



Quest Dandenong Central, 2-10 Walker Street

NOW OPEN

QUEST DANDENONG CENTRAL

Located in the heart of Dandenong's business district, and approximately 30km south-east of Melbourne's CBD, Quest Dandenong Central offers premium apartment hotel accommodation. Comprising 95 premium Studio, One, Two and Three Bedroom Serviced Apartments, Quest's newest apartment hotel is an ideal choice for the business or leisure traveller to Dandenong, whether staying for a night, a week, or longer.

COMING SOON



OPENING
12 DECEMBER

QUEST FREMANTLE

8 Pakenham Street
Fremantle
WA 6160



OPENING
12 DECEMBER

QUEST MACQUARIE PARK

71 Epping Road
Macquarie Park
NSW 2113

Visit questapartments.com.au
call 1800 334 033


QUEST
APARTMENT HOTELS



new caledonia
travel connection

NEW CALEDONIA
SUMMER SPECIALS

ENQUIRE NOW

Travel Daily

First with the news

Thursday 8th December 2016



WELCOME TO TOOWOOMBA CITY

LEARN MORE

FLY DIRECT TO TOOWOOMBA

WTB

Marketing summit

A **STRONG** line-up of int'l travel & tourism execs have been revealed as speakers for the Mumbrella Travel Marketing Summit being held on 05 Apr in Sydney.

Backed by Bing and Microsoft, the Travel Marketing Summit brings together travel brands and marketers, media, creative and digital agencies to discuss marketing issues facing the sector.

Featured speakers include John Mackenny from Tourism Australia, Noah Tratt from Expedia; Michael Londregan from Virtuoso; Leslie Dance from Hawaii Tourism; Keith Stanley from Marketing Express and former Helloworld Ltd chief marketing officer, now ThinkTV ceo, Kim Portrate.

Next year, Mumbrella will also recognise the industry's top travel marketing initiatives with the inaugural Travel Marketing Awards to be held after the summit, spanning nine categories across advertising, PR, strategy, social and content marketing.

Sold out this year, earlybird tickets for the 2017 event are on sale at \$495pp, offering a saving of \$100 when booked by 14 Feb.

CLICK HERE to register.

Accor takes Banyan stake

ACCORHOTELS will take a stake in Banyan Tree worth SGD24 million (A\$23m) under a strategic partnership announced today.

Banyan Tree Holdings said it had entered into a heads of agreement to create a long-term collaboration in which AccorHotels would take a 5% share.

The deal gives Accor the option to purchase an additional 5% and allows Banyan Tree to access its global reservations and sales network, as well as its Le Club AccorHotels loyalty program.

Banyan Tree executive chairman

Ho Kwon Ping said the deal was transformational for the luxury resort brand.

"With the current consolidation of mega hotel companies, smaller but also global players – many family-controlled – are also seeking strategic alliances with the global giants," Ho said.

"Our strategic alliance with AccorHotels allows us to remain an independent company, enabling us to continue securing hotel management agreements on our own and yet accelerating Banyan Tree's speed and scope of expansion but with AccorHotels helping us to grow our brands around the world."

Banyan Tree's operations include 43 hotels and resorts and 64 spas, including the Angsana, Cassia and Dhawa brands.

Quest's new addition

REGIONAL Victoria has a new accommodation listing with the opening of Quest Dandenong Central on Walker St in the CBD.

The property has 95 premium studio, one-, two- and three-bedroom units, and complements sister-property Quest Dandenong on the Princes Highway.

Further, two new properties will open in Fremantle (WA) and Macquarie Park (NSW) next Mon - more details on the **cover** wrap.

France lease free days

DRIVEAWAY Holidays is offering up to 15 free days when picking up a Peugeot European Lease in France, if booked and paid before the end of the year - see **page 9**.

Peugeot leases made outside of France will receive five free days as well as free delivery & returns.

Wolgan NYE package

EMIRATES One&Only Wolgan Valley has released a New Year's Eve package priced from \$2,400 for two guests staying in Heritage Villa accommodation.

Also included is brekkie, lunch, dinner and activities - see **pg 7**.

Today's issue of TD

Travel Daily today has seven pages of news, a front cover wrap for **Quest Dandenong** plus full pages from: (**click**)

- One&Only Wolgan Valley
- AA Appointments jobs
- DriveAway



SOUTH AFRICA
wow in every moment

WIN a trip
Click here to enter

SOUTH AFRICAN AIRWAYS
A STAR ALLIANCE MEMBER

South Africa
SOUTH AFRICAN TOURISM



Ovation Of The Seas
Sydney to NZ For 15 Days
From \$2599 p.p. Departs 9th Jan'17

To Book Call (02) 9700 8711

Royal Caribbean INTERNATIONAL

TRAVEL INSIDER



You can now earn **Trip Dollars** across all 8 of our leading brands login to www.triponline.com.au

Trip
Travel rewards & incentive program

QANTAS Holidays viva!holidays sunlover

Territory Discoveries

Ready Rooms

INSIDER JOURNEYS

CRUISE TERM

RAIL TICKETS

DriveAway Holidays
PEUGEOT LEASING
 2017 Collections

Up to **15 FREE days**, plus more! Book by 31 December 2016

Call 1300 363 500 visit www.driveaway.com.au

Travel Daily

First with the news

Thursday 8th December 2016

jito job seeker hundreds of jobs now on jito.co

view jito

jobs in travel, hospitality & tourism

Great Escape trips

THE Travel Corporation has unveiled the itineraries for its Great Escape experiences.

