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Monday 23rd February 2015



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Major business events push

THE business events sector has the propensity to be a "leading force for Australia's future prosperity," according to the Business Events Council of Australia (BECA), with the group's chairman Matthew Hingerty today urging the government to work with industry to "leverage the great opportunity before us".

The Value of Business Events to Australia study, conducted by consulting firm EY and partly funded under the now defunct T-QUAL Grants Program, quantifies the sector's direct and indirect impact on the economy.

Business events contributed a whopping \$28 billion in direct expenditure, and were a critical component of Australia's GDP with a total annual economic contribution of \$23.1 billion.

Controversially, Hingerty

contrasted the participation of event delegates with other high-profile major public events.

Last year, 37 million people attended over 412,000 business events held across Australia - the equivalent of eight Sydney 2000 Olympic Games, 530 Australian Open tennis tournaments or 25 VIVID Sydney festivals.

"It's time the business events sector stopped being the quiet achiever of the Australian tourism industry...it's time to take our place as one of the country's key economic drivers," Hingerty said.

"Business events are an economic powerhouse - they foster trade, export, investment, diplomacy, education and knowledge transfer," he added.

Tourism Australia md John O'Sullivan also spoke at AIME this morning, hailing the importance of the high-yielding sector.

O'Sullivan announced that TA's business events conference Dreamtime 2015 will take place at the Adelaide Convention Centre.

More from AIME in today's **Business Events News** - subscribe at businesseventsnews.com.au.

Today's issue of TD

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

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EY urges air liberalisation

ETIHAD Airways has stated a case for further liberalisation of air access between Abu Dhabi & Australia as part of a submission to a parliamentary enquiry into Australia’s trade relationships with Middle Eastern countries.

The EY proposal is urging for the completion of a free trade agreement between Australia and the Gulf Cooperation Countries, as well as an ongoing commitment to visa and passenger facilitation reform between the countries.

“The Australian market is one of the most important in Etihad Airways’ network, and our partnership with Virgin Australia - enhanced by our investment in the airline - is key to the commercial success of both airlines,” the submission states.

EY pointed out its commitment to the local market includes an expanded strategic marketing partnership with Tourism Australia, as well as sponsorship of Melbourne’s Etihad Stadium and the Sydney Opera House.

The submission comes in the lead-up to talks later this year between Australian and UAE officials, with expanded capacity under the current aviation bilateral agreement expected to be a topic of discussion.

MEL int’l record

INTERNATIONAL arrivals at Melbourne Airport topped 793,300 during Jan, setting a new record with numbers up 5% on the same period in 2014.

The highest growth came out of passport holders from Japan (+68%), France (+46%) and South Korea (+27%).

Domestic movements were flat, but down 0.3% to 1.98 million.

Comparatively, Sydney Airport achieved growth of 1.4% for int’l pax last month with 1.3m arrivals while domestic arrivals dropped 1.7% to 2.09 million.

APT Tassie program

FIVE escorted tours across Tasmania feature in the newly released APT Tasmania 2015/16 brochure, with savings of up to \$1,040 per couple available for early bookers - aptouring.com.au. More new brochures on **pg six**.



Travel Daily
on location at
AIME

Today’s issue of TD is coming to you courtesy of the Melbourne Convention Bureau, which is hosting the Asia-Pacific Incentives and Meetings Expo in Melbourne this week.

THE Asia-Pacific Incentives and Meetings Expo (AIME) formally kicks off tomorrow, with a two-day exhibition and conference bringing together buyers and suppliers in the vital business events sector.

Owned by the Melbourne Convention Bureau (MCB), AIME brings in hosted buyers and media from around the world to meet with destinations, airlines, hoteliers and other suppliers involved in the sector.

It’s the centrepiece of Business Events Week, an MCB initiative which will also later this week include Open Space at the Melbourne Convention and Exhibition Centre - a free public event showcasing ‘innovation’ in business events.

