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# Travel Daily

First with the news

Friday 20th March 2015



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## QF/EK \$99 Europe add-ons

QANTAS and Emirates are today celebrating the second anniversary of their alliance with the launch of a sales campaign offering return flights to Dubai from \$1,399 plus add-on sectors to Europe from \$99.

The \$1,399 fare applies to return flights from Perth, with prices to Dubai from Brisbane, Melbourne, Sydney and Adelaide starting at \$1,499, again with a \$99 add-on.

The sale kicks off today and is available for bookings to 31 Mar.

Three lucky customers making bookings under the deal will also win return Business class tickets and one-day match tickets for two to the 2016 French Open tennis tournament in Paris.

The \$99 add-on includes some of EK's newest routes including Brussels, Budapest and Oslo.

Fare levels to the UK are

slightly higher, with destinations including London Gatwick, London Heathrow, Manchester and Birmingham priced from \$1598 in Economy and \$6998 in Business class.

Passengers who book the deals under Emirates coded services can also claim a Dubai stopover from \$45 per night including breakfast and transfers.

### LH slammed by strikes

MORE than half of Lufthansa's long-haul flights have been grounded today, with further cancellations on the weekend including short and medium haul services due to pilot strike action.

### QF NTIA competition

QANTAS is celebrating its various National Travel Industry Award nominations by giving agents the opportunity to win a ticket to the Jul NTIA gala awards ceremony, including return flights and overnight accommodation.

To win one of four places, complete the online form at [qantas.com/agents](http://qantas.com/agents) or [CLICK HERE](#).

### Today's issue of TD

Travel Daily today has nine pages of news and photos, plus full pages from: [\(click\)](#)

- AA Appointments
- Club Med NTIA voting

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## Carnival aid to Vanuatu

**CARNIVAL** Australia is continuing to operate cruises to cyclone-ravaged Vanuatu, and is marshalling its resources to deliver humanitarian aid with each vessel visiting the country.

Four of the company's ships - P&O's *Pacific Dawn* and *Pacific Pearl* as well as Carnival Cruise Lines' *Carnival Legend* and *Carnival Spirit* - are heading to Vanuatu in the coming days.

*Carnival Legend* delivered bottled water, a generator and other goods to Santo yesterday, while *Carnival Spirit* departed Sydney yesterday with more aid.

*Pacific Dawn*, which departs from Brisbane this weekend, will be the first cruise ship carrying humanitarian aid to reach the capital Port Vila when it arrives on Wed next week.

*Pacific Pearl* leaves Sydney on Mon and is due in Port Vila next Sat, with both P&O vessels carrying numerous pallets of supplies including food, bottled water and tarpaulins, working in partnership with aid organisation Save the Children.

Port Vila remains in a state of

emergency and *Pacific Dawn's* call will be limited to the time needed to unload the shipment, with passengers not disembarking.

**MEANWHILE**, Excite Holidays is encouraging the industry to help raise money for the Red Cross Cyclone Pam appeal victims via an Everyday Hero fundraising page - [CLICK HERE](#).

## More Qantas A380 flights for DFW, HKG

**QANTAS** this morning announced additional capacity on flights to Dallas/Fort Worth and Hong Kong over the peak summer holiday travel season.

QF will increase its current six weekly A380 services between Sydney and DFW to daily from 08 Dec 15 through to 19 Jan 2016.

From 10 Dec to 20 Jan 16 Qantas will also upgrade its existing daily 747 services between Sydney and Hong Kong to an A380 aircraft five days per week - each Mon, Thu, Fri, Sat and Sun.

Further, from 21 Jan until 16 Feb, QF A380s will operate on the Sydney-Hong Kong route daily.

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## Air NZ switches to Westpac

AIR New Zealand has ended a 16 year partnership with the Bank of New Zealand (BNZ), signing a new deal appointing Westpac as the official partner of its Airpoints loyalty program.

Effective 30 Apr, BNZ products will no longer earn benefits related to Air NZ, including status points and Airpoints dollars.

Westpac is hoping the "huge deal" will help precipitate a shift in the market, according to its NZ ceo David McLean.