More than 100 top selling agents will explore China, France, South Africa, Malaysia, Thailand or Switzerland - full details [HERE](#).

Dine with a
SUPERSTAR

7 DAYS TO GO
 UNTIL THE ALL-NEW Ovation of the Seas ARRIVES IN SYDNEY

JAMIE'S ITALIAN
 ONLY ON ROYAL CARIBBEAN

LEARN MORE

Royal Caribbean INTERNATIONAL

Govt seeks accom tender

THE Department of Finance has put the call out for tenderers for the provision of Accommodation Program Management Services for the Australian Government.

Helloworld's AOT Holidays was awarded the contract in Jul 2012, which is now up for renewal for commencement 01 Jul 2017.

Papers filed this month on AusTender reveal the government is seeking "a suitably experienced organisation to establish and manage" the program.

The winning tenderer will be required to work cooperatively with the Whole of Australian Government travel management company, Helloworld's QBT, "to ensure successful integration and utilisation of the services".

In the 2015/16 financial year, some 120,000 public servants travelled, spending approx \$108m on domestic business related accommodation, booking around 727,000 room nights, of which more than a quarter were in regional and remote locations.

Criteria for the Request for Tender stipulates the tenderer will be required to negotiate nett (non-commissionable) rates with a "wide variety" of providers, manage allotments, provide comprehensive and accurate data and reporting, make and manage bookings, pay providers and charge participants' travel cards. "High quality, safe and secure" accommodation should include

hotels, motels & serviced units.

A 'preferred hotel' designation should also offer additional perks such as free wi-fi, complimentary early check-in and late check-out, free meals, discounted ancillary charges and a "consistently high number of rooms available at very competitive rates".

The contractor must have access to real-time international accommodation inventory and be able to book said accommodation.

Parties also need to provide details on their businesses' corporate structure, the number of room nights booked in FY 2015/16 (domestically and internationally), any commercial relationships which may benefit the govt and indicate the number of already contracted properties in metro, regional and remote locations throughout the country.

The tender will close on 03 Feb - for more details, [CLICK HERE](#).

AC boosts US routes

AIR Canada is launching six new non-stop US routes in mid-2017.

Effective 01 May, AC will add daily flights from Toronto to both San Antonio and Memphis, as well as a six weekly seasonal service to Savannah, until 15 Oct.

Other new routes include daily flights from Vancouver to Phoenix and double daily frequencies to Denver, plus daily Montreal-Dallas/Fort Worth options.

McKisack to Rail Plus

RICHARD McKisack has been appointed to the newly created role of bdm for NSW/ACT & WA at Rail Plus, working with preferred agent members.

McKisack previously worked at Instant Travel and Nexus Hols.

TOGETHER WE TRAVEL **solo connections**

Do you have CLIENTS that are SOLO TRAVELLERS?

Are your clients sick of...
 Paying single supplements
 Sharing with strangers or
 Being the third wheel?

Solo Connections is the answer!

Book your client on any Solo Connections 2017/2018 Tours before 31 January 2017 and we'll send you a **\$25 pre-paid visa card** for each booking.

Any consultant that personally makes 4 bookings within the incentive period will receive a **\$50 pre-paid visa card** from their 5th booking onwards.

All international tours include flights from Australia paying 10% commission on everything less tax and fees.

NO single supplements
Private rooms
Escorted from Australia

We do not take direct bookings so you can be reassured your clients are your own!

For more info or brochures, call 1300 044 444 or go to www.soloconnections.com.au

*Conditions Apply.

DriveAway Holidays
PEUGEOT EUROPEAN LEASING
 2017 Collections

Book & pay before 31 December 2016, for collections throughout 2017 & take advantage of up to 15 FREE days.

Call 1300 363 500 visit www.driveaway.com.au

Business Partnership Manager VIC

Join a team of travel industry professionals in a dynamic and progressive organisation

Travel Managers
 As individual as you are

TravelManagers is looking for an enthusiastic and motivated Business Partnership Manager for VIC. Bring your exceptional relationship management skills to Australia's largest home based travel agency group to grow and support our network of personal travel managers.

