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Outbound border checks

TECHNOLOGY provided by SITA is now powering new automated checks on all outbound passengers from Australia, which is believed to be the first country in the world to implement such a system.

The Outward Advance Passenger Processing (APP) system, part of SITA's iBorders suite, provides a real-time link between airline systems and Border Protection databases to provide an instant "board"/no

board' message in real time.

Passengers who are pre-cleared via the process can quickly self-process through passport control using SmartGates, while the system also facilitates the quick identification of passengers who may be a security concern ahead of departure.

SITA regional sales director Jay Youtlen told *Travel Daily* it is an extension of an inbound system introduced for the 2000 Olympics, and has allowed the government to implement its 'Foreign Fighters' legislation.

SITA's Sydney office is a 'centre of excellence' for development of the iBorders technology.

Forty-seven airlines are now fully certified and running about two million monthly transactions via the Australian Outward APP program, the company said.

Hutcho to Adv World

FORMER director of wholesale travel at the Pinpoint Travel Group, Andrew Hutchinson has today been confirmed as the head of product & operations in Australia & NZ at Adventure World.

Hutchinson held his past title at Pinpoint for five years and prior to that he was manager of int'l product at Helloworld's wholesale division, Qantas Holidays.

Adventure World gm Neil Rodgers said the soft adventure specialist was "very excited" to welcome Hutchinson to the team.

See **page seven** for more of the latest industry appointments.

Today's issue of TD

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

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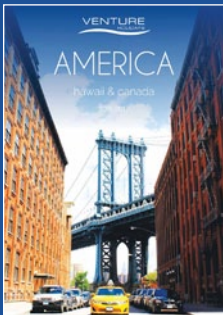
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Aussies still loving France

TOURISM authorities in France see Australians as a key market, with Aussies spending up big in hotels, bars and restaurants and considered as discerning travellers with high standards.

Speaking to *Travel Daily* in France during the second and final day of the Rendez-vous en France trade show in Montpellier, Atout France director for Australia, Patrick Benhamou said the appeal of river cruises and cycling/hiking tours continues to grow, while enormous interest in wine regions such as Bourdeaux, Champagne and Burgundy, the home of Pinot Noir, remains steady.

And a spotlight on picturesque Normandy is anticipated, as host of the start of this year's Tour de France cycling race on 02 Jul.

The impact of the Nov Paris terror attacks on visitor numbers was discussed by both buyers and exhibitors at the trade show and Benhamou confirmed to *Travel Daily* that he is concerned.

"We are a bit worried. And up until what happened in Brussels, business was picking up," he said.

However, Benhamou said he trusted the resilience of Australian travellers and their continued interest in visiting.

Pierre Shapira, president of the Paris Visitors and Convention Bureau, said tourists should not fear visiting, with tight security still in place.

About 85 million people visit France each year.

More from France on **p3** and **p5**.

L'Estrange joins QF

QANTAS today announced the appointment of Michael L'Estrange AO as a director.

L'Estrange is a former Secretary of the Dept of Foreign Affairs & Trade, High Commissioner to the UK and was most recently head of the National Security College at the Australian National University.

Qantas chairman Leigh Clifford said the airline would benefit from L'Estrange's extensive public policy, foreign affairs and international trade experience, saying he "adds to the depth of knowledge on the board at a time when we are carving out a strong, sustainable future".

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Thailand travel dives 10%

TRAVEL by Australians to Thailand was down more than 10% year-on-year, with the destination the only one in the top ten to decline according to ABS figures released today.

The inbound and outbound statistics for Feb showed that Japan was the fastest growing destination with a 21.4% jump compared to Feb 2014, while strong increases were also seen for the UK, up 14%, India and Indonesia (both up 10%) and New Zealand which increased 5%.

Slower growth was seen to the USA, up 2.5%, China, up 2.3%, Malaysia, up 1.8% and Singapore which saw just a 0.1% lift.

In terms of arrivals, China was

the strongest market for Australia with a total of 173,000 visitors, up 23.8% compared to Feb 2014.