Greece WITH TONY & CHRISTOPHER 2015	Turkey WITH GREGG & EXTENSIVE 2015	Dubai AND SAUDI - OMAN 2015	Croatia WITH GAIL AND WANDERLUST EXPERTISE 2015	Italy WITH CRISTINA & EXTENSIVE 2015
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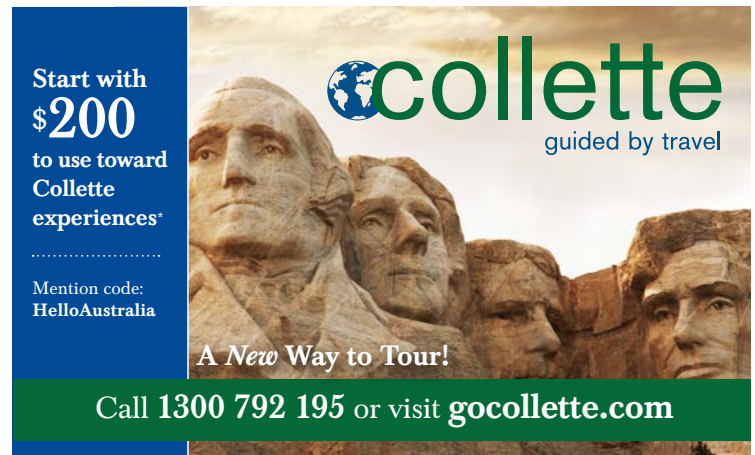
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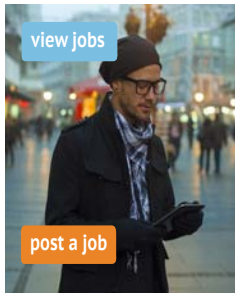


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Second airport for Perth

INITIAL planning has begun on identifying a site for a second metropolitan airport in Perth, to come at an unspecified point in the future, the WA Govt has said.

The release of the Western Australia State Aviation Strategy over the weekend included the plan for a second airport as one of several “intended outcomes”.

Investment in infrastructure and services will continue at the existing PER Airport to ensure it meets the state’s aviation needs in the short to medium term.

WA Transport Minister Dean Nalder said the strategy provided a framework for future policy, planning and investment both from private and public sources.

“Effective and efficient air services are crucial to WA’s

economic and social development and play an integral role in catering to the needs of a range of sectors, including mining and resources, corporate, tourism and leisure,” he said.

Additional projects in the strategy include addressing the high cost of intrastate travel, with the government to work with airlines to make travel to regional parts of WA “more attractive”.

Further, the govt will work to attract new airlines to Perth and regional WA as well as address the “disproportionate” cost of security at regional airports.

Nalder added it was essential for the state government to play a more active role in the aviation sector to ensure the industry kept up with economic development.

Skywest fleet repaint

VIRGIN Australia is underway with repainting work on the fleet of Skywest aircraft to rebrand the fleet in Virgin Australia colours.

VA acquired the WA regional carrier in 2013 (TD 11 Apr 2013).

20% off The Ascott

BOOKING 30-days in advance at Melbourne-based The Ascott Ltd properties Citadines on Bourke and Somerset on Elizabeth in will save guests 20% for stays during the month of Apr.

Furthermore, a 15% discount is available for stays pre-booked 30 days prior at Somerset on the Pier and Somerset on Salamanca in Hobart and Citadines St Georges Terrace Perth & both Melbourne locations for visits up until 31 Dec.

To accommodate guests who do not have the luxury of knowing travel plans in advance, The Ascott Limited is also offering a 10% discount year-round when booking two consecutive nights.



Window Seat

DUBAI continues to turn heads around the world with its ostentatious displays of wealth and grandeur, and has done it again, this time in a candy store.

The city’s newly-relaunched Scoopi Cafe has created the sweetest of treats in the form of an ice-cream scoop priced at AUD\$816 each.

Dubbed the ‘Black Diamond’, the scoop contains rich vanilla from Madagascar, the world’s most expensive Iranian saffron and slices of black Italian truffle.

Doesn’t sound too elaborate right? Add some sprinklings of edible 23-carat gold flakes on top and you’ve got a scoop you will wish just wouldn’t melt.

The customer leaves feeling rich in more ways than one, able to keep the Versace bowl and spoon in which it is served.

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Atlantis delights down under

DUBAI'S

Atlantis The Palm resort yesterday showcased in Sydney, with a major event hosted at the swanky Royal Motor Yacht Club at Point Piper.

Several hundred industry partners and media were treated to some of the property's signature delights at a seemingly never-ending brunch, with the offerings ranging from sushi and a "mushroom bar" through to a dessert involving liquid nitrogen and everything in between.

