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Star with VA to LA

VIRGIN Australia is promising to treat travellers with the best of service when travelling on its newly refurbished Boeing 777 aircraft from Sydney, Melbourne and Brisbane to Los Angeles.

See the **cover page** for more on the joint VA/DL Pacific offering.

EK Australia restructure

EXCLUSIVE

EMIRATES is set to implement major changes in its Australian operations, including the closure of its ticketing office in Melbourne as well as operations in Perth, Brisbane and Adelaide.

Barry Brown, EK Divisional Vice President for Australasia, told **TD** the changes would become effective from Apr, and would allow for the creation of new roles with greater responsibility.

"Emirates has been a major player in the Australian market for over 20 years...this kind of longevity is achieved by having the right strategy and team in operation, who are best placed to

implement them," Brown said.

Currently the Emirates Group employs about 5,600 staff across Australia, and last year contributed almost \$800m to the local economy in terms of purchases of goods and services.

Brown said the changes to operations would see team members "focus on the areas that matter most to our business and remain professionally challenged."

"We remain committed to the Australian market and will be working closely with each office to ensure this transition period is as seamless as possible," he said.

Sales executives will work remotely under the new structure and EK will "continue to provide a superior customer service with new focus areas for teams, based on customer needs".

The carrier has today launched a recruitment drive to fill a range of roles under the new structure - see the **last page** for details.

Montague funeral

THE funeral for the late Andrew Montague (**TD** 15 Jan) will be held next Thu 24 Jan 2019 at 11am at Maria Regina Church, 7 Central Ave Avalon NSW 2107.

Montague was Thai Airways' Head of Marketing & Sales Australia from 1974 to 1995.



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Travel Daily today has five pages of news and photos, a front cover page for **Virgin Australia** plus full pages from:

- Travel Trade Recruitment
- Emirates recruitment ad



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McEvoy to SkyBus

EX-TOURISM Australia CEO Andrew McEvoy has been appointed Chairman of AATS Group of companies, majority owned by OPTrust, which trades as SkyBus.

McEvoy takes over from Trent Peterson & is also Chair of Sealink Travel Group and Director of Lux Group, owner of Luxury Escapes.

The appointment comes as SkyBus embarks on its "next phase of growth".

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Bestjet link to tax haven

EXCLUSIVE

COMPANY records unearthed as part of investigations into the collapse of Bestjet Travel Pty Limited (**TD** 18 Dec 2018) have revealed a curious connection to the British Virgin Islands, as well as providing further confirmation of the involvement of disgraced Air Australia founder Michael James in the operations of the failed online travel agent.

The creditors list for Bestjet Travel Pty Limited indicates an estimated debt of about \$97,000 to a company called OTAlab for "Philippines payroll, annual leave and termination notice".

It's understood that OTAlab provided a range of services to Bestjet, including its Manila-based call centre.

Singapore company records reveal that OTAlab Pte Ltd has paid-up capital of SG\$1, with directors including Michael James of Carindale, Qld and David Lanning from Carlingford NSW, along with three Singapore citizens: Nancy Tan, Suan Wee Tan and Sugandhi Unnikrishnan.

Unnikrishnan and Nancy Tan are also directors of Singapore-based Bestjet Travel Pte Limited, a company which continues to operate under the directorship

dnata ACT growth

EMIRATES air services provider offshoot dnata has opened a new \$6.5m catering facility in Canberra, significantly expanding its operations in the capital.

dnata, which acquired the Qantas Catering business last Nov, prepares over 60,000 inflight meals in Canberra each month.

of Michael James' wife Rachel (**TD** 10 Jan) - and which is 100% owned by Queensland firm Bestjet Travel Holdings Pty Limited which is also not part of the current administration of the collapse by Pilot Partners.

The Singapore records also show that OTAlab Pte Limited is 100% owned by another company called Sea Wagon Investments Limited, based in Tortola in the British Virgin Islands - known for its secretive company regulations and minimal tax rates.

Company searches in the British Virgin Islands are extremely difficult - so much so that the UK Government is currently working to force the overseas territory to increase transparency via a public register.

Enterprise + Deem

CAR rental giant Enterprise Holdings has announced the acquisition of San Francisco-based technology firm Deem.

Deem operates a "managed-travel" platform including "Deem Work Fource" and "Deem Ground Work" which are used by over 50,000 corporate customers across the globe.

Enterprise has been a minority investor in Deem since 2016, with Deem also providing the technology behind Enterprise's EHIDirect travel booking platform for SME clients.

The acquisition will provide Deem with an infusion of capital and resources to help increase the pace of product development and enhancements.

Enterprise brands include National Car Rental and Alamo.

