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# Travel Daily

First with the news

Thursday 5th May 2016



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## No limo transfers for QR

**QATAR** Airways has no intention of matching its Middle Eastern rivals or Qantas by introducing chauffeur drive services for premium passengers in Australia.

Speaking at the formal launch of QR's new non-stop daily flights to Adelaide yesterday, the airline's ceo Akbar Al Baker told **Travel Daily** in no uncertain terms that limos are totally off the radar.

"You know, we don't believe in providing gimmicks and then offering sub-standard service on board," he said.

"We would rather spend the money in offering better product on the aeroplane than providing limousine service, etc etc."

He said his competitors have a different business plan to Qatar's, adding he would rather not have the associated risks such as an accident or delays in connection with chauffeur drive.

"Our responsibility starts when you come to the plane and ends when you leave the aircraft, but one thing I can always promise you, is that you will receive an experience that is second to none," Al Baker said.

Al Baker confirmed the deployment of QR's A380 aircraft on the Sydney-Doha route had been pushed back from Jun to Sep, as well as announcing A380s for Guangzhou from 01 Jul.

He highlighted the benefits of Doha's Hamad International Airport, which offers a minimum connecting time of just 30 min meaning flights from Adelaide to London take just 23 hrs & 5 mins.

South Australian Tourism Minister Leon Bignell, who attracted controversy earlier in the day by urging people to book on QR in preference to Qantas despite QF's massive support for the SA Tourism Commission, said Qatar and the SATC would undertake joint marketing of Adelaide, with the new service providing 228 new jobs and \$41m in economic benefits.

### Today's issue of TD

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

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## New role for McTighe

**FORMER** Creative Holidays contracting manager Melanie McTighe has been appointed as product manager Indonesia & Philippines at Flight Centre Global Product.

For more industry appointments see **page six**.

## MH adopts Amadeus Altéa

**MALAYSIA** Airlines and Amadeus this morning announced a major deal which will see the airline implement the Amadeus Altéa Passenger Service System.

Described as a "quantum leap forward" for MH, the suite will provide inventory, reservations, passenger self-service check-in, departure control and e-commerce facilities.

Outgoing MH group ceo Christoph Mueller said "we are determined to give Malaysia Airlines the technology platform it needs to provide the world's best services to our customers".

The new technology will see Malaysia Airlines "reinvent itself and be well-equipped to embrace the complex and dynamic conditions in this ever-changing global airline market".

As well as a sophisticated web booking experience, Altéa will mean MH can offer state-of-the-art mobile applications, bundled offers for travellers and a streamlined experience with the airline's codeshare and oneworld alliance partners.

Amadeus executive vice

president airline commercial Asia Pacific, Hazem Hussein, said the move will see Malaysia Airlines join a "strong group of more than 120 forward-thinking airlines that understand the necessity of flexibility and customer centricity that our technology is able to bring to its operations".

**MEANWHILE**, Amadeus has also renewed a global long-term agreement with Expedia, giving the online travel giant access to car, rail, cruise and hotel products via the Amadeus GDS.

The new agreement extends to the Orbitz Worldwide operation recently acquired by Expedia, as well as the Hotwire, Travelocity, Wotif, Expedia Affiliate Network and Egencia brands covered by the previous deal.

Amadeus and Expedia also have another partnership which sees the OTA offer upgrade options for multiple carriers in North America and Europe.

## CATO has the numbers

**THE** Council of Australian Tour Operators has launched its first ever advertising campaign, which seeks to raise awareness among the travel agency community of using Australian based CATO members for client bookings.

CATO has introduced new member registration numbers, which are now incorporated into the CATO logo for each member and have already started to appear on the backs of brochures, email signatures and supplier invoices.

CATO chairman Dennis Bunnik said the advertisements focus on the peace of mind gained from dealing with Australian-based members, urging agents to check whether their suppliers are registered with the organisation.

"It is the on-holiday support that really sets CATO members apart...in this uncertain world it is reassuring to know that help is only ever a local phone call away," Bunnik said.

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## Etihad agent promo

**AGENTS** booking Etihad Airways flights to Europe have a chance to score themselves Business class flights to anywhere on EY's route network as part of an incentive run through Air Tickets.

For further details, see **page nine**.

