



WE'RE MOVING

Travel Daily

part of the Business Publishing Group,
is relocating, please update your records.

From 04 Apr our new
office will be located at
Suite 2.1, 64 Talavera Rd
Macquarie Park, NSW 2113
Ph: 1300 799 220

Our postal address
remains the same at
PO Box 1010
Epping, NSW 1710
Fax: 1300 799 221

P.S. We know it's April fools but we promise this isn't a joke!

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Travel Daily

First with the news

Friday 1st April 2016

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Today's issue of TD

Travel Daily today has eight pages of news, a front cover page for *Travel Daily's* relocation, plus full pages from: (**click**)

- Air New Zealand/Brand USA
- Travel Trade Recruitment
- Amadeus
- Great Southern Rail

Travel Daily moving

AFTER seven years in the Sydney suburb of Epping, *Travel Daily* is this weekend pulling up stumps and relocating to new bigger and brighter offices as our team continues to expand.

Effective Mon 04 Apr, *TD* will be operating from Suite 2.1, 64 Talavera Road, Macquarie Park NSW 2113 (see **cover page**).

Our phone & fax numbers and postal address remain the same.

GSR NTIA nomination

GREAT Southern Rail is lauding the trade for its nomination for 'Best Tour Operator - Domestic' at the 2016 AFTA National Travel Industry Awards, and is now calling for travel agents to "get onboard" - see the **back page**.

SIA Hols ceases operation

SINGAPORE Airlines Holidays is no more, with the locally run holidays division of the international carrier shutting up shop for an indefinite period from today, *Travel Daily* can reveal.

SIAH has been operated by Wendy Wu Tours for two years, after taking over the brand from Pinpoint Holidays (*TD* 04 Feb 14).

Destinations packaged with SQ flights include Singapore, India, Maldives, Cambodia, Vietnam, Sri Lanka, Philippines, Thailand, Japan, Malaysia and Borneo.

In a statement to *TD*, Singapore Airlines confirmed the cessation of Singapore Airlines Holidays came as a mutual agreement with Wendy Wu Tours (WWT).

Travel Daily understands that for a number of months, new SIAH booking enquiries have been diverted to Wendy Wu Holidays, which has steadily expanded its portfolio beyond China and Asia into new markets in recent years.

"The decision to cease operations will allow Wendy Wu Tours to focus on providing customers with high quality packages to the Maldives,

Singapore and Singapore Grand Prix alongside its core business offering," the Singapore Airlines spokesperson told *TD*.

SQ said it will continue to work in partnership with Wendy Wu Tours and its trade partners to offer "the great value Singapore Stopover Holiday packages".

"A decision on whether the Singapore Airlines Holiday program will be re-established will be assessed on an ongoing basis," the SQ spokesperson said.

Wendy Wu Tours md Alan Alcock said "We have worked closely with Singapore Airlines to ensure existing bookings are not affected and that there will be no reduction in the product available to agents".

WWT took over management of SIAH from Pinpoint Holidays Travel Group two years ago following "a competitive tender" (*TD* 04 Feb 14).

In Jun last year, the SIAH team relocated its offices to 20 Hunter Street in Sydney, the home of Wendy Wu Tours.

The siaholidays.com.au website has now been taken down.

You Beauty...

Talk about showing us the love... Thank you for our recent nominations in the 2016 NTIA Awards.

Best Travel Agency Retail, Single & Multi Location italktravel Hillarys & Hunter Global Travel

Best Travel Consultant, Retail
Helen Clarkson, Lolita Ballard & Sue Burchell

Best Travel Agency Manager, Retail Single & Multi Location
Melinda Leenman, Bridie Clarke & Mark van Huisstede

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italktravel **talk to us**

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Travel Daily

First with the news

Friday 1st April 2016



Turkey terror concern

THE Department of Foreign Affairs & Trade continues to warn Aussies of the threat of terrorist activity in Turkey “which could take place at any time”.

Yesterday, the Australian Govt refreshed its travel advisory for Turkey, urging Aussie travellers to now reconsider their need to travel to Ankara and Istanbul “due to the high threat of terrorist attack,” with Smartraveller adding “further attacks in urban centres are expected”.

Aussies are informed to exercise a high degree of caution in Turkey overall, with higher levels applying in some parts of the country.

EK 10x daily to London

EMIRATES is nudging up flight capacity between Dubai & London with a new fourth daily service to London Gatwick (EK23/24) due to launch 01 Oct using a Boeing 777.