For more information and a confidential discussion email
suzanne.laister@travelmanagers.com.au or call 02 8062 6440



FOR THE HOTTEST EXECUTIVE ROLES
CONTACT OUR DEDICATED
EXECUTIVES DIVISION ON
02 9231 2825
OR VISIT US AT
www.aaappointments.com.au

Travel Daily

First with the news

Thursday 8th December 2016



Carnival Cruises Industry Rates.
07JAN17 – Carnival Legend, 10 Nights to
New Zealand. Balcony Cabin from \$1,250* pp
including taxes & port charges.
* Conditions Apply.

[CLICK HERE for further details](#)

MTG portal & expansion

HELLOWORLD'S network of independent Australian travel agents, My Travel Group (MTG), has launched a new member portal and expanded into the New Zealand market.

The new portal, which took a

year to develop, is integrated with the Air Tickets website for one-site access to preferred partner information, marketing tools and real-time ticketing technology.

MTG members who tested out the new portal prior to its official launch reported back "significant efficiency gains and performance improvement across desktop, tablet and mobile platforms".

The 770 agent strong network has seen 45 new members join since Apr (when the company merged with Helloworld's two independent buying groups Concorde Agency Network and the helloworld Affiliate Network).

MTG said this showed the "confidence and reputation being built by and for the network".

Further growth since the merger has included MTG's NZ launch.

TIME applications

ASPIRING industry leaders are invited to apply for the upcoming Travel Industry Mentor Experience (TIME) intake starting on 22 Feb.

TIME is calling on travel professionals of any age or experience to apply for the latest program.

For more information, or to be part of the 25th intake, aspiring participants can visit the TIME website [HERE](http://time@travelindustrymentor.com.au) or contact Marie Allom at time@travelindustrymentor.com.au

Expressions of interest must be received by 31 Jan.

EK mulls A350s, 787s

EMIRATES is considering an order of Airbus A350s and Boeing 787s, according to comments from the carrier's president Tim Clark during a keynote speech to the Aviation Club in London yesterday.

He said while the A350 and 787 were smaller than the aircraft they currently had, they were "good workhorses" and something they would be requiring around 2021 to 2022.

MH Q3 results up

MALAYSIA Airlines' 2016 third quarter results have shown steady progress in the period of Jul to Sep this year.

Passenger load factor for Q3 improved to 79%, from 69% in Q2, while passenger revenue for the quarter saw a 12% increase compared to Q2.

The period also saw expansion plans with an order of up to 50 new Boeing 737 MAX aircraft.



Window Seat

ROBOTS have been introduced in Shenzhen Airport this week in a bid to improve customer service.

The attentive androids (pictured below chatting with a woman) can directly interact with passengers through talking, dancing, telling stories and playing music.

Customers can come to the robots with queries such as where to put their luggage or where to find the bathroom.

The ever polite robots are the most agreeable staff around.



solo connections

Do you have CLIENTS that are SOLO TRAVELLERS?

Are your clients sick of...
Paying single supplements
Sharing with strangers or
Being the third wheel?

Solo Connections is the answer!



- TOUR OF THE WEEK -

Experience India

15 days departing 04 March 2017
Classic tour from \$6,504*pp

Partake in the Holi Festival of Colours, enjoy dinner with a local family, go game driving looking for Bengal Tigers, monkeys and sloth bears, Sunrise at the Taj Mahal and cruising Lake Pichola are a few of the many highlights included.

All international tours include flights from Australia paying 10% commission on everything less tax and fees.

**NO single supplements
Private rooms
Escorted from Australia**

We do not take direct bookings so you can be reassured your clients are your own!

For more info or brochures,
call 1300 044 444 or go to
www.soloconnections.com.au
*Conditions Apply.

Abercrombie & Kent

Opportunities with A&K Product Manager Australia & NZ

Are you a passionate travel professional looking to further your career with an international, world renowned luxury travel company? We are currently seeking an experienced, senior Australia and NZ Product Manager to join our team in this critical role. They must have:

- Extensive experience in the travel industry in a product/contracting role
- Exceptional product knowledge of Australia and New Zealand

Successful candidates will enjoy career opportunities and exclusive family opportunities.

Click here to find out more information about this exciting opportunity and how to apply

Learning to sell Qantas just got a whole lot easier.

Join the Qantas Learning Hub today!

Start learning

LEARNING HUB



Thursday 8th December 2016

ETOA Paris recovery

THE publicity surrounding recent terror attacks in Paris has prompted a "softening of its appeal" in long haul markets such as the US, Japan and China, says the European Tourism Association.

According to ETOA, many travellers who would've ordinarily visited have chosen not to do so.

International arrivals have dipped by 8% in Paris, with Chinese and Japanese visitors showing shortfalls as high as 25%.

Senior contracts manager from Kuoni Travel Dalila Belouchat said the industry was making real efforts to amend the situation. "We have redoubled our efforts offering exclusive new products to our sales offices around the world," said Belouchat.