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Inside Cabin from **\$550\*** pp  
including taxes & Port Charges.  
\* Subject to availability

**CLICK HERE for further details**

## New SQ UK chief

**SINGAPORE** Airlines has named Sheldon Hee as its new general manager for the UK and Ireland, replacing Wilson Yong who has been in the role since 2012.

Hee will report to regional vp Europe Subhas Menon, well known to the local industry as the carrier's former long-time head of South West Pacific.

## Uber OK for SYD

**PASSENGERS** flying into Sydney Airport will now be able to secure an Uber pick-up under new arrangements implemented in the Uber smartphone app.

Passengers will be able to flag an UberX or UberBlack vehicle via a "virtual queue" system at each terminal, and be met by drivers at the free public pick-up zones.

Uber said it was continuing to work with airport authorities on finalising signage and also the potential creation of designated pick-up areas for ride-sharing.

## Air NZ satisfies most

**AIR** New Zealand has taken out the top spot in Roy Morgan's Customer Satisfaction Awards in the International Airline category for the 12 months ending Mar.

The Kiwi carrier came in ahead of Singapore Airlines, Emirates, Qatar Airways & Cathay Pacific in the study.

Qantas was the leading carrier in the Domestic Airline category, leading QantasLink, Virgin Australia, Regional Express and Tigerair Australia.

Virgin Australia triumphed in the Domestic Business Travel field for Customer Satisfaction, beating Qantas and Jetstar.

## Delta adding Prem Y

**DELTA** Air Lines will roll out a new premium economy cabin on long-haul international flights from next year, with the new product to be introduced with the delivery of the carrier's new Airbus A350 aircraft.

## Princess 'Club Class'

**PRINCESS** Cruises has launched a new Club Class "Mini-Suite" stateroom category, with a range of perks including new Club Class Dining - a reserved dining area with expedited seating and expanded menu options.

The elevated category also offers priority embarkation and disembarkation, as well as VIP amenities including the debut of the new Princess Luxury Bed.

Club Class Mini-Suites will debut on select Princess vessels from Dec this year - more details in today's issue of *Cruise Weekly*.

## QTIC slams budget

**THE** Queensland Tourism Industry Council says this week's federal budget should have had a stronger focus on tourism, "a sector that will provide the Australian economy with significant growth and jobs over the next decade".

QTIC ceo Daniel Gschwind said in 2014-15 direct tourism GDP rose 5.3%, significantly above the previous year's 3.3% growth and more than three times the growth of the total economy.

Gschwind highlighted concerns about a lack of detail on funding commitments to tourism related infrastructure, as well as the proposed removal of the tax-free threshold for Working Holiday Visa visitors.

"We will continue the fight to bring about a better outcome of this ill-considered measure," Gschwind said.



## Window Seat

**BRAZIL** is set to receive the new 'happiest place on earth' - but we're not talking about Disneyland.

A group of businessmen have pitched the erection (pun intended) of a sex-themed, adults-only amusement park called Erotikaland.

To be located near Piracicaba, the park will feature erotic sculptures, genitalia-shaped rides, a museum and a snack bar serving foods with an aphrodisiac quality.

A 7D cinema is also on the cards, complete with vibrating seat; along with a nudist pool and "sex playground".

If plans go ahead, Erotikaland will debut in 2018.

## Ride-on carry-on

**THE** creators of the world's first ever motorised carry-on luggage have launched a new website to showcase the concept.

Apparently it's not a joke, with Modobag described as the "carry-on that carries you," (pictured) with a top speed of 12km/h to get you to the gate on time - see [www.modobag.com](http://www.modobag.com).



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## TIME graduates celebrated



**THE** Travel Industry Mentor Experience (TIME) held its graduation ceremony for Program 20 of mentees last week at the PARKROYAL Darling Harbour, Sydney.

Attendees heard from Maureen Dougherty, Boeing president of Australia, New Zealand and the

South Pacific.

The graduation group from Program 20 are **pictured** above and are, from left: Christine Judd, mentor; Nadia Dambrosi, mentee; Adam Szczypka, mentee; Andrew MacFarlane, mentor; Jacqui Timmins, mentor and Elizabeth Hutchison, mentee.

## Airport fast-track

**DETAILS** are still sketchy about a budget measure which could see a user-pays system of expedited arrival clearance for premium passengers introduced.

Announced on Tue night, airport operators would pay the gov't a fee for offering a premium processing service, but the figures did not specify how much revenue the plan will raise.

