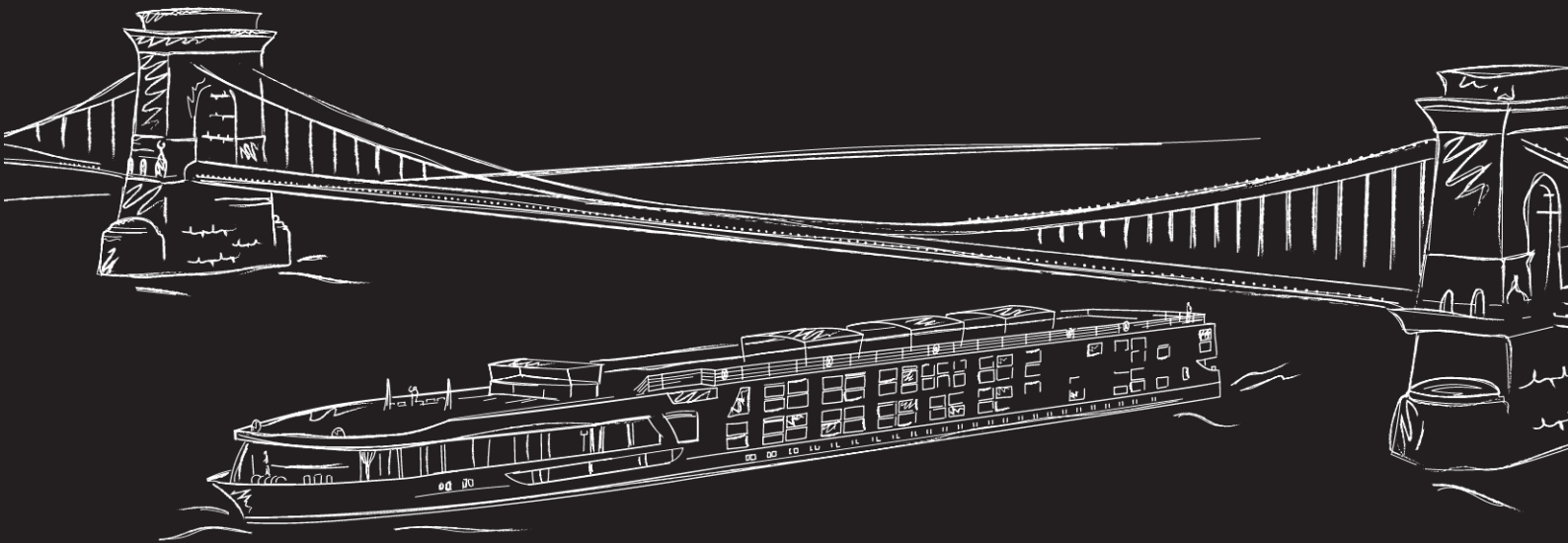


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First with the news

Tuesday 23rd February 2016



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## HLO exec team shake up

RECENTLY appointed ceo and managing director of Helloworld Ltd Andrew Burnes has moved fast to shuffle the executive board since shareholders approved his taking over as leader last month.

Late yesterday in a statement, Burnes revealed the marketing team at Helloworld would report directly into the retail division as part of a review into the group's operations and structures.

The decision impacts the role of the chief marketing officer, Kim Portrate, whose position will become defunct, effective Fri.

Burnes praised Portrate as a "major contributor to the brand transformation" at Helloworld.

She joined the formerly branded Jetset Travelworld Group in Jul 2013 after five years in a senior role with Tourism Australia.

Helloworld's marketing team will now report to Julie Primmer.

Burnes also confirmed two other "significant departures" from Helloworld's executive team in recent weeks.

General counsel and company secretary Stephanie Belton who has been with Helloworld Ltd

since Jul 2013 and long-standing exec, general manager corporate development Andrea Slark have both departed the firm.

"I want to thank both Stephanie and Andrea for their contribution to the business over many years," Burnes remarked.

Yesterday, HLO announced cfo Jenny Macdonald was leaving the company in Apr and that her replacement was expected to be revealed in two weeks.

### Scenic '17 cruise deals

EARLY bookers of Scenic's 2017 Europe river cruising program can save up to \$600 per couple if they pay in full for their trip by 31 May.

The offer is on top of the 2016 price freeze on sailings in the pre-release brochure - see cover page.

### Today's issue of TD

Travel Daily today has nine pages of news and photos, a front cover page for Scenic plus full pages from: (click)

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## New ATDW goes live

A YEAR in development, a newly rebuilt technology platform to host the Australian Tourism Data Warehouse's product has been unveiled this week.

Billed as "Australia's Smartest Tourism Destination", the new look ATDW-Online will be rolled out progressively across each state and territory, packed with 40,000 tourism product listings across 10 categories.

ATDW-Online has new features such as a national standardisation of information, faster response times & instant updates, accepts Vimeo and YouTube videos, mobile compatibility and more.

## Club Med winter deal

TRAVEL agents are reminded that Club Med's Winter Escapes promotion for bookings between May and Oct will conclude in three days time.

More information on [page 12](#).

## Qantas \$500m buy-back

QANTAS will spend up to \$500 million buying back its own shares, after this morning announcing a record underlying first half profit result of \$921 million (**TD** breaking news).

