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Magellan TB offer

MAGELLAN Travel Group ceo Andrew Macfarlane has elected not to renew a bulk **travelBulletin** subscription held by MTG which provided a printed copy of the magazine posted to each member agency of the group.

Magellan members will continue to be able to access the magazine online, while we are also offering a special discounted rate for those who wish to support independent reporting & receive it in the post each month.

MTG agents get a \$20 discount when they use the special coupon code **MAGELLAN18** when signing up at subs.traveldaily.com.au.

HLO interest free holidays

A **NEW** Helloworld preferred agreement with HSBC Bank offering interest free holidays to customers is already generating \$1 million per month in sales.

The pact, which launched late last year, has been gradually rolling out across the Helloworld network, and was detailed last night in Melbourne at a My Travel Group event which also featured Back-Roads Touring, Silversea Cruises and Tauck (see **page 8**).

According to Chris Godfrey, head of retail banking solutions at HSBC, the new option has been

shown to uplift sales as it gives customers more spending power, as well as bringing forward spend to help agents seal the deal.

The new option comes at no cost to individual agencies, and is exclusive to the Helloworld network, with agents receiving payments within 48 hours.

The product also protects agents from supplier failure, he said, and allows Helloworld to tap into the more than 350,000 existing HSBC customers across Australia, many of them high net worth clientele.

Currently agents are also being offered \$100 for each transaction under the new agreement.

Godfrey said Flight Centre's rival interest-free holiday offering was now turning over \$200m annually just 12 months after launch, with strong aspirations for growth through the new HLO product.

More details and sign-ups via themieglezos@hsbc.com.au.

Wendy Wu BDMs

WENDY Wu Tours has appointed Emma Thomas and Sandy Battle as business development managers.

Thomas will cover the regions of South and South-Eastern Victoria, while Battle takes on the role of bdm for Western Australia, covering the whole state.

Thomas was most recently with Emirates and has also worked with THAI Airways International and as a retail agent, while Battle has had various roles with Express Travel Group, Helloworld, Gray Line and Globus.

More appointments on **page 8**.

10m Virgin points

VIRGIN Australia is offering members of its Accelerate corporate program the opportunity to win 100 prizes of 100,000 Velocity Points when they book and fly a VA flight between 12 Feb and 31 Mar.

For details see the **cover wrap**.

Today's issue of TD

Travel Daily today has ten pages of news, including a front cover wrap for **Virgin Australia**, a photo page for **Atout France** plus full pages:

- One&Only Los Cabos
- AA Appointments jobs



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WA deploys action plan

THE Western Australia Government has released details of a \$425 million strategy to boost tourism as the state plots its economic revival after the end of the mining boom.

The plan aims to position WA as Australia's western gateway while "changing perceptions of Perth" and re-igniting the east coast domestic market.

Key objectives of the two-year strategy include attracting more international flights to Perth, mounting "aggressive" brand and co-operating marketing campaigns and maximising leisure visitation from events at Perth's

Optus Stadium.

The plan aims to secure and host major travel trade events, grow the number of cruises homeporting in WA and launch a "new home-grown Perth event" in 2019.

"The McGowan Government is committed to seeing the industry develop and prosper, and for increasing numbers of visitors to enjoy our extraordinary state," said the WA Tourism Minister Paul Papalia.

"We have backed that commitment by providing long-term funding for Tourism WA and by listening to the industry's needs, which has resulted in this detailed results-driven action plan for the next two years."

Vancouver visits up

TOURISM Vancouver has announced another record year for tourism, driven by the "star market" of Australia which grew more than 20% in 2017.

The Canadian city welcomed more than 10.3 million visitors last year, up 3% on 2016.

Australia showed the highest growth of all source markets, contributing 238,823 visitors.

Old helicopter crash

TWO international tourists were killed in yesterday's helicopter crash at Hardy Reef Pontoon near the Whitsundays, with three other people injured.

Operator Whitsunday Air Services has suspended flights while investigations are made.

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Tourism Aus up late in US

TOURISM Australia's (TA) "Dundee" campaign has turned its attention to late night television with a new round of exposure across the US.