He estimated about 100,000 BNZ credit card clients will be affected, saying "these are people for whom earning Airpoints is really, really important."

"They love travel and they want to keep earning it on their spend so they're going to need to be looking around for a credit card that does help them earn Airpoints and we've got a very big, easy opportunity to do it."

McLean said Westpac would be

competing "very, very vigorously" for new clients under the Air New Zealand partnership.

"We're very confident we'll win a large proportion of these customers," he said.

Air NZ gm of loyalty Hamish Rumbold said the Westpac deal was significant, with over 20% of all credit card spending in NZ on cards earning Airpoints.

Other Air NZ Airpoints partners include ANZ, Kiwibank and American Express.

Rumbold said the Airpoints program had added over 250,000 members in the last year, and now numbers 1.8 million.

## Asiana heads to Rome

ASIANA Airlines will add a new thrice weekly service between Seoul and Rome, with bookings now available for the flights which will debut 30 Jun using Boeing 777-200ER aircraft.

## Tas \$1b tourist spend

FOR the first time in Tasmania's history, tourists holidaying in the state spent \$1 billion for the 12 months to Dec, Tas Premier and Minister for Tourism Will Hodgman revealed yesterday.

The figure was a massive 19% year-on-year increase on 2013.

The 'Apple Isle' also welcomed a record number of visitors during the year, at 1.07 million travellers.

Hodgman said the figures are expected to increase further in 2015 with industry reporting a large jump in Chinese nationals following last year's visit by the Chinese President.

Visitors arriving by sea swelled 3%, while interstate travellers rose 2%, with Queensland most dominant, up 13% on last year.

"We are seeing the results of our increased investment in marketing, enabling Tourism Tasmania to better promote our state and increase visitation," Hodgman commented.



## Window Seat

LOOKS like Qantas and LAN may have their wires somewhat crossed when it comes to the departure time of the daily LAN flight from Santiago to Auckland and then onto Sydney.

A TD correspondent noticed a curious anomaly at Santiago Airport last night, when the departure displays showed both the LA801 flight details as well as the QF322 codeshare which operates on the same plane.

The display (**below**) showed the Qantas flight departing at 2220 while LAN was listed 5 minutes later - unlikely unless it was an extremely long aircraft.

Time	Airline	Flight	Destination	Status
22:20	QF	322	SYDNEY	PROGRAMADO
22:25	LA	801	SYDNEY	PROGRAMADO
22:30	LA	802	SYDNEY	PROGRAMADO
22:35	LA	872	BOGOTA	PROGRAMADO
01:40	LA	278	PANAMA	PROGRAMADO
01:18	LA	240	BOGOTA	PROGRAMADO
02:18	LA	929	R. JANEIRO	PROGRAMADO
02:20	LA	840	SAO PAULO	PROGRAMADO
03:33	LA	174	PANAMA	PROGRAMADO
06:20	LA	836	LIBA	PROGRAMADO
06:11	LA	113	PANAMA	PROGRAMADO
	LA	836	LIBA	PROGRAMADO

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\*Sydney to Auckland commenced 28 February 2015



## MSC, Costa pax shot

**MSC** Cruises has cancelled all port calls in Tunisia after the deaths of nine passengers who were shot in a terrorist attack on a shore excursion while their ship *MSC Splendida* was docked in the country's capital, Tunis.

Another 13 guests were injured in the massacre when gunmen opened fire as the pax stepped off a coach to visit Bardo Museum.

Costa Cruises has confirmed that five passengers on the *Costa Fascinosa* were among the victims, with 8 more injured.

According to the UK *Telegraph* the tourists on the coach were from France, Italy, Spain, Japan, Colombia and Poland.

One of the casualties was Australian, the report said, while three Tunisians also died in the attack which is the country's worst terror incident in a decade.

The pianist on board *Costa Fascinosa* was also on board the *Costa Concordia* when it capsized off the coast of Italy in 2012.

## SYD/MEL Jan stats

**SYDNEY** & Melbourne airports have reported increased overseas visitor arrivals for Feb, with MEL's growth spiking 13% compared to 12 months ago.

