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First with the news

Thursday 9th February 2017

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## Govt urges ACCC rethink

THE Australian Government has stepped up the fight to approve the proposed Charter Alliance by Virgin Australia Regional Airlines (VARA) and Alliance Airlines, telling the ACCC that competition will remain strong in WA, even if the partnership reduces the number of players in the space.

Responding to the watchdog's draft determination to turn down the planned air charter venture, the Department reiterated its stance (TD 30 Sep) that the pact would not have a "significant anti-competitive impact".

On Tue, the Department's gm of Aviation Industry Policy Ann Redmond told the Australian Competition & Consumer Comm it believed there would be

continued competitive pressure from the likes of Qantas and Cobham, which would be a "substantial deterrent" to VARA and Alliance jacking up airfares.

Further, Redmond highlighted the ACCC's draft determination "understates the competitive tension of Regional Express.

"While REX presently operates only more limited services in Western Australia with relatively smaller aircraft, the airline is well placed to enter the corporate charter market in that state if there was a decline in competition," Redmond added.

REX has previously flagged its plans to further expand in WA wherever commercially viable.

Redmond further noted that failure to approve the Charter Alliance Agreement could result in the applicants pulling out of the corporate charter market in favour of tourist routes.

### Mandarin Honolulu

MANDARIN Oriental will mark its return to Hawaii in 2020, with plans to open a brand new 125-room property in the Ala Moana district in Honolulu, adjacent to the Hawaii Convention Center.

The luxury hotel group was last present in 2006, operating The Kahala Hotel & Resort.

**Today's issue of TD**

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

- AA Appointments jobs



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## Queensbridge nod

**CROWN** Resorts new 388-room, six-star luxury hotel Queensbridge Hotel Tower in Melbourne's Southbank (**TD** 12 Dec 14) has received conditional planning approval from the Victoria Govt.

The project, which also includes 700 apartments, will feature a rooftop restaurant and lounge.

As part of the proposal, Crown & joint venture partner Schiavello Group have agreed to invest up to \$100 million in "significant tourism and public realm amenities" to benefit the Southbank Precinct.

Crown currently operates three hotels "at nearly full capacity" at the site, saying Queensbridge Tower will enable it to meet future tourist accommodation demands by boosting its bedbank to over 2,000 rooms and suites.

## 'Wuniversity' unveiled

**THE** first 30 agents to complete Wendy Wu Tours' brand new online training program and to have made five bookings between 01 Jan-31 Mar have the chance to experience the Great Wall of China and Terracotta Warriors.

Consisting of 10 courses and modules covering Wendy Wu Tours' product range and revamped content, collateral and videos, 'Wuniversity' "aims to support agents through the sales process", the company said.

GM Andrew Mullholland said Wuniversity will help agents sell Asia more confidently - see **HERE**.

## Gurner inks Peppers deal

**MANTRA** Group has struck a deal with developer Gurner to place its Peppers brand on the \$600m 'FV' project underway in Brisbane's Fortitude Valley.

Peppers has purchased management rights for 970 apartments in the development's three towers, plus portions of the 4,000m<sup>2</sup> commercial space and leisure facilities.

The managed apartments and associated facilities will be known as 'FV by Peppers' in a deal that gives Mantra its largest property in Australia and its second largest globally, topped only by the

1,176-room Ala Moana Hotel in Honolulu, Hawaii.

The project's first two towers, known as Flatiron and Valley House, are due for completion in the third quarter of this year, with a third tower due in 2019.

Mantra Group ceo Bob East said the move heralded the debut of the Peppers brand in Brisbane.

"This acquisition is in line with Mantra Group's strategy to selectively grow its permanent rental business in favourable locations, following the successful acquisition of Mantra Residences @ Southport Central last year," East said.

## Rock 'round the world

**CONTIKI** has revealed the destination for its annual Rock Around the World travel agent incentive as NOS Primavera Sound in Porto, Portugal.

Celebrating its 20th anniversary in 2017, participants on Rock Around the World will experience the best of Spain and Portugal over 12 days, starting 03 Jun.

Bon Iver, Aphex Twins and Justice will headline NOS Primavera Sound, with the 17 top sellers of Contiki holidays between now and 31 Mar earning a place and named by 15 Apr.