EK already operates six daily services to London Heathrow.

Marriott OK for Starwood

CHINA'S Anbang Insurance Group has pulled the pin on its proposal to take over Starwood Hotels & Resorts Worldwide, paving the way for the planned Marriott International deal.

Starwood Hotels & Resorts this morning confirmed that Anbang had withdrawn its cash offer of US\$82.75 per share, with the Chinese conglomerate indicating “it does not intend to make another proposal”.

The Anbang proposal attempted to scuttle the confirmed deal with Marriott, which was forced to make a higher counter offer last week (**TD 22 Mar**).

In a statement, Starwood’s directors reiterated their strong support for the merger with Marriott to create the world’s largest hospitality company.

“Throughout this process, we have been focused on maximising stockholder value now and in the future,” Starwood chairman

Bruce Duncan said.

Duncan said the Marriott transaction offers “superior value for Starwood’s stakeholders, can close quickly and provides value-creation potential that will enable both sets of stakeholders to benefit from future financial performance”.

He added the two businesses are committed to completing the deal in an “expeditious manner”.

Stockholders will vote on the Marriott-Starwood merger next Fri at a special meeting, with the Starwood board “unanimously” recommending its shareholders vote in favour of the deal.

APT giveaway in TD!

THIS month *Travel Daily* has teamed with APT to giveaway an amazing 15-day 4WD journey for two to the Kimberley region.

Throughout Apr, **TD** will be asking a series of questions about the APT Kimberley Wilderness Adventure small group product, with the agent who correctly answers the most questions and provides the best final answer to win the prize, valued at up to \$17,990 - see **page 9** for details.

HA response “tardy”

AMERICAN Airlines and Qantas have called on the US Dept of Transportation to tentatively approve its proposed alliance and authorise antitrust immunity.

In response to Hawaiian Airline’s claim the pact was “dubious” (**TD Wed**), AA/QF told the DOT that HA’s reply was “tardy and should be disregarded” and was “blinded by self-interest rather than the interests of passengers”.

Bestjet case deferred

YESTERDAY the Queensland Supreme Court ran out of time to hear the injunction brought by Bestjet against AFTA (**TD 22 Mar**).

The case was adjourned and has been rescheduled for next week.

THANK YOU FOR NOMINATING US IN THE 2016 AFTA AWARDS.

We are delighted to receive nominations for:
Category 18: Best Domestic Airline
Category 19: Best Airline International – Online
Category 31: Best Sales Executive – Industry Supplier
 Clint Jones, Felicity Allan and Trudie Mansfield

Thank you for your ongoing support and good luck to fellow nominees.

VOTE NOW at afta.com.au



Vote for us

in this year’s National Travel Industry Awards for Best Tourist Office - International (Category 27)

Thank You For Your Support

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Travel Daily

First with the news

Friday 1st April 2016

SCENIC®

VIEW OFFERS

**EUROPE
RIVER CRUISING
TRAVEL IN 2017
AT 2016 PRICES***

Virgin Aus credibility dives

Virgin Australia is feeling the aftershocks of Air New Zealand's review of its stake in the carrier, with Standard & Poor's (S&P) downgrading VA from "stable" to "negative".

Air NZ announced it no longer wanted a large minority equity position in VA on Wed (**TD** Wed), with the move seeing Air NZ ceo Christopher Luxon step down from the Virgin Australia board immediately.

Accor & Booking.com

BOOKING.COM has renewed its partnership with AccorHotels.

The new agreement takes effect from today and ensures a seamless experience, with other new AccorHotel properties to be introduced on the platform over coming months.

"Additional terms of the deal have not been disclosed," Booking.com said in a statement.

The Australian is reporting ratings house S&P revised its assessment of VA's liquidity profile to "less than adequate", but maintained the airline's B+ overall corporate credit rating.

Last week VA announced it would receive \$425m from its major shareholders as an "an initial step in strengthening Virgin Australia's liquidity" (**TD** 21 Mar).

S&P told *The Australian* VA's credit rating may be lowered if it fails to strengthen its liquidity position in coming months.

Vale Cherrill Lewis

THE travel industry is mourning the loss of Cherrill Lewis who passed away yesterday.

Cherrill was well known in the industry having held the title of director of marketing & acting ceo of Tourism Fiji and other senior roles at Four Seasons Resorts Bali & Regent International Hotels.