MEL international pax numbers surpassed 669,400, with the highest growth out of India (76%), France and Japan (both up 52%).

Overseas arrivals for Sydney jumped 2.1%, fuelled by a hefty 23.7% increase from China due to Chinese New Year falling in Feb, with India surging 15%.

On the domestic front, visitor numbers at MEL were up 3.9% to 1.87m, while SYD's local traffic was up 2.7% to 1.95m.

## Intrepid local deals

**SAVINGS** of up to 20% are on offer on select Intrepid Travel trips from the Red Centre, with 10% off other Australian-made trips departing before 30 Jun.

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## Sky-high 777 promo for *Furious 7*



## TDU \$48m windfall

**THE** South Australian Tourism Commission yesterday reported that the 2015 Santos Tour Down Under in Jan generated \$49.7m in revenue for the state, up \$2m on last year's figure.

Crowds to the annual bike race continue to rise, with Tourism Minister Leon Bignell saying the event lured a new record number of 768,000 spectators.

Over 37,000 visitors to SA came from interstate or overseas.

**ABOVE:** Etihad Airways has unveiled a new special decal for one of its Boeing 777s operating between Abu Dhabi-Los Angeles.

The new livery celebrates EY's association with Universal Studios and the *Fast & Furious* franchise, with the jet adorned in the *Fast & Furious 7* livery ahead of the film's premiere in LA on 01 Apr.

Scenes from the movie were filmed in Abu Dhabi incl at Yawa Desert and Yas Marina F1 circuit.

Actor/producer Vin Diesel is pictured at LAX for the 777s debut.

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# New Cal stars on the big screen



**LADEN** with champagne and popcorn, agents & invited guests settled in for a celebration of New Caledonia's French culture this week at the Alliance French Film Festival in Sydney.

Held at the Chauvel Boutique Cinema, guest speakers preceded the film with presentations in which they shared their passion for the island paradise and its menagerie of drawcards.

One such speaker was former *MasterChef* contestant and New Caledonia ambassador Justine Schofield, who spoke about the island's landscapes, beaches and cuisine, all located only a couple of hours flight from Australia.

Agents learned more about the different regions and areas in

New Caledonia including Isle of Pines and the Loyalty Islands, as well as the capital of Noumea.

The event also served as the launch of Phase Two of the "Have It All" promotional campaign ([www.haveitall.com.au](http://www.haveitall.com.au)), which includes a new series of online episodes showcasing the island, hosted by Schofield herself.

A screening of acclaimed French comedy *Gemma Boverly* concluded the evening, leaving the audience in stitches.

**Pictured** above at the event from left is Manuela Nielsen, New Caledonia Tourism; Jean-Baptiste Millcamp, Alliance Francaise; New Caledonia Ambassador Justine Schofield and Patricia Noepfel from Alliance Francaise.

# TA Shanghai role

**TOURISM** Australia has named Andrew Hogg as its new regional general manager for Greater China, who will steer the tourist office's presence in the region, based out of Shanghai.

Hogg has held a number of senior roles at Qantas over the past 25 years & was most recently the carrier's general manager for China, a position he was appointed to in 2011.

"This is a key position for us, and I'm delighted we've secured someone of Andrew's calibre to lead our China and Hong Kong teams," Tourism Australia md John O'Sullivan said yesterday.

"Andrew has a deep knowledge of the market and is well connected in the region, both commercially and politically."

O'Sullivan said TA has already laid down "a solid distribution platform" over the past few years in Greater China through strong aviation partnerships.

"Now's the time to kick on and step up our efforts to convert the enormous appeal for Australian amongst the Chinese into more actual visits, higher quality itineraries and, ultimately, increased spending," he added.

This week, **TD** revealed Tourism Australia is seeking tenders for a Digital Agency in China (**TD** Wed).

## Grainger Adv Ass jv

**ADVENTURE** Associates has forged a connection with travel/wildlife documentary maker Greg Grainger to create a new adventure travel enterprise.

Dubbed Greg Grainger Adventures, the partnership will see Adventure Associates arrange a suite of trips and handle all booking enquiries.