The figure means the carrier's 2015 calendar year performance was the best in its 95-year-history, with Qantas Domestic, Jetstar and Qantas Loyalty also each recording records.

CEO Alan Joyce said the buy-back would "reward shareholders for their confidence in our business", with a number of other initiatives also announced including a new Heathrow lounge and the roll-out of domestic in-flight wi-fi (see [page six](#)).

Qantas Domestic reported underlying pre-tax earnings of \$387 million, up \$160m on the previous corresponding period.

Joyce said while demand was still weak in the resources sector,

other parts of the market are healthy including government and financial services.

Qantas International continued its turnaround, reporting a \$270 million underlying profit - up more than \$210 million.

"This marks its best performance since before the global financial crisis," Joyce said.

Jetstar also did well, with a record underlying EBIT of \$262 million and margins increasing by 9.1 percentage points.

The Jetstar figure also reflected the first profit for Jetstar Japan since it was established in 2012.

Qantas Loyalty also recorded a record underlying EBIT of \$176 million, with revenue up 10% and Frequent Flyer membership rising 6.3% to 11.2 million.

The company also saw a first-half benefit of \$448 million from fuel hedging, which enabled it to participate in lower fuel prices.

## O'Riordan exits AFTA

AUSTRALIAN Federation of Travel Agents general manager Gary O'Riordan has departed the company with immediate effect.

O'Riordan had previously been at the Australian Tourism Export Council prior to joining AFTA in Apr 2013 as gm - Accreditation.

He is exiting AFTA to "pursue a new challenge in the travel & tourism sector," AFTA said.

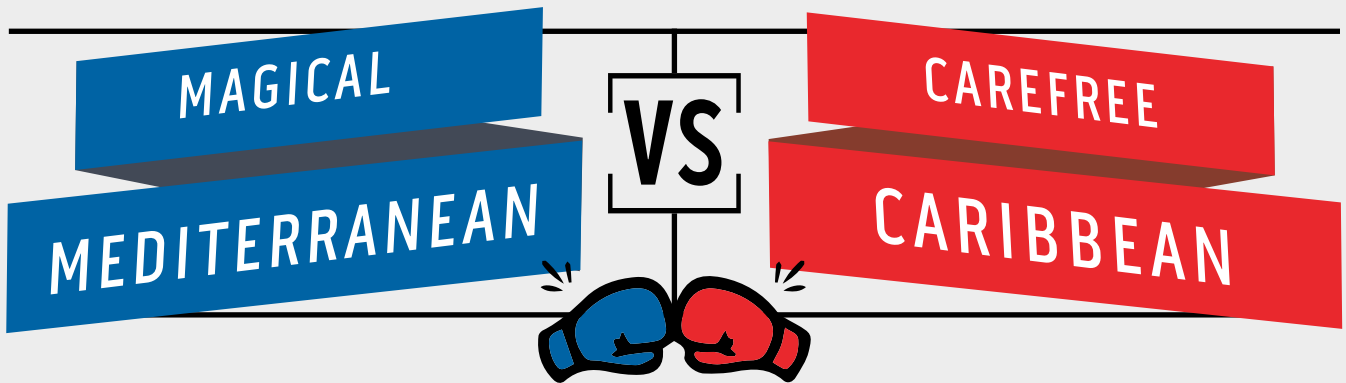
Chief executive Jayson Westbury thanked O'Riordan for his years of service, saying he has been "an incredible contributor to AFTA & has overseen the development & implementation of ATAS, which now has extensive industry support."

Westbury confirmed AFTA will not be replacing the role of gm in the immediate future.

"The team at AFTA will continue to perform the necessary tasks to continue in Gary's foot steps to ensure that ATAS and AFTA remain successful."



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## TD/CW inaugural cruise survey

**TRAVEL Daily** together with sister publication **Cruise Weekly** have today launched an inaugural cruise industry survey for our travel agent readers.

The survey is being run by leading independent firm StollzNow Market Research and

will take about five to 10 minutes for respondents to complete.

"Our objective is to understand the travel agent experience in selling cruise," says Travel Daily Group general manager Christian Schweitzer.

"We're keen to hear about what sales promotions work for agents and who's setting benchmarks in service, support, training and business development," he said.

"Since launching this morning, we've been inundated with entries from consultants wanting to share their perspectives on the cruise industry."

The survey is open until the end of the week with chances to win one of two GoPro Hero cameras valued at over \$200 each and 25 HOYTS movie vouchers.

To enter the survey, **CLICK HERE**.

## CATO forum deadline

**THE** cut-off to register for the CATO Crisis Management Forum in Sydney has moved to Mon 29 Feb due to "heavy demand".

The full day forum will include practical info from industry and government experts best practice on crisis management, covering the Who, How and What of dealing with a crisis.

It's being held at the Aerial UTS Function Centre, Ultimo on 15 Mar.

Participants will be provided with a template for creating their own crisis management plan.

To register for the event, email [pahbaily@bigpond.net.au](mailto:pahbaily@bigpond.net.au).

## Fiji donations

**THE** Australian Government has pledged \$5 million in aid to Fiji as the island nation continues to clean up and assess damage following Cyclone Winston.

Tourism Fiji regional director Carlah Walton suggested trade partners keen to make donations should do so to reputable charities on the ground in Fiji, such as Red Cross and Unicef.

Walton also urged concerned trade partners to check the Facebook pages of resorts for the latest information.

