



QF responds to fuel drop

QANTAS has finally reacted to the plummeting oil price, this morning announcing it will move to "gradually restructure" its international fares to incorporate fuel levies (**TD** breaking news).

Although the transition in base fares will be phased in, the carrier has reacted immediately to eliminate surcharges for frequent flyer redemptions, which effective from tomorrow will be removed.

Reductions of up to \$130 will apply, varying across the network but averaging around 14%.

CEO Alan Joyce said lower oil prices would help put the industry on a more sustainable footing, pointing out that Qantas yields are still "significantly below pre-GFC levels."

"Like the rest of our industry our strategy is to keep strengthening them," he said.

Joyce said reduced fuel costs mean airlines are "in a better position to invest in the new aircraft, new lounges and new routes that ultimately benefit customers".

Overall fares will not change, because advertised prices already include taxes and charges.

"Qantas will continue to price competitively, with fares moving in line with the broader market," the carrier said, pointing out that although fuel prices had dropped, ticket prices are still significantly lower than when surcharges were first introduced a decade ago.

QF's alliance partner Emirates has also flagged a wide-ranging review of its fare structure - see **page six** for more details.

Cover-More appoints

COVER-MORE Travel Insurance has announced the appointment of Paul Cunningham as its new Head of Agency Sales.

Cunningham joins Cover-More with extensive industry experience, moving from his previous role as QBE Travel Insurance national sales manager.

Today's issue of TD

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

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First with the news

Tuesday 27th January 2015

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ETIHAD Airways has bolstered its stake in Virgin Australia further, last week acquiring another 1.3% of the Australian airline for just over \$22 million.

The Gulf carrier now owns 24.2% of Virgin Australia.

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Celebrity X Cruises

Travel Indochina rebrand

AMID the prospect of further expansion beyond its namesake, helloworld-owned wholesaler Travel Indochina has unveiled a name change to 'Insider Journeys'.

Travel Indochina co-founder Paul Hole revealed the motivation behind the repositioning follows research which found potential customers were perplexed by the scope of the firm's portfolio.

Hole told **Travel Daily** the name has served the firm "very well" since its inception 21 years ago when its product was centred on Vietnam, Laos and Cambodia.

However, 'Travel Indochina' has "geographic limitations" he said.

"We have come to a point where the business has expanded outside of the borders of what was Indochina," Hole told **TD**.



Sabre sells Travelocity

EXPEDIA has formalised a deal to purchase North American online travel site Travelocity from Sabre Corp for US\$280 million.

The deal builds on a marketing agreement struck between Expedia and Travelocity in 2013.

"We have had a long & fruitful partnership with Expedia, most recently by partnering to strengthen the Travelocity business, so our decision to divest Travelocity is a logical next step for us both," said Sabre president & ceo Tom Klein.

"Travel Indochina doesn't really describe who we are & what we do, particularly because it doesn't relate to our small group journey program," he commented.

Hole said he was initially reluctant to alter the corporate identity due to the legacy and brand recognition with the trade.

"It would be too dangerous to move away from it," he flagged to **TD**.

"But in this day & age, as we've evolved, we realise we needed to have a name that speaks more to the type of experience we are offering rather than to any geography. The geographic reference was too restrictive."

Hole said the name 'Insider Journeys' immediately communicates to clients the experience guests will encounter and a strap line of 'Imagine the Stories' describes the style of trip.

The soon-to-be-released Insider Journeys brochure encompasses Indochina, as well as Thailand, Burma, China, India, Bhutan, Sri Lanka, Japan and Mongolia.

He confirmed more destinations were "absolutely part of the thinking" for the rebranding but the immediate focus was to bed down its core business in Southeast Asia.

"That's where 100% of our energy is going now," he told **TD**.

More from Hole on **page five**.

Smith qualia stay pay

THE luxurious Hamilton Island based qualia is offering a Stay 4/ Pay 3 deal including breakfast for guests of Mr & Mrs Smith staying between 04 May and 31 Jul.

Prices start at \$787.50 per night (normally \$1,050 per night).