That was more than twice as many from the second biggest source market, the UK with 81,000 visitors, while New Zealand was in third place with 79,000 Kiwis crossing the ditch.

Strong growth in visitation was seen from South Korea, up 27%, and Japan which grew 24.4%.

Etihad mates rates

ETIHAD Airways has released a short life sale on fares across its global network, offering a 15% discount for family and friends.

The promotion is available for travel before 21 Jun in both Business class (on Tue and Wed) & Economy class (Tue/Wed/Thu).

Use the promo codes of 'STFBUS' for Business class travel and 'STFECON' for Economy.

The two-day only sale launched on 05 Apr and ends today.

EY also today announced a Business class sale offering up to 50% off published fares for sale through to 11 Apr and travel between 25 Apr and 12 Dec 2016.

SQ nudge up VA stake

SINGAPORE Airlines has topped up its stake in Virgin Australia, taking advantage of ownership uncertainty after Air New Zealand flagged plans to sell its interest in the Australian company (TD Thu).

SIA beefed up its ownership from 22.91% to 23.11%, the Star Alliance carrier said in an update on the Singapore Stock Exchange.



ATOUT France Director for Australia Patrick Benhamou, celebrating 20 years in Australia over two postings, has dubbed himself a proud 'frossie'.

On the final day of Rendez-vous en France in Montpellier, Benhamou explained to TD that he considers himself a blend of 'Frog' and Aussie - posing outside Parc des expositions with his two passports (below).

He's embraced the laid back humour of his adopted home, and admits he likes a good time but joked he's yet to master the ability to down '25 beers'.

Benhamou has had many proud moments over his career but considers the planning of 22 events this year alone for Atout France a highlight.

His secrets to success are 'the three A's' - Air France, Accor and Atout France.



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JQ ZQN night flights

JETSTAR will introduce daily services between Melbourne and Queenstown from Jun, subject to regulatory approvals.

JQ will operate the new service after-dark into the South Island tourist hub, having prepared its own operator safety case.

Flights are planned to start on 24 Jun and run until 31 Aug.

Jetstar's head of New Zealand Grant Kerr said the LCC was working with relevant authorities to get the flights airborne.

"Holidaymakers will be able to take more advantage of short breaks & spend a full day on the slopes before their flight home.

The schedule also provides better connectivity for passengers flying with JQ's long-haul partners to & from Queenstown, via MEL.

JQ219 will depart MEL at 14:05 and arrive in ZQN at 19:20, with the return service, JQ220, pushing back at 20:20 & touching down in the Vic capital at 21:55.

Croatian ferry reps

BEYOND Travel has landed the official role of general sales agent in Australia for Croatian ferry company Jarolinjia Ferries.

The Croatian-specialist now offers live bookings on Jarolinjia's ferries, including popular routes from Italy to Bari and Dubrovnik.

Based in Sydney, Beyond Travel has been working in partnership with Jarolinjia for over 20 years.

Eclipse solo discounts

SINGLE supplements on a range of Scenic's Discovery Yacht cruises in 2018 and 2019 have been reduced for 25%.

The offer extends to *Scenic Eclipse's* Deluxe Verandah Suites and Verandah Suites on select 12-day Ultimate Antarctica sailings and the 11-day Ultimate Arctic voyages on 20 and 30 Jul 2019.

The South Georgia & Falkland Islands cruise on 16 Dec 2018 and 01 Mar 2019 are also on sale.



ATEC's KITE takes flight

A **NEW** program designed to connect Australian businesses to the international tourism market has been rolled out by the Australian Tourism Export Council.

Know-How for Inbound Tourism Excellence (KITE) is designed to provide companies with the nuts & bolts, market specific insights and specialist topic webinars to have firms ready to do business from all overseas markets.

ATEC chairman Denis Pierce said international visitors are not 'one-size-fits-all' and it was important for Aussie tourism businesses know how to adapt product to get the most of each individual market & to ensure long term success.