The initial product offering consists of three itineraries to the Arctic, Antarctica and Galapagos, with most departures to be escorted by Grainger who will also be collecting footage for his TV documentaries.

Greg Grainger Associates' 11-day Wendell Sea - Emperor Penguin Voyage incl Helicopters which sails aboard *MV Ortelius* from Ushuaia - departs on 26 Nov and is priced from US\$13,850ppts in a porthole cabin.

The program will be officially launched this month with a series of TV advertisements and social media campaigns.

For more program info, see [greggrangersadventuretours.com](http://greggrangersadventuretours.com).

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Important information: Offer ends 11:59pm (AEDT) 31 March 2015 unless sold out prior. For full terms and conditions, please see your GDS or call Emirates on 1300 303 777 or [qantas.com.au/agents](http://qantas.com.au/agents). Other conditions apply and offer subject to change.

## Rail extends deadline

**AGENTS** now have until 31 Mar to book fares on The Canadian cross-country service & get their entries in for Rail Plus' comp to win a trip to Canada - [CLICK HERE](#).

## Favoured status for services

**AUSTRALIA'S** recently signed Free Trade Agreement with China is set to be upgraded to the status of "Most Favoured Nation", (MFN) leading to greater benefits for the tourism exports sector.

Combined with a falling dollar, greater productivity and ongoing demand, Australia will be in a strong position to reap any trading advantages, Australian Tourism Export Council managing director Peter Shelley said.

"ATEC members have reported a strong Chinese New Year - another great contribution to inbound numbers driven by the Lunar Year celebrations - and

positive sentiments are being reported from our traditional markets so we are confident the industry will see a positive upswing in the next 12 months."

Shelley cited the United States as an example, having opened up its visa services for visitors and earning MFN status for its efforts.

## DFAT: defer Efate

**THE** Australian Government's Smartraveller website last night posted an updated advisory for travel to Vanuatu, now suggesting that holidaymakers "should defer travel to most areas...for the time being".

Smartraveller says visitors should avoid Efate, particularly Port Vila (where accom options are "severely limited") and Tanna - the same message the Vanuatu Tourism Office has announced.

"The situation on Santo is better than on other islands," DFAT says, with power, water and food available, while some resorts have internet access.

## CT reveals secrets of Oman



**STUNNING** scenery, friendly people and opulent resorts of Oman were all brought firmly into the scope for a group of consultants from CT Partners on a recent educational to the country.

Over the five-day trip, the group stayed at the Shangri-La Barr Al Jissah Resort & Spa, Desert Nights Camp and Alila Jabal Akhdar, the latter positioned 2,000m above sea level and offering great views.

The famil was hosted by the Sultanate of Oman, with airfares provided by Qatar Airways.

Highlights of the trip included a visit to the capital Muscat and a trip to the Grand Mosque.

The group also visited the port of Sur, the Bimah Sinkhole and

the Wadi Bani Khalid.

A night was even spent under the roof of a local Bedouin family for a brief glimpse of what life in the Omani desert is really like.

On their return to Australia, the agents were unanimous in their belief that Oman was no longer a hidden secret in the MEA region.

**Pictured** above from left at one of the Sultanate's desert resorts is (rear) Jeremy Rogers, Globetrotter Travel; Brett Ray, TravelManagers; Salim S Al-Mauli; Amanda Forth, CT Connections; Danielle Moubarak, Qatar Airways; Sam Skinner, FBI Travel; Jessica Trinh, Mariner Travel; Mary Olivieri, Travel Partners and Lidia Pinter from Leighton.

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## A&K safari special

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## Viceroy into GHA

**THE** upmarket Viceroy Hotel Group has joined the Global Hotel Alliance's Ultratravel Collection of independent hotel brands.

Through the partnership, GHA will expand its presence in North America, the Caribbean, Maldives and the Middle East.

GHA's Ultratravel Collection is reserved for "the very best hotels and resorts in the world", the company boasts.

Integration of Viceroy Hotels & Resorts into GHA and Ultratravel Collection will be completed by Apr, boosting its network to over 550 hotels and 31 independent brands - more at [www.gha.com](http://www.gha.com) & [www.ultratravelcollection.com](http://www.ultratravelcollection.com).