Before sitting down to eat, attendees were also able to experience the resort for themselves via an innovative virtual reality setup (inset), run by Atlantis' head of guest experience James Wyndham.

Atlantis the Palm is clearly heavily targeting Australian passengers, with the property's head of sales and marketing



Ravini Perera - pictured above with Julie King of Dubai Tourism gifting a voucher for a two night stay at the property to every guest at the event, in conjunction

with a special Qantas airfare to the emirate.

Pictured left at the event are some of the attendees: Matthew Cameron-Smith, Trafalgar; Tim Harrowell of Emirates and John Simeone from Qantas.



TA winds back in NZ

TOURISM Australia has said it will reduce staff levels at its New Zealand office to just one, with the ailing AUD cited as a factor.

Effective 01 Jul, current general manager Jenny Aitken will take on the duties single-handedly, with the organisation to put its focus into the business events sector.

TA spokesperson Karen Halbert told **TD** today that high levels of awareness currently exist in terms of the leisure sector in NZ and that individual states would continue to promote their own specific regions and experiences.

"We will continue to work with partners where business events opportunities exist, maximising attraction and conversion for new events to Australia," Halbert said.

She added the NZ consumer was already very familiar with the Australian tourism offering and as such, the need to develop brand awareness in the country was low.

Nanuku free massage

GUESTS booking a four night stay at Nanuku Auberge Resort Fiji before 31 May will not only receive a fifth night free but two complimentary 30 minute massage treatments.

The five-night package includes all gourmet meals, personal butler service, use of golf buggy and all non motorised sports equipment plus free wi-fi, priced from US\$3,360ppts.

The deal is valid for travel from now until 31 May and from 01 Dec through to 31 Mar.

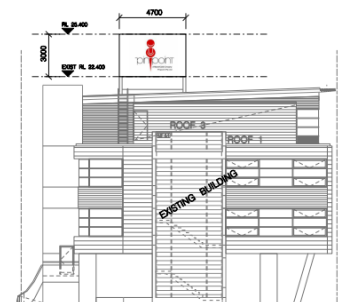
Pinpoint profile boost

SYDNEY-BASED wholesaler Pinpoint Travel Group is seeking to have greater brand awareness in the city, applying to the NSW Govt to have a giant "identity box" erected above its premises.

Located in Rozelle, the proposal for the wayfinding landmark will see a 3 metre high illuminated box straddle the site on James Craig Road, according to project details made public last week.

In its application, Jackaroo Property explained to the govt that "there is anecdotal evidence that many customers have difficulty finding the site", adding the lightbox would assist with wayfinding "by providing a focal point that distinguishes the building and helps orientate visitors travelling to the site".

If approved, the box (pictured) will be visible when crossing the nearby ANZAC Bridge west-bound.



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Skal congress portal

SKAL Kenya has developed a website providing details on the Skal International Congress being hosted 18-23 Oct in Mombasa.

Skalleagues can access the site at skalkenyacongress2015.travel where they can source info on pre & post Congress tours to some of Kenya's major national parks and wildlife reserves.

Kenya Airways & Qatar Airways are offering rebated tickets to delegates planning to attend.

DFAT: Amman threat

AUSTRALIAN travellers heading to Jordan are warned to 'exercise a high degree of caution', with new info suggesting "extremists may be planning attacks against retail premises" in Amman.

Hertz Italy growth

DOLLAR & Thrifty have opened close to 30 depots at airport and downtown locations across Italy after replacing existing outlets operated by a former licensee.

The transition is part of the international growth strategy of Dollar Thrifty Int'l for Europe and sees the company open depots in Rome, Milan, Venice and Naples.

Dollar and Hertz are both part of The Hertz Corporation.

New UA SME product

UNITED Airlines has introduced a new business product targeted towards small and medium-sized enterprises (SMEs), providing discounts of up to 30% off published fares.

Dubbed 'United PassPlus Flex', discounts are based on select fare classes for travel from Australia to the USA, Canada, Europe, South America and beyond.

PassPlus Flex discounts range from 5% in BusinessFirst Z class, 10% in Economy in H, Q, V and W class, 20% on Global First, BusinessFirst and Economy in D, Y, B, M, E and U class and 30% in Global First & BusinessFirst in F, A, J and C class.

Customers are required to prepay between \$30,000 (Level 1) and \$250,000 (Level 4) for a 12-month period, with bookings handled via participating travel agencies, TMCs or online direct at www.united.com/au and funds deducted after each transaction.