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Travel Daily

First with the news

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New \$20m Rottnest resort

ACCOMMODATION offerings on Western Australia's Rottnest Island are set for a major upgrade with an agreement signed for the development of a new 4.5 star resort.

The first new property on the island in more than 30 years will be created on land adjacent to the existing Rottnest Lodge, under a 50 year agreement between the WA Government and Karma Royal Group.

The Lodge will be developed into a luxury resort complex including a day spa, new conference facilities, a restaurant and about 80 new holiday units.

“Visitor feedback has indicated the desire for more variety and choice in accommodation and

activities on the island,” said WA's Acting Tourism Minister John Day.

Karma Resorts took over Rottnest Lodge from Bankwest in 2011, which held the property after the collapse of Dallhold Investments, a company owned by former Perth tycoon Alan Bond.

The redevelopment will also see Karma cease using the former Quod prison for tourist accom.

Once final approvals are in place, construction of the new property is planned for Apr 2016, with an opening in the 2017-18 summer.

RGX offer extended

THE Australian Securities and Investments Commission has ordered WA mining firm Red Gum Resources not to make any offers of securities in its proposal to relist as the Australian Travel Group until it provides “more recent audited historical financial information” in its prospectus.

The company is in the process of reinventing itself by acquiring Holiday Planet, Asia Escape Holidays and Motive Travel, with the purchases to be funded by a share offer of up to \$5 million.

The \$3m minimum subscription has already been achieved, but in order to resolve the “technical issues” raised by ASIC, directors have extended the closing date of the prospectus to 11 Feb 2015.

GlobalCard shelved

AUSTRALIA Post has confirmed it will no longer sell the American Express GlobalTravel prepaid card, with the suspension effective immediately.

The multi-currency card was launched with fanfare some years ago (**TD** 28 Oct 2010) as a competitor to a range of other prepaid travel products, with a key feature being its wide availability via Australia Post.

Funds do not expire on the cards, and reloads and cash-outs will continue at post offices through until 30 Jun 2015.

Beyond that date, users will be able to reload via BPAY or in store at American Express Currency Exchange stores, including those located inside post offices.

MAS site hacked

MALAYSIA Airlines customers were unable to process online bookings for several hours over the weekend after hackers calling themselves “Cyber Caliphate” disabled the carrier's website.

Motivation for the incident is unclear, with a message on the site appearing to refer to a US videogame company.

Malaysia Airlines said its web servers are intact, with all client bookings and data secure.

The carrier said its domain name services had been compromised in the attack.

Window Seat

JETSTAR Asia claims to be making history with the launch of a plane sporting special “Asia's Got Talent” livery (**below**).

The airline is sponsoring the first season of the show which will gather aspiring performers from across the region to compete in the lead-up to a grand final in Singapore.

MD Barathan Pasupathi said the AGT A320 would take to the skies in Feb, flying across Asia for the next six months.



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Tuesday 27th Jan 2015

AirAsia axes fuel s/c

BUDGET carrier AirAsia has revealed it has abolished fuel surcharges across its entire group of airlines, including AirAsia X which operates to Australia.

"We are a high-value, low-fare airline & we will continue to strive to make flying as affordable as possible," AirAsia Group chief Tony Fernandes said yesterday.

International flights will be at least RM49 (AU\$17) cheaper one way and domestic flight prices will decrease from RM19 (AU\$7).

Fernandes said removing the fuel levy will "further reduce travel costs and stimulate more demand for travel and tourism".

BECA laud ASA deal

AUSTRALIA'S expanded air services agreement (ASA) with China (**TD** Fri) has been welcomed by Business Events Council of Australia chairman Matt Hingerty.

The former ATEC boss said the new capacity would abate BECA members' concerns relating to attaining large Chinese group seats to Australia when bidding for future events & conferences.

APT National Expos

LUXURY touring firm APT has announced the dates for its 2015 nationwide consumer expo series, with bookings made on the day to be routed back to travel agents.

Six events will take place across Feb and Mar, each showcasing the APT range of river cruising in Europe and Asia, small ship cruising, land touring and outback adventures in the Kimberley.

The APT team will be on hand at each event to help agents with any queries from their clients.