Talk show *Late Night with Seth Meyers* has broadcast five days' of content filmed across Australia's south-east including Melbourne, the Mornington Peninsula, Kangaroo Island and Sydney, showcasing food and wine, nature and sports and cultural experiences.

The shoots involved Australian ambassadors including singer Jessica Mauboy, animal expert Matt Wright, Attica chef Ben Shewry and AFL stars Matthew Richardson and Monique Conti.

"Late Night with Seth Meyers is the highest-rating late night show in the US, and is watched by nearly 1.5 million Americans each week," said Tourism Minister Steve Ciobo.

"The broadcast also

complements a series of entertaining videos being rolled out by TA starring Danny 'Brian Dundee' McBride and Aussies Chris Hemsworth, Curtis Stone, and Jessica Mauboy, discussing things to see and do in Australia."

Africa trumps Aus

AFRICA has been named the top destination Chinese travellers hope to visit in 2018, according to a Travelzoo survey, overtaking traditional favourites Australia and Japan.

In its latest Travel Trends Survey, Travelzoo says "in-depth" travellers from China have shown greatest interest in destinations including Morocco, Tunisia, South Africa, Namibia, Madagascar and Tanzania, based on the company's website statistics.

A relaxation of visa rules had helped fuel interest in several African countries, Travelzoo said.

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EY chauffeur cuts

ETIHAD Airways has announced more changes to its Abu Dhabi chauffeur drive service for First and Business class customers, which takes passengers to and from AUH from anywhere in the United Arab Emirates.

Effective 01 Apr, Etihad Guest redemption tickets (fare classes I and O) will no longer be eligible for the service - including upgrades using miles.

If upgrades are booked from an eligible Business class fare into First class passengers will continue to receive the service.

Guests travelling in The Residence will continue to receive free chauffeur transfers at all Etihad A380 destinations.

CMV renames *Eden*

CRUISE & Maritime Voyages will rename P&O's *Pacific Eden* as *Vasco da Gama* after the ship joins its fleet in about 12 months' time - more in **Cruise Weekly**.



Window Seat

TAKING to the skies with the great unwashed hordes of the Y class cabin might not be as risky as we think, disease researchers in the US have discovered.

According to *Australia's Science Channel*, a team from the Georgia Institute of Technology has found the chances of catching the flu from fellow airline passengers is surprisingly small - unless you happen to be seated right alongside the contagious culprit.

By modelling flu transmission, researchers found the chance of infection was about 3%.

Those seated alongside or in rows directly behind or in front of an infected passenger had an 80% increased risk.

But they found the highest risk (you may wish to adopt the brace position) is from crew.

exc!te
HOLIDAYS

**YOU CAN GO
ANYWHERE
IN THE WORLD,
IF YOU JUST
IMAGINE...**



0:06 / 0:59



IATA Huawei deal

CHINESE communications giant Huawei has joined the Strategic Partnerships Program operated by the International Air Transport Association.

Huawei will “use its advanced ICT innovations and expertise to help develop airports and airlines of the future, enhancing the passenger experience and optimising air cargo operations,” the organisations said in a joint statement.

Current Huawei customers include more than 50 airports, airlines and air traffic control authorities, including 15 airports each handling more than 30 million passengers annually.

The new agreement was announced at the Passenger Terminal Expo 2018 in Stockholm, where Huawei is showcasing a range of solutions including “aviation hybrid cloud,” “airport agile network” and “airport visualised operations”.

15% QF discount

QANTAS continues to ramp up its offering to the SME market with a 15% discount offer on domestic flights for members of the Qantas Business Rewards program.

The reduction on the base fare of eligible QF flights is valid for bookings made 19-23 Mar for travel up to 30 Jun, with clients able to book either via the Qantas Business Rewards portal or their preferred travel agent.

Collette UK shuffle

COLLETTE has confirmed the departure of its UK managing director Carl Burrows and head of marketing Michelle Laverick after a management restructure.

The executive revamp will see the Collette UK team instead report to US-based Christian Leibl-Cote, Collette’s senior vp of global business who said the new structure would mirror that of Collette in the US and Canada.