Funds are able to be topped up by a minimum of \$10,000 at any time if travel spend exceeds the prepaid amount.

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

Air China ups PEK/LAX

A THIRD daily Air China service on the Beijing to Los Angeles route will commence on 02 May.

Initially operating as four times weekly, Flight CA887/888 will be cranked up to daily from 01 Jul.

Air China's non-stop services to LAX all operated by Boeing 777-300ER aircraft.

Explore Kangaroo Is

THE South Australia Tourism Commission and SeaLink have joined forces to encourage South Australian residence to "Set a course for Kangaroo Island".

A new commercial rolled out in Adelaide cinemas this month spruiks the island's proximity to the capital, its wildlife, beaches and food & wine offering.

SA Tourism Minister Leon Bignell said the ad aims to entice locals to holiday in their own state.

Britannia hand-over

P&O Cruises took delivery of its newest and biggest passenger vessel, the 3,611-guest *Britannia* from shipbuilder Fincantieri in Italy yesterday.

Britannia changed hands at the Monfalcone shipyard, with David Dingle, ceo of P&O's parent company Carnival UK presiding over the exchange.

The 141,000-tonne ship will enter passenger-paying service from Southampton on 06 Mar.

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](#).



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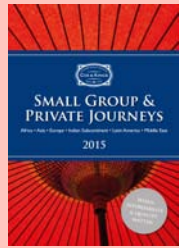
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Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



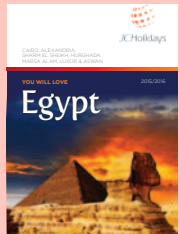
Cox & Kings - Small Group & Private Journeys 2015
Prices have been reduced across the global range, all detailed in the new Cox & Kings global guide. Two brand new itineraries have been developed for the new year, led by the eight-day 'Splendours of Andalucia', which takes pax to some of the most scenic mountain regions of Spain, with more featured in the brochure itself. Tours in Japan, Crete, West & South Africa and China have been revised, but the same combination of innovative experiences in exotic places remains.



Topdeck - Africa 2014-2016
Naturally, wildlife and safaris form a big part of the African tour offering featured in the new guide to the continent from Topdeck. Activities available include gorilla trekking in Uganda, swimming with sharks in Mozambique and viewing cheetahs and elephants in Kenya. Two new itineraries have been added to the range taking in a multitude of national parks and vast natural highlights. Tours include nights in lodges, hotels & at campsites, all meals on many tours and fully-equipped safari vehicle.



New Horizons Holidays - Asia 2015/16
A wider range of flexible cruising product has been added to the new Asian range from New Horizons Holidays, expanded in response to growing demand from customers. Product in the guide covers Malaysia, Singapore, Hong Kong and China. Day tours have also been added, including options to Legoland, the Coral Islands in Sabah, Historic Malacca and the River Safari in Singapore. Suggested itineraries are also featured, offering tips on where to enjoy the best shopping, beaches or city stays.



JC Holidays - Egypt 2015/16
The perennial bucket list destination is well worth making a reality with the largest ever product range in the country now available from JC Holidays, which has partnered with the largest shareholder in Egyptian tourism. A wider range of activities, attractions, tours, transport has been packed into the guide, along with 155 hotels and 20 different Nile River ships ranging in size from 7-200 pax. Egypt's top seven destinations are featured, with Cairo, Alexandria, Luxor, Aswan & more widely available.



Australian Air Holidays - Flightseeing Holidays 2015
For a fairly niche product, a colossal brochure of 124 pages makes for a page-turning adventure in its own right. Over 30 tours are featured, with multiple-page spreads showcasing each in great detail. Guests can take to the skies in some of Australia's most remote yet scenic landscapes to take in some of the country's most iconic experiences, from the famed Birdsville Races to the Kimberley Flightseeing Adventure.



Infinity Holidays - New Zealand 2015-16
Consistent with the rest of the brochure range, suggested itineraries and individual product has been classified under the subgenres of 'Young & Fun', 'Family Recipe' and 'Something Special'. The categories cover youth-oriented product, family packages and luxury. Quick-reference pages offering Top 5 Hotels and Top 5 Tours for various demographics is also included. New day tour products have been added, along with revised multi-day holidays and accommodation, all featured across 96 pages.