## Xiamenair to AMS

**XIAMEN** Airlines will launch long-haul operations from its Xiamen, China hub to Amsterdam from 26 Jul, GDS displays show.

Flights will operate on a thrice weekly basis using Boeing 787-8 Dreamliner aircraft.

## ICC brings in Indians

**GLOBAL** travel distributor GTA has recorded a 100% increase in the number of room nights booked by Indian visitors touring Australia and New Zealand for the Cricket World Cup.

On a more general level, Sydney has again proven to be a popular draw for Indians, with GTA noting a 37% jump year-on-year in room nights booked by Indians in 2014.

The company cited a relaxing of strict visa application guidelines now in place for the increase and raising the city's profile overseas.

Double-digit growth was also seen from multiple Asian nations last year, driven mainly by a strong major events calendar including the Chinese New Year, raising hotel occupancy past 90%.

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## Travel Specials

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

Guests planning to sail on **Azamara Club Cruises** from Jul can still enjoy a range of incentives if booked by 31 Mar. On the table is a choice of a free stateroom upgrade, AU\$1,000 airfare credit or US\$1,000 onboard credit for a huge selection of voyages from Jul onwards. **CLICK HERE** for details.

**Majestic Whale Encounters** are offering up to \$690 per couple off two eight-day whale swim packages departing 06 Aug and 01 Sep 2015 in Tonga. The package includes seven nights accom on Ha'apai Island, 22 meals, five days swimming and snorkelling gear, internal flights & more, priced from \$3,500ppts. See [www.majesticwhaleencounters.com.au](http://www.majesticwhaleencounters.com.au).

Celebrating its first anniversary, the **Outrigger Mauritius Beach Resort** has a "Better than Ever" rate including room upgrade & half-board meal plan, valid for three-night stays in Apr. Visit [www.outriggermauritius.com](http://www.outriggermauritius.com).

Burgeoning Australian market entrant **Collette** is well underway with its River Cruise Event of the Year, offering up to \$2,000 per cabin on selected departures. Multiple itineraries are available for departures in Apr and May this year. Cruises include all meals onboard and are priced from \$3,549pp twin share. For more information and to book, phone 1300 792 195.

## Famils for the public

**INFINITY** Holidays has launched a new range of package holidays allowing the public to experience the same itineraries previously run as famils for the trade.

The new range has been dubbed 'Tried and Tested Journeys' and will feature itineraries formulated by local tourism bodies, including accom, transfers and attractions experienced by agents.

Bali, Queenstown and Savusavu in Fiji comprise the current range, however Infinity says it will look to add the USA, Canada, Broome, New Zealand and more in time.

## Airbus sues Skymark

**AIRBUS** is reportedly seeking US\$1.7 billion in liabilities from bankrupt Japanese carrier Skymark for cancelling an order for its A380 superjumbos.

The aircraft manufacturer terminated the transaction for six of the double-decker aircraft with Skymark last year (TD 30 Jul), due to its failure to stick to "contractual obligations".

*Bloomberg* reports that Airbus has sought US\$700 million in compensation, with papers filed at the Tokyo District Court earlier this week.

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## Qatar investments

**QATAR** is rapidly preparing for the 2022 World Cup, last month awarding US\$2.5 billion in new contracts for hotels & attractions, taking its pipeline to \$8.48 billion.



## Changing of the guard in Niue

**SCENIC** Hotel Group marked the closure of several chapters in the history of both Scenic Matavai Resort in Niue and the island as a whole, with personnel leaving and new faces coming onboard.

Representatives of the tiny island nation's tourism industry gathered at the New Zealand High Commission this week to welcome the new faces and celebrate the contributions of those departing the island.

Among the outgoing was Scenic Matavai Resort area general manager Brett Inkster, making way for incoming gm Simon Jackson.

The other new face welcomed was in fact a returning one, with Niue native Saluma Hunt starting her new role as chairperson of the Niue Tourist Authority.

Hunt will fulfil a lifelong dream to create and run her own retreat on the island, which will be realised in May on the opening of the Humu Island Retreat.