Oceania, RSSC call centre open today

NORWEGIAN Cruise Line Holdings has today completed the transition to its local office, with Sydney-based contact centre operations now in place for Oceania Cruises and Regent Seven Seas Cruises.

The office, which launched last year and is headed up by Steve Odell, also handles Norwegian Cruise Line reservations, and to celebrate the full integration of all brands NCLH is offering a bonus 5% commission for all new bookings of Oceania and Regent Seven Seas Cruises made and deposited during Apr 2016.

NCLH has also announced Australian dollar pricing for Regent Seven Seas Cruises.

MEANWHILE the company also announced overnight an agreement with Fincantieri to construct a sister ship to *Regent Seven Seas Explorer*, scheduled for delivery in 2020.



Window Seat

THE industry did not pass on April Fools, with **TD** receiving a number of joke releases.

Virgin Australia possibly put the most effort into its prank, announcing the launch of Kids class - complete with kickable seats, a chewable safety card and tent forts.

The video supposedly showcasing the class is on the airline's **Facebook** page.

Contiki also jumped on board, unveiling ten 'Virtual Experience Centres' which "opened today" offering three-hour virtual trips for \$149 per person.

See the microsite **HERE**.

Gold Coast Tourism also claimed the city has made it illegal "to travel with anything that might be associated with bad weather", more **HERE**.

AATKings
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STATE OF
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Best Sales
Executive:
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(Category 31)

**NICHOLE
STEADMAN**

**DANIEL
TOBY**

WHO WILL WIN? QLD OR NSW?

AAT Kings is also nominated in Category 24: Best Tour Operator – Domestic

VOTE HERE

to help your AAT Kings team proceed in all 3 nominations

“Thank you!”

Field of Light Uluru open



FINE art installation, Field of Light Uluru, has today officially debuted at Ayers Rock Resort (**TD** 22 Mar).

The brainchild of internationally-recognised artist, Bruce Munro, the installation features more than 50,000 slender stems crowned with glass spheres which span over the course of four football fields.

Having conceived the idea when visiting Uluru in the early 90s for the first time, Munro commented that the idea “landed in my sketchbook and kept on nagging at me to be done.”

“I now have the honour and privilege of returning to create an iteration of this artwork for the

place that inspired it,” he said.

CLICK HERE to book.

Pictured above at the launch event (from left) is: Sammy Wilson, chair, Mutitjulu Community Aboriginal Corporation & UKTNP board member; John O’Sullivan, managing director, Tourism Australia; Bruce Munro, Artist; Lisa Gay, chairperson, Voyages Indigenous Tourism Australia; Andrew Williams, chief executive officer, Voyages Indigenous Tourism Australia; Ray Stone, executive general manager sales, marketing and distribution, Voyages; Manfred Pieper, executive general manager operations, Voyages.

Koningsdam delivery

HOLLAND America Line has taken delivery of its first Pinnacle-Class ship overnight, *ms Koningsdam*.

The vessel will make its way to Civitavecchia, Rome on 08 Apr for her maiden voyage, where she is set to traverse the Mediterranean before her official naming ceremony in Rotterdam, Netherlands on 20 May.

Accommodating 2,650 passengers, *ms Koningsdam* features purpose-built staterooms for families and solo travellers, among its 1,331 guest accommodations.

Aloha down under

REGISTRATIONS are open for Hawaii Tourism Oceania’s ‘Aloha Down Under’ workshops, slated to take place 03-06 May in Sydney, Melbourne, Brisbane and the Gold Coast.

The trade event will bring together 32 Hawaii partners, including: Diamond Head Luau, Hyatt Resorts & Spas Hawaii, ALAMO Rent a Car, Outrigger, Discover Hawaii Tours and more.

Attendees will meet face-to-face with industry partners, learn about accom and activity options available and be the draw to win prizes at the door.

Registrations close 15 Apr.

20 years of GPT

NEW Zealand coach holiday specialists Grand Pacific Tours are today celebrating their 20th birthday, having first been established in Melbourne in 1996 by managing director Peter Harding.

Since its inception, GPT has grown its presence in the international market, with the UK and Canada representing more than 20% of its total travellers.

“We are thrilled with the take up of our range of product and are excited to celebrate these achievements over the last 20 years,” commented Harding.

“There is so much you can see and do in the spectacular destination of New Zealand and we are thrilled to share it with our travellers,” he said.

Avianca gets new ceo

FORMER Microsoft Latin America president Hernán Rincón has been named the new chief executive for Colombian flag carrier, Avianca.

amadeus

Vote for us!