Iceland

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BAC celebrates Routes Asia



THE annual Routes Asia Marketing Awards were held on Mon night (**TD** Tue) as part of Routes Asia 2018 which was held in Brisbane earlier this week.

Kuala Lumpur Int’l was named overall winner of the awards.

Pictured at the event at Brisbane’s City Hall from left are:

Brisbane Airport Corporation’s Oliver Philpot, aviation trade & marketing manager; Chen Lu Qian, business analyst; Andrew Brodie, general manager aviation & commercial businesses; Toni Kasch, aviation events manager; Gert-Jan de Graaff, future ceo and Robert Kasch, AFIF board.



American Airlines

**A big American thank you
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- Best International Airline Online
- Best Sales Executive Industry Supplier
- Chris Catanzariti

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Excite's new trade video

EXCITE Holidays brought a splash of colour to a media event yesterday launching a brand new marketing video for the trade.

Dubbed "Where do you want to go?", the video invites agents to imagine seeing travel through the eyes of a child where possibilities are boundless.

Speaking at the event, Vanessa Richards head of marketing at Excite Holidays, said "creative storytelling mixed with travel is one of the best things to do."

"There's no better way to showcase a travel experience than through the power of video," she said.



Running for just under a minute, the clip (view it [HERE](#)) is designed to prompt agents with "a little more inspiration" to remind them of the fulfilment that travel brings to their clients.

"Everything we do is for our agents and this video piece is for them," said Richards.

Richards is pictured centre with Nic Stavropoulos, co-founder and md Excite Holidays (left) and Andrew Yell, gm global sales.

NYC record visitors

NEW York City welcomed a record 62.8 million visitors in 2017, an increase of 2.3 million on the figures recorded for 2016.

The total number for 2017 represented a record 12 months for NYC, with the number split between 49.7m domestic and 13.1m international visitors.

The data is a welcome boost for the city with the United States more broadly struggling to fight the supposed "Trump Slump" phenomenon in visitation.

"Even with all the headwinds from the White House, we attracted a record number of visitors to our city...We're keeping our door to the world open," declared the Mayor of New York City, Bill de Blasio.

EY/LX codeshare

ETIHAD Airways and Swiss International Air Lines have announced a new codeshare partnership which will see EY use its flight code on SWISS services between Geneva and Zurich.

In return SWISS will carry its LX code on Etihad Airways' services between Zurich and Abu Dhabi.

The deal will help EY leverage growing travel from Aussies to Switzerland via Abu Dhabi.

C'share flights are available now.

TNZ winter push

TOURISM New Zealand has kicked off a NZ\$900k campaign in Australia promoting the country's winter ski holiday appeal.

The major marketing push focuses on New Zealand's three biggest ski regions - Canterbury, Southern Lakes and Ruapehu.

"Positioning New Zealand as a winter destination that's as good as it gets is in line with our key strategies of attracting visitors outside the peak season summer months," said TNZ chief executive Stephen England-Hall.

Aussies comprise the majority of ski tourists to New Zealand constituting 64% of all ski traffic.

NZ is targeting to have 2 million skier days by 2020.

Four Seasons Belize

FOUR Seasons Hotels and Resorts has revealed plans to develop a private island in Belize which will offer travellers luxury accommodation such as oceanfront estates, private houses & overwater bungalows.

Caye Chapel, an island located 26km north-northeast of Belize City, will host the Four Seasons development which will feature 50 private estate lots, 35 private residences, and 100 guest rooms.

The resort is scheduled to be operational by 2021.

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Air Astana expands

KAZAKHSTANI carrier Air Astana has expanded the frequency and number of routes available for its new summer schedule launching 25 Mar.

Boosts to existing services include: Astana to Beijing, Delhi, Kiev, Moscow and St Petersburg, with flights from Almaty to Baku, Bishkek, Beijing and Hong Kong also receiving additional flights.

New routes include Astana to the Russian cities of Tyumen and Kazan commencing early Jun, and a new service from Atyrau to Frankfurt launching 26 Mar.