Beautiful Samoa – Paradise without costing you the earth



In the heart of the South Pacific is a place where family holidays were just like the wholesome family days of old – a place to get away from the hustle and bustle to connect with those nearest and dearest to your heart. A place where your kids can go back to basics, appreciate the beauty of nature and learn about an ancient and unique culture as alive today as it was 3,000 years ago. Visit Samoa, Mother Nature's playground.

Visit www.samoa.travel and book your family getaway.



NCLH Cuba approval

GOVERNMENT officials in Cuba have granted approval to Norwegian Cruise Line Holdings to operate sailings to the country.

Norwegian Cruise Line, Oceania Cruises and Regent Seven Seas Cruises will all make visits to Cuba from next year.

The first journey will set sail from PortMiami aboard Oceania Cruises' *Marina* to Havana on 07 Mar, while *Seven Seas Mariner* from Regent Seven Seas' fleet will make two calls to the Cuban capital during Apr.

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

Global traffic slows

GLOBAL passenger traffic spiked 5.8% in Oct, compared to the same month last year, the latest report released by the International Air Transport Association (IATA) shows.

Despite this, Oct's performance showed a slowing down in traffic on year-on-year growth on the 7.1% uptick recorded from Sep, said IATA ceo and director general Alexandre de Juniac.

"The negative traffic impact from terror attacks and political instability in parts of the world has receded, the long downward trend in yield - which helped to stimulate travel - has leveled off," he said.

MEANWHILE, traffic on Asia-Pacific airlines jumped 7% in Oct compared to the year ago period.

VA wing clipped

TWO Virgin Australia planes clipped each other yesterday on the tarmac near the boarding gates of Hobart Airport, causing delays for passengers.

It is understood that the tail of one plane struck the wing of the other as one was taxiing out from the terminal.

"There was no safety risk during this time," VA said in a statement.

"We apologise for the delay to passengers".

**MORE FLIGHTS,
MORE DESTINATIONS AND
MORE CONNECTING OPTIONS**



WWT leaders head to China



TOP sales executives from head offices in Australia, the UK, USA, New Zealand and China convened in Guilin recently to attend Wendy Wu Tour's global leadership conference.

The summit, which was held at Club Med, saw attendees develop strategies to grow the business over the next five years.

"Whenever there is the opportunity to meet with teams from around the globe, it's always very special for me," said Wendy Wu, the company's founder.

"I have been fortunate enough to see the business evolve and grow over the years and this

wouldn't have been possible without the dedication and hard work of individuals in all our global offices, and in particular, our China operatives".

Pictured at the Club Med Guilin is the global leadership team including Wendy Wu herself.

TNQ virtual tour

TROPICAL North Queensland has released new 360 degree videos on its Facebook page to allow potential visitors to get a taste of the destination right from their smart phones or tablets.

CLICK HERE to view.

BECOME A "TRAVELXPERT" TODAY FREELANCE TRAVEL CONSULTANTS Nationwide

- Flexible Hours - Work from home
- Earn commissions on % basis split
- Small monthly fee for your GDS (Galileo)
- Part of one of Australia's largest buying network
- Conference and Incentive group specialists

This arrangement allows you the best of both worlds. You get to work in travel and share your passion and travel experiences with your clients. You can either work from home or meet up with clients in either of our luxury offices with separate meeting lounges for your clients in both Sydney and on the Gold Coast.

TravelXperts is owned and operated by MDM Travel and Events and has been in operation since 1991. You will have access to our international suppliers / wholesalers and vast network of industry professionals and airlines.

If you are an experienced travel consultant who is self driven but still enjoy being part of a dynamic team of professionals please contact us on travelxperts@mdmgroup.com.au or call Marilyn on 1300 350 220.



TravelXperts™
you're safe in our hands

Thursday 8th December 2016

Texas comes down under!



A CONTINGENT of travel and tourism delegates from the US State of Texas are in Sydney this week to meet with travel agents and wholesalers to celebrate the 12 month anniversary of Air New Zealand's inaugural Auckland-Houston service.

Agents in Auckland, Melbourne and Sydney have had the chance to learn more about many of the Lone Star state's cities, attractions and Air NZ's product at the shows.

Brad Smyth, director of tourism from the Office of the Governor (Texas Tourism), said Air New Zealand's Houston service had been well received by the state.

The flight complements Qantas' long-running daily A380 service into the US southern state, thru Dallas/Ft Worth Int'l Airport.

Although tourist figures for 2016 are yet to be released, Smyth said hotels and attraction partners in Houston have noticed an increased Aussie presence.

Air NZ's Auckland-Houston route is undoubtedly likely to be a catalyst for growth in traffic over the past 12 months to Texas.

Smyth said the Kiwi carrier's services increased rapidly from thrice to five times weekly, and is now operating six or seven times each week, based on seasonality.