Hainan US boost

CHINESE airlines are forging new routes into the United States on the back of closer ties formed through new business and leisure visa extensions (*TD* 11 Nov).

Hainan Airlines has revealed that from 15 Jun, it will launch a five-weekly nonstop service from Beijing to San Jose, California utilising 787 *Dreamliner* aircraft.

Further, the carrier said it will also boost its existing services to Seattle to daily from 22 Jun.

Kakadu Walk Strategy

PUBLIC comments are now being sought on a published strategy for the development of walk-based attractions in the Kakadu National Park.

The draft has been in planning for three years and has been produced to identify new walking opportunities in the park, track upgrades required and business ideas for local Indigenous such as revenue from guided walks.

Matters canvassed in the plan include upgrading walking tracks to allow for physically impaired visitors, protecting sacred sites, providing pre-visit and on-site information, investigating new systems for overnight bush walks and designating camping zones.

Comments can be made on the plan until COB on 20 Mar - for more information, **CLICK HERE**.

The plan is on track to be ready for implementation by mid-year.

Strongest year for GB

EARLY figures for the full year of inbound arrivals to Great Britain have been released, showing a new record in arrivals and spend.

According to the International Passenger Survey, total visitor numbers from around the globe reached 34.8 million, up 6% on the previous record from 2013.

Total spend hit £21.7 billion, a climb of 3% on the year prior.

VisitBritain ceo Sally Balcombe said the organisation was predicting even higher numbers through the gates for 2015.

More detailed information on individual markets such as Australia are being tallied and will be released later this year.

Magnifique Sri Lanka

A NEW tour operator specialising in outbound guided travel to Sri Lanka has launched operations in Australia.

Magnifique Sri Lanka is based in Brisbane and offers fully guided journeys to the country inclusive of transport, accom, breakfast and dinner and many entry fees.

An opening special offer of 30% off an eight-day tour is on sale to 01 Oct - phone 1300 252 652.



Senior Travel Consultant

A vacancy exists for a Senior Travel Consultant in our Helloworld Bunbury retail store.

Located in Bunbury, Western Australia, this role offers an exciting opportunity to join a close knit team as an experienced Travel Consultant, with room to develop into a Senior Member of staff for the right candidate. Through the use of effective sales techniques and utilising strong interpersonal skills, this role is responsible for arranging exciting holidays for all customers based on the client's individual needs. This role would suit someone who is looking for a 'sea change' and who wants to be an integral part of the local community or a Bunbury resident, looking for the next exciting career step.

You will be responsible for:

- Providing effective travel advice to each customer;
- Achieving relevant sales, commission and service fee targets;
- Maximising gross sales with particular focus on preferred product;
- Maintaining and developing accurate customer data;
- Providing leadership to other team members to achieve team targets;
- Develop your own travel knowledge plus participate in agency learning programs;
- Work collaboratively by sharing product, destination, airfare, sales and other relevant knowledge with team members;

If you are interested in applying for this role, please submit your resume to careers@helloworld.com.au by 4 March 2015.

WIN TICKETS TO THE FRENCH FILM FESTIVAL



Celebrating its 26th year in 2015, the Alliance Française French Film Festival will kick off this March, with New Caledonia Tourism as a proud sponsor. The festival is a highly anticipated and popular event on the Australian cultural calendar. Australian audiences will be treated to the finest selection of contemporary French movies, with something to suit everyone's taste. Blockbusters and independent films alike screen over eight weeks in eight cities around the country.

To win a double pass to the French Film Festival, be the first person to send the correct answer to the following question to:
frenchfilmfestival@traveldaily.com.au

True or false: New Caledonia is one of Australia's closest Pacific neighbours?

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

Check here tomorrow for the name of today's winner!



Maldives child deals

CENTARA Grand Island Resort & Spa has unveiled a new promo for guests booking early for stays from Apr to Sep.

When booking 30 days prior to arrival, the resort is offering free accom for the first child and free flights on 'Fly me from Male' ex Male International Airport.

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Swan Hill investment

THE Federal and Victoria State Governments have pledged \$2.8 million in funding for the \$3.85 million revitalisation of Swan Hill Pioneer Settlement.

The redevelopment is expected to increase visitor numbers to the site, boost jobs and see new investment in the Settlement and Swan Hill riverfront, Tourism Victoria chief Leigh Harry said.