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[Fare Details](#)

Brunei to BNE back on

ROYAL Brunei Airlines has announced the return of flights to Brisbane, due to a partnership between Brisbane Airport Corporation (BAC) and Tourism Events Qld, along with the support of the state's Attracting Aviation Investment Fund.

Effective 11 Jun, the carrier will operate four times per week from Bandar Seri Begawan to Brisbane, utilising A320neo aircraft fitted with 12 Business and 138 Economy seats.

Royal Brunei previously operated to the Queensland capital until 2011, with the return made possible by the airline's ongoing fleet expansion program.

BAC Chief Executive Officer Gert-Jan de Graaff said the new direct links would expand tourism, business and trade opportunities between Queensland and Brunei.

"It is also great that new longer

range narrow-body aircraft such as the A320neo is now able to make direct flights into Brisbane more viable than ever, an opportunity we are working to expand on in the future," de Graaff said.

Queensland Premier Annastacia Palaszczuk said the service would allow the state to welcome more tourists from the UK.

"Improving access to Queensland and securing direct flights from key visitor markets like the UK is vital when it comes to growing our share of the global tourism market," Palaszczuk said.

"Travellers will have another option to pick Brisbane as their entry point to Australia and have easy access to many other iconic Queensland destinations."

The proposed launch schedule (subject to change) currently sees the flight arrive into Brisbane at 4.45am and depart 5.30pm.

Discover the hidden winery gems in Australia's regional areas. Read more in the December issue of *travelBulletin*.

CLICK to read
travelBulletin

RCL upgrade prog

ROYAL Caribbean International will next month roll out a commissionable bid-for-an-upgrade program called RoyalUp for Australian and NZ guests.

The move follows the introduction of a similar initiative called MoveUp for sister brand Celebrity Cruises locally last year.

"Guests booked on eligible sailings will receive an email from us advising the stateroom upgrade options available and will be invited to submit an offer," explained RCL Cruises Australia Director of Sales Jason Triebel.

"If your client's offer is accepted, they will be automatically charged and upgraded, guaranteeing the perfect start to their Royal Caribbean adventure," he added.

Royal Caribbean International noted that travel partners will receive full commission on the upgrade amount and will be copied on all communication.



Window Seat

THE opportunity to catch up on shut-eye is a valuable element in any holiday, but it can often be neglected in a jam-packed itinerary.

A property in Bowral is putting the focus on a solid night's sleep, with The Goodnight Co set to take over Springfield Farm for a three-night sleep retreat in Mar.

The company is promising "amazing workshops, relaxing yoga and meditation, nourishing meals and deep sleep," which it says is "perfect for those who wish to switch off from technology, daily routines and work, allowing a chance to reset and focus on receiving a good night's sleep".

Sounds like a bit of a snooze-fest to us...

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Emirates, flydubai

THE strategic partnership between Emirates and flydubai (**TD** 18 Jul 2017) is set to grow further with new codeshare destinations to be added in 2019.

The network will expand to include Naples and Budapest, with more destinations to be announced later in the year. flydubai flights to Chittagong, Bangladesh, will also restart on 20 Jan and flights to India's Kozhikode will start from 01 Feb.

Scoot's India sale

SCOOT has launched a mega India sale to celebrate the addition of three cities in the country to its portfolio.

Flights to Trivandrum will commence 07 May, and services to Coimbatore and Visakhapatnam will start 27 Oct. Sale ends 22 Jan - [CLICK HERE](#).

Maldives trade event

ADDICTED to Maldives (ATM), a travel concierge business focused on the Indian Ocean is playing host to 12 of its top hotel partners from the Maldives on 15 Feb in Gordon's Bay, Sydney.

The annual trade advisor event will showcase the growing wholesale side of ATM's concierge service and name the winner of the Maldives Elite prize for the top performing advisor.

Etihad bio flight

ETIHAD Airways' Boeing 787 has become the "world's first commercial flight using locally produced sustainable fuel", under an initiative with The Sustainable Bioenergy Research Consortium.

The Abu Dhabi to Amsterdam flight used fuel made from saltwater grown plants in a move to reduce carbon emissions.

Ugo ramps up agent offering



B2B ground transfer solutions provider Ugo Transfers is focusing on growing its agent connections and continuing to upgrade its platform in 2019, Founder and CEO Brad Wicks told **Travel Daily** yesterday in Sydney.

This year will see the company work to expand its base of 1,500 Australian and Kiwi travel agents through new partnerships, introduce new services in Asian destinations to its stable of over 400 cities globally and provide a points-based rewards system for agencies.

Ugo Transfers is gearing up

to debut an "all encompassing booking management tool" in coming months, as it celebrates its third year of operation.