He suggested the jump was partially fuelled by traffic out of non-Sydney markets from Australia, with Air NZ providing "great connections" via Auckland.

In 2015, Australian visitors to Texas sat at around 126,000, a

more than 50% uptick on 2014.

At about 9% and closely vying with Germany & China, Australia is Texas' third largest overseas source market, with just the United Kingdom and India having a larger slice of visitor numbers.

Smyth told **TD** the average length of stay for Aussie travellers visiting Texas was 8.3 nights, with most choosing to explore the state on a self-drive holiday to one of five of America's 25 largest cities: Houston, Dallas, Fort Worth, San Antonio & Austin.

"As the saying goes, everything is bigger in Texas & that includes seven distinct geographic regions.

"We have a varied diversity of landscapes, from 1,000kms of coastline to dense pine forests, rolling prairies, scenic hill country and moving into the west where there are desert landscapes".

Away from major cities, Texas has a kaleidoscope of different cultures and scenery to explore.

Galveston on the coast is a major hub for cruise lines offering sailing to the Caribbean & the Gulf of Mexico, Fredericksburg is home to over 40 wineries and Austin has a bustling music scene.

Find out more about Texas at www.traveltexas.com.

Pictured on the Sydney leg of the roadshow from left are: Estela Martinez-Stuart, Fort Worth Convention & Visitors Bureau; Tommy Woods, Lauren Whicker & Brad Smyth from Texas Tourism and Karyn Mayo, Fredericksburg Convention and Visitors Bureau.

Explore the new Lizard Island in the December issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**



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.

Brand USA has announced the appointment of two new board members and the reappointment of two existing members. **Alice Norsworthy** will represent the attractions/ recreations sector and **Thomas O'Toole** will represent the passenger air domain. Meanwhile **Andrew Greenfield** has been reappointed to head up the immigration law and policy sector and **Barbara Richardson** to the land/sea transportation area.

Queenstown tourism stalwart **Nigel Kerr** will become **Coronet Peak Ski Area Manager**, effective 27 Feb. He was most recently Marketing Manager for Ngai Tahu Tourism in Queenstown.

Benjamin Kreuz has been appointed as General Manager of Maldivian retreat, **COMO Cocoa Island**.

Sabre welcomes **Traci Mercer** as Senior Vice President of Hotel, Car, Cruise and Rail for Sabre Travel Network.

Pakistan plane crash

ALL 42 passengers and five crew members on board a Pakistan International Airways flight have been killed following a crash.

Yesterday's flight PK-661 from Chitral to Islamabad went down 70km north of Islamabad.

The airline said while it would be carrying out an investigation into the cause of the incident, the priority at the moment was to retrieve the bodies from the wreckage and hand them over to their families.

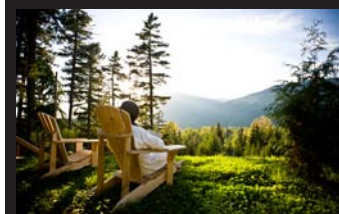
Port Arthur upgrade

PORT Arthur Historic Site Management Authority (PAHSMA) has developed a master plan to expand and redevelop the attraction's visitor centre.

The self-funded revamp is largest construction project PAHSMA has ever undertaken and will play an important role in helping the Tasmanian government reach its goal of attracting 1.5 million visitors a year to the state by 2020.

Works are scheduled to start in Jan with completion expected by this time next year.

Canada Corroboree 2017



4 TRIPS TO CANADA TO BE WON *conditions apply
AIR CANADA

- NEW Theme & format
- Lots of new Canadian Partners
- More agent participation & prizes to be won

PER 01 Feb
MEL 02 Feb
BNE 06 Feb
SYD 07 Feb

exploré sans fin
Canada
keep exploring

Register NOW for the roadshow of the year!!

CLICK HERE
registrations close 23 Jan 2017

Thursday 8th December 2016



Corporate Chatter

With Tony O'Connor

Procurement Manager: Sorry. People just aren't happy with you and so we're going out to market. We're doing a TMC tender.

TMC Account Manager: But why? We've been doing a good job. You've said so yourself!

PM: Yes. The service is fine, but it's the pricing. The travel bookers and even a lot of the travellers say they can get cheaper fares themselves off the internet.

TMC: But we've discussed this before. It's mostly because they're not comparing apples with apples.

The cheaper fares are often not the full amount. They don't include all the taxes and charges.

Sometimes the fares aren't even really available. Sometimes they're non-compliant with your travel policy, unlike our

quotes. Sometimes they're not convenient or sensible itineraries, with long travel times.

Sometimes they have really long or dangerously short transit times. Sometimes they were found in a different week or even in a different month from our quote. There are lots of reasons. It's not accurate. It's not fair.