Immigration Minister Peter Dutton said the "premium traveller facilitation services" had the potential to lift visitation.

The service is likely to launch in the key gateways of Sydney, Melbourne and Perth.

Sydney Airport launched an expressions of interest campaign last year targeting financial service providers wanting to target the airport's increasing number of premium travellers, citing their "extended dwell time and desire to indulge in the finest of luxuries" (**TD** 26 Oct 2015).

## GCT trade website

**GOLD** Coast Tourism has launched its new trade website [www.visitgoldcoast.com/trade](http://www.visitgoldcoast.com/trade) just ahead of the Australian Tourism Exhibition.

The website was created with the goal of assisting trade partners plan the best possible holidays to the Gold Coast.

It features information and resources on trip planning including official visitor guides, maps and brochures, sample itineraries, special offers, news and events, local tips and trade fam information.

## HA HND day slot fight

**HAWAIIAN** Airlines has told the US Department of Transportation it will fight to be granted daytime flight slots on the Honolulu-Tokyo Haneda service after it was awarded night-time authority for its proposed route.

HA said it would "pursue the application with the upmost vigor".

## CONGRATULATIONS TO THE STATE FINALISTS 2016 PEOPLE'S CHOICE: RETAIL TRAVEL AGENCY OF THE YEAR

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Kingscote Travel  
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## 31 injured on EY flight

**ETIHAD** Airways has confirmed 31 passengers & crew onboard a flight from Abu Dhabi to Jakarta were injured after the Airbus A330-200 encountered "severe and unexpected turbulence".

The incident occurred about 45 minutes prior to landing at Soekarno Hatta Int'l Airport.

EY said 22 of those injured on EY474 were treated and released from the airport clinic after being attended to by paramedics while nine other people were taken to a local hospital.

Subsequently, the Gulf carrier cancelled the return flight, EY475, and sent a support team to Jakarta to assist with rebooking passengers on alternative flights or providing accommodation.

## Solomons on Nat Geo

**THE** head of Solomon Islands Visitor Bureau says a travelogue on the country to be broadcast on National Geographic's *World Traveller* program in Australia, New Zealand & Asia this month is a massive coup.

Josefa Tuamoto described the coverage as a "beyond major" opportunity for the Solomon Island's tourism industry.

Filmed in Nov, the dedicated travelogue centres on Honiara, Gizo, Tetepare Conservation Island, Munda and the Ugele Village on Rendova Island.

View the footage [HERE](#).

## Marvel Disney ride?

**THE** Twilight Zone ride at Disney's California Adventure theme park in Anaheim is likely to be repositioned as an attraction centred on Marvel's *Guardians of the Galaxy* franchise.

According to *MiceChat*, the original Twilight Zone backstory will be removed completely and replaced with a show based around the Collector character from the *Guardians* movies.

It's understood the Tower of Terror will close this fall ahead of a full interior and exterior refurb, reopening in May 2017.

Disney is remaining tight-lipped on the rumoured attraction, *MiceChat* reports.

## Scenic SE Asia guide

**A NEW** 16-page South East Asia Cruising booklet focussed on the on board inclusions of *Scenic Spirit* and *Scenic Aura* has been launched by Scenic.

GM sales & marketing Michelle Black said the guide can be used as a tool by agents to decipher which cruise on the Irrawaddy or Mekong best suits their client.

For a limited time, Scenic is also offering a complimentary pre- or post-night's accom at the Park Hyatt in Siem Reap or Saigon and a bonus Vespa tour.

For more details, [CLICK HERE](#).

## 2nd Aloft for Seoul

**STARWOOD** Hotels & Resorts Worldwide has signed a second Aloft-branded property in Seoul.

The newbuild Aloft Seoul Myeongdong is slated to open in Feb in the Jung-gu sub-district and will feature 223 rooms.

## Chimu's Boutique Lima hotel



**CHIMU** Adventures hosted a media lunch at the two-hatted Est. restaurant in Sydney CBD yesterday to launch their latest initiative, a hotel in the Barranco District of Lima in Peru.

The Aussie travel company is investing \$5m into transforming a 1920s mansion into a 17-room boutique hotel, tentatively named Casa Republica and set to be completed by Nov.

Co-founder Greg Carter said to the best of his knowledge Chimu Adventures is the first Australian company to develop a hotel in South America.