Ugo Transfers will also launch a new comparative quote system, allowing agents to compare products from different suppliers and select the best option for their clients.

Wicks urged agents to take advantage of its third birthday incentive, which is offering 13% commission (**TD** 11 Dec 2018).

Wicks is **pictured** (right) with Ugo Transfers Business Development Mgr Peter Power.

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Globus family of brands is on the hunt for a target-driven and energetic **BDM** to grow and manage our sales portfolio in the **SA/NT region!**

PRIMARY JOB DUTIES

- Achieve sales targets
- Build and maintain rapport with travel agencies and consultants
- Conduct regular seminars, film nights and consumer promotions

WHO ARE WE LOOKING FOR?

- At least two year's experience in a sales and marketing environment (in Travel or Tourism)
- Comprehensive knowledge of using a CRM System
- Well-developed verbal and written communication skills

WHY GLOBUS

- Achievable but challenging and rewarding sale incentive scheme
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To apply, send your resume and covering letter to hr@globus.com.au by Friday, 25 January 2019.

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Globus family of brands is looking for an experienced and motivated **Regional Sales Manager** to grow and manage our sales teams in **VIC/SA/NT/TAS/WA!**

PRIMARY JOB DUTIES

- Coaching and performance management of team
- Monitor sales activity and effort
- Recruit, hire, and develop sales team members
- Build and maintain relevant networks and relationships with travel industry professionals

WHO ARE WE LOOKING FOR?

- At least 5 year's experience in sales and marketing
- Exposure to managing sales teams
- Well-developed verbal and written communication skills
- Strategic thinking and forward planning skills

WHY GLOBUS

- Achievable but challenging and rewarding sale incentive scheme
- Collaborative, driven and supportive Sales team
- Fully serviced company car and all equipment provided

**Please note, this role is based in Victoria.*

To apply, send your resume and covering letter to hr@globus.com.au by Friday, 25 January 2019.

Friday 18th January 2019

Emirates Pass back

EMIRATES has announced the return of My Emirates Pass, providing the airline's customers with access to discounts and benefits in over 500 locations across the UAE.

Customers can take advantage of the pass at participating outlets until 21 Mar - **CLICK HERE**.

Wld Journeys Kenya

WORLD Journeys has advised all its clients are safe following this week's attack on a Dusit hotel in Nairobi, Kenya.

The company also confirmed "all tourist services in Kenya are operating normally, and our partners on the ground confirm that the situation in Nairobi is calm and security is stable".

NYC record growth

NEW York City has achieved its ninth consecutive year of tourism growth with a record 65.2 million visitors in 2018, according to the destination's marketing organisation and visitors bureau NYC & Company.

The record number of visitors comprised of 51.6 million domestic and 13.5 million international travellers.

NYC & Company is predicting more than 67 million visitors will visit NYC in 2019, tipping it as a "monumental year" with many large-scale openings planned and the city set to host WorldPride.

GBT airfare report

AIRFARE levels are expected to remain stable on many of the major air routes in 2019, according to the recently published Air Monitor 2019 report by American Express Global Business Travel (GBT).

The report indicates that due to high commodity prices the Australian economy is expected to grow 3.7% in 2019, keeping air travel results strong in the region.

Additionally, competition from international airlines, particularly those flying to Europe is keeping prices steady - **CLICK HERE**.

WIN UP TO \$1000 by vlogging

To celebrate the Aussie summer, *Travel Daily* is joining Vloggi, the world's simplest video blogging platform to give readers Westfield shopping vouchers valued at \$1000 (1x \$500 and 2x \$250) and 10 movie vouchers.

Simply create 10-second video blogs using the Vloggi app. The videos that best encapsulate the summer spirit win. The content is up to you - a funky place, a great place to eat or stunning views.

Download the Vloggi app, which automatically compiles video clips into 10-second microvlogs. Or join multiple vlogs together into longer stories via the Vloggi website. Visit summervlogs.com to learn more and for T&Cs.

VLOGGING TIP 5 - Collaborate: Because you cannot be everywhere collaborate with your friends, travel buddies or colleagues.



Bench Africa names winner

REGULAR HOLIDAY FACE

AFRICA HOLIDAY FACE



BENCH Africa has named Alex Lee (pictured above) from Travel and Cruise Bright as the grand prize winner of its competition run with *Travel Daily* in Nov.

Lee won flights on South African Airways and a 12-day Highlights of Botswana Mobile Safari with Bench Africa.



The operator also decided to reward the creativity of Gina Maitland from MTA Travel (left), Jade Langley from Flight Centre Armadale and Julie Redmond from JR Travel (above), who received runner-up prize packs.

TRAVEL SPECIALS

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au

Travellers can fly for \$799 return to Canada & North America when booking select **Insight Vacations** 2019 USA and Canada trips. The offer is available until 15 Feb, **CLICK HERE** for more information.