**Pictured** above from left is Niue Tourism director Vanessa Marsh, High Commissioner of New Zealand to Niue Ross Adern, Niue Tourist Authority chair Saluma Hunt and Scenic Hotel Group managing director Brendan Taylor.

## Nature Coast on road

**A NEW** tourism drawcard for the Sunshine and Fraser Coasts will form the centrepiece at a series of upcoming roadshows for Australia's Nature Coast (ANC).

Dubbed The Great Beach Drive (**TD** 23 Jan), the 200km scenic touring route passes two UNESCO Biosphere Reserves, marine parks, sand islands and other natural landscapes.

**CLICK HERE** for more info.

Agents and inbound tour firms are invited to learn more about the product at trade expos hosted by the organisation and visiting Melbourne (13 Apr), Sydney (15 Apr) & Brisbane (16 Apr) - email [jan.foletta@scdl.com.au](mailto:jan.foletta@scdl.com.au) for info.

Australia's Nature Coast is a promotional joint venture formed by Sunshine Coast Destination Ltd and Fraser Coast Opportunities.

## Larry Burrows deeper

**WELL-KNOWN** Queensland rep Larry Burrows has added Reed Holidays group to his portfolio of tourism firms represented.

Burrows will continue to visit agents in the SE Qld/northern NSW region, now also promoting Reed brands Seniors Coach Tours, Australian Air Holidays and Young at Heart Holidays.

## Canada kickstarts 2015

**AUSTRALIA** smashed through the 19,000 visitor barrier for Canada in Jan, with 19,525 arrivals recorded for the first month of the year.

The result was an increase of 7.4% year-on-year & contributed to an overall 2.6% growth for Jan in all markets for the country.

## Luxperience famils

**HIGH-YIELDING** annual travel show Luxperience has signed a partnership with Tourism Australia to boost its range of pre- & post-show famil experiences on offer.

Prior to and following the 06-09 Sep event in Sydney, buyers and exhibitors will have the chance to explore Australia's Top End, Barossa, Daintree Rainforest, Great Barrier Reef and more.

Itineraries will include accom at a variety of high-end lodges, resorts and homesteads both in remote and urban locations.

Attending buyers are being urged to register their interest in preferred tours to secure a place.

## Technology Update

Today's Technology Update is brought to you by Amadeus IT Pacific.

**"There is no reason anyone would want a computer in their home"**



This 1977 quote by Ken Olson, Chairman of US company Digital Equipment Corp, almost makes you

cringe. How wrong he was. When it comes to change, you definitely don't want to get caught on the wrong side of history!

As we prepared for the launch of our **next generation online travel agency booking tool, Amadeus Selling Platform Connect**, we wanted to anticipate trends and travel agency needs to ensure we landed on the right side of history.

We spent thousands of hours researching and we consulted with several hundred travel consultants in 120 different travel agencies across 23 countries.

Our purpose was to truly understand the goals and constraints of travel agency managers and really cover the agencies' needs. We focused on many aspects, but most importantly, how could we fix end-user pain points, how could we optimise information display while also improving access and search functionality? We even asked users to help design the user interface.

This is how Amadeus Selling Platform Connect - the industry's only fully mobile and online travel agency booking and fulfilment platform - was born.

It needs no installation and gives agents the freedom and flexibility to work in the way that suits them best. **Connect anywhere, anytime** with your customers.

Find out how Amadeus revolutionised the way Lisa Metzel works here.

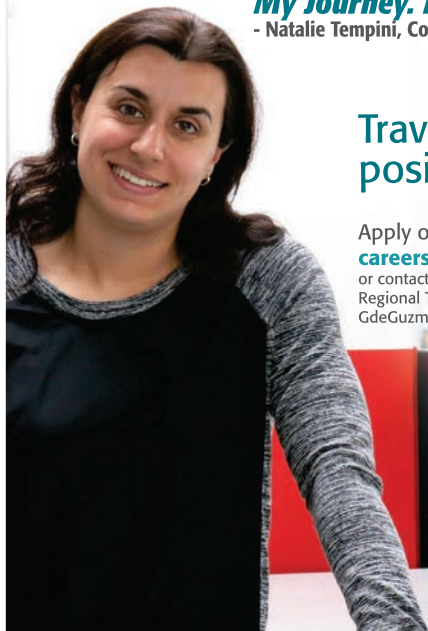
**Tony Carter, Managing Director, Amadeus IT Pacific**