We’ve been nominated in two categories at this year’s NTIA Awards – Best Agency Support Service & Best Sales Executive, Glenda Prudius.

Place your votes [here](#)



**NATIONAL TRAVEL
INDUSTRY AWARDS**



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.

Vanuatu's **Iririki Island Resort** is offering 15% off Island Fare or Premium Waterfront rooms on select dates when booking seven-nights to celebrate the resort's relaunch. Valid for bookings made before 10 Apr. See www.iririki.com.

Moana Surfider, A Westin Resort & Spa in Honolulu is running a Beach Club Special allowing all guests access to the exclusive club. This is valid for new bookings made until 31 Dec. **CLICK HERE** for more.

Opening specials are up for grabs on the five-star **Pullman Sydney Airport** hotel which opens 01 Jun. Overnight stays start from \$229 per night including wi-fi visit www.accorhotels.com.

Guests booking **Lindblad's** new Europe 2016/2017 itineraries before 30 Jun can save \$1,500 and receive a complimentary extension. For itineraries, **CLICK HERE**.

Bench International - Africa Experts is offering savings of 26% on a-day package safari in Zimbabwe. Package price is \$1,595pp sharing based on travel between now and 30 Jun. See www.benchinternational.com.au.

QF Brussels waiver

QANTAS yesterday issued a commercial policy for customers travelling to/from Brussels in the wake of the last week's terrorist attacks in Belgium.

The policy enables passengers to reroute or rebook travel to Amsterdam, Paris Charles de Gaulle, Dusseldorf, Frankfurt or Hamburg within seven days of the original ticketed flight. **CLICK HERE** for more details.

dnata Qatar SYD win

DNATA will provide ground handling support for Qatar Airways' Boeing 777 service to Sydney's Kingsford Smith Airport.

The air services provider will also look after cargo services and catering through Alpha Catering.

QR currently uses dnata for ground handling in MEL and PER, with the addition of SYD seeing the firm handle more than 1,095 flights per year in Australia.

Thank you from TD!

THANK you to over 500 travel agents across all retail groups who participated in last month's 2016 Cruise Industry survey.

Congratulations to Natalie Blackmore from Cruiseabout Mt Gravatt and Dallas Shaw from Easy Travel and Cruise Gympie, who both won GoPro cameras.

The 25 winners of HOYTS movie tickets will be contacted next week, so watch your inbox.

The results will be published soon and keep on reading *Travel Daily* for the announcement of the annual Salary & Employment survey which commences soon.

Amtrak upgrade wi-fi

AMTRAK is expanding the availability of its wi-fi service on board its train network.

The latest service rollout will give more than 90% of Amtrak's customers access to free wi-fi for their journey.

Friday 1st Apr 2016

Travel Daily
First with the news



ONLINE travel wholesaler, Excite Holidays, is thrilled to announce the third winner of its USA Live Like a Local campaign as Susan Cuk from Phil Hoffmann Travel, Norwood.

Every two weeks for eight weeks, travel agents have the chance to win a trip to one of four destinations in the USA.

To be in with a chance of taking home the prize, consultants simply have to make a paid reservation on Excite Holidays' booking platform to the destination specified.

Susan has won a trip of a lifetime to West Hollywood, where she will live like a local in one of USA's trendiest neighbourhoods famous for its stunning rooftop pools and buzzing nightlife.

"It's the first travel prize I've ever won, and I've never been to USA before.... Everyone will want to go with me," Cuk said.

Pictured above is the lucky winner Susan Cuk together with Paul Groundwater, Excite Holidays' senior sales and account manager (SA/Vic/Tas).



AREA SALES MANAGER WEST VIC REGION

Globus family of brands is seeking a full-time, experienced and driven Area Sales Manager to join our on road sales team.

- ✓ Competitive salary package
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The right candidate will be attuned to the needs of the retail leisure market and possess the following:

- ✓ Minimum 2 years of business development experience in retail, corporate or wholesale travel
- ✓ Excellent written, verbal and presentation skills
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Backed by an established Sales Department you will receive the resources and support needed in order to succeed.

COULD THIS BE YOU?

To apply, forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by Monday 11th April 2016.



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Hawaii sports drive

THE Hawaii Tourism Authority (HTA) is recruiting a sports marketing and events agency to link in with its strategic plan for global tourism marketing.

HTA said such an agency would help establish Hawaii as a premier destination for sporting events.