"The best way to help the people of Fiji is to continue to send clients to the destination.

"If clients would like to help communities, school supplies and clothing would be greatly appreciated by locals," Walton told **Travel Daily** yesterday.

She confirmed planned Matai famils to Fiji were still scheduled to go ahead but itineraries may be altered from the original trip due to Cyclone Winston's impact.



## Window Seat

**YOU'LL** see Tuk-tuk taxis zipping through the traffic, ferrying passengers in Sri Lanka, but here's a unique sight (pictured below), polo being played out of the side of these three-wheeled vehicles.

In Galle over the weekend Six teams of three vehicles competed in the 2016 tuk-tuk polo championships, yes that's a thing.

So basically it's the same as regular polo minus the horses.

The game gets dramatic with some players even falling out the side of their tuk-tuks in a bid to win.



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ALLURE TRAVEL

## Brand USA, Air NZ fam details

**SPECIFIC** details of the joint Brand USA and Air New Zealand MegaFam to the United States for travel agents (**TD** yesterday) have been confirmed to **Travel Daily**.

Launched across the ditch this week, the Australian arm of the famil will open to consultants on Mon (29 Feb) and run through until Mon 11 Apr.

Thirty agents will jet off with Air New Zealand on the MegaFam between 19-29 May.

The Aussie agents will join 30 Kiwi counterparts on one of six '#tasteUSA' culinary themed itineraries to California, Tennessee, Florida, Louisiana, Massachusetts, Texas and Maine.

The first ever joint MegaFam between Brand USA and Air NZ will see winners fly from Australian cities, via Auckland, to Houston or San Francisco.

All participants will convene in Houston at the end of the trip for a two night finale where they will

share experiences.

Every participant will receive a US SIM card to capture and share their experiences with friends and followers on social media.

Brand USA director for Australia & New Zealand Oliver Philpot said the MegaFam will provide agents with a wealth of knowledge and capitalise on Air NZ's new entry point into Southern USA.

"The culinary theme is also sure to complement the program."

Air New Zealand's chief sales & commercial officer Cam Wallace said: "Houston really is a gateway to the southern & eastern states of the US, so it's exciting that all 60 agents will congregate in Houston for the MegaFam finale event."

To qualify, agents must be registered users of Brand USA's Discovery Program and must have completed their Regional Expert Badge, as well as Food & Drink Specialist Badge.

More at [tasteusamegafam.com](http://tasteusamegafam.com).



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## QF VLI c/s out til Apr

**QANTAS** has confirmed the suspension of its codeshare (c/s) pact with Air Vanuatu on flights from Sydney and Brisbane to Port Vila until 06 Apr.

Until this week, there was no clear indication from QF as to how long it would take before resuming the codeshare alliance with NF on flights to Vanuatu.

Air New Zealand and Virgin Australia both axed scheduled services to Port Vila in late Jan due to concerns over the state of the runway.

Last week, it was announced a contractor had been signed to repair VLI, with work earmarked to be concluded by Apr.

In an update to travel agents yesterday, QF said it would enable passengers on Qantas 081 tickets issued on/before 22 Jan to rebook without fee, change destinations or seek a full refund of the affected sectors - for all the waiver details, **CLICK HERE**.

## thl H1 profit up 45%

**NEW** Zealand global tourism operator *thl* has reported a 45% increase in net profit after tax (NPAT) of NZ\$8.2m for the first half of the 2016 financial year.

*thl* says the outlook for the NZ tourism industry "remains positive in both the short and medium term" and tipped the Australian arm of the business as "positive", but not as strong as the Kiwi market.

Its tourism group portfolio that includes the new Waitomo Caves Homestead (opened in Dec), achieved 37% year-on-year growth to EBIT of NZ\$3.3m over the six months to 31 Dec.

Based on current market trends, *thl* has forecast its full year NPAT to be around NZ\$24 million, up NZ\$2m from previous guidance.

The company, which owns Kea, Maui, Britz, Might and Road Bear motorhome businesses, said it is on track to growing NPAT to NZ\$30m by FY19.

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\*Offer is valid on new retail bookings made between 27/12/15 - 29/02/16, for departures to 31 December 2016. Contact us for full details.

Today's issue of *TD* is coming to you from Melbourne, courtesy of Reed Travel Exhibitions

**AIME** is in full swing at the Melbourne Convention and Exhibition Centre today.

Delegates are busy getting down to business with AIME Knowledge Sessions running throughout the day and the floor will open up tonight for a networking event.

Yesterday int'l and domestic hosted buyers, industry professionals and media were treated to a bright Summer feast at the Business Events Australia and MCEC lunch.

MCEC's Melbourne Room was kitted out with a Kombi Van drinks bar, retro ice cream stations, tropical plants, and sand and coral features, in line with Tourism Australia's aquatic and coastal campaign.

It was then time for the return of The Welcome Event, with over 1,400 delegates descending on 400 City Road, Melbourne.

The centre served up noodles and dumplings, St Kilda themed fish 'n' chips and a deconstructed dessert buffet - see [page nine](#).

## Robb visits Cuba

**THE** Turnbull Government's Minister for Trade & Investment Andrew Robb is visiting Cuba this week to lead Australia's first ever business mission to the country.