Brisbane will host the first event on 10 Feb, followed by Melbourne (16 Feb), Sydney (18 Feb), Perth (24 Feb), Hobart (26 Feb) before closing in Canberra on 05 Mar.

To register for free, **CLICK HERE**.

Accor, Google promo

ACCOR has collaborated with Google to develop its first ever online promotion tied to Singapore's shopping festival.

Over 480 participating hotels & resorts across Asia Pacific are involved in the campaign which includes Accor's Sofitel, Pullman, MGallery, Novotel, Mercure, ibis, ibis Styles & ibis budget brands.

Prices lead in at \$15 per room per night in Asia and \$77 locally.

The 'Great Online Shopping Festival' sale launches on 02 Feb for stays over select dates until 30 Jun - see www.accorhotels.com.

Ferry flies for China Southern



ABOVE: China Southern Airlines celebrated its sponsorship of the Sydney Festival by taking part in the Australia Day Ferrython on Sydney Harbour yesterday for the fourth consecutive year.

Miserable conditions on the harbour couldn't deter VIP guests & friends from bringing home the China Southern branded ferry (**pictured**) which won the race, crossing beneath the Harbour Bridge finishing line ahead of its competitors and providing wide spread exposure for the airline.

CZ signed on as festival partner initially for one year in 2012, but extended the pact for a further three years ending this year.

China Southern's corporate

affairs manager Australia Bill Bryant told **TD** the carrier was yet to confirm its continued sponsorship of the annual event.

Storm havoc in USA

A MAJOR winter storm expected to hit the US Northeast this week has seen airlines cancel about 7,000 flights through to Wed.

Five major airports were in the path of the snow storm including New York JFK, Newark Liberty, New York LaGuardia, Boston and Philadelphia.

More than 2,790 flights were axed nationwide on Mon and a further 3,850 were earmarked to be cancelled today.



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Louis Cruises launches a new brand, Celestyal Cruises.

Say Kalimera to Celestyal Cruises!

Celestyal stems from celestial, which means "pertaining to the stars" and "heavenly" or "divine". By launching Celestyal Cruises, Louis Cruises focuses on the real Greek experience, already enjoyed by thousands of visitors.

Celestyal Cruises will include all the Aegean, Ionian and Adriatic Sea destinations and will be addressing a call to the international market promoting classic or new cruises full of Greek gastronomy, Greek culture and entertainment, new themed programs and personalized service that defines Greek hospitality! Celestyal Cruises is here to enhance **the real Greek experience!**



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Insider Journeys agent drive

RESEARCH

commissioned by Travel Indochina has confirmed the necessity to bring to the fore the brand's long running insider experiences in refining its point of difference.

Travel Indochina engaged research firm ForeThought to analyse the market "to really address how in this day and age we could really take our message to market," managing director Paul Hole said.

ForeThought specialises in the aspirational and decision making phase of planning a holiday.

Hole said its research proved "how we've done things and the way we operate doesn't need to change - we are doing that right.

"Where the opportunity was & where we needed to up our game was how we talk about it.

"Part of that was in the relevance of a brand name," he said.

Along with the name change (pg 2), Travel Indochina is refining its product with a deeper focus on 'Unique', 'Local', 'Special Stays' and 'Taste' Insider Experiences



throughout its new brochure.

Hole also said the research found if the soon-to-be-known 'Insider Journeys' can get a brochure into the hands of a client, they are then highly likely to take the brochure to an agent.

"Part of our strategy is to make sure we are sending more highly qualified, ready to book people through the doors of our travel agent partners," he added.

A '21 years' experience stamp will adorn the brochure along with a 'Brought to you by Travel Indochina' tag on the back cover, to assure clients and agents that the firm is respected.

Hole is pictured with the new guide & Joe Ponte, gm customer experience & marketing.

TXA to continue ATDW distribution

THE Australian Tourism Data Warehouse has today confirmed an extension of the longstanding distribution partnership with V3 which forms the basis of Tourism Exchange Australia (TXA).

Initially set up in 2008, TXA combines the ATDW product database with V3's Open Booking Exchange technology to deliver an "inclusive national open booking platform".

However last year change was mooted when ATDW issued a Request for Information for the "Delivery of a Single National Platform for Tourism" (TD 03 Sep).