PM: Yeah. Okay. Granted. All those things happen. But we do have clear documented cases of price differences for exactly the same thing. Not often, I agree.

But often enough to tilt the argument against you. And it happens also with hotel rates. It's a matter of perception. You know ... bad news spreads.

TMC: Our booking consultants are experienced experts with sophisticated systems. And you can't access your negotiated discounts unless you use the TMC.

PM: That's what you've said in the past, and that's the message I've sent out to the troops. But it

hasn't worked. It's ended up with pressure for a tender.

How about I ask you this. Is it ever possible that there's a usable cheaper fare or rate out in the market that your booking consultant misses?

TMC: Yes. It's possible.

PM: Is it possible that your booking consultant sometimes doesn't think to include a fare that's more restricted, or a little less convenient?

TMC: Yes. I guess so.

PM: Is it possible that an airline or a hotel issues a fare or rate, say some sort of special, that doesn't make it into the booking process?

TMC: Yes. It happens. Not often, but it can happen. Especially with hotels.

PM: Right. So the TMC is cheaper overall, but there can occasionally be times when the travel booker might find a cheaper option themselves ... sometimes.

TMC: Yes. That's the sum of it. Overall, when all the bookings are combined, we save you a substantial amount of money.

But there will probably be a few instances when we don't quote the cheapest policy compliant option. That's true. But if you tell us at the time, when and if it occurs, we'll do our best to book the cheaper option if it's feasible.

PM: And I'll explain the situation a little better to the troops.

1. Apples versus oranges.
2. The TMC is cheaper overall.
- And 3. Price matching. That should do it.

TMC: So, are you still going out to market?

PM: Maybe not. Do you mark up?

TMC: No.

PM: Good.

Tony O'Connor is the Founder and Director of Butler Caroye Asia Pacific, which has been running TMC, airline, hotel, and card tenders for corporate travel buyers since 1998.

Goldman thanks suppliers



THE Goldman Group of Agencies hosted an end of year thank you lunch last week for its array of preferred supplier partners.

The event took place at Sydney's Centennial Hotel in Woollahra and highlighted the contributions of hoteliers and cruise suppliers to the Goldman businesses which include Goldman Travel Corporation, Travelcall, Travel Phase, SmartFlyer Australia and Bookmehotels.com.au.

Pictured above at the event are, from left: David Goldman; Lisa Pile, Oceania Cruises & Regent Seven Seas Cruises; Anthony Goldman and Peter Hession, Mandarin Oriental.

More pics from the event at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

GBTA air toolkit

THE Global Business Travel Association has launched a new "Airline RFP Toolkit," which it is making available at no charge.

The new Airline RFP is a complete revamp of the former document developed in 2008.

"For years the RFP process has been frustrating for buyers, suppliers and consultants due to a lack of standardisation," said Jorg Martin, chair of the GBTA EMEA Aviation Committee.

"We believe this suite of documents will ease this complicated task by setting an easy-to-work-with common standard across the industry," Martin said.

Download the kit at gbta.org.

1000 Mile walks to the west

HOME-BASED corporate specialist 1000 Mile Travel Group is preparing to expand into South Australia and Western Australia after tripling its workforce in the eastern states over the past year.

Having launched in Melbourne two years ago, the company says its client base and turnover have increased three-fold during 2016.

Director Nicola Veltman told **TD** 1000 Mile now had a team of 17 mobile consultants, predominantly in Victoria as well as in Sydney and Brisbane.

It planned to expand to as many as 70 consultants within the next five years.

"Last year was a building year for us and 2016 has been the year in which we've seen the results coming through," Veltman said.

"We're continuing to build and 2017 will be a year in which we consolidate and move into

Adelaide and Perth."

The company was established by Veltman along with co-directors Ben Ross and Alex Stewart, all former members of the Flight Centre Corporate Traveller team, aiming to develop the home-based model with a business specialty.

About 80% of the company's business is corporate travel, drawing on its membership of the helloworld for Business group.

Veltman said the 1000 Mile's home based consultants had an average experience of 15 years in corporate travel.

She said the company was also looking to expand operations into the UK next financial year.

"We are talking to different tech platforms at the moment and we have a few interested consultants in mind," she said, with the group also planning a Bali conference.

Jetstar summer boost

JETSTAR has added almost 400 flights to its summer schedule, boosting key holiday routes with a record number of services.

Extra departures will serve top leisure destinations including Bali, Thailand, Hawaii, Tokyo, Byron Bay and the Gold Coast.

Melbourne takes the lion share of the extra uplift, with 200 additional international and domestic take offs and landings.

Jetstar Group ceo Jayne Hrdlicka said the new flights were in response to demand during the busiest time of year.

"Last Dec and Jan more than three and a half million passengers travelled with us and it's clear Aussies have a love affair with beach destinations," she said.

IC Bellagio rep

JULIE Donovan Marketing has been appointed to represent Italian travel company IC Bellagio in the Australian market.