Work focuses on five key elements, a new night-time laser light show, website and app, cafe, park and floating pontoon to be installed at the Lower Murray Inn, increasing the venues ability to host larger scale events.

APT companion deal

A FLY free 'SuperDeal' to Europe inclusive of taxes of up to \$950 is available for companions on APT's Aegean & Adriatic Odyssey Luxury Boutique Collection Cruise.

The promotion on APT's 15-day itinerary aboard *MS Island Sky* is available for new bookings made by 30 Apr, with flights on Emirates or Singapore Airlines.

Aus Hawaii no's rise

HAWAII Tourism Authority has reported a 2.6% year-on-year increase in the number of Australian travellers on scheduled air services entering the US State during 2014, tallying 313,054.

CVFR's cricket catch



YESTERDAY about 90,000 rabid cricket fans packed the Melbourne Cricket Ground for the blockbuster World Cup match between India and South Africa.

Among the lucky attendees were some industry partners hosted by CVFR Travel Group, who enjoyed the match from the comfort of a corporate box.

A special surprise attendee was iconic Aussie cricketer Dean Jones - **pictured** above with CVFR group managing director Ram Chhabra - who regaled guests with some insider tales.

Guests included a number of CVFR's key airline partners, including Dale Woodhouse from Singapore Airlines (**inset**).



AMEX tech recruits

AMERICAN Express Global Business Travel has invested in its innovation leadership team, recruiting Evan Konwiser as new vice-president of Digital Traveler.

Konwiser will be based in New York and is responsible for the overall booking experience seen by consumers both online and on mobile and tablet devices.

Additional recruitment includes Christophe Tchong as the new vice-president core products and platform architecture, who brings a background with Amadeus Technology Group SA and will be based in London for his new role.

Both will work closely with newly appointed chief technology officer Philippe Chereque on the company's growth strategies.

Dreamliner to DFW

AMERICAN Airlines will induct the first ever scheduled Boeing 787 Dreamliner services to Dallas/Fort Worth when it debuts the aircraft on services to Chicago O'Hare Int'l Airport from 07 May.

The DFW-based carrier will also commence international 787 flights from its Texan hub to Beijing & Buenos Aires from Jun.

Make dreams a reality

ASPIRATIONAL travellers are being urged to make their travel dreams a reality through a new campaign launched by Expedia in Australia & New Zealand.

Subtitled "Your Somewhere starts with Expedia", the promo follows a series of characters who see their travel dreams become real by booking with Expedia.

CLICK HERE to view the new TVC associated with the campaign.

RCI into the kitchen

ROYAL Caribbean International will kick off its latest TV ad campaign in association with hit Channel 7 cooking program *My Kitchen Rules* - more information in **Cruise Weekly** tomorrow.

CVFR CONSOLIDATION SERVICES

State Manager - NSW/QLD

CVFR Consolidation Services (a business of CVFR Travel Group) is looking for a State Manager – NSW/QLD for its growing Consolidation business. CVFR Consolidation Services is one of Australia's largest National Air Ticket Wholesale businesses.

Requirements:

- Role based in NSW
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- Company laptop with wireless internet, phone and car allowance provided
- Travel Industry Sales experience mandatory
- Salary Package and Bonus Structure – TBD

Please send your resumes to resume@cvfr.com.au

Turkish to trial A380s

APPROVAL is being sought by Turkish Airlines management from the Board to open talks with Malaysia Airlines about leasing two of its A380 superjumbos.

According to *Bloomberg*, the plan to temporarily take over the two aircraft is to allow TK to trial the aircraft with a possible view to placing an order for its own.

Malaysia Airlines operates six A380s and reportedly does not currently require all the capacity as it looks to rebuild from two disastrous hull losses last year.

Late last month, Turkish Airlines was reported to be in talks with Airbus on ordering 10 or more A380s in an order worth US\$4b.

Meetings wheel turns

MELBOURNE Star Observation Wheel has launched a new product in which it will open up one of its Star Cabins for use as a rotating meeting or event venue.

Designed for smaller gatherings or pre-dinner drinks, the product allows guests to take the 30-min ride complete with catering.

Each cabin holds up to 14 people including butler service staff.

Hair down for Visit USA suppliers



AFTER an exhausting yet highly productive week in Australia, Fri night saw a chance for delegates and suppliers from Visit USA to relax and let their hair down.