Outgoing ATDW ceo Liz Ward, who announced her resignation late last year (TD 28 Nov) said the extension of the alliance would give certainty to the industry, adding "it will be business as usual with no disruption to businesses connected to TXA".

V3 ceo Shane Crockett said most major OTAs including Expedia, Booking.com, Quickbeds and Hooroo are using TXA as well as over 200 government and regional tourism organisations.

He said TXA would continue to deliver the "same extensive service" as well as an "exciting new combined data API initiative" to product distributors.

Tuesday 27th Jan 2015

A\$ dives below US79c

THE Australian dollar yesterday fell to its lowest level in more than five years against the US greenback, with the local currency hit by a range of factors in the US, Canada and Europe.

This morning the A\$ is trading at US\$0.789 - a level not seen since Jul 2009 - with further downward pressure due to some expectations the Reserve Bank will reduce interest rates further when its board meets next week.

Part of the decline in the Aussie dollar is due to concerns over the election in Greece of a new government which has promised to unwind austerity measures.

QR's Bangkok boost

QATAR Airways will next month expand its codeshare partnership with Bangkok Airways, adding the QR code to PG flights from Bangkok to Chiang Rai, Nay Pyi Taw, Siem Reap and Udon Thani, as well as from Phuket to Chiang Mai and Koh Samui plus Singapore to Koh Samui.

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Emirates to review fares

EMIRATES is likely to unveil cheaper fares in coming months in response to drops in oil prices.

President and ceo Tim Clark said the mooted change would come as part of a greater review of the airline's overall fare structure.

"The oil price fall has given us the opportunity to review our whole pricing structure," the UEA based *National* quoted Clark.

"We've been trying to get a better handle on what's good for us and good for the passengers."

Clark revealed EK initiated an analysis of its pricing in Nov as oil costs slumped and is expecting to adopt a streamlined "new type of pricing structure" by Apr.

"Falling fuel costs were a catalyst, but we've been thinking about it for some time in light of the changing way people use airlines in the digital age.

"The pricing system needs

greater simplicity. It changes day by day and by time of day and that can be simplified."

He said any review would need to ensure margins are maintained for future fleet investment.

Clark said the revised structure could "eventually" mean cheaper fares for passengers.

Fuel surcharges remain a bone of contention, he affirmed.

"The whole industry has to get to grips with this. Some airlines... are making money for the first time in a decade, so it's hard for them to say they're going to drop prices immediately," Clark said.

VB Country Collection

VISITBRITAIN has launched the latest incarnation of its successful GREAT campaign in the form of The Countryside Collection.

The extension is aimed at facilitating the campaign's long-held desires of getting more tourists outside of London and into regional areas of Britain.

"Our research shows that Britain's beautiful landscapes are often overlooked by our overseas visitors," VisitBritain director of marketing Joss Stone said.

QF Centenary support

QANTAS has joined forces with the Australian Government to provide assistance with activities surrounding the 100th anniversary of the Gallipoli landings.

In addition to a special flight to Istanbul for pax commemorating the events (**TD** 05 Jan), Qantas will also provide return travel for the widows of First World War veterans, working closely with carers to evaluate their fitness.

The initiative follows an opt-in process undertaken with the Department of Veterans Affairs.

Tuesday 27th Jan 2015

Travel Daily
First with the news



AMERICAN Airlines has taken delivery of its first Boeing 787-8 *Dreamliner*, with the new jet landing at its new Dallas/Fort Worth home over the weekend.

The aircraft is the first in an order of 42 *Dreamliners*, made up of a mix of both the Dash-8 originals and the newer Dash 9s. Like its rival United Airlines, AA will put its new carbon-composite bird into service on domestic routes between its hub airports

CA Melbourne direct

AIR China has announced it will launch a four-times weekly direct service between Beijing and Melbourne from 01 Jun this year using A330-200 jets.

The service currently makes a stop in Shanghai in each direction and once operating, will become the only direct link between Melbourne & the Chinese capital.

before deploying it on int'l routes.

As part of its fleet renewal program, American Airlines plans to take delivery of two new aircraft each week all this year.