The company's luxury travel portfolio includes yachting in Capri, cooking in Sicily, touring the Tuscan hills in a vintage Alfa Romeo, exclusive villa rentals and the 17th century Il Palazzo Del Vice Re hotel on Lake Como.

See www.icbellagio.com.

Hunter Gardens roars

DINOSAURS will roam the grounds of Hunter Valley Gardens these school holidays, with the annual Mega Creatures event to showcase some of the country's largest animatronic bugs and prehistoric reptiles.

Displays at the NSW attraction include an eight metre T-Rex, Triceratops, towering tarantula, a mega-sized snail and many more.

The family-friendly event will be open daily from 02-26 Jan.

Xiamen's first 787-9

XIAMEN Airlines has this week taken delivery of its first Boeing 787-9 Dreamliner aircraft.

The new jet will fly between Fuzhou and New York from Feb.

"Our Bali, Hawaii and Thailand flights are often at capacity over the holiday season."

Bolstered routes include Melbourne to Tokyo, Bali, Phuket Bangkok, Hawaii, Gold Coast and Byron Bay, as well as Cairns to Osaka and Perth, Gold Coast to Tokyo, Sydney to Hawaii and Brisbane to Proserpine.

Jamaica car rentals

CAR rental company Enterprise Holdings has opened two new locations in Jamaica with its franchise partner ATL Automotive.

Enterprise Rent-A-Car, National Car Rental and Alamo Rent-A-Car have commenced operations at the Sangster International Airport as well as in Queens Drive, Montego Bay.

Bledisloe to Perth

WESTERN Australia has been chosen as the host city for the 2019 Bledisloe Cup tournament.

The rugby union match between the All Blacks and the Qantas Wallabies will be the last game played on Australian soil before the two teams head to Japan to compete in the Rugby World Cup.

SQ ceo accolade

THE Business Council for International Understanding (BCIU) has presented Singapore Airlines chief executive Goh Choon Phong with the 2016 Dwight D. Eisenhower Global Innovation Award.

Goh received the accolade due to his "transformational leadership of Singapore Airlines," said BCIU president Peter Tichansky, who presented the accolade to Goh at a Gala dinner in New York this week.

And the lols keep coming...

THE entries for Air Canada's christmas competition continue to roll into **Travel Daily** HQ, as creative punters take to their computers to produce their most entertaining memes.

Pictured (right) is an entry sent in by helloworld Wodonga's Lisa Kerlin, who poked fun at Canadian president Justin Trudeau's liberal stance on marijuana.

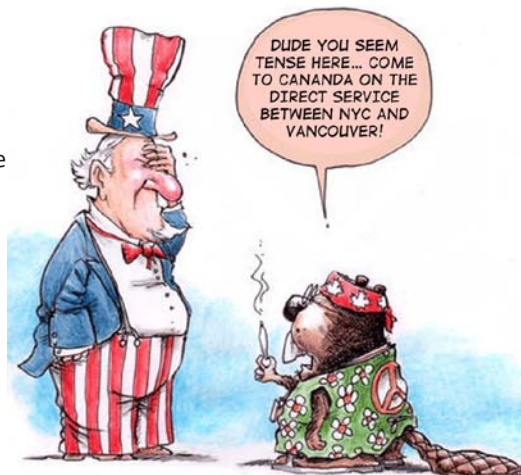
TD has received an abundance of memes, but very few photo submissions - so don those red maple leaves and fly those red, white and blue flags high and get your pictures in.

The winner of the Air Canada competition will be gifted two

return Economy class airfares to the Big Apple, flying via Brisbane or Sydney and Vancouver.

Two CityPASSes are also on the cards for the winner.

Entries close 31 Dec, full details on how to participate are available below.



AIR CANADA



Tis the season to be creative

Win tickets to New York with Air Canada

This month Travel Daily and Air Canada are giving readers the chance to win two Economy Class return tickets from BNE/SYD to New York (EWR) and two CityPASSes for NY attractions from NYC & Company.



To win, submit a photo, meme or similar which combines Air Canada with a Canadian and New York theme, showcasing "Air Canada's Canadian connection to NYC via Vancouver". Send your entries to aircanada@traveldaily.com.au



TERMS AND CONDITIONS APPLY

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: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Editor in Chief: Bruce Piper **Managing Editor:** Jon Murrie **Editor:** Guy Dundas
Contributors: Jasmine O'Donoghue, Bonnie Tai, Nathalie Craig, Jenny Piper - info@traveldaily.com.au
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of Business Publishing Group.

Travel Daily **CRUISE** **travelBulletin** business events news **Pharmacy DAILY** **Travel Daily TV**

Emirates
One&Only
WOLGAN VALLEY
Australia



CELEBRATE NEW YEAR'S EVE IN STYLE

Escape the city and celebrate New Year's Eve in style at Emirates One&Only Wolgan Valley. Enjoy a quintessentially Australian experience with family and friends at Australia's finest resort, set against the breathtaking backdrop of the Greater Blue Mountains.