**AMADEUS**

**"I GET A SENSE OF ACCOMPLISHMENT on being told by my managers that I did a great job."**

**My Journey. My CWT**

- Natalie Tempini, Corporate Travel Consultant



**Travel Consultant positions available.**

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**Carlson Wagonlit Travel**



## New SilverLeaf route

**ROCKY** Mountaineer will deploy its mid-range SilverLeaf Service for the first time ever on the Rainforest to Gold Rush route between Vancouver and Jasper, via Whistler and Quesnel.

The journey passes the Rocky Mountain Trench & Mt Robson.

SilverLeaf is placed between the Canadian rail company's base RedLeaf Service and widely popular GoldLeaf Service.

With SilverLeaf's addition to the route, Rocky Mountaineer will offer 840 seats on both the East and Westbound trips.

## Tigerair mascot debut

**TIGERAIR** Australia will unveil its new mascot for the first time this weekend, with 'Toby' to appear at Melbourne Storm's NRL match at AAMI Park on Sat night.

Fans will have the chance to win a Tigerair flight voucher by posting a picture of Toby the Tiger on social media using the hashtag #TigerairAU.

Winners will be announced at half-time on the big screen.

The move is the latest initiative between the Melbourne Storm and its official airline partner which has been extended for the 2015 season.

Soon, Storm players including Cameron Smith, Billy Slater and Cooper Cronk will front a new Tigerair video promotion "to help educate the travelling public about flying with Tigerair".

## How green was my afro...

### AMANDA

Seymour-Munn from South Coast Cruise & Travel in Nowra, NSW is evoking some true Irish spirit in her photo entry for this month's **TD** competition.

A trip for two to Ireland is up for grabs, and Amanda has selected some of her favourite Irish things including some green cider, a Lonely Planet Ireland guidebook and even the Insight Vacations brochure as props for her photo.



She's now in the running to win the prize, as long as she continues to answer the daily questions in **Travel Daily** which will appear until the end of the month.

The fabulous prize includes return flights for two from Australia to Dublin plus pre and post accommodation courtesy of Tourism Ireland, along with an Insight Vacations guided holiday - see the comp box at left.

## More Mexico Alofts

**STARWOOD** Hotels & Resorts is ramping up its presence in Mexico & Latin America, signing deals to add four new hotels.

In partnership with GH Pegasus, Starwood will open Aloft branded hotels in Tijuana, Coatzacoalcos & Poza Rica by late 2017.

Sheraton Chihuahua Soberano Hotel will also open under a deal with Hoteles Real Chihuahua.

This month **Travel Daily** is giving the travel industry a chance to win a trip to Ireland, courtesy of **Tourism Ireland** and **Insight Vacations**.

The prize includes:

- Return economy flights from Australia to Ireland for two people (including taxes)
- Pre and post-tour accommodation in Dublin, courtesy of Tourism Ireland
- Insight Vacations 7-day "Focus on Ireland" guided holiday for two (twin share)

To win this amazing prize you'll need to do two things:

1. Send us a photo that celebrates Ireland's national day by greening yourselves, your business, whatever you want, for St Patrick's day before COB 17th March and,
2. From 18th March answer the daily question correctly and have the most creative answer to the final question

Send your answers to: [irelandcomp@traveldaily.com.au](mailto:irelandcomp@traveldaily.com.au)

Where is the Irish Open being played in 2015?



Terms & conditions

## SINGAPORE AIRLINES



### SOUTH WEST PACIFIC SERVICE CENTRE ADMINISTRATION OFFICER

Singapore Airlines currently has an exciting opportunity for a highly motivated individual to join the SWP Service Centre team in Sydney.

**Based in Sydney, this is a permanent, full-time, day worker position.**

The position provides overall administrative support to the Service Centre and its Management. The successful applicant will have industry knowledge, excellent interpersonal skills and experience in completing administrative tasks and common office computer programmes. A strong command of the English language, including clear verbal and written communication, a problem solving acumen, initiative and analytical ability is also essential.