Robb's visit ties in with steps towards normalisation of relations between the US and Cuba, which has sparked interest in Cuba becoming a potential trade partner and place to invest and visit for Australians.

The outgoing MP highlighted tourism as one of several sectors for potential growth in Cuba.

## Cebu Pacific \$199 fare

**ONE-WAY** Cebu Pacific Air fares between Sydney and Manila are on sale priced from \$199 as part of a network-wide promotion.

Domestic and regional fares are priced from \$15 one-way.

The cheap seats are available for travel between 01 Jul-15 Dec, when booked up until 25 Feb.

## White Night regional

**MELBOURNE'S** White Night cultural event will be expanded to a regional city in Victoria for the first time next year.

The announcement was made on Sat ahead of the 2016 event which ran for 12 hours, featuring laser light shows, acts and bands.

## Forbes Travel Guide

**SELECT** hotels in Australia will be encompassed into future editions of the *Forbes Travel Guide*, it has been announced by authors of the publication.

The announcement comes after the release today of the 58th edition of worldwide 2016 Star Rating Award Winners.

Recipients include 42 new 5-Star, 101 new 4-Star & 57 new Recommended hotels categories, spanning 29 countries in the Americas, Europe & Asia-Pacific.

The guide also features 56 Five-Star and 187 Four-Star awards in the restaurant category and 47 Five-Star and spas.

An "aggressive expansion" of the *Forbes Travel Guide* will see Australia (specifically Melbourne and Sydney) added into the Asia Pacific zone in the 2017 edition.

Other regions in Asia Pacific are also earmarked for growth, including Indonesia (Bali), Korea (Seoul), Philippines (Manila) and Japan (Kyoto and Osaka).

Countries where hotels, spas and restaurants have been rated in the 2016 *Forbes Travel Guide* include the United States, UK, Argentina, Bermuda, Brazil, Canada, China, France, Italy, Japan, Mexico, Singapore, Switzerland, Taiwan and Thailand.

**CLICK HERE** to view winners.

Tuesday 23rd Feb 2016

## Anantara Ubud

**MINOR** Hotel Group will add a third property in Bali, announcing an alliance with Indonesian firm PT Wijaya Karya Realty to develop the Anantara Ubud Bali Resort.

Scheduled to open in 2019, the project includes a 70 key hotel with suites and pool villas, several restaurants, meeting facilities and an additional 30 Anantara-branded residences.

"We are confident in the longevity of the island as a hugely popular tourism destination and the addition of Anantara Ubud will perfectly complement our existing resorts," Minor Hotel Group ceo Dillip Rajakarier commented.

The new property will join MHG's sister resorts - Anantara Seminyak & Anantara Uluwatu.

## Parklands program

**SYDNEY'S** Centennial Parklands has released its Autumn 'What's On' program, detailing over 100 events and activities available from Mar to May - more at [centennialparklands.com.au](http://centennialparklands.com.au).



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## QF int'l route growth

**QANTAS** will increase capacity on its Perth to Singapore and Brisbane to Christchurch routes to meet an increase in demand for Asian & Trans-Tasman flights.

Both routes will be operated by a Boeing 737-800.

From 02 Jul, Qantas will operate nine services per week between Perth and Singapore, upping this to 10 per week from 19 Aug.

As of 18 Jun, Qantas will fly three times per week between Brisbane and Christchurch all year round with a fourth weekly service during school holiday peaks periods.

Originally this route was only seasonal - but during the latest Christmas school holidays there was strong demand for the route.

It will also allow QF's Singapore, Hong Kong and Tokyo Narita services into Brisbane, to connect seamlessly with the carrier's service into Christchurch.

## Qantas fleet update

**QANTAS** today announced it would retain two Boeing 747-400 aircraft that were previously scheduled for retirement in Jun.

The move will help QF "meet demand requirements in the strong international market" while it waits for its 787-9s.

## QF domestic wi-fi

**INFLIGHT** trials of a new free wi-fi service on domestic flights will begin later this year on one of Qantas' Boeing 737 jets.

The service will feature speeds up to 10 times faster than "conventional on-board wi-fi", QF said, enabling streaming of movies, TV shows & live sports via the internet.

Qantas said it anticipates a full roll-out of the wi-fi across its domestic fleet of Airbus A330s and Boeing 737s early in 2017.

"Bringing high-speed wi-fi to the domestic aviation market has been an ambition of ours for a long time and we now have access to the right technology to make it happen," QF boss Alan Joyce said this morning.

That technology comes via a pact with global broadband service provider ViaSat.

## New QF LHR lounge

**QANTAS** will launch a new flagship facility at London Heathrow Airport in Sep.

Located in Terminal 3 & offering airfield views, the split-level facility will have a capacity for 230 people and is earmarked to open in early 2017.

Features of the lounge will incl Rockpool menu, full bathrooms and children's zone.

Tuesday 23rd Feb 2016

Travel Daily  
First with the news



**SYDNEY-BASED** JC Holidays has returned from the Middle East having just hosted travel partners on a luxurious educational through Egypt and Dubai.

Participants travelled in style, flying Business class with Emirates and cruising the Nile on a 5-star voyage from Luxor to Aswan, visiting Karnak Temple, Luxor Temple and the luxurious Winter Palace Hotel.

In Aswan, the group explored Phiala Temple, the Potamic Garden and the luxurious Old Cataract hotel.