Kempinski Oman

KEMPINSKI Hotels has opened a new location in Oman called Kempinski Hotel Muscat.

The 310-room hotel features modern meeting facilities, 10 restaurants and bars, and a fully equipped health club.

The opening is part of a strong Middle East expansion push.

EagleRider milestone

MOTORCYCLE travel company EagleRider has opened its landmark 100th Harley-Davidson location in the United States.

EagleRider and Harley-Davidson partnered less than 12 months ago and in that time have opened 35 locations with 70 more to begin taking bookings by May.

Italy touring options

EUROPEAN tour operator Peter Sommer Travels has launched three new tours of Italy that explore both the Mediterranean island of Sicily and the Aeolian Islands located off its north coast.

Guests can choose either a 14- or eight-day package for Sicily.

The longer Exploring Sicily option will be led by BBC presenter Professor Tony Spawforth and depart 21 Apr or 20 Oct priced at \$8,300ppts.

The eight-day gulet cruise of the Aeolian Islands sails by the island of Salina and Stromboli volcano.

Asiana Incheon luncheon



YESTERDAY Asiana Airlines joined with Seoul Incheon Airport to highlight the myriad connection options through ICN for Australian passengers, at an industry lunch hosted at Sydney's Four Seasons hotel.

Incheon is the world's seventh largest airport, last year handling 62 million passengers of whom 99% were international.

Airlines operating at ICN serve 188 destinations globally, including more than 60 in China and Japan as well as over 20 cities in North America which are accessible one stop from Australia.

OZ sales manager Michael Son told attendees that new Asiana destinations this year included Venice and Barcelona,

making it an ideal option for cruise pax.

For long transits Asiana offers free STPC including a hotel room, transfers, dinner and breakfast - and lunch if required.

But for many destinations, such as San Francisco, travellers arrive same day in their destination with a short connection in ICN.

Son also highlighted OZ's A380, 777 and A350 cabin products including "Smartium" seats, flexible booking classes and Business class chauffeurs in Seoul.

Pictured above at the event are, from left: Asiana Airlines regional manager, Kim Young Sub; Anna Kim, ICN marketing manager; Mina Choi, ICN executive director; & Kim Tai Hwan, Korea Tourism



HELP US HIT THE TOP SPOT!

GLOBUS

Vote Globus for Best Tour Operator
International (Category 25)



Thursday 22nd March 2018

Infinite island fun for agents



INFINITY Holidays' family program Aussie & Kiwi Gold this month treated nearly 100 top-selling retail travel agents and supplier partners to an adventure on Hamilton Island.

The festive posse of agents were able to take advantage of a diverse range of holiday activities including stretching out with some yoga classes, hitting the greens of the local golf course

and racing each other at speed via competitive buggy racing.

Sponsors for the fun-filled event included Hamilton Island, Cruise Whitsundays, Hertz, AAT Kings, Merlin Entertainments and Virgin.

Infinity has announced the location for next year's Aussie & Kiwi Gold reward will be to Australia's Apple Isle, Tasmania.

Pictured: The group gathers for a large-scale barbecue.

Thank you for nominating us in the **2018 National Travel Industry Awards**.

We would be delighted to receive your vote for:
Category 26 – Best Car/Campervan Rental Operator

Your continued support is always appreciated!

VOTE NOW



Ovation sea trials

LUXURY vessel *Seabourn Ovation* has completed its final sea trials in the Mediterranean.

Following the successful test, *Seabourn's* latest ship is scheduled for a delivery ceremony 27 Apr with her maiden 11-day voyage laid down to depart Venice, Italy, 05 May.

Ovation features 300 suites and boasts the fleet's highest space to guest ratio.

737 MAX delivered

BOEING has delivered its first 737 MAX 9 to the market, with Thai Lion Air the first carrier to receive the new aircraft.

The 737 MAX 9 has a capacity of up to 220 pax and a max range of 3,550 nautical miles and also adds three additional seat rows compared to the 737 MAX 8.

Airlie into Discovery

DISCOVERY Parks has purchased Airlie Cove Resort & Van Park located on Queensland's Whitsunday Coast for \$8.2m.