"This program covers all the basics from the different types of travellers, cultural influences, tourism research, distribution, pricing, sales and marketing, but it also helps businesses

determine if they are ready for a particular market and how they should go about engaging with it," he said.

Workshops and webinars will focus on being "International Ready", honing in on markets such as China, India, Indonesia, Malaysia and Singapore.

Pierce also rolled out the Tourism Export Toolkit (TEtX).

TEtX is a joint initiative that's been developed in partnership with Tourism Australia and all state tourism organisations.

The online resource supports the KITE program, providing basic tools, knowledge and key tourism contacts for the industry.

"Both KITE and the TEtX are tangible examples of how ATEC is committed to increasing the skills, range and sales of businesses who are out there delivering Australia's tourism exports," Pierce said.

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FROM today, Velocity Frequent Flyer members are able to redeem points to purchase any Tigerair Australia flight online or via the Velocity Membership Contact Centre.

The points can be used as part or full payment for Tigerair base fares, optional extras and taxes when booking on the Tigerair Australia website by logging in to their Velocity account on the payment page.

Effective 13 Apr, Velocity members will also be able to use their points for flight changes and post-booking ancillary purchases via the 'Manage My Booking' function on the TT website.

Velocity members are only able to redeem (not earn) points on Tigerair services.

For more information, head to tigerair.com.au/velocity.points.

UA ditch EWR plan

UNITED Continental Holdings has abandoned plans to purchase 24 take-off and landing authorisations from Delta Air Lines at Newark Liberty Int'l Airport (**TD** 11 Nov).

The decision follows the Federal Aviation Administration's (FAA) intention to promote competition at the airport.

Currently, UA controls 73% of the slots at EWR, more than 10 times greater than the holdings of any other airline at the airport.

Finnish stopovers

FINNAIR has unveiled a new website specific for passengers transiting in Helsinki.

The stopover.finnair.com portal provides a choice of activities and tours in Finland for pax with five hours to five-days up their sleeve.

Aussie buyers in Montpellier



THIS week's Rendez-vous en France trade show in Montpellier, France (**see p2**) has seen a number of Australian participants sourcing and contracting new products for their upcoming brochure releases.

Pictured above are Martyn Paterson from Outdoor Travel, Kim Vaughan of Tempo Holidays, Atout France director for Australia Patrick Benahmou and Alisa Feillafe from CIT Holidays.

And **inset** are Charlene Joly from Atout France Australia; Sophie Meunier of French Travel Connection; Patrick Benahmou; and Dana Garofani from UTracks.

The wrap-up of the show also saw the announcement that next year's Rendez-vous En France will take place in Rouen, Normandy.



Four ships for MSC

MSC Cruises overnight confirmed a letter of intent for four new "World Class" ships to be built by STX France.

Each vessel will have capacity for 5,400 passengers, with the first to be delivered in 2022 and the others every two years thereafter.

The order means MSC has a total of 11 new ships on order for arrival from next year.

More details in today's issue of **Cruise Weekly**.



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If this sounds like you and you want to be part of Virgin Australia Holidays, please apply online at: www.virginaustralia.com/careers. Applications close 10 April 2016. No agencies please. Only successful applicants will be contacted.



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Rocky's newest marketeer

IT SEEMED appropriate that at the Travel Marketing Summit in Sydney yesterday, **Travel Daily** caught up with the newest member to the Rocky Mountaineer Rail (RMR) executive team, Monique Gomel, vice president of global marketing and communications.



Gomel (left) is in Australia for the first time meeting with key retail distribution partners and wholesalers of RMR product as well as gaining an understanding of Australian market trends.

Six months into the role, her visit follows a recent trip by new president of RMR, Steve Sammut,

Jewel deal formalised

THE Queensland Government has officially signed an agreement with Wanda Ridong Group and Brookfield Multiplex for the construction of the Jewel project on the Surfers Paradise.