**To apply, forward your letter of application and CV to Dejan Eminagic, Service Centre Manager, via email to [Dejan\\_Eminagic@singaporeair.com.sg](mailto:Dejan_Eminagic@singaporeair.com.sg) by COB Monday, 23 March 2015.**

**Only suitable candidates will be accorded an interview**

**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](http://www.traveldaily.com.au).

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#### TIME TO GET CREATIVE!

##### DIGITAL MARKETING MANAGER

CENTRAL SYD LOCATION – UP TO \$100K PACKAGE

Due to recent expansion this industry leader are looking for a forward thinking professional with extensive industry experience along with strong digital marketing experience to join their team. The role has a broad spectrum but will focus on implementing winning strategies that will engage consumers with the brand. This is your chance to showcase your digital B2C marketing experience and move to a company that continues to grow!

#### GROWTH POSITION

##### CORPORATE TEAM LEADER / MANAGER

PERTH (CITY CENTRE) - SALARY PACKAGE TO \$86K

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required.

#### \*\* NEW ROLES \*\*

##### BUSINESS DEVELOPMENT MANAGER x 2

MELBOURNE – SALARY PKG \$60K + CAR + COMMS PKG

Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales & marketing exp preferred.

#### REPRESENT A FIVE STAR PRODUCT

##### BUSINESS DEVELOPMENT MANAGER – SA/NT

ADELAIDE – SALARY PKG \$55K + COMM PKG + MILEAGE

Are you a proven sales professional in Adelaide looking for a new product to promote? Responsible for the SA/NT market, your primary role is developing strategies to increase sales, growing sales revenue, building strong ongoing relationships with key industry agents, together with attending trade shows/expos. Previous experience in the travel industry as a sales executive or solid sales consulting experience essential.

#### ANALYSE THIS GREAT CAREER MOVE

##### BUSINESS AND SYSTEMS ANALYST

SYDNEY – SALARY PACKAGE UP TO \$85K

Are you experienced with online booking systems and have a strong background in technology? In this role, you will be responsible for building and executing new system processes to improve business performance, identify areas of improvement relating to business and technology processes, together with overall analysis of business practices and procedures. Bring your analytical approach to this winning travel company with ongoing career progression.

#### HIT THE ROAD WITH A LEADING BRAND

##### CORPORATE SALES MANAGER

SYDNEY - SALARY PACKAGE \$95K

This leading travel company is looking for a Sales Executive who is passionate about MICE along with the ability to source and secure new business. You will have a real drive, passion and understanding of the MICE market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

#### BE A NURTURER

##### CLIENT RELATIONSHIP MANAGER

SYDNEY - SALARY PACKAGE UP TO \$85K

Due to expansion this award winning TMC is looking for an experienced CRM, an exciting time to join a dynamic team. You will be managing a portfolio of high profile accounts and be responsible for identifying growth opportunities and travel trends in the industry. Essentially you will have experience from a TMC or similar, with outstanding knowledge of managing multiple accounts and reporting requirements. Claim your spot and apply today!

#### TOUR OPERATOR

##### SENIOR MANAGER

BRISBANE CBD – EXECUTIVE PKG

This award winning company is looking for a senior manager to join their dynamic team. You will be responsible for supporting, managing & coaching the team to succeed, ensuring the business delivers exceptional levels of customer service, managing & reporting on the company's performance. Proven ability as a senior manager leading and managing a successful business, good communication skills & commercial expertise is essential.

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# Best Hotel/ Resort Group CATEGORY 33 - NTIA AWARDS



[> VOTE FOR CLUB MED](#)

## CATEGORY 31 Best Sales Executive - Industry supplier



**Adam Ferraro**

Business Development Manager  
VIC/TAS

[> VOTE FOR ADAM](#)



**Luke Skarbek**

Business Development Executive  
NSW/ACT

[> VOTE FOR LUKE](#)



**Vara Arnold**

Business Development Manager  
NSW/ACT

[> VOTE FOR VARA](#)