**Pictured** in front from left are

Peter Filming, The Tour Company Auckland; Michelin Khouri, Worldmark Travel Melb; Maria Tadros, Tadros Travel Services Sydney; Diana Abousattout, Rotana Travel Melbourne and Tony Page World Travellers-Mondo, Orewa Auckland.

Standing from left: Domenico Labbozzetta, Marconi Travel Sydney; Alaa Armanyous, JC Holidays; Graeme Middleton, Travel Directors Perth; Lincoln Bache, Emirates; Ali Bayani, Bayani Travel Adelaide and John Tootell from JC Travel Professionals Sydney.

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\*Terms and conditions apply. Fare levels displayed include return Economy Class airfares from Melbourne, valid for departures 1 Feb 2016 - 30 Nov 2016. Other fares from Sydney, Melbourne, Brisbane and Perth are available for travel to other destinations on our global network and for travel at other times. Fuel and applicable taxes per person are correct as at 28 Jan 2016. Valid for sale until 28 Feb 2016. Fare levels may vary due to currency fluctuations and are subject to availability, flight restrictions and booking confirmation. Blackout periods apply. Nil minimum stay; maximum stay is 10 months. Stopovers permitted in Abu Dhabi at guest's own expense. For detailed terms and conditions, visit [etihad.com](http://etihad.com)

## Influential players meet in NZ



**TOURISM** New Zealand together with Air New Zealand hosted a meeting last week with some of Australia's most influential players in travel trade.

They discussed current challenges and opportunities affecting the trans-tasman tourism market.

The event was attended by Prime Minister and Minister of Tourism, John Key plus representatives from Flight Centre, Helloworld, the Australian Federation of Travel Agents and Expedia.

During the meeting, executives discussed the current economic environment, distribution channels and the aviation landscape.

"Increasing knowledge of New Zealand in those audiences who

have never visited is an ongoing challenge that we will continue to work on," Tourism New Zealand's gm Australia Tony Saunders said.

Along with last week's meeting Tourism New Zealand also recently launched its new cycling campaign, fronted by Megan Gale (**TD** 10 Feb), and its early-bird ski campaign that kicks off in Mar.

**Pictured** from left are Leanne Geraghty, Air New Zealand; Georg Ruebensal, Expedia; René de Monchy, Tourism New Zealand; Graham Turner, Flight Centre Travel Group; New Zealand Prime Minister and Minister of Tourism John Key; Andrew Burnes, Helloworld; Tony Saunders Tourism New Zealand; Cam Wallace, Air New Zealand, Jayson Westbury, Australian Federation of Travel Agents.

## Free Cambodia ext

**WENDY** Wu Tours is offering a free two-night Cambodia extension when booking selected 2016 Vietnam packages before 18 Mar.

The bonus deal includes return airfares from Vietnam to Siem Reap, two night's accommodation with daily breakfast, a half-day Angkor Wat tour, return airport transfers & visa fees for Australian passport holders.

Eligible tours of Vietnam leave between Jun and Nov this year.

The complimentary two days can be taken pre or post tour.

## Meridiana job cuts

**ITALIAN** airline Meridiana is looking to cut nearly half of its workforce as part of Qatar Airways planned 49% acquisition of the carrier, it's reported.

If labour unions agree to the proposal this would see 900 jobs gone from a 2,000 person team.

## Le Méridien Rome

**STARWOOD** Hotels & Resorts Worldwide has announced plans to re-enter the Italian market with its Le Méridien brand by the end of the year.

Le Méridien Visconti Rome will feature 240 rooms, occupying the former Visconti Palace Hotel.

## FCTG Malay accolade

**MALAYSIA'S** Ministry of Tourism & Culture has bestowed Flight Centre Australia with the honour of Best Foreign Tour Operator - Australia at last week's Malaysia Tourism Awards.

Held in Kuala Lumpur and hosted by Tourism Malaysia, the event included 65 awards across 14 categories, recognising people and companies that have played a role in boosting local tourism.

## CX earlybird, round 2

**CATHAY** Pacific has launched a second round of Earlybird specials targeted towards Aussies planning a "winter getaway".

The special fares are available to over 16 destinations in Europe & North America until 31 Mar 2016.

Economy class flights from Sydney to London start at \$1,774 and Economy fares from Adelaide to Vancouver are from \$1,450.

Premium Economy flights from Australia to UK, Europe and North America kick off at \$3,190 and Business class at \$7,295.

See [www.cathaypacific.com.au](http://www.cathaypacific.com.au)

### China Airlines (CI) Christchurch Last-Minute Deals



All-inclusive one way fares starting from AUD **\$209** return from AUD **\$360**

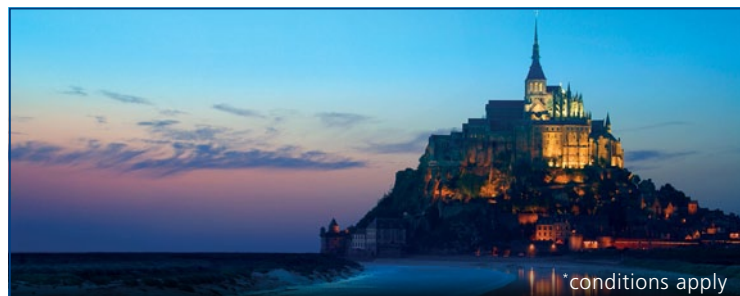
Departing from both Sydney (Tue/Fri/Sun) and Melbourne (Mon/Wed/Sat).