Flagged as Australia's largest hotel and residential complex, when it opens in early 2019 Jewel will "deliver a significant boost to Gold Coast tourism and tap into the lucrative high-end tourism market," Qld Tourism Minister Kate Jones said yesterday.

"This project will help position the Gold Coast as a destination of choice for luxury accommodation and holiday experiences, rivalling prestige destinations like Dubai's Burj Al Arab and Iran's Flower of the East," Jones added.

who earlier stated the importance of Australia as a source market for the luxury rail service that achieved double digit growth in 2015 (**TD** 10 Feb).

MEANWHILE Robert Halfpenny local director of sales, confirmed a promotion for Steve Farrelly, current national sales manager APAC, who'll head over to Canada as manager of trade sales.

Halfpenny also confirmed RMR's appearances on Channel 10's *The Living Room* has been a significant driver of enquiry and bookings through the trade since Aussie vet Dr Chris Brown experienced the product and urged prospective customers to get aboard.

LATAM name switch

LATAM Airlines Group has told the US Dept of Transportation it plans to change the trading names of its airlines on 05 May.

The move will see LAN Airlines trading as LATAM Airlines Chile, LAN Peru recognised as LATAM Airlines Peru and LAN Colombia reposition as LATAM Airlines Colombia, filed papers indicate.

Centara expansion

CENTARA has announced it will be establishing properties in Cuba and Turkey and will expand in Doha and the Maldives.

The 250-key Centara Grand Beach Resort Cayo Guillermo, in Cuba will be the first five-star product in the region and will offer overwater villas when it opens in late 2017.

Centara Grand Lykia World Resort & Spa will be the Thailand-based firm's launch project in Turkey and will have 449-rooms, 10 restaurants, 10 bars and offer all-inclusive, cash-free stays.

The hotel will be located in Denizyaka, between Belek & Side.

Following the opening of Centara's first Doha property in Q4 2016, the company will open Centara West Bay Residence & Suites in Q2 2017.

In 2018, the Centara group will continue to expand by opening a third luxury property with 514 rooms, also in the West Bay area.

In the Maldives, Centara plans to double its presence from two to four properties.

St. Regis Langkawi

STARWOOD Hotels and Resorts has officially debuted its newest luxury property in Malaysia - St. Regis Langkawi (**TD** 15 Mar).

Located in the Langkawi archipelago, the 85-suite resort is fringed by a white sand beach overlooking a lagoon.

Sensis Business study

A STUDY by Sensis has revealed 87% of businesses believe the economy is either slowing down or standing still.

Sensis ceo John Allan said "the report indicates that more than three times as many businesses think the economy is slowing as those who think it's growing".

"The projections for the economy in a year's time have also deteriorated by 13 points, moving from positive to negative territory," he said.

Despite the grim results, the Sensis Business Index (SBI) survey found overall confidence in the hospitality sector - which spans accommodation, cafes and restaurants - is up, rising three points continuing an upward trajectory to +41, which is above the national average.

The report described last quarter sales in the hospitality industry are "clearly better" than any other sector, recording a net balance of +15, with profitability remaining at -8.

SBI predicts profitability is expected to rise +5 this quarter, with prices rising +21.

The study reflects the views of 1,000 small-med AU biz owners.

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Industry Appointments

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

Michael Hall has re-joined **South African Airways** as National Sales Manager, effective immediately. Hall was most recently General Manager at Southern Travelnet and worked with SAA for 10 years while he was at Walshes World in New Zealand.

Carlson Wagonlit Travel (CWT) has promoted **Matt Beatty** to Executive Vice President, Traveler Services. He has worked for CWT for nearly 25 years and has been President, US Military & Government Markets.

There is a new addition to the **Asia Pacific Travel Marketing Services** team, with **Meredith Salotto** taking up the role of General Manager of Sales. Salotto has previously worked for Hawaiian Airlines and Gate 7.

After eight years as Director of Sales and Marketing at Radisson Blu hotel Sydney, **David Bayly** has taken on the same position at the boutique **57 Hotel Sydney** in Surry Hills.