Written proposals for the position are due by 25 Apr with the contractor to be selected by 13 May and the one-year contract starting 01 Jun.

CLICK HERE for more details.

New World China

NEW World Hotels & Resorts will manage the 279-room New World Guangzhou Hotel when it opens in 2018.

The hotel is part of a mixed-use development linked to the Jiahe Wanggang subway station.

It will offer four dining options, 2,800m² of meeting facilities and a rooftop outdoor pool.

Rail Plus incentive

ANY agent who books a Rocky Mountaineer product by 30 Apr will receive a \$50 Coles Myer Gift Card as part of Rail Plus' latest incentive.

One gift card will be awarded per new booking deposited within five days of confirmation.

MEANWHILE, Rail Plus has released the second edition of its 2016/17 Canada Sales Manual featuring 20 Canadian activities.

Options include a visit British Columbia, where guests can get up close to grizzly bears and a chance to see beluga whales & polar bears on the Churchill River.

To download it **CLICK HERE**.

Apollo's new 4WD

APOLLO Motorhome Holidays has a new five-person 4WD camper, the Apollo Overlander, available for pickup from today at Alice Springs, Broome, Cairns, Darwin and Perth.

The Apollo Overlander has been custom-designed to make outback and off-road travel as easy as possible and has a large fridge/freezer, a two-burner gas stove, an air-conditioned cabin and can be hired from \$123 a day.

AWS South Africa famil



SEVEN agents explored Soweto, Kruger National Park, Mashatu Game Reserve, the vineyards of Stellenbosch and Cape Town on a famil in Feb.

Hosted by African Wildlife Safari and flying with South African Airways, the group stayed at 54 on Bath, Mala Mala Main Camp, Mashatu Lodge, the renovated Tintswalo Atlantic, Victoria & Alfred Hotel and Taj Cape Town.

Pictured at Mala Mala Game Reserve are ranger James, Irena Bryant, TravelManagers; Carolyn Barton, Clarke & Turner Travel

Associates; Sheri Foreman, TravelManagers; Darienne Hunter, itravel The Junction; Ksenija Krasova, Natural Focus Safaris; Monica Busch, Escape Travel Black Rock; Kayla Budge, Natural Focus Safaris; Ruth Keith, RACT Helloworld; Bronny Tudor, Peregrine Travel and ranger Mike.

New Tas catamaran

WORLD Heritage Cruises has taken delivery of a 35m, 250-passenger catamaran, the *MV Harbour Master*.

The vessel will operate in Tasmania in Macquarie Harbour and on the Gordon River.

Europa 2 Soul Kitchen

A FOUR-DAY "Soul Kitchen" themed cruise will sail from Hamburg to Kiel aboard *Europa 2* on 29 Jun.

The cruise will feature cookery shows, courses and workshops and will have singing chef Nelson Müller and German soul singer Stefan Gwildis on board - email salesteam@hl-cruises.com.

Emirates Cebu debut

EMIRATES has launched a Dubai-Cebu-Clark-Dubai triangle service on a two class Boeing 777-300ER.

The flights to Cebu and Clark offer 42 seats in Business class and 386 seats in Economy, departing daily from Dubai.

New TMC Location Opening - Darwin

QBT A member of the Helloworld Group



- Be part of a new office set-up
- Based centrally in Darwin CBD
- We are seeking to build a team of Business Travel experts:
 - o **Customer Service Manager,**
 - o **Customer Service Leader and**
 - o **Multi-skilled Business Travel Consultants**

Due to a very exciting opportunity in the Northern Territory, we are setting up a new location in Darwin CBD.

We are seeking to build a team of business travel experts, looking for a unique opportunity to be part of a brand-new professional team.

At QBT, you will work in a busy professional environment, contributing to a National team very passionate about travel and delivering exceptional customer service.

Every day you will utilise your specialist technical travel skills to service our clients' requirements from initial enquiry through to their journey return. With each enquiry, you will draw upon your customer service talents to comfortably and confidently engage with our clients.

As a Customer Service Manager or Customer Service Leader you will be key in cultivating a high performing team meeting KPIs and Service Level Agreements.

As a member of the Helloworld Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services across eight countries.

At QBT, you will join a team that truly believes in 'Business travel made simple'.