Two additional wildcard entries will also be announced on 03 Mar (based on sales from 30 Jan to 28 Feb) and on 03 Apr (based on sales between 01-31 Mar).

See [contiki.com/agents](http://contiki.com/agents).

"FV presents us with an excellent opportunity to secure a presence of scale and quality in a prominent location and grow our permanent rental business, with potential short-term accommodation opportunities also foreseeable."

## Chimu Antarctica

**CHIMU** Adventures has rolled out its Antarctic brochure for 2017/18, featuring the option to experience the frozen continent on a day trip, via a 12.5hr flight from Sydney, Melbourne or Perth.

New trips include the 18-day Shackleton's Antarctica, 11-day Frozen Frontier and 26-day In the Wake of Mawson.

For guests who want to venture inland there are also new Interior Antarctic Experiences.

See [chimoadventures.com](http://chimoadventures.com).

## Jetstar adds SYD/PPP

**NEW** thrice weekly services linking Sydney and the Whitsunday Coast (Proserpine) in Queensland will be launched by Jetstar from 04 Apr, according to GDS displays.

Flights will operate using A320s on Tue, Thu and Sat.

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## Etihad's sustained growth in '16

ETIHAD Airways achieved passenger growth of 6% last year, carrying 18.5 million people despite operating in "a very tough business environment".

The airline yesterday reported it had experienced another year

of strong growth in 2016, helped by new aircraft, extra frequencies and new products.

Etihad operated more than 109,000 scheduled passenger and cargo flights last year, covering 112 destinations.

Its capacity grew by 9%, revenue passenger kilometres (RPK) rose by 8%, and average load factor held steady at 79%.

"2016 saw sustained growth in a very tough business environment," said Etihad president and ceo James Hogan.

"This is where Etihad Airways' superior products and services show their true value."

### France rebounds

**OVERNIGHT** stays in France by foreign visitors nudged upwards over the last three months of 2016, bucking the trend of decline over two prior quarters, French Govt statistics show.

The 2.9% increase in tourist nights in metropolitan France was viewed as a "bounce back" by France's INSEE.

"This strong rebound more than offset the sharp decline (-1.8%) recorded one year earlier linked to the impact of the terrorist attacks," the government said.

Four- and five-star hotels saw a 5.3% improvement in overseas guests in Q4 2016 compared to the year prior.

"Tourists shied away from the other accommodation, especially holiday villages," INSEE said.

## Island Air joins BSP

**BUDGET** Hawaiian carrier Island Air has joined Australia's Billing Settlement Plan (BSP) in a move to make it simpler for agents to book flights with the airline.

As part of BSP, travel agents who sell Island Air Tickets will submit sales reports & payments electronically through the system.

"Being part of Australia's BSP will greatly enhance the way we interact with travel agents by streamlining the ticketing process and consolidating billing reports and payments, while also allowing us to work with more agents in Australia," Island Air ceo & president David Uchiyama said.

Currently, Island Air operates 280 flights each week between the Hawaiian islands of Oahu, Maui, Kauai and Hawaii using 78-seat Q400 and 64-seat ATR-72 turboprop aircraft.

That number is set to ramp up to 476 by the beginning of May with the addition of another Q400 to its fleet (**TD Mon**).



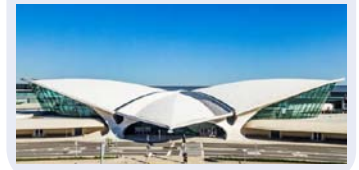
## Window Seat

**THE** abandoned TWA terminal at John F Kennedy Airport in New York is being repurposed as a funky new hotel.

The much-loved terminal (**pictured** below) which closed when the airline folded over 15 years ago, will retain its original design, but be totally transformed on the inside.

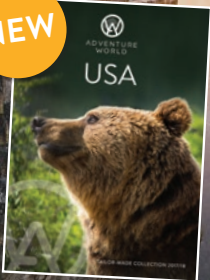
The 505-key hotel will be connected to Terminal 5 by a pair of tunnels and will feature an observation deck for watching take-offs and landings.

It will also house eight restaurants and bars and is scheduled to open next year.



