to cities across Asia and Europe.

Tempo's sequin-loving Conchita



FEATHERS appear to have been flying - literally - at Tempo Holidays' offices in Melbourne when reservation sales consultant Adam March transformed himself into Conchita Wurst.

Clearly spreading the Tempo message, March (before shot inset) is pictured above showing off how the cross-dressing Eurovision 2014 winner would plan his/her holidays.

Tempo says Adam loves "modern music, sequins, martinis and providing the best travel advice to his clients".

He was keen to dress up as Conchita, quipping "anything for a LOL moment".

Adam is now in the running to win a trip to Austria in May this year, as part of a global mega-famil including Eurovision 2015.

We're after the best travel industry Conchita transformation - for details on how to enter, see the competition box at left.



Samsonite expands

LUGGAGE manufacturer Samsonite has purchased travel retailer Rolling Luggage, which operates 36 airport stores across the globe including outlets in Sydney and Melbourne.

Samsonite paid £15.75m for the business, which also has operations at Heathrow, Frankfurt and Hong Kong airports.

Originally part of the Tie Rack retail group, Rolling Luggage became a standalone business after an internal restructure in Apr last year.



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

ARE YOU A HUNTER?

**NATIONAL BUSINESS DEVELOPMENT MANAGER
BRISBANE – UP TO \$75K PKG + BONUSES**

We have a new opportunity to join this industry leader in their National Sales team. You will be responsible for managing a portfolio of accounts building & developing relationships, sourcing for new business opportunities, negotiating contracts, upselling and cross selling to drive the best revenue outcomes for the business. Previous experience as a BDM essential along with high level negotiation, communication skills & proven ability to reach sales targets.

UNIQUE OPPORTUNITY IN PERTH

**OFFICE MANAGER / BUSINESS DEVELOPMENT
PERTH - SALARY PACKAGE TO \$60K + BONUSES**

This sensational travel company is seeking a sales driven individual with both consulting & sales management experience. In addition to assisting with VIP client itineraries, you will spend a portion of your day building strong relationships & growing brand awareness. You will be motivated to develop new business opportunities & grow year on year sales. In addition to your strong sales skills, you must have a passion for adventure travel.

**CORPORATE SALES / BDM ROLES x 5
BUSINESS DEVELOPMENT MANAGERS
MELBOURNE – SALARY DEP ON EXP / ROLE**

With the corporate travel sector still booming we have a number of corporate sales roles available in Melbourne. With roles targeting the Event Travel, SME and Large Market corporate travel space, we are sure to have a role that interests you. If you excel in identifying & securing new business through proactive sales activity & developing strong relationships, apply to AA Appointments today to register your interest.

* NEW ROLE *

**IMPLEMENTATION MANAGER
SYDNEY CENTRAL – EXECUTIVE SALARY PACKAGE**

This leading travel management company is looking for a customer focused candidate who will be the first port of call for BDMs and Account Managers in relation to configuration, implementation, changes and process impact. You will be responsible for ensuring products are deployed correctly to optimise adoption, customer engagement & retention, and improve the overall customer experience. Don't wait any longer apply now!

PASSIONATE ABOUT AUSTRALIA?

**DOMESTIC RETAIL MANAGER
SYDNEY CBD - HEALTHY BASE PLUS COMM**

This is a great role for any retail managers or assistant managers that have led a team to sales success. This unique organization that specialize our great land require a motivated manager to join their office based in the CBD. Responsible leading and mentoring your team to achieve amazing sales results, you will have a proven sales record, leadership skills and be flexible with working hours. This role offers a high base salary plus uncapped comms!

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!

**DIGITAL MARKETING SPECIALIST 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!

MAKE A DIFFERENCE!