The new aircraft is **pictured**.

Wider net at OzFocus

DOMESTIC tourism advocacy group OzFocus will expand its reach to the travel trade across Australia, hosting its first events in three new states this year.

Networking events will take place in South Perth on 10 Feb and in Adelaide on 17 Feb.

CLICK HERE for more details on upcoming events in your state.

Two events have been slated to take place in Launceston and Hobart in Jun, with more details on specific dates coming soon.

MEANWHILE, the OzFocus website has been updated, with new state training material added.

New TIME sponsors

THE Travel Industry Mentor Experience has kicked off its fifth year with a bang, announcing this morning that Amadeus IT Pacific and P&O Cruises have joined Virgin Australia in becoming Gold Sponsors for 2015.

Parkroyal Darling Harbour is also a gold partner, while TIME continues its links with the Association of Travel Management Companies, Avis Australia, The Travel Corporation and ACTE.

TIME founder Penny Spencer thanked the organisations which have backed her vision in developing the program, and also confirmed new committee members in Amadeus md Tony Carter and Andrew Mulholland of Arm Hi Koi Consulting.

Travel Daily is proud to be a silver sponsor of TIME.

Account Manager

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Are you highly motivated and wanting to embark on the all-important 'next step' in your career? If so, FCm Travel Solutions is seeking a driven and ambitious Account Manager to join their North Sydney based team.

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Cathay Pacific Airways is looking for a highly motivated Direct Sales Manager based in Sydney.

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In return, Cathay Pacific will offer a competitive salary, travel benefits, comprehensive medical insurance and superannuation.

If you have the above skills and can deliver results, please send your resume detailing salary expectations to : Julie Reid, Sales and Marketing Manager Australia – Julie_Reid@cathaypacific.com

Applications close Friday 06 February.

Please note – only those applicants who are successful in gaining an interview will be contacted.

Tuesday 27th Jan 2015

Design agents portal

QUIRKY and contemporary property collection Design Hotels has launched a dedicated travel agent portal to assist the trade in booking its global inventory.

Dubbed Design Hotels Pro, the system allows agents to earn commission of up to 15% on all bookings made & payable in local currency, a newsletter with property updates, invitations to exclusive events and access to deep discounts for personal travel. See www.designhotels.com/pro.

New Eurail products

FOUR new countries have been added to the range for the Eurail Global Pass valid for travel from this year and opening up a new range of stations.

The new additions include Bosnia-Herzegovina, Montenegro, Poland and Serbia, taking the total available country tally to 28.

Three brand new passes have also been introduced including the First Class Youth Pass for pax aged between 12-25, who prior could only travel in Second class.

For travellers with not a lot of time, a new '5 in 10 days Global Pass' allows five days of travel over a ten day period.

Indonesia rule change

NEW rules prohibiting airlines based in Indonesia from selling tickets on routes not approved by all authorities have come into force in the wake of QZ8501.

The regulations will also impact Indonesia AirAsia Extra, which was left red-faced after being denied approval to fly from Bali to Melbourne months after it had started selling tickets (**TD** 29 Dec).

Indonesian authorities now require all permits to be obtained a minimum of four months before tickets may be released for sale.

Rules concerning more frequent health checks for flight crew and air traffic controllers have also been implemented in the wake of the AirAsia Indonesia crash.

Fraser Coast site rejig

AN UPDATED and responsive website has been launched by Visit Fraser Coast to improve its promotion of the Qld region, built off a Australian Tourism Data Warehouse platform template.

The site is now optimised for viewing on desktop, tablet and mobile devices & offers responsive and interactive content.

Access to the organisation's variety of social media channels has been built in, designed for visitors to the region to share holiday photos under the hashtag of #visitfrasercoast.

Businesses in the area can now link more easily with the brand to create a ATDW listing on the site.



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.



Scenic Tours - Western Australia & NT 2015

Guests can enjoy a "once-in-a-lifetime" Scenic Enrich experience in the luxury touring firm's latest WA guide, with a tour of Australia's new food bowl in Kununurra on the menu on itineraries visiting the region. A range of new Scenic FreeChoice activities have been added including a Corroboree Billabong cruise - home of the world's largest concentration of saltwater crocodiles - and a food & wine trail in the Swan Valley. Passengers can also enjoy a range of new hotels and dining experiences on tour.