CEO of Discovery Parks Grant Wilckens said the investment was made on the back of encouraging accommodation projections that predict "strong demand" for the The Whitsundays beyond 2020.

Site has 56 cabins & 80 caravans.

Buffalo cuts waste

BUFFALO Tours has started providing customers with the option to use refillable water bottles on group tours in order to reduce its reliance on plastic.

The company claims the policy has already resulted in the reduction of plastic waste by over 200,000 water bottles.

Further environmental initiatives include replacing other forms of single-use plastic with 100% biodegradable alternatives such as food and hygiene items.

"Responsible travel can be achieved by offering sustainable alternatives to clients," said gm Buffalo Tours ANZ, Greg Martin.

Busabout gets fresh

BUSABOUT has declared its support for the Just a Drop initiative which will see money donated by the tour operator to help Cambodian villages access safe drinking water.

The company has also revealed it is now selling refillable aluminium water bottles to passengers on its Cambodia Adventure trip in a bid to reduce the enormous 4.6 million plastic bottles that go to waste every month in the country.

The announcement coincides with World Water Day, advocating for more sustainable water usage.

THANK YOU FOR NOMINATING US IN THE 2018 AFTA AWARDS

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Category 19: **Best Airline International Online**

Category 32: **Best Sales Executive**

Industry Supplier Kirstie Myers

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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.

Hertz Australia this week named **Kelsey Martin** as its new Account Manager Travel Distribution, responsible for business development and account management of Inbound Tour Operator and Hertz worldwide sales within the Leisure Travel operator segments locally.

Biologist **Kara Weller** has been appointed by **Scenic** as Head Discovery Team Leader for *Scenic Eclipse*. Previously with Silversea Cruises, she will be responsible for managing the 16 member discovery team.

Two new roles to assist with the expansion of **Ovolo Hotels'** collection in Australia have been announced. **Amanda Cottome** has assumed the position of GM Brand Experience and **Kieran Erasmuson** has been named Director of Operations, Australia.

Lufthansa Group Airlines' Singapore-based Vice President Asia Pacific **Dieter Vranckx** will join **Brussels Airlines** as Chief Financial Officer and Deputy CEO, commencing 01 May.

Art seller slammed

ABORIGINAL Art products and Australian souvenir wholesaler Birubi Art has been taken to the Federal Court by the competition watchdog for making misleading Indigenous art claims.

The Australian Competition & Consumer Commission alleges between Jul 2014 and Nov 2017, Birubi made false or misleading representations that some of its products were made in Australia and/or by Aboriginal people who had hand painted them.

"In fact they were made in Indonesia," the ACCC said.

The regulator estimates that over 18,000 products were sold by Birubi to retail shops in key tourist areas around the country.

GOC governance

PUBLIC feedback is being sought by The Victorian Government on the best ways to protect and grow the state's iconic Great Ocean Road.

The *Governance of the Great Ocean Road Region* issues paper compiled by a special government taskforce collates a series of proposals that seek to enhance coordination between the key agencies responsible for the road.

Notably, the issues paper claims that despite 14 public agencies having responsibility for the road, they're often disconnected from one another.

Feedback can be submitted before the end of Apr.

CLICK HERE for feedback form.

Triple treat for Vic agents



LAST night the threefold luxury of Back-Roads Touring, Tauck and Silversea Cruises was jointly showcased to My Travel Group and Helloworld Associate members at an intimate Melbourne event evoking the essence of the upmarket brands.

As well as presentations about each product, attendees were treated to a "gnocchi master class" at the RACV Club by chef Mark Normoyle.

After trying out the tasty delights the treats continued with an array of desserts and a surprise opera performance in the venue's Chancery Lane wine cellar by tenor Brenton Spiteri.

The event also included a presentation from HLO's new interest free travel finance provider, HSBC (see **page 1**)

along with the launch of a "triple indulgence" incentive to encourage agents to book clients across all three travel brands.

Interestingly, Back-Roads' Emma McInnes noted that 55% of the company's bookings were by clients who were also undertaking a cruise, with the new Back-Roads Asia program and existing Europe itineraries complementing Tauck and Silversea perfectly.