"There's a shortage of good hotels in Lima, especially for travellers who want to stay in non-chain properties with modern facilities and a sense of place," Carter said.

Carter described the Barranco District as "the bohemian heart of Lima" with "great restaurants, cafes and galleries".

The property is about 200m from the beach and will feature a rooftop bar, spacious rooms and locally-themed interiors.

In a twist on traditional decision

making, the founders of Chimu used a survey process to include their client base in the decision making process when renovating the hotel.

"We thought we've got thousands of clients we've sent to South America over the years - let's ask them," Carter said.

Top requests included a hotel with a homely feel, oversized beds, luxe linen, multiple power outlets and friendly service.

Rates at the Casa Republica will be priced at approx US\$200-300 per night.

**Pictured** above are Chimu's co-founders Greg Carter and Chad Carey at Est. yesterday.

## STA's latest Gold List

**STAR** Ratings Australia (STA) has released its bi-annual Gold List of Australian Accommodation.

The 'best of the best' listing is based on a combination of traveller's scores of properties from hundreds of websites around the world, ranging from hotels to caravan-holiday parks.

Find out more [HERE](#).

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# LATAM Airlines flaunt new look

**THE** newly branded LATAM Airlines marked its rebrand (**TD** Fri) in Sydney this week, showcasing its new livery and uniforms to VIP trade partners.

Held at Studio in Sydney Tower, LATAM Airlines entertained guests with a South American themed event complete with a Latin jazz trio, Pisco infused cocktails and plenty of traditional fare.

LATAM Airlines Group managing director Asia Pacific Patricio Aylwin said the formalised merger of LAN Airlines and TAM Airlines was a “dream” coupling.

The first commercial aircraft sporting the refreshed livery takes to the skies today, with crew wearing new uniforms created by Brazilian fashion designer Pedro Lourenço.

Thirteen airports serviced by LATAM Airlines including its hub accessed by Australians flying from Sydney with the airline, Santiago, will be adorned in the enhanced corporate ID.

Aylwin said guests in the Oceania region would see the new branding locally before the end of the year.

The process of rebranding the fleet of LAN and TAM aircraft to



LATAM has commenced, with 50+ jets anticipated to be completed this calendar year and the entire fleet by sometime in 2018.

An integrated website, hosted at latam.com will be rolled out soon, enabling customers to seamlessly purchase tickets and more.

**Pictured** above at the event from left are Jacqueline Ramirez, and Francisco Portilla from LATAM Airlines and Stan Scott, head of commercial, Helloworld.

Also getting into the theme of the event **below** are Derek Morris Express Travel Group; Marcela Diaz, marketing manager Asia Pacific, LATAM Airlines and Mohammad Nasiry, Express Travel Group.



## Aircalin Paradise sale

**DISCOUNTED** fares to Noumea are on offer with Aircalin from Australia for travel up until 26 Mar next year as part of the ‘Keep Warm in Paradise Sale’.

Return gross fares (booked in W class) are priced from \$549 ex Sydney & Brisbane and \$599 ex Melbourne, on sale until 29 May.

Surcharge periods may apply.

## Christmas in Austria

**ALBATROSS** Tours has unveiled a seven-night fully escorted Austrian Lakes Christmas Holiday tour departing Munich on 21 Dec, priced from \$3,589ppts.

The itinerary includes Christmas at the first class White Horse Inn on Lake Wolfgangsee overlooking snow covered mountain peaks.

Phone 1300 135 015 for more.

## Rail Plus correction

**AGENTS** have until 30 Jun, not 03 Jun, to take advantage of Rail Plus’ Eurail incentive (**TD** yest) in which the firm is giving away Coles Group Myer Gift Cards.



## 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](mailto:appointments@traveldaily.com.au).

**West Coast Wilderness Railway** in Tasmania has appointed **Andrew Ross** as their new Marketing Manager. Ross has a diverse background in media and marketing and extensive experience working on historic projects in Tasmania.

Two new sales executives have joined **Marine Tourism Management**. **Luke Ingram** will join the team as Sale Executive for New Zealand focusing largely on the Fiji brands, whilst **Madeleine Carse** has taken up the Australian market position driving sales across all of the company’s brands. Both will work closely with the leisure and youth travel sectors.