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## WA goes on show in the east



**TOURISM WA** recently hosted more than 160 travel agents during its latest roadshow visiting Sydney and Melbourne.

The events were backed by Sunlover Holidays and Qantas Holidays and allowed a program of dedicated WA training to support the current Australia On Sale campaign.

Supporting suppliers included Segway WA, APT, Choice Hotels,

TFE Hotels, Quest Apartment Hotels, Good Earth Hotels, Kimberley Outback Tours, Kimberley Wild Expeditions and Pan Pacific Hotels.

The roadshow also provided a chance to promote the upcoming Global Stars reward program to be held at Crown Perth in Aug.

**Pictured** above are the lucky prize winners who joined Tourism WA's roadshows.

Follow in your favourite literary characters' footsteps in the February issue of *travelBulletin*.

**CLICK HERE** to read **travelBulletin**



Anne of Green Gables' house

### Canterbury opening

**NEW** Zealand's Canterbury region has added a new luxury alpine retreat to its attractions with the opening of Montrose Estate on the Rakaia River.

The property includes three self-contained homes on 260 hectares in a private valley, next to a spring-fed lake and with 2km of Rakaia river frontage.

It can host up to 20 people, is an hour from Christchurch and close to the Mt Hutt ski fields.

### SAA suspends Abuja

**SOUTH** African Airways has joined other airlines in axing flights to the Nigerian capital of Abuja during six weeks' work on airport runways, starting 08 Mar.

Carriers including British Airways, KLM, Air France and Lufthansa have rejected an alternative airport offered by the Nigerian gov't in a region known for crime and kidnappings.

### Pandora opening

**DISNEY'S** Animal Kingdom at Walt Disney World in Florida is preparing to opening its newest attraction, Pandora - The World of Avatar.

The five-hectare addition has been inspired by the hit movie *Avatar* by James Cameron and will debut on 27 May, Disney ceo Bob Iger announced yesterday.

Highlights will include the Avatar Flight of Passage, a high-tech adventure offering a "flight" through jungles, floating mountains and over oceans.

A family friendly Na'vi River Journey will take guests down a sacred river hidden within a glowing rainforest.

Visitors will also be able to dine at Satu'li Canteen, drink at Pongu Pongu or shop for Na'vi cultural items, toys and science kits.

The expansion will extend Disney's Animal Kingdom from a day attraction into a night-time theme park.

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## DMS Connected

**DMS** Destination Marketing Services will take an expanded DMS Connect roadshow to Sydney, Melbourne and Auckland next month, showcasing its partners from around the world.

The events will allow PCOs, incentive planners and high-end leisure agents to boost their product knowledge and join networking opportunities.

Partners include Dragonfly Africa, Hosts Hawaii, Fourth Dimension Italy, Pacific World, Shackman Associates New York, Spectra, and more.

For dates and to request an invitation, [CLICK HERE](#).

## UTC Thai resort reps

**THAI** resort The Library has appointed The Unique Tourism Collection as its Australian representative outlet.

A member of Design Hotels, The Library is positioned on Koh Samui's Chaweng Beach and features 26 'Exotic Suites', 'Smart Studios' and the ultra-luxurious unit called 'The Bookmark'.



The property also has a unique 'Red Pool' (pictured above) which has mosaic tiles of orange, yellow and deep red.

## Tourico, Hotelbeds JV

**TOURICO** Holidays has joined forces with HotelBeds Group.

Under the joint venture, the deal will enable Hotel Beds to enhance its footprint, especially in Tourico Holiday's home market of North America.

"For the time being, both businesses will continue as usual, focusing on our top priority: providing the best possible service to our hotel partners and clients," said Joan Vila, executive chairman of Hotel Beds group.

The transaction is subject to regulatory & anti-trust approvals.

## KrisFlyer make-a-wish

**MEMBERS** of Singapore Airlines' loyalty program will now be able to donate miles to charity, following a deal struck between Kris Flyer and Make-A-Wish.

The points will go towards supporting wishes of Make-A-Wish Singapore beneficiaries that involve overseas travel.

## Oscar experience

**FOUR** Seasons Hotel Los Angeles will host exclusive screenings of Oscar nominated films leading up to the Academy Awards from 15 - 25 Feb.