Pictured from left are Emma McInnes, Back-Roads Touring; Julie Pratt, Helloworld Associates; Anastasia Kotan, Silversea Cruises; Captain Dennis Basham, Back-Roads Touring; Michelle Riel, My Travel Group; Natalie Hudson, My Travel Group; Themis Eglezos, HSBC; and Rachel Javier, Tauck/Travel the World.

See facebook.com/traveldaily.

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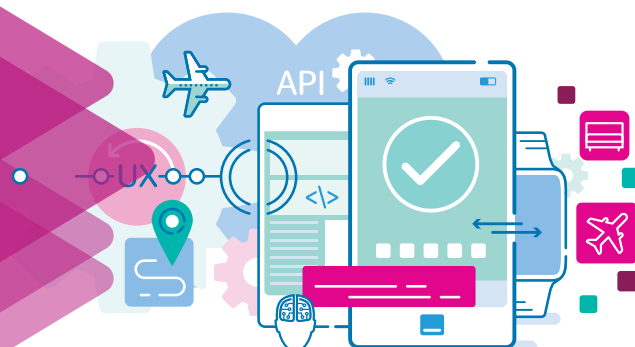
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Travelport

Vote for Travelport

Category 31:
Best Agency
Support Service



Good France comes to Sofitel on Collins

Travel Daily

Thursday 22nd March 2018



HIS Excellency Christophe Penot, French Ambassador and chef Xavier Mathieu.

FOR the launch of Good France 2018 in Australia, Atout France hosted a sumptuous Provencal gastronomic dinner in foodie Melbourne, flying over the acclaimed Michelin star chef Xavier Mathieu from Le Phébus restaurant in **Provence**.

Sponsored by Air France, La Maison du Thé and Tefal, highlights of the event were inevitably creations like Chef Mathieu's signature illusionary chocolate egg dessert, not to mention exceptional Pommery brut Champagne.

Now in its fourth year, Good France, orchestrated by the

French Ministry of Foreign Affairs and Chef Alain

Ducasse, brings French gastronomy to over 3,300 restaurants worldwide.

In Australia, chefs from all over prepared dinners to pay tribute to the excellence of French cuisine and unite people around the common values of sharing and enjoying the "gastronomic meal of the French" as inscribed on UNESCO's list of Intangible Cultural Heritage of Humanity.



LUCY Bradshaw, General Manager Lancôme, Atout France's Patrick Benhamou and Catriona Rowntree.



QUENTIN Voss, Country Manager, Air France and Andrew Burnes, CEO, Helloworld Travel.



GABRIEL Gaté and Clive Scott, General Manager, Sofitel Melbourne on Collins.



SUPERB Pommery Champagne.



THE setting - sunny Provence!



CHEF Mathieu's exquisite chocolate boiled egg dessert was a crowd pleaser!



BON Appétit from Inge Fransen, Managing Director, Vranken-Pommery Australia.

A dinner in Provence

Thursday 22nd March 2018

Lower single supps

NEW low single supplements for solo travellers are being sprung by Collette on a select range of trips in 2018 and 2019, including the tour operator's Rome & Amalfi Coast itinerary.

Leading in at \$3,189, the holiday includes a stay in a private room at the resort town of Montecatini Terme, enabling solo travellers a chance to share experiences with other like-minded guests.

Low single supplements are also offered on Collette's Spotlight series spanning San Antonio, New Orleans and Tuscany, along with the company's Magical Christmas Markets or Classical Christmas Markets through Europe.

TIN entering Lhasa

CHINA'S Tibet Da'ji Hotel Co has struck a management deal with TIN Hotels International Group to open a new property in Lhasa.

Specific details of the future hotel have not yet been revealed, other than it will be part of a new six-story mixed-use development, close to Lhasa's main tourist sites of Jokhang Temple, Barkhor Square and Potala Palace.

TIN Lhasa has been earmarked to debut in 2020.

Feb OTP improves

AUSTRALIA'S major domestic airlines collectively delivered a better than the long-term average on time performance for flight departures and arrivals in Feb, new government data shows.