Industry veteran **Franck Rodriguez** has stepped into the role of General Manager at **Holiday Inn Resort Bali Benoa**. He brings with him more than 18 years of international experience including his most recent position as Director of Operations Group For The Unique Collection Hotels & Resorts managing 27 properties across Thailand and Burma.

**Carlson Wagonlit Travel** has chosen **Wai Mun Wong** for the role of Vice President, Global Supplier Management, Asia Pacific. She is responsible for developing partnerships with suppliers and supervising airline, hotel, car rental and global distribution system agreements in Asia Pacific.

**Paul Fraser** and **Sam Handy** are joining **CBRE Hotels**. Fraser will lead the company’s agency business in Queensland, overseeing the sale of pub and accom assets while Handy has taken on a Director role in the NSW team focusing on the disposal of pub assets.

**Paul K. Richardson** has been selected as Executive Vice President and Chief Operating Officer for **Outrigger Enterprises Group**’s global operations. Based in Hawaii, Richardson will be a key member of Outrigger’s executive team. He comes to the role from AccorHotels based in Shanghai as chief operating officer Greater China.

## AC/Avianca codeshare

**AIR** Canada and Avianca Brazil have implemented stage one of a codeshare agreement which sees the AC code added to the Latin American carrier’s flights.

The alliance includes flights to and from Brasilia, Curitiba, Porto Alegre, Recife, Rio de Janeiro (GIG), Florianopolis, Salvador and Sao Paulo (GRU).

Codeshare flights are on sale now for travel beginning 09 May.

## Four Seasons Jakarta

**RESERVATIONS** are now open for the all new Four Seasons Hotel Jakarta set to welcome guests from 20 Jun.

The property is the centrepiece of a mixed-use development in Capital Place and features 125 rooms and suites.

## WYSTC ‘16 earlybirds

**REGISTRATIONS** have opened for the 25th World Youth and Student Travel Conference being held in Belgrade, Serbia, running from 20-23 Sep.

A limited number of earlybird tickets are available, representing a saving of €600 - register **HERE**.

## EK enters new region

**EMIRATES** this week expanded its reach into new markets, commencing flights from Dubai to Yinchuan (INC) and Zhengzhou (CGO) in Midwest China.

The tag-on service operates four times weekly using Boeing 777-200LR aircraft.

INC and CGO boost EK’s China mainland destinations to five, joining existing hubs of Beijing, Shanghai and Guangzhou.



## Qatar Airways celebrates ADL



**THIS** week Adelaide has been all about Qatar Airways, with the carrier commencing its new daily non-stop flights to Doha on Tue.

There have been QR promotions on Hindley Mall, TV coverage from on board the new Airbus A350-900 aircraft and a major media conference yesterday, prior to a lavish gala dinner at the InterContinental hotel last night.

Prior to the festivities, **Travel Daily** took part in a launch event which involved dinner in the Business class cabin of the brand new aircraft, with a full photo album showing the innovative features of the seat now available at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

QR ceo His Excellency Akbar Al Baker was in fine form yesterday, telling guests Adelaide was the airline's sixth new destination this year, and while he would have preferred to start Adelaide

flights earlier, aircraft delivery delays had led to the May debut.

"But it's good to wait to get the world's best," he enthused.

The gala dinner saw many of Qatar Airways' industry partners in attendance, with lots of ticket giveaways and a surprise performance from Aussie songstress Kate Ceberano.

**Pictured** above at the media conference welcoming the flights are, from left: Adelaide Airport managing director Mark Young; SA tourism minister Leon Bignell; Qatar Airways group ceo Akbar Al Baker; Marwan Koleilat, QR SVP South East Asia and South West Pacific and Qatar Airways country manager Australasia, Adam Radwanski.



**ABOVE:** Daniel James from Express Travel Group with Max Najar, Axis Travel.



**ABOVE:** CATO chairman Dennis Bunnik, Bunnik Tours with Helen Neale of Freeway Travel.

**RIGHT:** Kate Ceberano entertains the Adelaide crowd.



## QF not so QIC

**THE** Qantas Industry Centre has advised that it is currently experiencing higher than normal call volumes in regards to flight schedule changes.

According to an update on the QF agent site, a new schedule change policy will roll out from today which will assist with agents self-servicing the changes.

For clients with imminent travel, consultants are still advised to contact QIC and are thanked in advance for their patience with the extended wait times.