Topdeck - Australia & New Zealand 2015/16

Many of the vast array of activities and experiences available in Australia and New Zealand are lovingly laid out in the new 67-page guide to our own backyard by Topdeck. The 22-day Spirit of the Pacific itinerary takes guests along the east coast from Sydney to Cairns before flying to Christchurch. The magazine-style guide includes features to help guide a traveller's decision. Itineraries offer plenty of free time and included meals.



Skimax - Southern Hemisphere 2015

Resorts in Australia, New Zealand and South America feature in the latest Southern Hemisphere brochure from Skimax, with earlybird offers in market for all three for the 2015 season. These include free nights accommodation, free car hire days, ski passes & more. The 68-page guide also features information on exciting heli-ski options available and the wide range of available resorts, backed by enticing imagery.



Swagman Tours - Africa 2015

Thirty-four different safari routes feature in the new Swagman Tours guide through Southern Africa. Each departure is limited to 12 passengers to ensure each receives an immersive and first-hand experience with plenty of access to locals and expert guides. Brand new for this year is the 17-day Zambezi Active Safari, which begins and ends in Victoria Falls and allows pax to view the region on foot, in car and even in a canoe.

National Account Director AU/NZ



With the extensive growth of a premium account in APAC, Sabre Pacific has signed a global partnership which sets up a long term relation and a new strategic commercial agreement with this Account. The aim of this partnership will harness each other's strengths and aligns our strategies to maintain aggressive growth targets. The opportunity now exists for a driven individual to lead, provide insight and support the growth expectations in the role of **National Account Director AU/NZ**.

This role could be based in Sydney, Brisbane or Melbourne and will report to the Managing Director of Global Accounts.

You will have demonstrated your business skills: achieving budgets, leadership of teams, driving change management, meeting and achieving stretch results. You are respected by your peers, you are able to engage with business at all levels and to facilitate across teams and projects to meet demands of the business.

You can provide examples of your ability understanding complex systems, technology and future trends. It is critical that you can source the right people both internally and externally to position both the customer and Sabre Pacific to lead in taking advantage of commercial opportunities.

For further information, please visit Sabre Pacific Jobs at LinkedIn or contact Sandra Bridgewater at sandrab@sabrepacific.com.au. Applications close Friday 6th February 2015. Please note, only successful applicants will be contacted.



MARKETING EXECUTIVE

Tourism Malaysia Sydney invites Marketing professionals to apply as Marketing Executive (Contract Position). Reporting to Marketing Manager, responsibilities include : To assist development and implementation of marketing strategies, to grow market share in the Australia market.

Candidates must have Tertiary qualified, preferably in Marketing Travel Industry experience minimum 3 years, excellent written, verbal and networking skills & Computer literate.

Gross Salary: AUD 40k-48k +Super, To express interest in this role, please send detailed resume and a passport size photograph to : malaysia@malysiatourism.com.au or Suite 601, Level 6, 151 Castlereagh Street, Sydney NSW 2000 by 8 February, 2015. Only shortlisted candidates will be notified.



AFTA UPDATE

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

HAPPY Australia Day for yesterday and I hope everyone had a chance to celebrate this wonderful nation Australia in one way or another.

It is always a fantastic day for the nation and one in which many great Australians are recognised for their contribution through the Australia Day Honours and the Australian of the Year awards. This year, the Australian of the Year Rosie Batty was awarded for her courageous campaigning against domestic violence and her story is a very moving one indeed. We should all be proud of our nation for using our national awards in recognition of people like Rosie Batty. So Happy Australia Day, one and all.

There are plenty of other stories and challenges around already this year that will no doubt have an impact on the travel industry. Bali has once again come into focus for the wrong reasons with the pending firing squad outcome for several Australians currently on death row.

A challenging situation and one that has and will continue to spark great debate. Then we have the Aussie dollar on a slide with all sorts of media reporting (wrongly) indicating some immediate shutting down of outbound travel. Many of you that have been in the travel industry for years know only too well that the dollar slides around and people still travel regardless.