During Feb, airlines averaged 85.5% for on time departures and 84.3% for on time arrivals - up about 1.5% on historic data.

Flight cancellations were 1.3%, a fraction lower than the average.

Qantas achieved the highest on time departures (at 88.9%) and arrivals (87.7%) last month, with Virgin Australia trailing at 88.6% and 86.8% respectively.

Jetstar and Tigerair Australia's departures got away on time at a rate of 79% and 74%, while their flights arrived on time at the rate of 81.3% and 72.3%.

Virgin Australia Regional Airlines recorded the highest cancellations in Feb at 3.2%, followed by Tigerair Australia (2.3%) and QantasLink (2.1%).

The route with the highest percentage of on time departures (97.1%) was between Adelaide and Canberra, while the return leg achieved 100% for arrivals.

Cancellations were highest between Mount Isa and Brisbane.

SINGAPORE AIRLINES-LUFTHANSA GROUP
JOINT VENTURE



WIN YOUR DREAM EUROPEAN HOLIDAY

This month, **Travel Daily** together with Lufthansa Group and Singapore Airlines, are giving agents the chance to win a holiday to Europe.

You and a friend will fly Economy Class to Singapore with Singapore Airlines and then onto Europe with a Lufthansa Group carrier (Lufthansa / Swiss International Air Lines / Austrian Airlines).

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to lufthansa@traveldaily.com.au

Q16. How many cities are included in the Lufthansa Group and Singapore Airlines Joint Venture network?

Terms and conditions apply

FR backs Niki Lauda

RYANAIR has agreed to buy a 24.9% stake in LaudaMotion, the new Austrian airline based in Vienna owned by former F1 race driver Niki Lauda.

Under the arrangement, FR will increase its investment in LaudaMotion to 75%, subject to EU Competition approval.

Ryanair will inject, at most, €50 million into LaudaMotion, along with €50 million for the first year's start up and operating costs.

UA axe pet cargo

IN THE wake of a string of incidents involving its handling of pets aboard its flights, United has temporarily suspended accepting bookings for pets required to fly in aircraft cargo compartments.

Incidents included the death of one dog which was placed in an overhead bin and two dogs placed on the wrong flights.

UA said it would be reviewing the procedures of how its 'PetSafe' operation is handled.

Celebrating **4th** Anniversary



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**OPERATIONS DIRECTOR
SYDNEY – SALARY TO \$100K**

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a salary of up to \$100k plus DOE. Experience in areas other than Inbound will also be considered.

***NEW* DON'T MISS THIS ONE!**

**MARKETING MANAGER
MELBOURNE – UP TO \$120K PLUS SUPER**

This company has a rare opportunity to join their marketing team. You will be responsible for all marketing strategy & implementation, running end to end campaigns, measurement of results & working closely with key stakeholders on strategy & branding to deliver product to market. Proven track record in running successful campaigns across all channels including digital required. Top salary on offer. Call for more information.

***NEW* MAKE YOUR MARK!**

**RESERVATIONS MANAGER
BRISBANE – DOE UP TO \$70K + SUPER**

A great new opportunity to join this unique & expanding hotel brand as Reservations Manager. Work as part of the wider Revenue team you will work closely with the General Manager to maximise their position in the market through strategy and driving revenue through all channels. Previous Reservations experience in a senior role essential along with strong communication, organisation & problem solving skills. Great salary on offer plus career progression.

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**CORPORATE SALES MANAGER
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Join this Travel Management Company in Sydney where you will be responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in building a pipeline & bringing in new business. This company offers a great salary package DOE. If you have a desire to succeed & a track record in corporate sales we want to hear from you.

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A unique General Manager position has now become available for someone looking to step up and progress in their hotel management career. You will be responsible for the overseeing the day to day operations, leading the team, strategy, budgeting & forecasting to achieve goals. Current hotel management experience essential along with proven results in sales & marketing & leading successful teams. Strong salary + bonus + benefits on offer.

***NEW* LEAD THE TEAM**

**RESERVATIONS SALES MANAGER
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CORPORATE SALES ROLE

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**GENERAL MANAGER
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