SpiceRoads has promoted **Daniel Moylan** to the role of General Manager following the move of Struan Robertson, CEO and GM of SpiceRoads for 13 years, up to a board position.

Richard Lovelock has stepped up to become General Manager of **International Travel Partnership**. Lovelock has over 30 years experience in Sales, Account Management and Supplier Relations.

Lifestyle hotel brand **Virgin Hotels** has named **Alex Andjel** as Vice President of Development to oversee the brand's expansion in Europe. Andjel was most recently Vice President of Development for YOTEL.

Ku'uipo Kumukahi has taken up the role of Manager of Hawaiian Culture and Community Relations at **Hyatt Regency Waikiki Beach Resort and Spa**.

Three new Directors have joined the **Association of Corporate Travel Executives**. The new Directors are **Steve Sitto**, Global Travel Manager for Tesla, **Cindy Van der Elst**, Global Leader Honeywell Meeting & Event Solutions and **Susan Lichtenstein**, Director of Global Travel for Cisco Systems.

Grand Hyatt Taipei has appointed **Sammy Carolus** as General Manager. Carolus was previously GM of Thailand's Hyatt Regency Hua Hin.

Matt Holmes has been named as Director of Development for **Wyndham Vacation Resorts Asia Pacific**. Holmes was previously Development Manager for both Wyndham Exchange and Rentals and Wyndham Hotel Group.

Lower Mekong Syd

VIETNAMESE eatery, Lower Mekong has opened on Kensington Street in Chippendale, Sydney, dishing up a variety of Vietnamese street food.

PTMs celebrate Scenic win



TRAVELMANAGERS recently celebrated winning Scenic's Top Sales Multi Location award for the second consecutive year.

Executive general manager, Michael Gazal, commented "TravelManagers winning this top sales award two years running really shows the professionalism and calibre of our personal travel managers."

Pictured from left are: Nicole Henry, trade marketing manager, Scenic Luxury Cruises and Tours;

PTMs Cathy Moir, Andreas Michael, Michelle Thomas, Julianne Gazal-Rizk and Emma Davie, national sales manager, Scenic Luxury Cruises & Tours.

VLI repairs 95% done

VANUATU'S Bauerfield International Airport has repaired 95% of its runway, with the final works slated for completion in the coming weeks.

Vanuatu Tourism Office (VTO) general manager, Linda Kalpoi, commented "everyone has come together to resolve this issue as efficiently as possible".

"Air Vanuatu, Fiji Airways and Aircalin are continuing all schedule flights as normal after conducting independent assessments confirming the runway to be safe," Kalpoi said.

"We look forward to the return of Virgin Australia and the Qantas code-share services after they have conducted independent assessments following the completion of the works.

Virgin Australia has indicated its flights to Port Vila will remain suspended until after 21 May (TD 29 Mar).

MEL Wave Park

PLANS to erect Australia's first surf park at Melbourne Airport were unveiled today, with construction expected to commence later this year.

Named **URBNSURF Melbourne**, the wave pool will utilise technology currently applied to similar attractions in Wales, Spain and Texas.

Melbourne Airport chief exec Lyell Strambi said the wave park "will provide a significant contribution to the Victorian and local economies through new jobs and visitors who will come from all around the globe".



CAREER OPPORTUNITY

Manager – Australia and New Zealand

Air Mauritius Limited, voted the best airline in the Indian Ocean for the last 10 years is in search of a Manager who will be based in Perth to oversee its operations in Australia and New Zealand.

A detailed job description is available on the Air Mauritius website: <http://www.airmauritius.com/vacancies.htm>

Application form can be downloaded at: <http://www.airmauritius.com/aboutus/mkexternalvacancy.pdf>

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World Drive LUX Cinema treat



WORLD Drive Holidays treated travel agents and special guests to a HOYTS LUX Cinema experience at Broadway in Sydney last night.

The consultants who scored the movie tickets were the first to lock in 20 Citroen EuroPass bookings before 01 Apr.