Three action-packed roadshows in Melbourne, Brisbane & Sydney kicked off the week, interspersed with media commitments and meetings with Australian buyers filled up everyone's schedule.

The setting for the concluding networking event were the picturesque surroundings of Centennial Park.

Visit USA president Janette Davie from Pinpoint Travel Group joined with Brand USA local director Oliver Philpot and Brand USA global market development vice-president Jay Gray to thank the trade for a productive week.

Gray added that Australia was always enthusiastic about sending

clients to holiday in the US & the response from clients over the past week had proven it again.

The attending delegation of US-based suppliers, local sales and marketing reps and buyers are **pictured** above at the event.

For many more photos, see **TD** on Facebook - **CLICK HERE**.

Trends for Schoolies

SECURE group travel to far-flung destinations such as Europe, luxury cruises and 'voluntourism' ventures have been cited as the most popular end-of-school trip options being booked this year.

According to school leavers firm Unleashed Travel, schoolies are now choosing to take their trips in Dec instead of straight after completing final exams in Nov.

The company has seen a 30% jump in group bookings, with trips to islands remaining popular along with volunteering holidays.

All Unleashed Travel trips are fully supervised 24/7 by crew.

New LHW inductees

FIVE new member properties have been inducted into the Leading Hotels of the World sales and marketing curated collective.

Iconic New York City property The Knickerbocker is among the five, alongside fellow US hotel the Battery Wharf Hotel in Boston.

Other new members include the Gran Melia Rome Villa Agrippina in Rome; Park Hotel Vitznau in Switzerland and Royal Palm Marrakech in Morocco.

Sponsored by:



CONGRATULATIONS

Ketkan Photnikron
from *Air Tickets*

Ketkan is the top point scorer for Round 2 of *Travel Daily's* Super 15 Rugby industry footy tipping competition.

Ketkan scored a perfect round, earning a total of 16 points including 2 bonus points.

Major Prize:

Two return Economy Class airfares to Dubai with **Emirates**

French deals on rails

FIRST Class fares on French rail services for the upcoming spring and summer starting from \$70 are now available from Rail Europe and on sale until 30 Mar.

Discounts on point-to-point services on Thalys and Eurostar are available along with 20% off French Rail Pass bookings.

Restrictions apply for travel to be completed or pass activated - query with Rail Plus, CIT Holidays, Infinity Rail or Rail Tickets.

SpiceRoads of Africa

CYCLING tour operator SpiceRoads has launched a new bicycle adventure in Morocco.

The eight-day, 256km trip takes pax through the Atlas Mountains and sets off from Marrakech, priced from US\$1,450pp.



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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Contributors: Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** info@traveldaily.com.au
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

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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!

* NEW ROLE *

IMPLEMENTATION MANAGER
SYDNEY CENTRAL – EXECUTIVE SALARY PACKAGE

Have you implemented new accounts? 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, customer engagement & retention, and improve the overall customer experience. Don't wait any longer apply now!

* NEW ROLE *

CORPORATE ACCOUNT MANAGER
SYDNEY CBD HEALTHY BASE PLUS COMM

Are you the master in keeping relationships strong and enjoy day to day management of corporate clients? This fantastic role is an exciting opportunity to join a market leader. We are looking for polished and professional individuals who know how to deliver outstanding account management services to their clients, building rapport and analyzing data to effectively manage their business. Strong communication and interpersonal skills are essential. Apply now!

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!

HUNTER & GATHERER

CORPORATE BDM – SME MARKET
MELB & PERTH – POTENTIAL TO EARN \$80K+

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

* NEW ROLE *

OPERATIONS MANAGER
MELBOURNE – SALARY PKG TO \$88K + PROFIT SHARE

Our Client, a leader in their field, requires a strong Operations Manager with solid people management experience, preferably in a boutique travel environment, to assume direct management responsibilities. You will be responsible for providing leadership and direction to your team of consultants, driving, developing and managing the team to achieve results & support business growth. Join this winning company today.

* NEW ROLE *

BUSINESS DEVELOPMENT MANAGER – EVENT TRAVEL
MELBOURNE – SALARY PACKAGE TO \$100K (OTE)

With the event travel sector still booming, we have a rare opportunity on offer to an experienced Business Development Manager. Targeting the event travel space, you will have proven success identifying & securing new business within the event travel management sector. Through proactive sales activity & developing strong relationships, your opportunity to earn is in excess of \$100,000 in your first year!