A new dedicated travel agent number is available for queries regarding Qantas reservations on 1300 655 234.

## Darwin TA briefing

**TOURISM** Australia will host an industry briefing at SKYCITY in Darwin on Thu 09 Jun, giving an update on activity, market insights and more.

The two hour session kicks off at 3.30pm - for more info and to register **CLICK HERE**.

Thursday 5th May 2016

## Malindo increases

**MALINDO** Air has this month boosted capacity on several domestic and international routes out of Kuala Lumpur.

The changes see flights to Dhaka boosted to 12 per week, Kuching lifting to three daily and Kota Kinabalu up to four daily.

## Booking messages

**BOOKING.COM** has released a new Booking Messages interface, a chat-inspired communications platform that enables customers to chat with accommodation providers the moment a reservation has been made.

Available on desktops, mobile, tablet and in app form, Booking Messages centralises all communication with a property in one location.

## General Manager

QT Travel (owned by Teachers Mutual Bank Limited)

QT Travel is a well-established member and multi market Travel agency group, wholly owned by Teachers Mutual Bank Limited. With existing Sydney and Perth based agencies, Diploma Travel and Tertiary Travel provides exceptional leisure and corporate travel services to our existing members and also operates as an independent retail and corporate travel management company. We wish to appoint a General Manager to lead and drive our next stage of growth, the creation of a new exciting brand and innovation of our business in Australia from either our Sydney or Perth offices.

You will have a proven track record having established strong industry experience, a superb reputation for delivering what you promise and building and nurturing a successful multi location and multi market travel agency group.

You will already be in a leadership role or demonstrate the desire to step up to that level and be able to market, communicate and execute our unique position and strategy in the Australian marketplace. You will also have an established background in both the retail leisure and corporate travel markets, with a strong focus on digital services and innovative travel service delivery and sales.

In return we offer you the chance to be empowered to take QT Travel in Australia to the next level and build a unique and innovative travel agency brand in the country.

If you have the drive and ambition to realise your potential in this unique role, we would love to hear from you.

### To be successful in this role you will have:

- More than 5 years' previous experience in the Travel Industry
- Demonstrated successful leadership roles within the Travel Industry
- Corporate and Leisure retail travel management experience, in Marketing, Sales or Operations.
- Well rounded knowledge in leading travel technologies and online booking solutions
- Strong experience in digital marketing methods and strategies
- Excellent written and spoken communications skills
- Strong business acumen
- Police Check will be required
- Current Australian Driver's License

**Applications can be sent via email to [jobs@tmbank.com.au](mailto:jobs@tmbank.com.au)**



Thursday 5th May 2016

## Chad SOE extended

DFAT is warning that the Government of Chad has extended a state of emergency in the Lake Chad region until Oct.

The level of advice has not changed and DFAT continues to urge Australians not to travel to Chad overall.

## Grand Mercure Mysuru

ACCORHOTELS together with the Brigade Group have opened the Grand Mercure Mysuru in Southern India.

The 146-room hotel has four restaurants, a bar, deli plus a gym, spa, pool & conference space.

## Busabout May sales

BUSABOUT is offering several May specials including 10% off all Hop-On Hop-Off passes and 50% off all festival bookings sold with these tickets.

More deals include 20% off selected Asia trips such as the Vietnam Adventure from \$1,569pp and Thai Island Flexi Hopper East from \$569pp plus 15% off all other Asia trips.

Savings are available on new bookings made & paid by 31 May. Use the promo-codes 'FOMO' or 'ESCAPE TO ASIA' when booking.

## Roam adds China

REFERRAL website Roam Resorts & Hotels has entered the Chinese market securing a deal with Jianguo Hotel in Guangzhou.

Roam will promote the hotel through marketing campaigns & on social media @roamresorts.

## Danish delights for MICE team



ROYAL palaces, medieval alleyways, chic micro-breweries and some of the world's most innovative cuisine were all on the menu recently when a select group of Australian meeting planners explored Copenhagen as guests of Tourism Portfolio and DMC Nordic.

As part of the four-day tour of one of Europe's most stylish cities, the group immersed itself in the celebrated 'Nordic cuisine', sampling Danish food in market stalls and experiencing some of the country's top restaurants.

The itinerary also included a walking tour that brought

to life Copenhagen's 800-year history, an adrenaline-fueled inflatable boat ride around the Øresund bridge linking Denmark and Sweden & a bicycle tour of famous landmarks like the Little Mermaid and the royal winter residence of Amalienborg Palace.