The impacts of the economy, consumer sentiment and interest rates, along with a sliding dollar may see some decision making processes change and we might see a little slowdown, but I suspect that once the media move on, so will the travelling public and move on they will to overseas destinations, cruise ships and all of the other wonderful options that are available to them to take an overseas holiday.

So January is coming to an end; the world as we know it has returned to work full time and we are off and running with what I still hope will be a stand out year for travel and travel agents.



Autograph to Hawaii

MARRIOTT International will expand its Autograph Collection brand to Hawaii with the addition of the Mauna Kea Beach Hotel.

The 252-room resort on the Kahala Coast of the Big Island of Hawai'i will be the 75th in the Autograph brand's global network.

Mauna Kea Beach Hotel has just completed a major restoration and renovation project in line with its 75th anniversary.

NRMA Jumpstart

TWO tourism businesses have been selected among six startups to take part in the NRMA's new Jumpstart accelerator program.

The winners were personalised pocket tour guide app developer Wunderwalk and Camplify, which connects caravan and RV owners to holiday parks around Australia.

Both firms will receive business advice, training and mentoring.

MF sets Sydney route

XIAMENAIR is set to become the newest Chinese airline operating to Sydney after gaining traffic rights to launch services to the NSW capital from Xiamen.

The China Southern Airlines sister-carrier previously flagged an expansion of its network to Sydney last year when it firmed up an order of new Boeing wide-body aircraft to its expanding fleet (**TD** 26 Feb).

According to *What's On Xiamen*, rights for a nonstop service were granted in a meeting last week between Xiamen Mayor Liu Keqing and Sydney Airport chief executive officer Kerrie Mather.

The service is tipped to operate up to four times weekly, operated by the carrier's 787 *Dreamliner* & starting before the end of 2015.

Pax travelling between the two cities currently need to change, with the new route set to cut five hours from journey times.

Govt bails out SAA

SOUTH African Airways has been guaranteed a government bailout of ZAR6.5 billion (A\$716m) for its financial survival as part of a 90-day financial Action Plan.

Lucky agents take their tech



SANTA & Rail Plus made some belated deliveries to a group of travel agents named as winners

of a sales incentive run by the wholesaler late last year.

The 'Win Big' promotion saw agents entered into the draw to win a range of prizes for each rail pass booked and ticketed between Oct and Dec.

Prizes included a Samsung Smart Curved TV, a Mac Book Air and a \$500 Coles Myer Group Gift Card for their own spending.

The respective winners of each prize were Alexandra Douglas of Travelcall Melbourne; Aaron Gilden from italktravel Hornsby & Robert Smith from Rheom Travel.

Alexandra is **pictured** above left accepting her prize from Rail Plus Vic bdm Kieran Healy.

Investing in regional

GREATER financial investments will be made into developing cultural and tourism hubs and new attractions in Regional NSW.

A summary document released by Infrastructure New South Wales late last week detailed plans to partner with the City Councils of Newcastle and Wollongong focusing on existing cultural precincts within the city.

Existing infrastructure will also be improved with investments in digital technology to improve the user experience.

The summary identified opportunities for national parks to play greater roles in developing local economies, with investment to go toward building new eco-tourism attractions for visitors.

Sydney too will see the creation of a cultural precinct within the CBD to encourage collaboration between seven major regions and tourist attractions.

These include the Sydney Opera House, MCA, Walsh Bay Arts Precinct, State Library of NSW, Art Gallery of NSW, Barangaroo and the Australian Museum.

IAG ups offer to Irish

A THIRD bid has been made by International Airlines Group to buy Irish carrier Aer Lingus, with the latest bid under consideration of the carrier's stakeholders.

IAG's new offer has increased the per-share price from €2.40 to €2.55 & included a cash dividend.

While reports in the UK suggest Aer Lingus may be leaning toward accepting the offer, the matter is yet to receive the backing of its major stakeholders Ryanair and the Irish Government, which together own 54.8% in the carrier.

Travel Daily is Australia's leading travel industry publication.