GIVE IT A WHIRL!

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

A great opportunity exists to join this industry leader in their National Sales team. As an experienced travel industry sales person you will use your exceptional skills to build and develop a portfolio of accounts, source for new business opportunities, negotiate contracts, upselling and cross selling to drive business. Previous experience as a BDM essential along with high level negotiation & communication skills & proven ability to reach sales targets.

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Working in partnership with the Australian Travel Industry

Retail Travel Consultant

Brisbane, \$45K + uncapped comm, Ref: 1573AW2

Are you a retail travel consultant looking for a fresh challenge? This independent and successful retail agency located in Inner West of Brisbane offers support, lots of enquiries and high end bookings. You will be an experienced retail agent offering exceptional customer service, first hand product knowledge and strong Galileo, Crosscheck and up to date airfare knowledge. Solid commission structure is in place so there is heaps of earning potential. Interviewing now for an immediate start!

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

North America Product Manager

Sydney, \$80K + Super, Ref: 1574SZ3

A maternity leave contract position as a Product Manager has become available to join one of Australia's leading tour operators. This job is contracted until end of July 2016 with the view to move within the company. You will be based in the Sydney CBD office but some travelling within NSW will be required. You will need to work autonomously as there will no supervision or micro management. Ideal candidate will have group touring product experience – preferably for North America Products.

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

Wholesale Travel Specialist

Melbourne, \$40k + Incentives, Ref: 1595KF1

A fantastic chance to join one of the leading travel specialists in Melbourne. We are looking for the perfect travel consultant to join this close knit team to specialise in Scandinavia & the Baltics. Bring your exceptional knowledge teamed with personal travel of this area. You would be answering emailed and phone enquiries from travel agents relating to a range of bookings for this amazing area. We are looking for an experienced travel ideally around 18 months travel industry experience.

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

Multi-Skilled Travel Consultant

Perth, DOE, Ref: 1506LB5

This boutique travel agency in West Perth are looking for another amazing travel consultant to add to their team ASAP! If you are an experienced travel consultant keen on dealing with some corporate accounts along with retail enquiry, including cruise, then this is the role for you! To be considered you will ideally come from a Sabre GDS background with recent solid experience in providing silver service when it comes to your clients. This is a rare vacancy interviewing now!

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

Cruise Travel Specialist

Sunshine Coast. Attractive Package, Ref: 1509PS1

Experienced retail travel consultant who's passionate about cruise? Looking to move into a niche role? This leading travel company are looking to expand their team and are looking for a consultant with strong cruise product and fare knowledge. If you have proven experience of smashing targets, have first class customer service skills and are looking to get your work balance back with 9-5 hours teamed with an unsurpassable commission structure then you need to hurry, this role won't last long!

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

Travel Consultant – Asia Specialist

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

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.

Business Development Manager

Melbourne, Competitive \$, Ref:1599DV2

Are you an experienced Business Development Manager on the lookout for a new and rewarding challenge in travel? Do you have a passion for sales and Lead Generation? My client has an opening for an enthusiastic sales focused Business Development Manager to join their successful team! The successful candidate will be acquiring new corporate travel business in accordance to set targets and be a savvy individual who creates successful business by their ability to identify and win new accounts!

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

Senior Wholesale Travel Consultant

Adelaide, DOE, Ref: 1601LB1

Currently there is a fantastic opportunity for a travel professional with ideally 3+ years experience within a successful travel company in Adelaide. You would be joining a growing team working with both domestic, international and cruise product. This is a role for those with a proven background in achieving sales, and will attract consultants willing to go that extra mile for their clients. Working in the CBD area, this rare opportunity is only on offer for the right person!

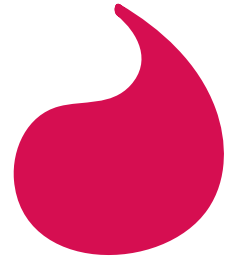
For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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

Travel Manager - Perth:

<http://applynow.net.au/jobs/F166228>

Travel Manager - Brisbane:

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

Business Development Manager - Brisbane:

<http://applynow.net.au/jobs/F188052>

Travel Manager - Melbourne, Geelong & Surrounds:

<http://applynow.net.au/jobs/F164013>

Business Development Managers - Melbourne:

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

Travel Manager - Hobart:

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