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## Starwood growth

**STARWOOD** Hotels & Resorts is continuing its fast-paced spread across the Pacific region with an extra eight hotels already in the pipeline and more expected.

“Along with a number of significant refurbishments which are underway, we will continue to expand our footprint with new signings in both cities and resort destinations,” the company’s pacific director of sales and marketing Ashley Hansen said.

In Apr 2016 a second Sheraton will open in Samoa followed by Four Points by Sheraton in Darling Harbour in Jun.

Several refurbishments include a new look for Le Meridien Noumea & Sheraton Port Douglas.

## Taronga Booking Boss

**TARONGA** Zoo in Sydney is adopting a new online booking system known as Booking Boss to “relieve admin headaches and increase bookings”.

The technology provides real-time date showing ticket availability and instant confirmation to trade and distribution partners.

Sales manager Lisa Welsh said Booking Boss will “fill a large gap that exists between the zoo and their trade accounts”.

## New Australis ship

**AUSTRALIS** has revealed it will be building a new ship designed especially for ‘bottom of the world’ journeys, scheduled to launch late next year.

The new 200 passenger ship is a replacement for the line’s smaller 136 person *Via Australis* which is being sold to Lindblad Expeditions at the end of the summer season.

“This represents a great opportunity for Australis to increase our offerings, with a faster, leaner and more modern ship, similar to the *Stella Australis*,” the line’s market manager for Australia, Michelle Mohaupt said.

In celebration of the announcement Australis is offering 30% discounts on sailings this Mar & Apr, from US\$832pp.

## Ascott Dongfu pact

**THE** Ascott Limited has formed an alliance with real estate subsidiary of China State Construction Engineering Company, Dongfu Investment Development Corporation.

Under the new partnership Ascott can manage apartments under development as well as future projects built by Dongfu.

Ascott’s coo Lee Chee Koon said he was “delighted to be the first international serviced residence company to form a strategic alliance with Dongfu”.

He said continued partnerships such as this one allowed them to deepen their presence.



## AFTA update

From AFTA’s chief executive, Jayson Westbury



**AS NATURAL** disasters go, tropical cyclones are definitely in the top three and unfortunately for Fiji they have once again been confronted with such an event. Tropical Cyclone Winston which is reported to be the worst cyclone on record to hit Fiji has swept through the island nation leaving a trail of devastation.

Reports this morning are saying the death toll stood at 21, with many others unaccounted for and authorities indicating that they expect more bad news given the nature and force of the cyclone.

As a wonderful and beautiful nation, in which so many Australians take their holidays, it is a time to think about those families and loved ones who have lost so much.

At this early stage it is always difficult to know how to advise clients of what to do. DFAT has changed the travel advisory to “reconsider your need to travel” which does indicate that things can’t be good at this time.

Keeping a close eye on the airline websites and news outlets will be important as more information comes to hand.

The clean-up effort begins with Fiji no doubt showing its ability to recover from this cyclone. It’s very pleasing to see that the Australian Government has already reached out and extended emergency support with \$5 million dollars and offer of equipment and no doubt other resources as needed.

We are a good neighbour and it does make you proud to think we have the ability as a country to respond to these types of situations so quickly. For the travel industry we all know just how hard this all becomes for people either booked to go or about to depart.

Everyone wants to support a country in its time of need, but sometimes that support needs to wait. It is very early days in this event and so delaying departures which can be delayed or making the necessary enquiries to establish the situation for the particular trip is very advisable.

All of the wholesalers and ground operators will, I am sure, be working overtime to do what they can to get the information necessary for people to make informed decisions.

If as an industry we can all be understanding of each other and work together, let’s hope that we can support Fiji in the best way possible at this really terrible time. Our hearts go out to the people of Fiji.

## Alamo free upgrade

**ALAMO** Rent-A-Car in North America has launched an earlybird special, offering free upgrades on rental vehicles.

Until 31 Mar 2016, customers can book an intermediate vehicle at the price of compact, a standard car at the price of an intermediate or full size car at the price of intermediate.

For more details on the promo, contact APTMS - 1300 300 913.

## Club InterContinental

**INTERCONTINENTAL** Hotels & Resorts has “redefined luxury” with the opening of Club InterContinental.

The club offers “exclusive privileges and a bespoke experience” including dedicated staff on hand to assist them, luxurious Club InterContinental rooms and exclusive access to the Club InterContinental Lounge. **CLICK HERE** for more.

## UNITED AIRLINES

### Corporate Account Manager – New Business

Based in Sydney, our sales team are eager to welcome a new **Corporate Account Manager – New Business** to United Airlines.

This dynamic, challenging full-time sales role will be responsible for seeking out and winning new corporate business. We are looking for a hungry sales individual who knows how to convert sales and build strong relationships in the corporate market.

You will have a minimum of 2-4 years’ experience in winning and contracting new business. Airline and/or travel management experience is advantageous however not essential.

A Star Alliance partner, United Airlines in Australia offers 2 flights per day from Sydney to Los Angeles and San Francisco, daily from Melbourne and soon to be daily from Auckland all with great onward connections from Los Angeles and San Francisco.