From \$2,400 per night for two guests inclusive of luxurious Heritage Villa accommodation with private pool, gourmet breakfast, lunch and dinner daily with selected wines and beverages, plus many exciting activities.

FOR RESERVATIONS, PLEASE CALL +61 2 9308 0512, EMAIL PARTNERS@ONEANDONLYWOLGANVALLEY.COM,
CONTACT YOUR PREFERRED TRAVEL ADVISOR OR VISIT
oneandonlywolganvalley.com

Offer subject to availability and must include an overnight stay on 31 December 2016.
Offer based on a two-night minimum stay per villa per night for two guests.



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

LOVE THE THRILL OF THE HUNT?

CORPORATE SALES MANAGER

BRISBANE – UP TO \$95K PKG + COMMISSION

Due to expansion this globally recognised and highly respected travel management company requires a talented sales manager to grow their corporate client base including large and SME accounts. You'll be experienced in working within the corporate market, pipeline development and winning new business through to account management and retention of clients. A generous salary package + lucrative commission structure is on offer.

TAKE THE LEAD

TRAVEL TEAM LEADER

GOLD COAST – UP TO \$65K PKG + COMMISSION

Here's your chance to grab a leadership role on the Gold Coast and rise up the ranks. This innovative travel company is looking for an experienced travel manager to come and lead their sales team. As a hands on manager you'll lead by example whilst motivating and developing your team to achieve solid financial, service and personal results. A strong base salary + generous commission structure is in place along with family and a strong career path.

WHOLESALE TRAVEL COMPANY

**ACCOUNTS MANAGER / ADMINISTRATION SUPPORT
VICTORIA (GEELONG) – TOP SALARY PACKAGE DOE**

Our client is a boutique wholesale company focusing on the finer things in life. You will be responsible for accounts payable & receivable, BAS, banking, financial reporting, together with general administrative duties. To be successful you will be required to have solid account / finance experience, knowledge of Xero and be well presented. This position is 3-4 days per week (week days) only. Only experienced applicants will be considered.

LEADING CORPORATE TRAVEL COMPANY

**STRATEGIC CORPORATE SALES MANAGER
MELBOURNE – SALARY \$95K + UNCAPPED BONUSES**

This leading travel management company is looking for an experienced & driven BDM to join their large market sales team. You will be responsible for acquiring new corporate business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped bonuses. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

YOUR NEXT CAREER MOVE

**AREA SALES MANAGER - HOTELS
MELBOURNE – UP TO \$65K - \$70K PKG**

Take your career to the next level & join this industry leader in Melbourne. You will manage a portfolio of clients promoting the company, maintain a regular sales call cycle developing relationships, source for new opportunities, manage leads & negotiate contracts. A great salary + benefits on offer. You will need travel or hospitality experience in a similar role, great presentation & communication skills & a proven sales ability. 12mth Contract

SENIOR AIRFARE GURUS

**SENIOR AIRFARE CONTRACTING MANAGER
SYDNEY – EXCELLENT SALARY PACKAGE UP TO \$97K +**

A rare opportunity has landed at AA for a strong airfares manager to step into a newly created role with this amazing travel organisation. You will have worked in a fares and ticketing role or a supplier contracting role and MUST have a strong understanding of fares and ticketing to apply. Many benefits are included with the bonus of working for one of the best in the business. This role is interviewing now so ring for a confidential chat 92312825.

INTERVIEWS TO COMMENCE JANUARY

**DIRECTOR OF SALES AUS-TMC
SYDNEY – SALARY PACKAGE \$155K + BONUS**

The search is on for Australia's most talented, inspiring Corporate Sales Manager who enjoys leading from the front. This is your opportunity to join this award winning global TMC in a role that will allow you to mentor and develop others, whilst still managing your own client portfolio. If you love the thrill of the chase and can motivate others, this is the dream role you have been waiting for. Apply today or ring for a confidential chat on 9231 2825.

HIT THE ROAD WITH A LEADING BRAND

**SALES EXECUTIVE - CRUISING
SYDNEY - SALARY PACKAGE \$80K**

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising 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.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au

PEUGEOT EUROPEAN LEASING

2017 Collections - FINAL DAYS!

AUSTRALIA'S #1
CAR LEASING
BRAND FOR EUROPE



Lease inside of France & receive
15 FREE days*

Lease outside of France & receive
5 FREE days plus FREE delivery & returns*

- › Brand NEW tax free Peugeot vehicle
- › Zero insurance excess
- › Unlimited kilometres
- › FREE additional drivers*

*Must book & pay by 31 Dec 16. Further conditions apply

Call **1300 363 500** visit **www.driveaway.com.au**