Guests enjoyed 30 minutes of complimentary pre-show canapes and beverages before watching *The Lady in the Van* while being served main courses and drinks by a personal waiter.

World Drive Holidays is celebrating the Citroen EuroPass earlybird offer being extended to 29 Apr which includes up to 13 free days and a 50% discount on

European delivery & return fees.

Pictured above before the LUX screening are Meredith Salotto, general manager sales World Drive Holidays; Daniele Zanetti, business development manager World Drive Holidays and Lyn Mikkelsen of Citroen EuroPass together with the travel agents.

Sri Lankan cricket tour

ON THE Go Tours has launched an 11-day Best of Sri Lanka & Test Cricket tour including three days watching Australia v Sri Lanka in the second Test Match.

The tour starts on 30 Jul with prices starting from \$2,449pp. Call 1300 855 684.

Retreats booking site

A **NEW** start-up travel booking website has launched, aiming to connect travellers with more than 250 yoga retreats and yoga teacher trainings from 34 different countries and “change the way people go on vacation”.

Named **BookRetreats.com**, the site’s co-founder Sean Kelly commented: “we want to help spread yoga and meditation to all 7.12 billion people on this planet...we want everyone to experience their amazing benefits”.

Go to www.bookretreats.com.

Whales & Kayak tours

BOUTIQUE tour operator Crooked Compass has released a series of departure dates for its 2017 Whales and Kayaks tour in Baja California.

A total of nine departures are available running weekly from 14 Jan next year.

The seven-day itinerary offer travellers the chance to get up close with dolphins and blue whales whilst kayaking through the sea of Cortez, Magdalena Bay and across the Pacific Coast.

Tour prices start from AU\$2,997 per person.

To book and for more info, go to www.crooked-compass.com.

Thursday 7th Apr 2016

Northern Lights trips

BENTOURS has unveiled departure dates for its 2017 15-day ‘Follow the Lights’ tours, giving travellers the chance to experience the Northern Lights.

The tour begins in Bergen, Norway with stops spanning Finland, finishing in Estonia.

The itinerary includes a 6-night Hurtigruten coastal voyage in outside cabins.

Departure dates are 24 Jan; 10, 15 & 26 Feb; 4&9 Mar 2017.

Call 1800 221 712 for more.

ITP Jordan expansion

GLOBAL travel management consortium ITP - International Travel Partnership has grown its presence in the Middle East, appointing Travel Center Tours in Jordan as its latest addition.

Based in Amman, Travel Center Tours is a luxury tour operator specialising in bespoke tourism, high-end adventure holidays, incentives and corporate travel management solutions.

The firm is ITP’s 11th market in the Middle East.

Thank you for your support.

We are delighted to be nominated for the 2016 NTIA Awards.

This year is shaping up to be our biggest year yet and we can't wait to see our industry friends and colleagues at the 2016 NTIA Awards. Thanks to our industry partners, we've received nominations for:

- Category 19: Best Airline International – On-Line
- Category 31: Best Sales Executive – Industry Supplier – Daniel Devine
- Category 31: Best Sales Executive – Industry Supplier – Justin La Grange

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WIN A KIMBERLEY 4WD ADVENTURE WITH APT

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

Q5. APT's Signature Inclusions are special once-on-a-lifetime sightseeing experiences which have been crated to make your journey unforgettable. What experience can guests enjoy at Mitchell Falls?

HINT: [CLICK HERE](#) and see p41



Terms and conditions

Conrad Hotels in India

CONRAD Hotels & Resorts has expanded its hotel network to the subcontinent following the opening of Conrad Pune in the state of Maharashtra, India.

Managed by Hilton Worldwide, the 310-room property is located on Mangaldas Road near Koregaon Park in the city's central business district.

AS adds BLI/KOA flts

ALASKA Airlines has announced new weekly flights between Bellingham, Washington and Kona on the Big Island of Hawaii.

The nonstop seasonal services will operate on Sat from 12 Nov to 01 Apr and will be operated using Boeing 737-800 aircraft.