The new cinematic package includes a three-course dinner in the hotel's private screening room, as well as access to refreshments from the hotel's champagne and snack bar.

Movies to be shown include Arrival (15 Feb), Lion (16 Feb), Moonlight (17 Feb), La La Land (18 Feb), Fences (19 Feb), Hell or High Water (20 Feb), Hawkshaw Ridge (21 Feb) and Manchester by the Sea (22 Feb).

## TA md explore AAT Kings' HQ



## SA culinary itinerary

**SOUTH** Australia's local produce will be on show to 26 media and influencers who chair the voting panel for the prestigious World's 50 Best Restaurants awards.

The group, many of whom are considered influential food journos, will visit the state from 06-08 Apr supported by Tourism Australia and the South Australian Tourism Commission.

On the two-day agenda are vineyards in the Adelaide Hills and Barossa Valley, meetings with local producers and SA chefs and the official Academy Dinner at Hentley Farm on 07 Apr.

Tourism Australia's md John O'Sullivan said the itinerary will further highlight "Australia's incredible restaurant, food and wine scene to some of the world's most influential identities."

The event is being held in conjunction with The World's 50 Best Restaurants, taking place in Melbourne on 05 Apr, where more than 200 guests will attend.

The Academy Chair trip to South Australia wounds out the official event program.

**THE** Travel Corporation's global ceo and president Brett Tollman took the opportunity this week to invite Tourism Australia boss John O'Sullivan on a tour of the recently opened headquarters of AAT Kings in Alexandria.

Since Jul, the office has been home to dozens of staff that make up the AAT Kings team.

**Pictured** from left are Dave Hosking, director The Travel Corp Australia; John O'Sullivan, md of Tourism Australia; Brett Tollman, global ceo and president, The Travel Corporation; Hans Belle, managing director, AAT Kings and John Veitch, ceo Australia, The Travel Corporation.

## Skyward bonuses

**EMIRATES'** loyalty program Skywards is offering bonus miles when booking travel to Europe departing between now and 15 Jun (excluding 30 Mar-10 Apr).

An additional 10,000 Miles can be earned on Economy class fares and 15,000 on First or Business class tickets.

The 'Europe Bonus Miles Offer' runs until 31 Mar.



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## Reservations and Ticketing consultant

VN Holidays is a specialty wholesaler of Vietnam Airlines with over 25 years of experience. We are looking for an experienced reservation and ticketing consultant to join our dynamic team. The primary responsibilities of the role include managing group tours, reservations and ticketing. The successful candidate will have a minimum of 1 year work experience in the travel industry including reservations and ticketing knowledge. It will be advantageous to be a strong communicator in Chinese and Vietnamese and have experience with Amadeus or Sabre.

Applications close Friday 17th February 2017.

**Please send your Cover Letter and Resume to [vincentle@vnolidays.com.au](mailto:vincentle@vnolidays.com.au)**

## 25% off Windsor Melb

THE Windsor Melbourne is offering 25% off all rooms until midnight tonight, subject to availability and some blackout dates apply; **CLICK HERE** to book.

## BA conjures an English garden



**BRITISH** Airways last night created an English garden party for its travel industry partners, celebrating all things British in Sydney's Royal Botanic Gardens.

With a touch of gin and a showcase of food by Australian-based British chef Nelly Robinson, the airline used the occasion to highlight upcoming initiatives including orders for 42 Boeing 787 aircraft and planned routes to destinations including Santiago and New Orleans.

BA regional commercial manager for the south-west Pacific Nicole Backo said short lead-time bookings had increased in the Australian market as travellers sought to capitalise on the current UK exchange rate.

"The UK is more affordable than ever and London's attractions are now 20% cheaper than they've

been in the past," she said.

The airline was preparing for a busy year of trade initiatives in the Australian market, she said, including a series of travel agent famils and several competitions.

**Pictured**, from left, are BA's Commercial Manager Australia, Karen Harrison with Spencer Group director Penny Spencer and Nicole Backo.