**GENERAL MANAGER
BRISBANE CBD – UP TO \$110K PKG + BONUSES**

This leading travel company is looking for an experienced manager to lead this close knit team and join them in the role of General Manager. Previous experience managing a successful team is a must along with extensive knowledge of the travel industry. Proven ability to build good working relationships, strong negotiation & commercial acumen is essential and a winning attitude is a must. An executive salary package + bonuses is on offer.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: executive@aaappointments.com.au

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com.au



Working in partnership with the Australian Travel Industry

Retail Travel Consultant

Gold Coast, Attractive Package! Ref: 1362PS1

Are you a passionate travel consultant with excellent all rounder product knowledge, solid GDS and admin skills? If you love face to face sales and are used to working to sales targets within a small team environment then this role with a well positioned retail agency may be just to change you are looking for! Excellent family friendly hours and a great team environment is on offer along with plenty of industry benefits! Galileo & CCT consultants are preferred but cross-training is available.

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

Travel Consultant – Asia Specialist

Sydney, \$45-\$60K OTE + Super, Ref: 0890MB1

Don't miss this rare opportunity to be a specialist in a destination that is ever growing, Asia. We are looking for an experienced Travel Consultant who is looking for their next challenge but wants to specialise in one product. Work for a well-established company in North Sydney. No two days will be the same with a mix of email and over the phone consulting. Work for Australia's fastest growing Asia specialist company. Excellent salary + bonuses with a flexible supportive working environment.

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

Travel Reservations Agent

Melbourne, \$45K-\$50K + Ref: 1125MD2

Know high end travel products? Love going the extra mile and are completely focused on client satisfaction, this could be your next move within the travel industry. You could have a Monday to Friday role, with a fantastic and stable team who are the top of their league, if you have what it takes to be the complete package! If you have fantastic travel consulting experience, customers focused, have amazing product knowledge and love going the extra mile this could be what you are looking for!

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

Retail Travel Consultant

Adelaide, Competitive, Ref: 1008KF2

Rare vacancy to join a great team within a well known travel brand in Adelaide. Fantastic opportunity for an experienced Travel Consultant with at least 1-2 years' experience in a similar role, looking to expand on their knowledge and grow their career with this well respected company. You will be a part of a fun and dynamic store, working with both domestic and international product. Ideally you will have solid GDS experience (Galileo preferred) and love hitting sales targets!

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

Ski Wholesale Consultant

Brisbane, Competitive \$, Ref: 1513HB6

This independent Ski Specialist is exponentially expanding and looking for experienced travel consultants to join their team where you will be dealing with both wholesale and retail enquiry. Annual famils, uncapped commission and a fantastic team culture are just some of the many benefits on offer! If you have worked in the fast paced, target driven environment within the travel industry, are a GDS expert and most importantly have a ski travel profile to rival Torah Bright then apply now!

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

Travel Events & Groups Coordinator

Sydney, \$Attractive, DOE, Ref: 1585SZ1

Are you an experienced group consultant that wants a foot in the door to the events side of the industry? Working closely with the travel department, you will be assisting the Events Manager with group allocations and business travel arrangements & getting involved with event set ups, hosting events where necessary. Previous group consulting experience is a must, events experience advantageous! You will need high attention to detail, personable personality, proactive and self motivating.

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

Corporate Leisure Consultant

Melbourne, \$Competitive, Ref: 1593DV1

Are you an experienced Travel Consultant that loves retail but would like to work with corporate clientele?! If so then this is the perfect opportunity to take your career to the next step! My client is looking for a Travel Consultant to work for their Global company in the Melbourne area! In return for your hard work the Travel Consultant will be provided with amazing perks, travel opportunities, excellent salary and a chance to really grow your career further! Don't miss out!

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

Supervisor & Travel Consultant

Mandurah, DOE, Ref: 1576LB3

This is a rare opportunity within a reputable retail travel company for your chance to step up into a supervisory position and further develop your career! As a team leader you will be responsible for managing a small team of consultants encouraging team KPI's and sales targets to be met. Senior consultants welcome to apply. A travel consulting role is also available; those with Sabre experience will be preferred who excel in customer service and thrive in a sales environment.

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch