

ANTO relocation

THE Austrian National Tourist Office has relocated its Sydney CBD presence to new premises in Mosman on the North Shore.

ANTO's new address is Suite 14, 235 Spit Road, Mosman NSW 2088, with the organisation's local phone number (02) 9299 3621.

QFLink upsizes to A320s

EXCLUSIVE

TWO Jetstar Airbus A320s will join the QantasLink fleet from Apr, operating on key routes within Western Australia, *Travel Daily* can reveal.

The upgauge to larger aircraft for QF's regional arm was first flagged by the Qantas Grp in Nov.

At the time, the company said it was looking at opportunities with its low-cost subsidiary to transition a pair of its A320 aircraft within the Jetstar Group to operate flights within the WA resources market, currently serviced by Qantas Domestic 737s.

It's understood the A320s will initially be coming from Jetstar Australia and then backfilled by aircraft from within Jetstar Asia and the broader Jetstar Group.

A Qantas spokesperson today told *TD* that operationally, the

A320 had a superior take-off performance in extremely hot conditions, and was configured with an all-Economy class cabin.

"These two factors mean they can carry up to 30 additional passengers, making them a very attractive option for some of our resources customers," QF said.

The two A320s will be operated by Network Aviation (branded as QantasLink) and will transition from Jetstar in Mar, entering service the next month.

"This change will free up two 737s that are in high demand elsewhere, including Perth-Singapore," Qantas added.

QantasLink's current aircraft fleet consists of Boeing 717-200s and a mix of Bombardier Dash 8s.

Today's issue of TD

Travel Daily today has five pages of news and photos and a full page from:

- inPlace Recruitment

TC planning sale

TRAVEL Counsellors is reportedly planning a sale or public float which could raise up to £200 million (A\$346m) for the group's private equity owners.

The Sunday Times says the UK-based company has appointed the investment bank Rothschild "to sell, float or refinance the business", attributing the news to "city sources" in London.

"Travel Counsellors had revenue of £188m in 2016, meaning it would be worth between £150m and £200m in a sale," the newspaper says.

The home-based agency group is owned by private equity firm Equistone and has about 1,700 agents in several countries, with its largest portion in the UK.

Its Australian division has about 140 members and last year outlined ambitions to increase its base to between 250 and 300 agents (*TD* 05 Jun).

Travel Counsellors was unable to comment by time of publication.

SQ agency head

SINGAPORE Airlines has named Shahreen Goodrick as its national agency sales manager for the Australian market.

The position will see Goodrick tasked with driving SQ's national sales strategy, including further bolstering relationships with the wider travel agent community.

Based in Sydney, she will also oversee Singapore Airlines' sales force efforts in NSW and the ACT.

Goodrick was most recently SQ's manager of marketing and alliances New Zealand, a role she has held for the past three years.



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**BUSINESS
REWARDS**

TTC online platform

THE Travel Corporation (TTC) today unveiled a new online initiative aimed at providing "best in class" service for customers.

The My Travel Portal provides a platform to store necessary info for a client's travel plans such as emergency contact details, pre-, on- and post-trip needs and also acts as a resource to view itineraries on mobile devices.

TTC chief exec Brett Tollman said My Travel Portal had been "carefully crafted with our agent partners in mind" and would help fulfil the travel giant's sustainable tourism practices.

Initially, the platform spans Trafalgar, Contiki and Costsaver, and will be expanded to include Insight Vacations & Luxury Gold by the end of Mar.

U by Uniworld and Uniworld will follow later this year, along with other additional TTC brands in due course.

Globus celebrates

AGENTS have the chance to win a trip for two with Globus to Switzerland - where it all began for the escorted touring company back on 28 Mar 1928 - as part of its 90th birthday celebrations.

To be in the running, agents need to visit goliveitup.com.au, correctly answer three multiple-choice questions and say in 25 words (or less) why they want to 'Go Live it Up' with Globus.

Submissions must be received by 28 Mar.

Buyer groups defended

MANAGEMENT consultancy Applied Sense has come to the defence of the travel industry's major buying groups, saying most agency owners are unable to negotiate the complex override agreements they offer.

Responding to CVFR Consolidation Group's assertion that existing networks offer "little additional value" (**TD** 10 Jan), the consultancy's managing director Jorge Fernandez paints a more complex picture and says even small amounts of additional revenue can be significant.

"I don't believe there is much substance to the argument that there is no significant bottom line additional income on all travel related product in being part of a buying group, including air sales," Fernandez told **Travel Daily**.

"This additional income comes from the complex agreements for overrides based on sales and targets that most independent agency owners do not have time to negotiate well."

Fernandez said air sales

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continued to be important as they represented about 31-45% of total gross sales for the average retail agency where consolidation or direct BSP ticketing was involved, and could represent over 70% of turnover for many corporate agencies.

"So any additional fractions of a percentage are significant to revenue & profitability," he said.

Fernandez also highlighted the benefits of being part of a business peer network, allowing business owners to access and discuss best practice.

Applied Sense is an independent management consultancy specialising in the travel industry.

Seaplanes resume

SYDNEY Seaplanes has announced a resumption of services after the fatal accident involving one of its planes on New Year's Eve (**TD** 02 Jan).

The operator said its Cessna C-208 Caravan flights were due to restart yesterday but were delayed due to strong winds and would commence once conditions became favourable.

Feillafe appointed

SYDNEY-BASED African travel specialist African Ubuntu Safaris has appointed Alisa Feillafe as its new product and sales manager.

Feillafe has 30 years' industry experience, including close to 18 years at Adventure World (where she specialised in Africa) and was most recently head of product at CIT Holidays, a role she took on in Apr 2015.

She can be contacted by email at alisa@africanubuntu.com.au.

AIA offloads North Queensland Airports

AUCKLAND Int'l Airport Limited (AIA) has announced it intends to sell off its 24.6% stake in North Queensland Airports (NQA) to Perron Investments & The Infrastructure Fund for \$370m.

"After an extensive process, we are very pleased to have reached a position that will result in the sale of our entire interest and that two existing and experienced infrastructure investors have agreed to support NQA in the next stage of its development," AIA told the ASX this morning.

The sale is subject to approvals.

QF rewards bonus

QANTAS is running a rewards bonus promotion that gives business customers the chance to earn double the Qantas Points.

To earn the extra points and be in the draw to win a back to business bonus worth more than \$15,000, customers need to register **HERE**.

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Malindo obtains MEL nod

MELBOURNE is set to become Malindo Air's third entry point into Australia after the Malaysian carrier was given the green light to begin flights to the Victorian capital, commencing Apr.

Approval for a daily service from Kuala Lumpur to Melbourne, via Denpasar (Bali) was granted last month by the Malaysian Aviation Commission and announced late last week.

OD launched its Aussie presence with Boeing 737 aircraft to Perth three years ago, and mid-last year

introduced a new Kuala Lumpur-Bali-Brisbane return service.

Malindo Air ceo Chandran Rama told *Travel Daily* in May that Australia was an integral part of the full-service carrier's network, earmarking MEL as a priority.

At this time, the carrier's local representative, Airline Rep Services, was unable to comment on the new Melbourne route.

New Intrepid trips

INTREPID Travel will offer 24 active-style itineraries in 2018 after increasing its offerings by 41% from last year.

New products include a 12-day India: Hike, Bike and Raft journey featuring yoga and cycling, as well as a 10-day trip around Peru, which includes the Inca Trail.

Intrepid Travel regional director Asia Pacific Brett Mitchell said Australians had taken a real shine to active trips.

BM appointment

JULIET Alabaster has been named as general manager of the Brisbane Convention Bureau.

Alabaster has been acting gm of the bureau since Feb last year.

Brisbane Marketing also announced the appointment of Rob Nelson as the group's chief operating officer.

Business Development Managers 2 New Roles (Sydney based)

JOURNEY BEYOND

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Journey Beyond is a newly established national business focused on bringing Australia's most iconic experiences to life with existing businesses such as The Ghan, Indian Pacific and The Overland, Cruise Whitsundays, and Rottneat Express. As they prepare for significant growth, an opportunity exists for two passionate and motivated Sales Leaders to manage the following markets:

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Reporting to the General Manager, National Sales, these BDM roles will generate growth in revenue of all Journey Beyond products and services. Your role will focus on fostering relationships and leveraging opportunities with key trade partners through approved campaigns and activities including developing and executing sales and marketing plans.

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For the chance to join a leading organisation with well-established brands, please email your application to yasmine.johnson@egmpartners.com.au or call 0420 691 100 for a confidential discussion.



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EK BNE seat drop

EMIRATES has confirmed it will temporarily halt Airbus A380 services on the Dubai-Brisbane route from Jun until late Aug.

EK said it would instead deploy Boeing 777-300ER aircraft on EK434/435 over the period.

Starting Mar, Emirates will however boost capacity on the route, with flights EK430/431 upgauged from Boeing 777-200LR aircraft to the -300ER variant.

"This temporary decision was made as part of our routine operational review, to ensure that our capacity is currently deployed to best serve customer demand across our global network," the Gulf-based airline said, adding it "remains committed to the market with 21 weekly flights".

Botanica bloom

AUSTRALIA'S Botanica World Discoveries has released its 2018/19 brochure that includes over 40 garden-themed cruises and tours around the world.

New itineraries include delving deep into the tropical gardens of Sri Lanka as well as the Golden Eagle Danube Express train from Budapest to Venice.

The operator also features Dublin in Bloom and Toowoomba Carnival of Flowers as new flower shows in their collection, while the Chelsea Flower Show makes a return in 2018/19.

Well-known international TV gardener Monty Don is a regular guest-lecturer on several tours.



Window Seat

IT TYPICALLY doesn't pay to have your mind in the gutter when trying to think of the next big tourist idea, however it may have just worked for Tokyo's sewerage industry.

Manholes across the Japanese city have been decorated with colourful artworks in the pursuit of increased tourism.

The 'manholer' subculture has even spawned an annual Manhole Summit where enthusiasts trade pics & discuss "cover bonsai", the plant growth around the manholes.



India mulls tax cuts

INDIA plans to cut taxes on travel and tourism as part of the Government's budget.

The country will also give more incentives to the tourism sector to help boost economic growth, according to *Reuters*.

Tax reductions would come in the form of a cut on hotel levies.

The move could boost domestic tourism, which saw growth of 10% in the six months to Sep.

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Viking will be the world's largest small ship cruise company by 2019, and with Viking Sun arriving in ANZ waters for the very first time at the end of this month, there has never been a more exciting time to join the team.

Please send a short cover letter and resume to: jobsau@vikingcruises.com
Applications close Monday 22 January 2018.

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Golden age to cruise for Travellers Choice



A SELECTION of fortunate Travellers Choice agents were recently selected by Princess Cruises to enjoy a voyage along Australia's east coast.

The agents were first taken for a guided tour through Carnival Australia's new Sydney HQ before being ushered aboard the stylish *Golden Princess*.

The ship set sail from Sydney to Melbourne, allowing the group

to sample a few of the delights cruising has to offer during the brief jaunt on the open seas.

Travellers Choice's general manager of marketing Robyn Mitchell believes the experience will help agents better understand and sell cruise offerings over the next year.

"Princess Cruises provided a wonderful opportunity for some of our most ambitious members

to expand their cruise knowledge and further enhance their first-hand experience of ocean cruising," Mitchell said.

"Not surprisingly the results are already flowing through as members pass on their passion and enthusiasm for cruising to their customers."

Pictured: The group of agents explore Carnival Australia's new Sydney headquarters.

Mofo in Launceston

LAUNCESTON has hosted the music festival Mona Foma for the first time.

The Tassie city held the event from 12-14 Jan, featuring a mix of local and int'l artists, with the final leg of the festival migrating to Hobart for 15-22 Jan.

SQ refit A380 routes

SINGAPORE Airlines has revealed that its London and Hong Kong routes will be the next to be serviced by its newest Airbus A380 aircraft from 16 Feb.

The superjumbos will feature SQ's cabin revamp which debuted in Dec on the SYD route.

The Murray debuts

WHARF Hotels has announced the opening of the The Murray, Hong Kong, a Niccolo Hotel.

The 336-room property will become the company's new flagship Niccolo site, offering guests five restaurants & bars and 1,900m² of meeting space.

Motorhomes online

DRIVEAWAY Holidays has launched a new online booking platform for motorhomes.

The new site allows agents to get real time quotes & was driven by an 18% jump in motorhome collections over the last year.



Money

WELCOME to Money, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US0.796

THE Aussie dollar continued to make big gains on the US dollar over the past week, finishing yesterday within a whisker of the US80 cent mark.

Factors driving the shift in value of the AUD against the greenback included an optimistic job outlook for the Australian market driving the local currency upwards, while the USD has slumped to its lowest level in three years following a stronger Euro and Chinese Yuan.

Wholesale rates this morning.

US	\$0.796
UK	£0.577
NZ	\$1.091
Euro	€0.649
Japan	¥88.04
Thailand	฿25.42
China	¥5.127
South Africa	R9.799
Canada	\$0.989
Crude oil	US\$64.30

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BA's Concorde room revamped

BRITISH Airways has revamped its flagship Concorde Room at London Heathrow Terminal 5.

Taking inspiration from the best of British design, the refurb included re-upholstering iconic pieces of furniture and adding new feature pieces to the room.

Mobile phone chargers are also on hand for travellers in the lounge to ensure their devices are fully charged before they fly.

British Airways director of brand and customer experience Carolina Martinoli said passengers would love the terrace, which had been designed to create a "private oasis" in the middle of LHR.

Next in the revitalisation schedule is British Airways' lounge at New York's JFK Terminal 7, followed by upgrades to Aberdeen, Rome and Geneva.

AirAsia switcheroo

AIRASIA Group ceo Tony Fernandes has confirmed the firm's AirAsia unit will be switching out select routes to its AirAsia X sister carrier.

Speaking via social media, Fernandes said routes that were over 4hrs flying time would be transferred to the long-haul LCC carrier "as they have matured".

AirAsia destinations that could make the switch include flights from Malaysia to India, China, Taiwan, Macau, the Philippines and Hong Kong.

Europcar Sun Tour

EUROPCAR Australia has confirmed it will sponsor Australia's oldest cycling stage race, the Jayco Herald Sun Tour.

Running from 30 Jan-04 Feb, the course covers more than 850km across parts of Victoria.

Great Walks grows

THE Tasmanian Walking Company has been accepted into the Great Walks of Australia Signature Collection with its new Three Capes Lodge Walk.

Set to commence on 01 Sep, the fully-guided walk along the Tasman Peninsula includes use of new luxurious and sustainable eco lodges, the only private accommodation allowed within the Tasman National Park.

The walk lasts four days and covers 46 kilometres.

The new offering joins two existing Great Walks which are the Cradle Mountains Huts Walk and Bay of Fires Lodge Walk.

HK Disney Friends

HONG Kong Disneyland will roll out more than a 100 Disney Friends in various forms to celebrate the Disney Friends Springtime Carnival from 15 Mar. Running until 20 Jun, the offering will feature the all-new "We Love Mickey!" nighttime projection show debuting on Main Street, U.S.A.

There will be a Disney character-themed egg hunt, an immersion experience at Disney hotels and the chance to meet Mickey, Goofy, Donald and Pluto.

Distillery funding

THE South Australian Government will contribute \$400,000 through a Regional Development Fund grant to Never Never Distilling Co.

The cash will help the company move to McLaren Vale where it will expand its operations through a new distillery and function space that will provide new tourism ops.

Free flights to CMB

ABERCROMBIE & Kent is offering free flights to Colombo when clients book an 11-day Cultural Sri Lanka journey.

Valid for bookings by 28 Feb and for travel until 12 Dec, guests will fly with Emirates.

Prices start from \$5,530ppts - **CLICK HERE** for more details.



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This week **Travel Daily** has teamed up with iVenture Card to give away 2 x iVenture Card Attraction Passes to a destination of the winner's choice.

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T&Cs: Prizes must be redeemed by 31/12/2018. Packages and attractions are subject to change.



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Advertising and Digital Marketing Executive - Australia & New Zealand (Permanent and Full-time based in Sydney)

Purpose of the role:

- To plan, coordinate and execute a programme of integrated, well-targeted and effective on- and off-line marketing and advertising activity that will build brand awareness and drive visitor numbers and revenue to the island of Ireland in line with agreed strategic objectives.
- To manage and execute Tourism Ireland's digital marketing activities in Australia and New Zealand, including the Customer Relationship Management (CRM) function, Social Media, the Paid Content marketing programme and Ireland.com content.

Screening is by APPLICATION FORM only.

For further details please see www.tourismireland.com/careers
CLOSING DATE for receipt of applications is Monday, 29th January 2018.
Salary scale is AUD\$64,000 to AUS\$79,000 per annum (6 point scale).

New entrants generally start on the first point of the salary scale.

Please note that all applicants must be eligible to work in Australia to apply for this position.

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Fares and Ticketing Consultant

Sydney CBD

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Adventure Travel Reservations

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If you love adventure travel and selling bucket list destinations then you will LOVE this role! Working for a leader in adventure tourism selling tons of inspirational destinations and experiences, this role is too good to pass up! If you have retail or wholesale travel industry exp. and solid travel systems experience, coupled with passion & good customer service will see you land this role!

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Corporate catering & professional services organisation looking to expand across Australasia. Looking for a BDM to research & identify prospective clients & develop relationships with key stakeholders. Experience & industry contacts req.

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Part-time Inbound Consultant

Sydney, Salary to \$60K (pro rata) + super + famils

Great work life balance with this sought-after position 2 to 3 days a week designing bespoke tours around Australia, New Zealand and the South Pacific. Must have 12 mths travel exp & strong Australian product knowledge.

Call Susan or [apply here](#)