AS already operates four weekly services from BLI to Maui.

New Design addition

CHIC independent hotel reps Design Hotels has welcomed the brand new 211-room 11 Howard in SoHo, New York to the group's portfolio - [CLICK HERE](#) for info.

Tourist Class Seating unveiled



A COLLABORATION between aircraft manufacturer Boeing and LIFT by Encore has resulted in the creation of brand new Tourist Class Seating, suitable for next-generation 737 & 737 MAX jets.

Developers say the new offering - a pro-type of which is **pictured** - maximises seating

space, regardless of pitch and is ergonomically designed for comfort.

"We welcomed the opportunity to partner with Boeing to deliver a seat that perfectly complements the Boeing Sky Interior," Encore ceo Tom McFarland said overnight.

ICMI representation

HOTEL management company Inverloch Castle Management International (ICMI) has appointed Knox & Associates as its representative in Australasia.

The Scottish company has a collection of nine luxurious small hotels and restaurants, including Blanford House in Ayr, Crossbasket Castle in Glasgow, Inver Lodge Hotel in Lochinver & Fasque Castle in Aberdeenshire.

Bench safari special

BENCH International is slicing prices on a six-day 5-star South Africa safari experience to Kings Camp, Leopard Hills for travel between 01 May and 30 Nov.

The trip includes plenty of game viewing in Timbavati Private Game Reserve & Sabi Sabi Game Reserve and guided bush walks.

Bench is offering the itinerary at \$4,050pp twin share, a saving of \$1,480pp - call 1300 237 422.



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This corporate travel company is seeking a competent leisure travel supervisor with a proven track record managing a team of senior leisure consultants. Working with this professional leisure team, you will be responsible for developing & driving the team to achieve results & maintain service levels, whilst remaining hands on consulting by appt only. Experience in a luxury high end leisure travel environment & solid management experience is essential.

USE YOUR HUNTING SKILLS

CORPORATE BDM

PERTH – GUARANTEED SALARY \$70K+ (OTE)

Continuously seeing growth in their corporate travel arm, this global travel company is seeking a motivated business development manager with account management experience to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company.

NEW ROLES IN ACCOUNT MANAGEMENT

CORPORATE ACCOUNT MANAGER X 4 – VARIOUS TMC'S SYDNEY- EXECUTIVE SALARY PACKAGE

We have 4 new positions available in Account Management, so if you have been considering a move, this is a great time to be looking. From various sized TMC's including Global and national, clients ranging from VIP to media and entertainment. Remuneration for these roles is extremely competitive all with great bonuses or incentives. If you are currently in an Account Management role looking for that next step or change, call today.

LEAD THE ELITE

VIP CORPORATE TEAM LEADER SYDNEY – EXECUTIVE SALARY

This TMC with a brand new fresh approach are looking for a VIP team leader to lead a brand new team based in Sydney. You will have involvement in establishing this team of highly skilled corporate consultants. You will be responsible for ensuring work flow is distributed and completed within a set time, coaching and training consultants, dealing with any client queries. You will have had experience leading a team within a TMC, please call for more details.

SOMETHING DIFFERENT ON THE SUPPLIER SIDE

TEAM LEADER – CORPORATE SALES SYDNEY – SALARY PACKAGE \$120K + BONUS

This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their direct product to the end user within the corporate space. Working alongside their consortia partners, your role will be to design and implement sales strategies and engage directly with corporates to sign preferred deals. Essentially you will have strong corporate business travel contacts and have led a sales team. Want to know more? Call us now.

WANT TO GET OUT ON THE ROAD?

TRAVEL INDUSTRY BDM SYDNEY –SALARY \$65K PLUS CAR

This is a brand you want to represent, well known as a leader in their field, agents will greet you with open arms. Be the face of this brand calling on the industry to promote and sell this great product. Use your strong sales skills to increase revenue whilst also looking after your existing customers. This is a great role for a BDM who is looking for a change or maybe you are in an inside sales role ready to hit the road. Great salary plus car on offer.

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