To apply please send your CV to careers@qbt.travel

QBT Business travel made simple



ACT
Government

Chief Minister, Treasury and Economic Development

Business Development Manager - Partnerships - Senior Officer Grade C
Salary Range: \$96,073 - \$103,416 (PN: 36791)

Partnership Events Officer - Administrative Services Officer Class 5
Salary Range: \$70,844 - \$74,989 (PN: 36793)

Two new and exciting positions have become available at VisitCanberra, focusing on the development and implementation of key international and domestic programs and events, and the promotion of cooperative opportunities for the ACT and Canberra region, in line with the Tourism 2020 Strategy and VisitCanberra's business plan. More details available via the link below.

Contact Officer: Jo Verden (02) 6205 0554 jo.verden@act.gov.au

For further information, please visit www.jobs.act.gov.au

Applications Close: 8 April 2016

Today's Technology Update is brought to you by **Tramada Systems Pty. Ltd.**

Automating the travel business through integration.



The key workflow for any agency of any size is making a travel booking. However, there is more to a travel business than just taking

a booking, ticketing and itineraries. There's many related procedural workflows covering marketing, processing payments, chasing commissions, managing expenses, to name a few.

tramada® acts as an **integration hub** able to pull content from all major GDS (Amadeus, Sabre and Travelport) and OBEs (Calypso, Expedia TAAP, Serko, AeTM), delivering a fully automated booking workflow that sees minimal consultant touch in managing bookings.

Then there are services and agent networks that assist with **marketing your agency**. Whether it be memberships with Virtuoso or Travel with Kidz for valuable referrals and discounts or the ability to offer additional services such as Climate Friendly reporting to facilitate purchasing carbon offset for corporate clients. tramada® facilitates marketing via client database synchronisation with MailChimp for targeted direct mail campaigns, or 2-way integration with the comprehensive Sage CRM platform.

Tramada recently announced our fully integrated tramada® payment gateway partnering with Mint Payments. Leveraging this tool enables agencies to efficiently **process credit card payments** from within the tramada® easily and efficiently. While integration with NetTrans helps recover and reconcile hotel commissions due efficiently, adding to overall revenues.

For more information on the 40 plus integrations Tramada has implemented contact sales@tramada.com

Bijoy John, Sales and Account Manager, Tramada – your technology partner



FTE lands top sponsor

FIJI Airways has been confirmed as the Platinum sponsor for the Fijian Tourism Expo (FTE) for the third year running.

Tourism Fiji's exec chairman Truman Bradley said the national carrier was a "strategic and important" partner for the event.

Registrations for FTE 2016 close today with booking appointments to be announced the week after.

Randall gets Trump

RM (RANDALL Marketing) Asia Pacific has been appointed as sole marketing representative for Trump International Hotels and Tower USA in Hong Kong, Macau and China.

Trump has seven properties in America, two in both Canada and Indonesia and one in Scotland, Ireland and Rio de Janeiro.

The new arrangement provides Trump with on-going marketing efforts in Asia, opening more doors for the Chinese outdoor luxury tour package market.

Pitcairn website rejig

PITCAIRN Islands Tourism has given its online presence a shake up with visitpitcairn.pn now featuring comprehensive visitor info, detailed accommodation listings and links to the firm's social media assets.

The website overhaul comes as Pitcairn welcomes increased visitor arrivals and prepares for a wave of new cruise sailings this year and next.

Hilton Alexandria

HILTON Worldwide has officially opened its 18th property in Egypt with the debut this week of Hilton Alexandria King's Ranch.

Branded under the Hilton Hotels & Resorts portfolio, the 199-room property is located just outside the city of Alexandria.

Santa Monica rail

THE Expo Light Rail extension in California connecting Santa Monica to greater Los Angeles is set to open in May.

The 25km stretch of line will provide seven new stations serving popular destinations along the Westside.

It's expected the service will cater for a ridership of up to 64,000 daily passengers by 2030.

German tourism up

GERMANY has recorded its sixth record-breaking tourism result in a row, according to the latest information from the Federal Statistical Office.

The recently released stats revealed 79.7 million international overnight stays in 2015, up 4.1 million (5.4%) on the year prior.

German National Tourist Board ceo Petra Hedorfer said 2015's results exceeded even their own expectations.

Europe remains Germany's key market accounting for 73.4% of international stays with biggest growth recorded from Spain, Switzerland and the UK.

EY Amadeus pact

ETIHAD Airways and Amadeus have renewed their full content agreement which gives Amadeus-connected agencies and travellers full access to EY's inventory of flights, seats and services.

The pact allows EY to use Amadeus' expanded rich content capabilities to display images of its product and ancillary services, such as exit row seating.