## Niccolo Hotel HKG

**MARCO** Polo Hotels is launching its new luxury brand Niccolo in Hong Kong with 336-room hotel.

The historic Murray Building in Hong Kong's Central district is set to be transformed into the company's new flagship hotel The Murray, a Niccolo Hotel, Hong Kong once it reopens on Cotton Tree Drive in Oct.

## Cheapflights study

**A WHOPPING** 80% of Aussies are looking to travel to long haul destinations including China, India and the US.

In the last six months alone 82% of Australians searching for flights selected destinations more than six hours away, compared to the smaller 18% who searched for short haul flights.

Regional sales manager at Cheapflights ANZ Nathan Graham said it was now easier for Aussies to explore the world with new airlines entering the market with "aggressive pricing strategies aimed at gaining quick markeshare, forcing the opposition to also adjust their fares to compete".

## VA/DL double miles

**DELTA** Air Lines and its partner Virgin Australia are offering double miles between Sydney, Brisbane, Melbourne and Los Angeles when you enroll, book and fly through until 31 May.

## GF expands Sabre pact

**GULF** Air (GF) has inked a new agreement with Sabre to provide an expanded portfolio of passenger technology services including reservations and departure controls.

Under the new agreement, Sabre will continue to provide the airline with access to systems such as passenger re-accommodation, mobile concierge services, ancillary inventory and real time revenue integrity software.

## Trek in Latin America

**TREKAMERICA** is going South in 2017, introducing new small group tours traversing Ecuador, Peru, Bolivia, Chile, Uruguay, Argentina and Brazil.

The new South America itineraries range from 12 to 49 days and include a 14-day Northern Peru and Ecuador tour from \$1,349, a Lima to Santiago journey from \$3,939 and a 49-day Southern Cross departure.

To book or for further information on the offerings see [www.trekamerica.com](http://www.trekamerica.com).

## TAT outdoor promo

**THE** Tourism Authority of Thailand Sydney Office has kicked off an outdoor advertising campaign on Sydney's Light Rail (**pictured** below).

The drive which started at the end of Jan and runs for two months and invites Sydneysiders to 'Discover Amazing Stories in Amazing Thailand'.



The advert also encourages commuters to participate in a competition to win a trip to Thailand via the Hug Thailand Facebook page where they can learn more about the destination by watching the recently produced 'Unique Thai Local Experiences' video.

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## Oaks Oasis kids treat

**OAKS** Oasis Resort, Sunshine Coast has introduced an all new Kids Eat Free promotion.

Families will enjoy two nights' accom in an Executive Family Room from \$318 including daily breakfast for parents and a complimentary kids' meal at Reflections Restaurant & Bar.

The deal is on sale and valid for travel until 31 Mar.

[CLICK HERE](#) for further details.

## Golf cruise last places

**LIMITED** spaces are still available on board the Jul 2018 Golf River Cruise.

The week-long voyage allows travellers to combine their love of golfing with a European adventure which includes explorations of Germany, Austria and Hungary.

Agents who book clients on board the 2017 Golf River Cruise are eligible to claim 10% in commission on all cabin types.

For more information or to book [CLICK HERE](#).

## IATA Europe policies

A **NEWLY** released agenda calling for a safer and more sustainable European aviation industry has been outlined by the International Air Transport Association (IATA).

Four areas for improvement have been highlighted by IATA's director general and ceo Alexandre de Juniac: regulating smartly, reducing costs, reinforcing security and removing infrastructure bottlenecks.

"For airlines, Europe is not an easy or cost-efficient place to do business," he said.

"As global competition further intensifies it is only going to get more challenging—potentially costing European jobs, hindering European growth and reducing the European quality of life."

De Juniac said the current political rhetoric was "deeply concerning" as it pointed to a future of restricted borders and protectionism.

## Hotel JAL Nagoya

**HOTEL JAL** City Nagoya Nishiki in Japan is set to open in 2019.

The 216 room property, situated just seven minutes from Fushimi Station, will be aimed at travellers aged between their late 20s and early 40s.



## 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).

**Abu Dhabi Tourism & Culture Authority**, via its local representation firm The Walshe Group, has confirmed the appointment of **Jennifer Gaskin** as the new Country Manager for Australia (*TD* 01 Feb).