With the Australian MICE market showing strong interest in the Scandinavian and Baltic regions, DMC Nordic appointed Sydney-based Tourism Portfolio for Australian sales & marketing.

Tourism Portfolio md Donna Kessler said the recent tour - which took place prior to this year's IMEX show in Frankfurt - provided Australian meeting planners with just a small taste of what Scandinavia and the Baltic regions have to offer.

Pictured is the group of MICE experts enjoying a rickshaw tour.

## Swissotel Patong

SWISSÔTEL Hotels & Resorts has taken on management of a second property in Phuket.

DusitD2 Phuket Resort in Patong will start operation as Swissôtel Phuket Patong Beach from Jun.

The 390-room hotel has four restaurants and bars, pool, health and kids club and three meeting rooms plus a rooftop ballroom which is under construction.

## Gulf Air Europcar pact

GULF Air has forged a new partnership between Europcar and their FalconFlyer Loyalty Programme which will see Gulf Air FalconFlyer members earning loyalty program miles on every Europcar rental.

## Russian rail sales soar

BEYOND Travel has seen a boom in Aussie bookings this year for the Trans-Siberian rail line through Russia, according to the company's gm Bryce Crampton.

He said the spike could be partly attributed to prominent coverage of the journey in mainstream press due to the 100th anniversary of the opening of the line.

Earlybird specials are available for the 2017 trips on the Czars Gold service with savings of \$750 per couple until 15 Jun.



WIN A TRIP  
TO NEW  
CALEDONIA

This month Travel Daily, New Caledonia Tourism and Aircalin are giving agents the chance to win a trip to New Caledonia. The prize includes:

- Two return economy class flights on Aircalin
- 5 nights at Ramada Hotel & Suites Noumea staying in a one bedroom apartment
- Daily breakfast
- One week unlimited golf for two at the Exclusiv Gold de Deva + Garden Gold de Dumbea
- Return airport transfers

To win, answer every daily question correctly and have the most creative answer to the final question.

Send your entries to [newcalcomp@traveldaily.com.au](mailto:newcalcomp@traveldaily.com.au)



Q4. What is the flying time from Sydney to Noumea?

[CLICK HERE for a hint](#)

[Terms and conditions](#)

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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# Sell Etihad Airways to Europe for your chance to win!



Thanks to Etihad Airways and Air Tickets, we're giving you the chance to win Business Class tickets for you and a friend to anywhere on the Etihad Airways network. There are 4 sets of tickets up for grabs:

- ▶ 2 Business Class tickets from NSW/ACT
- ▶ 2 Business Class tickets from VIC/TAS
- ▶ 2 Business Class tickets from QLD/NT
- ▶ 2 Business Class tickets from WA/SA
- ▶ \$1000 Abu Dhabi stopover voucher from VIVA! Holidays for each winner

## Incentive period:

Valid for tickets issued between 18 April - 15 May 2016

Valid for travel between 18 April - 10 December 2016

## Terms and conditions:

Incentive period 18 April – 15 May 2016. Only European destinations qualify. Major Prize: Two Business Class tickets anywhere on the EY network, Plus a \$1,000 VIVA! holidays voucher to be used for an Abu Dhabi stopover awarded to (1) agent per state with the highest EY growth over the promotion period, based on a minimum of \$15,000 EY sales revenue. Growth is based on the same period as last year. If required, flights to/from SYD/MEL/PER/BNE will be at the winners' expense. Taxes are not included. States grouped as NSW/ACT, QLD, VIC/TAS/SA and WA/NT. Stop over in Abu Dhabi must include Ferrari World, Innovation centre and Sheikh Zayed Grand Mosque. All winners will be based on Etihad Airways (EY) sales during the Incentive Period. Valid for new bookings made and ticketed on Etihad Airways ex Australia to Europe only, excludes BEY, includes all classes except T & E. Infant, canceled or refunded tickets do not qualify. Valid for tickets issued through AirTickets only. Sales will be automatically tracked and winners will be notified within 60 days after the Incentive Period expires. Prizes are non-refundable and cannot be redeemed for cash. The winners in each agency are responsible for arranging comprehensive travel insurance. The winners must be full-time international selling employees of the agency at the time of travel. Any FBT implications are the responsibility of the winning agency. Helloworld LTD and Etihad Airways reserve the right to cancel or alter the conditions of this incentive at any time. This incentive is open to members of helloworld branded, helloworld associate, helloworld affiliate, My Travel Group network and air tickets.