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* NEW ROLE *

GENERAL MANAGER / CEO

MELBOURNE – SALARY PACKAGE TO \$220K (DOE)

This prominent travel company is looking for an experienced General Manager to join their Australian headquarters. You will be responsible for the operational and financial performance of the business, delivering business plans and budgets, identifying trends to gain market share, along with overall management of the business and its staff. Senior management experience at GM/CEO level essential, together with adaptability & flexibility.

YOUR FUTURE IS SECURE IN I.T.

CUSTOMER SUPPORT ANALYST

SYDNEY – EXEC SALARY

Are you a solutions focused person with an analytical mindset? Work for this expanding innovative global technology company, designing and developing customer service solutions for your Airport IT based customers. You will ideally come from an IT background in the travel industry, be highly analytical, and have excellent technical troubleshooting abilities with strong communication skills.

WHAT A NEW YEAR OPPORTUNITY

OPERATIONS MANGER

CANBERRA – EXEC SALARY \$85K PLUS

This national TMC is seeing huge growth and is somewhere you want to be! Come on board as their Operations Manager and demonstrate your ability to drive and motivate the team. You'll have the maturity to handle this role running the Canberra based operation while reporting through to head office. A strong corporate travel background is essential for this role. This is a great opportunity to kick start your new year.

LUCRATIVE SALARY IN ACCOUNT MANAGEMENT

NATIONAL ACCOUNT MANAGER

SYDNEY – EXEC SALARY PACKAGE

If you believe that your career profile would seriously benefit from having a powerful corporate brand behind you, consider this role. You will be an experienced corporate account manager capable of handling a portfolio of VIP accounts. Develop strategic business plans, delivering to agreed objective and targets, be accountable for the ultimate retention and growth whilst mentoring your junior colleagues.

TECHNICAL MINDED?

BUSINESS DEVELOPMENT / ACCOUNT MANAGER

MELB, SYD OR BNE – LUCRATIVE SALARY PKG

This leading travel technology provider is seeking a competent sales professional to join their growing team. You will be responsible for building & maintaining relationships with key personnel in order to develop new business opportunities & retain existing; account management of a portfolio of clients; together with contracting and implementation of new clients. Sales experience & a driven approach essential.

SOCIAL MEDIA WITH CREATIVE FLAIR

DIGITAL MARKETER

CENTRAL SYD LOCATION – EXECUTIVE SALARY

Facebook, Twitter, Instagram and blogs...Got your attention? Are you a creative digital marketer with a passion for social media? This is your chance to showcase your skills and move to a leading wholesale travel company that can offer ongoing career advancement and progression. Don't miss this outstanding opportunity to be part of an exciting phase of growth. Apply now!

LEAD BY EXAMPLE!

GENERAL MANAGER

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

This prominent travel company is looking for an experienced General Manager to join their close knit team. You'll be responsible for the operational performance of the business & delivery of financial results along with managing and inspiring a team to perform. Extensive travel industry knowledge is essential along with strong negotiation & commercial acumen plus a track record of leading a team to success. An executive salary package + bonuses is on offer.

PASSION FOR PRODUCT!

PRODUCT MANAGER

BRISBANE – UP TO \$90K PKG + BONUSES

Are you an experienced product manager? We have a rare opportunity to join this renowned travel company as Product Manager/Team Leader. You will be responsible for leading the product team as well as the negotiation of wholesale contracts and promotional activity with suppliers. Strong understanding of the wholesale travel sector, negotiation & relationship building skills required along with experience managing a team.

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NSW/ACT - Various locations:

<http://applynow.net.au/jobs/F167740>

VIC - Elsternwick, Strathmore & Williamstown:

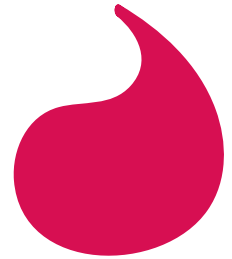
<http://applynow.net.au/jobs/F188317>

QLD - Red Hill, Camp Hill, Toowoomba, Maroochydore, Paradise Point, Bulimba, and Manly:

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the one
that we want.



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Travel Manager - Brisbane:

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

Travel Manager - Canberra:

<http://applynow.net.au/jobs/F167347>

Travel Manager - North Sydney:

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



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