**Melanie Mayer** is **Visit California's** new dedicated Trade Manager, replacing Phil Haines. She brings to the table eight years of travel trade experience at organisations including Santa Monica Travel & Tourism, Las Vegas Convention and Visitors Authority and San Francisco Travel.

**Giles Agutter** has joined **LATAM Airlines Group's** board of directors. He is the owner and Chief Executive Officer of Southern Sky.

**HRG Australia** has announced **David Lorimer** as its new General Manager. He will be tasked with overseeing sales, marketing and client management.

**Roland Svensson** has been recruited as General Manager of **Amiana on the Bay** in Vietnam.

The role of Executive Manager - International Markets at **Tourism Tasmania** has been filled by **Cathryn Carey**. Prior to her appointment, Carey was Head of Operations at Experience Tours Australia and held senior roles at Abercrombie & Kent.

**Daydream Island** this week announced the recruitment of **Karen Everingham** as its new Business Development Manager - MICE. She joins Daydream from Tourism Fiji where she was state manager for Qld.

**Thomas Zhong** is **Pan Pacific Hotels Group's** new Vice President, Operations Support and Pre-Openings. He will oversee the opening of Pan Pacific Beijing in China & Pan Pacific Yangon in Myanmar.

## JITO Connect rego

**AROUND** 400 people have registered for JITO's Women for Women Event, to be held in Sydney on 08 Mar.

The seminar is devoted to personal development and features motivational talks from inspiring female leaders in the travel industry such as Insight Vacation's Alex O'Connor and CWT's Lisa Akeroyd.

Held at the Dockside Venue Cockle Bay Wharf, there will be a three-course lunch, networking sessions, drinks and canapes.

[CLICK HERE](#) to register for JITO's Women for Women event.

## EY in-flight fitness

**MANCHESTER** City Football Club stars in Etihad Airways' new in-flight fitness video.

The film offers a series of inflight fitness tips including shoulder circles, rotations, neck rolls, leg stretches and more.

[CLICK HERE](#) to view.

## Trump Vancouver

**TRUMP** International Hotel & Tower Vancouver has opened.

The 29-storey property provides sweeping views of the skyline, fine dining outlets and the Trump Champagne Lounge.

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- Training of the travel trade on the destination product and experience.
- Manage educational programme.
- Participation at key trade events & consumer expo's within your territory.

The successful candidate will possess a minimum of 5 years' proven sales management experience in hotels / airline / travel / destination sales, working within the leisure and corporate travel markets in Australia.

If you would like to join a dynamic team and your experience meets the above criteria, please send your CV to Fiona Stewart at [fiona@jkingassociates.com](mailto:fiona@jkingassociates.com)



### WIN A 4 NIGHT HOLIDAY

### AT THE NEW X10 KHAO LAK

X10 KHAO LAK is giving readers the chance to WIN 4 nights at their new, tranquil family resort in Khao Lak, Thailand!

For your chance to win, tell us in 25 words or less: Who would you take to X10 Khao Lak and why?

Send your answers to [ctm@sales.com.au](mailto:ctm@sales.com.au)



## Remarkable East launch

**INDIA** and Sri Lanka wholesaler India Unbound is redefining small group tours with the release of its new group touring brand Remarkable East.

Remarkable East offers five small group tours to India and Sri Lanka for 2017 with passenger numbers limited to 12 people per tour.

"Many operators claim to run small group tours, but the passenger numbers are often 20 or 25," Lincoln Harris, founder of India Unbound (pictured above) said. "We don't think that's small at all. We're putting some truth back



into the term small group tour," he continued.

The five tours being introduced are North India Revealed, Sri Lanka in Style, Brahmputra River Cruise, Fabulous India and Heritage Golf India.

Each of the departures are inclusive of international airfares, accommodation, most meals, visa, transport and travel insurance.

"A small group tour allows us to engage with unique people and places," Harris said.

For more information or to see the brand's brochure head to [www.remarkableeast.com.au](http://www.remarkableeast.com.au).

### Tempo Cuba saving

**TEMPO** Holidays is offering savings of 25% on its Cuba sailings until 28 Feb.

Book an eight-day voyage including meals, shore excursions and an unlimited bar and beverage pack from \$1,820ppts.