Friday 1st Apr 2016

Velocity dental plan

MEMBERS of Virgin Australia's Velocity Rewards Program can now earn points by taking care of their pearly whites.

Under the partnership, members will earn 500 Velocity Points for their first eligible appointment at as a new Pacific Smiles Dental patient and then 250 Velocity Points for each of two check-ups per year.

The points may be earned on a max of two appointments in 12 months - for more, [CLICK HERE](#).

Park Regis to Saudi

STAYWELL Hospitality Group has inked an agreement to open the first Park Regis properties in Makkah, Saudi Arabia.

Set to open in Q2 2018, the two hotels will offer 286 and 344 guest rooms respectively and will be within walking distance to the Grand Mosque in Makkah.



Business Development Manager – VIC

Insider Journeys is seeking a Business Development Manager based in Melbourne to identify, qualify and capture new business in Victoria.

To be successful in this role you will need a minimum of 2 years' experience in a similar position with existing relationships in the Australian travel industry, excellent verbal and written communication skills, including public speaking, as well as excellent relationship, persuasion and influence building skills. You must hold a current Australian driver's license.

What is in it for you? You will be rewarded with an attractive and competitive package and incentive scheme. Receive comprehensive training and development and a mobile phone, laptop and car allowance.

About Insider Journeys: Insider Journeys (formerly Travel Indochina) is a boutique travel company specialising in small group and independent travel to Asia. We commenced operations in 1993 and since then have developed operations and partnerships with businesses in Australia, the UK, Canada, the US and New Zealand. Insider Journeys has 7 offices in Asia. Insider Journeys is part of Helloworld Ltd.

If you are interested in joining our dynamic sales team please email your application to renee.stanton@insiderjourneys.com.au before Friday 15th April.

insiderjourneys.com.au

HKTB's free Bar Tram



DURING the 2016 Cathay Pacific/HSBC Hong Kong Sevens, Hong Kong Tourism Board will be showing off Hong Kong's nightlife with the Rugby Sevens Bar Tram. The free tram will run from

the Western Market Terminus in Sheung Wan to Causeway Bay Terminus from 06-10 Apr, stopping off in bar hubs.

To register for the tram, visit www.discoverhongkong.com.



Explore the magnificent and mystical Kimberley across 20 days with this month's exciting *Travel Daily* competition, brought to you in partnership with Australia's award-winning travel operator **APT**. Every day we will be taking you on an adventure, showcasing the many highlights available on an APT Kimberley Wilderness Adventure.

The person with the most correct answers, and who wows us with the most creative answer to the final question, will win an unforgettable 'Kimberley Complete 15 day small group 4WD adventure' for two people, departing in September 2016.

Send your answers to: APTcomp@traveldaily.com.au

Q1. APT owns a network of exclusive Wilderness Lodges located in some of the Kimberley's most incredible destinations. Name the three Lodges.

HINT: [CLICK HERE](#) and see p33-37



Terms and conditions

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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Police probe FC

NORTHERN Territory Police are looking into ten Flight Centre agencies in the Northern Territory who are suspected of rorting a govt-subsidised pensioner and carer travel concession scheme.

A total of 16 agencies have been accused of misusing the scheme to date, *NT News* is reporting.

An ex-employee of Flight Centre, Tennille Foley last month pleaded guilty to defrauding the NT govt of about \$40,000, stating she had been "first introduced to the process of submitting inflated invoices" when she had worked with another agency (*TD* 14 Mar).

TEQ & STA campaign

TOURISM and Events Qld (TEQ) and STA Travel are launching a multi-million dollar campaign in Australia, the UK and Europe.

The tourism campaign will include trade and media famils and be led by a digital and social media presence targeting youth travellers, students and those with working holiday visas.

The UK and Australian push will run from Apr to Jun & Europe is in-market until Sep.

New SpiceRoads gm

DANIEL Moylan has been promoted to the role of general manager of SpiceRoads Cycle Tours.

The move comes as previous ceo and gm of SpiceRoads for 13 years, Struan Robertson moves into a board position.

Moylan has worked for SpiceRoads since 2012 and has held the position of chief adventure manager.

Southwest to LGB

SOUTHWEST Airlines will start linking Long Beach Airport and Oakland from 05 Jun with four flights a day in each direction.

Fares will start from \$US49 one-way for bookings made before 14 Apr for travel from 05 Jun to 04 Nov (blackout dates apply).

The route adds connectivity between Long Beach and 19 cities on the Southwest network.