Our flagship 787 Dreamliner is already flying to Melbourne and arrives in Sydney in March giving you an excellent product to sell.

We offer a competitive salary, bonus, healthcare and travel benefits.

To apply for this position please forward your application and CV to [laura.white03@united.com](mailto:laura.white03@united.com). Applications strictly close 3 March 2016.

**PRIZES TO BE WON**

**Rail Plus is calling for bright and ambitious travel consultants to join our Rail Expert Program for 2016.**

**Click here to become a Rail Expert now**

**FTC Somme savings**

**FRENCH** Travel Connection is offering \$250 of savings on the last seats of its 2016 three-day Anzac Day on the Somme tour. Bookings to be made by 20 Mar.

**EMG rolls out red carpet**



**AIME** welcomed hosted buyers, suppliers and media at a spectacular affair last night, held at 400 City Road in downtown Melbourne.

Dubbed "One year in Melbourne in One night", themed desserts and delicacies from the region were on offer all night, including Aussie Open pop cakes and macaroons.

Keeping up with the theme, models adorned in Melbourne Cup attire strutted their stuff on stage, before an assemblage of fire breathers and contemporary dancers performed an interpretive rendition of all the Victorian Capital has to offer.

**BELOW:** Ilan Weill, Grand Hyatt & Michael Sarino, Hyatt Hotels and Resorts.



**Pictured above,** hosted buyers Jessica Drake and Lauren Modra.



**ABOVE:** Hosted buyers Natalia Zotova and Tamara Ruiz.

**BELOW:** Exhibitors Frances Ryall from Rydges Hotels & Resorts and Michael Matthews from the Canberra Convention Bureau.



**Win a Hurtigruten cruise**

This month, **Travel Daily**, BENTOURS and Hurtigruten are giving away a 12 day Hurtigruten 'Classic Coastal Voyage Return', in a private cabin for 2 people. The prize includes four onshore excursions provided per person, along with Full Board, valued at up to A\$10,000.



All you have to do to win this incredible prize is answer each daily question correctly and have the most creative answer to the final question. Send your entries to [bentours@traveldaily.com.au](mailto:bentours@traveldaily.com.au)

**Q17.** In the BENTOURS brochure, what is the name of the expedition that features the *MS Fram* and sails to Svalbard, Greenland and Iceland?

**APT prepares launch**

**APT** says final preparations are taking place for its new Bordeaux river cruising program.

Newly released footage of the *AmaDolce* being loaded onto the cargo vessel ready for relocation from Rotterdam via the North Sea to France for her first Bordeaux river cruise can be viewed online - **CLICK HERE to view.**

**Mauritius webinar**

**AFRICAN** Wildlife Safaris and Beachcomber Hotels, Mauritius will host two webinars on 03 Mar.

Presented by former md of Beachcomber Tours Australia, Rod Eather it will provide tips on how to sell Mauritius to clients.

**CLICK HERE** the 8.30 am (AEDT) presentation and **HERE** for the 9:30am AEDT one.

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## What should I take to a job interview?

[Read our latest inPlace Blog!](#)



### BDM - National Hotel Group

Sydney location

Salary from \$60K +

Rare opportunity to join a National Hotel Group as a BDM looking after the corporate market. This brand offers excellent career advancement opportunities & employee benefits as well as a supportive managerial team. Predominantly focusing on the corporate market you will need to be a strong negotiator with a solid network and knowledge of the Sydney market.

- Excellent benefits
- Centrally located property

Call Ben or [click here](#)

### Retail Travel Consultant - Sydney

South Sydney location

Salary package to \$55K

This award winning Travel Agency has a strong repeat & referral clientele with a highly experienced and well established team. Being a full service agency you will be responsible for the entire sales process both domestic and international itineraries including; flights cruise, accommodation, tours, transfers, attractions and insurance. Min 2 yrs retail experience required.

- Mon to Fri only!
- Service orientated agency

Call Sandra or [click here](#)

### Luxury Australian Specialist

Sydney CBD location

Salary \$55- \$60K + super

Due to expansion, this successful Inbound Travel Agency is seeking an FIT specialist to deal with overseas travel agents from predominantly the USA, Canada & South America & at times the UK & Europe. You will be planning luxury itineraries throughout Australia & will handle the booking from beginning to end. Experience in an FIT role with Tourplan & strong written English skills are required.

- Luxury product
- Opportunity to move depts

Call Cristina or [click here](#)

### BDM Events - Sydney

City North location

Salary from \$75K + super + Inc

This highly awarded iconic Sydney functions venue is looking for a BDM to develop & manage an extensive portfolio of government & corporate accounts. This venue hosts some of Sydney's leading events and conferences across all business sectors in a purpose built site offering exceptional facilities & outstanding views. Solid career progression opportunities available within!

- Exceptional location
- Highly awarded venue

Call Peter or [click here](#)

### Event Manager - Sydney

Inner West location, Salary from \$65K + super

Well respected, high end Events agency seeking a Senior Event Mgr for their busy events calendar. Must have min 3 yrs exp in international & domestic event mgt & exp with conference mgt or incentive programs & Events Pro.