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**\*\*JOB OF THE WEEK - NEW ROLE \*\***

**CLIENT RELATIONSHIP MANAGER – BOUTIQUE  
SYDNEY- EXECUTIVE SALARY PACKAGE**

As a Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. A strong understanding of GDS will be beneficial, apply today.

**BRAND NEW OPPORTUNITY!**

**GROUP DIRECTOR OF SALES  
GOLD COAST – EXECUTIVE PKG + BONUSES**

Come & join this industry leader as their Group Director of Sales. You will lead & manage a team of sales professionals, developing & implementing sales strategies across the group, manage multiple segments & drive revenue targets to reach company goals. Exceptional leadership skills a must along with experience in a similar role & be able to manage motivate and drive a team to success. An executive pkg. on offer including strong base + bonuses + benefits.

**CRUNCH THE NUMBERS!**

**AREA REVENUE MANAGER  
CHRISTCHURCH – SALARY PKG UP TO \$85K**

Take your career to the next level and join this industry leader as an Area Revenue Manager in Melbourne or the Gold Coast. Work closely with GM's, Sales & Marketing teams to implement revenue management processes, forecasting, channel management, budgeting, competitor analysis & management reporting to achieve revenue goals. Great salary + bonuses on offer. Prev. experience in a similar role overseeing multiple properties a must.

**MANAGE AND GROW**

**SALES MANAGER  
BRISBANE – SALARY PKG UP TO \$84K**

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

**IS NEW ZEALAND CALLING?**

**COMMERCIAL MANAGER NZ AND PACIFIC REGION  
AUCKLAND – STRONG SALARY NZD + INCENTIVES**

This successful global travel company is looking for a successful Commercial Manager to join their team. You will be responsible for leading the NZ business and team with 8 direct reports, executing sales strategies to grow & maximise revenue. You will be well networked in the New Zealand travel market, have led teams with a proven track record in sales and account management, based in Auckland a high remuneration package is on offer.

**BE THE FACE OF THIS DYNAMIC NEW PRODUCT**

**MICE BDM – LEADING NEW HOTEL GROUP  
SYDNEY – SALARY PACKAGE \$100K+**

Are you well connected in the MICE industry? Tired of selling the same boring hotel product? Here is your chance to be the face of Australia's newest and most dynamic conference and event space. Aimed at the "Whose Who" of premium clientele, this is a rare opportunity to represent a brand new fresh product to the MICE market. If you have a proven track record in MICE sales, this is the role for you. Don't delay as this **HOT NEW** role won't last long!

**LUXURY LEISURE YOUR FORTE?**

**RETAIL MANAGER / SUPERVISOR  
MELBOURNE – SALARY PACKAGE TO \$80K + INCENTIVES**

National Travel Company is seeking a leisure travel supervisor to join their successful office in Melbourne's city centre. Working in a small, yet dynamic team, you will be responsible for servicing high end clientele with luxury leisure travel requests whilst attending to management duties. A minimum 5 years international luxury consulting experience required, together with strong leadership skills. Monday to Friday business hours only.

**MAKE YOUR MARK**

**CORPORATE BUSINESS DEVELOPMENT MANAGER  
MELBOURNE & PERTH – SALARY OTE \$100K TO \$200K**  
An amazing opportunity exists to join this dynamic travel management company as a BDM. You will be responsible for developing a pipeline & building relationships to acquire new large market business along with implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills req'd.

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where you connect

A close-up photograph of a baby lying down, wearing a white chef's hat and a white long-sleeved shirt. The baby is smiling and has their hands clasped under their chin. A silver spoon is resting on the surface in front of them.

hotel & hospitality jobs

A photograph of a baby dressed as a pilot, wearing a dark blue suit, a white shirt, and a brown leather aviator helmet with goggles. The baby is sitting in a cardboard airplane and has their arms outstretched.

tmc/corporate jobs

view jobs

job alerts

post a job

A photograph of a baby sitting in a white high chair, holding a cardboard airplane. The baby is smiling and looking towards the camera. The background is a blurred indoor setting.

airline jobs

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