International Business Travel Consultants



QBT A member of the Helloworld Group

- New opportunities for experienced International Travel Consultants to join QBT
- Various locations (*Sydney, Brisbane, Perth*)

Due to recent business growth at QBT, we have numerous exciting opportunities for experienced International Business Travel Consultants looking for the next move in their travel career.

As a QBT Business Travel Consultant, you will work in a busy professional environment, contributing to a team very passionate about travel and delivering exceptional customer service.

Each day in this role, you will utilise your specialist technical travel skills to service our clients' requirements from initial enquiry through to their journey return. With each enquiry, you will draw upon your customer service talents to comfortably and confidently engage with our clients.

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At QBT, you will join a team that truly believes in 'Business travel made simple'.

To apply please send your CV to careers@qbt.travel





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Hurry, sale ends 19 April 2016.

Find out more at tasteusamegafam.com

 Join the **#tasteUSA - MegaFam 2016** Facebook group to win great prizes.

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Travel Team Leader

Gold Coast, \$DOE + Super, Ref: 2216SZ1

Are you a Travel Agent with proven track record in sales wanting to step into a management role? This role is focused on the cruising market & you'll be responsible for mentoring, teaching and training existing & new consultants as well as leading by example, hands on consulting in a non retail environment & ensuring monthly targets are met by individual consultants and as a team. Supportive management & working conditions with great opportunity to progress further within the company.

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

Cruise Business Development Executive

NSW/ACT, DOE + Bonuses, Ref: 2232MB0

This leading Cruise line is looking for a business development executive to help promote their specialist product across the NSW/ACT market. This role is perfect if you have Inside Sales experience or if you are an experienced BDE looking for your next career move. Predominantly on the road you will visit clients whilst also sourcing new business as well as brand awareness. A golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your career.

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

Corporate Travel BDM Team Leader

Melbourne, Attractive Package, Ref: 2147KF2

You will be responsible for managing a team of up to 8 Business Development Manager's along with having a hands on BDM role yourself. You will build rapport and develop relationships with key prospects. You will have a sound knowledge of the Australian travel market and be able to identify commercial opportunities. It is essential you have confident communication skills, sound travel industry knowledge, should be highly motivated with a positive attitude and a fantastic sales track record.

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

Temp Travel Consultant

Adelaide, \$Hourly Rate, Ref: 2068LM5

We are seeking a candidate who will be available for 2 weeks from Mid-April 2016. You will have previous experience as a travel consultant selling a range of travel products. This is a high-end travel company located in Adelaide CBD. You will be hard working and available Monday to Friday for this role. You will be responsible to look after existing clients and assist other team members. You must have Sabre experience. If you are only looking for temp roles please apply now!

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

Wholesale Travel Consultant

Brisbane, Generous Salary + Travel Incentives, Ref: 2217KH2

Are you ready for a new challenge in the industry? If you are a highly motivated, experienced leisure, corporate or wholesale consultant with at least two years of experience - we want you! Apply now for this exciting position with an industry leading wholesale company creating bespoke itineraries for agents. You will be working with a fun and energetic team of like minded individuals and be rewarded with a generous package, travel incentives and opportunities for career progression..

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

Leisure Travel Consultant

South Sydney, Salary to \$55k, Ref: 2198PE1

This fantastic agency is looking for a new team member to join their boutique travel agency. This opportunity offers great work/life balance & the future career prospects. Leave the daily grind of the city commute & work close to home Monday to Friday only. A great mix of new & return high-end business will keep you busy throughout the day. You must have a minimum of 2 years consulting & the drive to be successful. If this sounds like you please apply & reap the rewards in this new travel role.

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

Corporate Business Development Manager

Hobart, \$110 OTE, Ref: 2224TS1

We are on the look out for a highly motivated BDMs to take on a new and rewarding challenge! If you have a passion for sales and experience in lead generation then apply now to join this leading corporate travel business working with a variety of SME accounts. Main responsibility of this role is to increase business across Tasmania. This is an autonomous role with regular interstate travel. In return you will be rewarded with an attractive package + superannuation with uncapped commission!

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

Corporate Business Development Manager

Perth, \$110 OTE, Ref: 2231LM1

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! Main responsibility of this role is to increase business across Perth. You will need to have a passion for travel, sales and Business Development to make this role a success! This is an autonomous role with regular interstate travel. In return you will be rewarded with an attractive package + super with uncapped commission!

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



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