Call Ben or [click here](#)

### Wholesale Consultants - Sydney

Long term contracts, Inner west location

Leading wholesaler with 3 unique brands, are building their business due to growth in demand for their diverse product range. Sell a combination of unique, iconic, exotic & family packages. Min 2 yrs exp Amadeus/ Calypso

Call Cristina or [click here](#)





*Working in partnership with the Australian Travel Industry*

### Reservation Support Consultant

**Brisbane, Competitive Salary, Ref: 2170SZ1**

We are looking for experienced travel consultants that is keen to take a step out of consulting. This is a great opportunity with a reputable tour operator that does off the beaten track tours. Working in a tight knit team, the ideal candidate will be assisting the res department with general requests, admin tasks & any ADHOC duties. This is not a entry level position as attention to detail and understanding of the industry is important. Great office culture and base salary is on offer.

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

### Outbound Sales Team Leader

**Sydney, \$70k + Super, OTE to \$110k Ref: 2160PE1**

This is the opportunity of a lifetime to join one of the worlds leading luxury cruise brands as they expand their presence in the Australian market. My clients are looking for an experienced team leader that is a self starter, knows how to manage people & mentor a team, someone that can coach and train and establish high sales and growth. You must have a strong understanding of sales and the sales process to be successful in this role. Interviews are taking place now for an early March start.

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

### Multi-Skilled Corporate Travel Consultant

**Melbourne, Attractive Salary, Ref: 2178KF1**

Boutique Travel office in the Inner Suburbs of Melbourne are seeing extensive growth within their corporate travel division and are seeking an experienced consultant to jump on board! The suitable candidate will be a multi skilled corporate travel consultant. You will be expected to build complex travel itineraries to both domestic and international destinations. This candidate must have expert knowledge of fares and ticketing along with attitude to provide strong customer service.

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

### Experienced Travel Consultant

**Adelaide, Base + Lucrative Comms, Ref: 2078LM3**

My client is looking for someone with exceptional listening skills, creative mind and ability to bring in repeat clients. This role would be suitable for an experience travel consultant who will bring their own client base. For this role you must have strong knowledge about the travel industry and bring your own clientele as there is minimal walk in inquiries. My client would consider part time or full time consultants to join their experienced team. GDS skills are required. Interviewing now!

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

### Specialist Travel Consultant

**Brisbane, Competitive Salary + Comms, Ref: 1012KH2**

Excellent with your travel sales & Looking for a change? We are looking for an experienced Travel Consultant with a proven sales record and a true passion for travel. The ideal candidate will have a minimum of 2 years travel industry experience, a strong GDS knowledge and have a commitment to providing a level of customer service that is second-to-none. You will be selling a complete package to provide a one stop shop. You will enjoy one of the most rewarding commission packages in the industry!

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

### Travel Consultant

**Newcastle, Competitive + Great Bonuses, Ref: 1648SJ1**

Are you a travel industry professional looking for a fresh challenge? I have a dream travel consultant position based in the stunning Newcastle area. Uncapped earning potential with recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have international and domestic travel industry experience, be a team player and well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

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

### Wholesale Travel Consultant

**Melbourne, Generous Salary + Travel Incentives, Ref: 2157TS3**

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 Tammy on (02) 9113 7272 or click [APPLY](#) now.

### Corporate Travel Consultant

**Perth, OTE \$70k, Ref: 2165LM1**

A fantastic new opening for an experienced corporate consultant selling leisure holiday to corporate accounts! If you are passionate about the travel industry and you are driven by corporate clientele then this role could be your new challenge! This role isn't just another corporate opening this is the chance to work for a company that has a huge reputation in Australia. Further to that this role offers a rewarding environment and the chance to progress your career! GDS experience is required.

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



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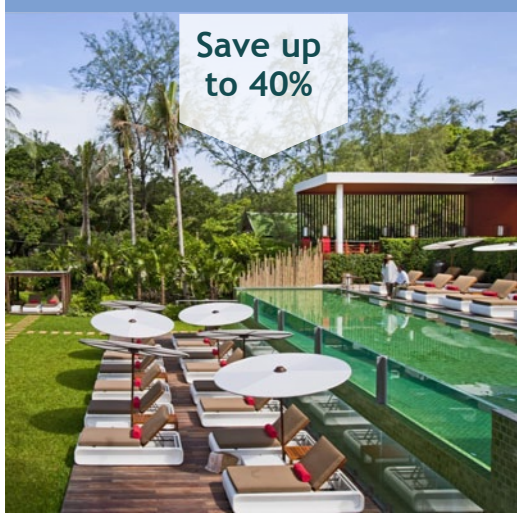
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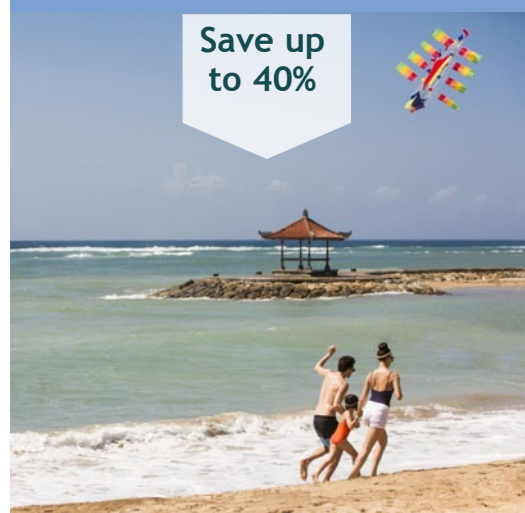
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