Call 1300 558 987 for further information.

### TAT, Myanmar MoU

**THE** Tourism Authority of Thailand (TAT) and Myanmar Tourism Marketing have inked a Memorandum of Understanding (MoU) to promote the two countries as one destination through marketing activities.

It is hoped the new MoU will work to promote cross tourism between the countries.

## Snackaholic room

**THE** Aloft Taipei Beitou Hotel in Taiwan is debuting its new Snackaholic Room Package.

Priced at \$189 for two, the deal ensures guests will never go hungry with a daily buffet breakfast at Aloft's signature restaurant Nook, a grab anything you want deal with a \$42 Re:fuel allowance to be used for 24/7 grab & go light meals, munchies, healthy bites, make-your-own coffee and more.

The package also includes use of fitness centres, parking and wi-fi.

**CLICK HERE** to book.

## Contours fundraising

**SOUTH** American tour specialist in Australia Contours Travel has launched a fundraising drive for the victims of the recent forest fires in Chile which burnt 580,000 hectares of land, claiming the homes of hundreds of Chileans.

Funds collected will go to Desafio Chile, a non-profit organisation handing out emergency kits and helping to rebuild in the Santa Olga area.

**CLICK HERE** to donate.

## Mudgee F&D trail

**MUDGEE'S** Food & Drink Trail has been expanded following the success of last year's event.

Set to be held from 25 to 26 Mar, the trail is a journey across the region's best producers from cellar doors and farms to orchards, cafes and a distillery.

Trail passes are \$40 and include five vouchers, each to be exchanged for a drink and dish.

See more **HERE**.

## Koh Yao Noi opens

**CAPE** Kudu Hotel, Koh Yao Noi, a member of Small Luxury Hotels of the World, has been officially opened in the centre of Phang Nga Bay in the Strait of Malacca.

The hotel features a selection of Deluxe, Pool Villa and Robinson Crusoe Suites, an infinity pool, fine dining restaurant, organic garden and five-star spa.

**WOMEN FOR WOMEN**

ON INTERNATIONAL WOMENS DAY

[CLICK HERE FOR MORE INFO](#)

**8th MARCH 2017**

an initiative to help drive more female leaders in our industry

WIN A TRIP TO IRELAND

Jump into Ireland

This month Travel Daily, Tempo Holidays and Tourism Ireland are giving agents the chance to win a trip for two to Ireland.

The winner will travel on a luxury coach around Ireland for a week, and the prize includes return flights.

To win, show your Irish spirit by dressing up in your best St Patrick's Day outfit and send a photo through. Best photo wins! Get your whole office involved! Send entries to [tempo@traveldaily.com.au](mailto:tempo@traveldaily.com.au)

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**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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If you love the thrill of the chase this role is for you! This highly respected travel management company is now looking for a talented sales professional to grow their corporate client base with accounts of all sizes. You will have a great network to build a pipeline & use your exceptional negotiation & presentation skills to bring in new business. Experience in a similar role is essential. A generous salary package + lucrative commission structure is on offer.

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Come and join this leading travel technology provider in their successful WA team. Managing a portfolio of large corporate accounts you'll be responsible for day to day account management with an IT focus along with identifying opportunities for account growth and problem management when required. Previous experience within a TMC including implementation and account management needed. Top salary package on offer.

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Due to expansion this well recognised and respected brand requires an experienced BDM to come and join their sales team. Focusing on small to medium sized corporate clients you'll be experienced in pipeline development and winning new business through to key account management including growth and retention of clients. The rewards are huge including a top salary package, uncapped commission, international travel benefits and more.

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An exciting role for an experienced marketing guru to make their stamp on this leading travel company. You will work across direct and trade marketing with a focus on campaign management. You will need to be creative and dynamic to work collaboratively with stakeholders. If you have a minimum of 3-5 years' experience in a marketing role, have great communication, a creative mind and are ready for a change, send your details today.

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Create a valued impression when you join these outstanding corporate travel companies. You'll have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing these well-known brands in the market you will be proud to be part of this vast organisation, showing off your sales skills and getting new clients to sign on the dotted line. If you want to join a fast paced role with excellent progression apply now!

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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.

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