Save up to \$730pp on select 2019 departures including the nine-day **Jewels of the Mississippi** luxury river cruise itinerary when booking with **Adventure World Travel** before 31 Mar. Call 1300 363 055.

Travellers can now save up to \$1,300 per couple on one of 10 itineraries under the **AAT Kings** Great Australian Sale. Trips start from \$5,825 per person twin share and the offer is available until 15 Mar. For further details on the deal, **CLICK HERE**.

Metro Hotel Marlow Sydney Central has released a hotel package from \$151 per night until 31 May for visitors attending *Charlie and the Chocolate Factory* at Capitol Theatre. Call (02) 9357 7775 for more.

The Celebration Travel Company is running a deal offering a seven-night sailing with Blue Lagoon Cruises in Fiji for the price of four. Bookings need to be made by 31 Jan. **CLICK HERE** for more details.

Travel Daily

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Travel Customer Relations Officer

Sydney, Salary to \$55k + Super, Ref: 3765PE1

A travel customer relations executive is required to join this fantastic luxury Cruise Company, You will be responsible for ensuring that customer correspondence is dealt with swiftly and efficiently in accordance with company procedures and industry deadlines in addition to providing support to customers with their complaints and concerns. Excellent benefits & career opportunities are on offer for the right person. This is an exciting behind the scenes opportunity working for a Cruising great!

For more information please call Paul on
(02) 9119 8744 or click [APPLY](#) now.

Cruise Line Training Development Manager

Sydney, \$90k-\$100k + Super, Ref: 9112JB1

My client is seeking an experienced Cruise Line Training and Development Manager to join their growing team! The successful candidate will have extensive experience in recruiting, scheduling, training, developing and briefing staff for a large scale travel company. The ideal candidate will have a minimum of 5 years experience in a similar role. This is an office based role in Sydney. The successful candidate will enjoy a salary of \$90k - \$100k + Super (dependent on experience).

For more information please call Jacqueline on
(02) 9119 8744 or click [APPLY](#) now.

Regional Travel Consultant | Work Life Balance

Gladstone, \$40-60k + Super + Comms, Ref: 1978AW4

The role will be heavily customer service focused offering your expertise on worldwide destinations. Consulting across all platforms, including face to face, online and over the phone, this regional community travel agency is looking for a Regional Travel Consultant to join their team! Fancy a sea change? Want to get your work life balance back? Only work 9xdays/fortnight! If you have an approachable personality & down to earth demeanour, with a driven and motivated work ethic - APPLY NOW!!

For more information please call Amanda on
(07) 3123 6107 or click [APPLY](#) now.

Key Account Manager

SE Melbourne, \$70-88k + Super, Ref: 3763HC1

Our client is seeking an experienced Key Corporate Account Manager for their growing office. If you have extensive and strategic Travel Account Manager in a TMC then this role could be what you are looking for. Your main responsibility is to manage business relationships between the TMC and your clients while promoting account retention and growth. This company have a fantastic reputation for staff retention, valuing their employees and they have an excellent & supportive working environment.

For more information please call Hannah on
(03) 9988 0616 or click [APPLY](#) now.

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Sydney, \$60k + Lucrative Comms, Ref: 1557AJ1

Exciting opportunity to join a market leading company specialising in group tours. You will be responsible for driving business, identifying potential clients and outlining the fantastic service offering available. My client provides fully tailored travel packages for schools, clubs and associations and pride themselves on going the extra mile. With such a great product/service offering behind you, you can expect to enjoy high conversion levels coupled with an uncapped incentive structure.

For more information please call Antony on
(02) 9119 8744 or click [APPLY](#) now.

Cruise & Travel Consultant | Non Face to Face

Brisbane, Up to \$50k base + Super + Comms, Ref: 2514SZ4

My client is a fast paced award-winning online agency currently seeking a talented travel or cruise consultant selling cruise & worldwide land / air packages. You must be hungry to want to earn top dollars by doing what you love and be rewarded with famils & top commission. This role would suit someone that wants a supportive team environment, work / life balance, a relaxed & fun atmosphere, breakout area, own lockers & shower facility with full kitchenette & magnificent views at your desk.

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Travel Consultant | North Brisbane

North Brisbane, Up to \$55k base + Super + Comms, Ref: 1366CGA1

This independent member of Travellers Choice is a winning agency, you'll be preparing tailored itineraries to some exotic and off the beaten path destination. You'll be given a great base salary as well as enjoying predominately Monday to Friday role in a supportive team environment. There is nothing like joining a company with a strong industry presence that rewards their staff and treats you like family, it's a rare opening as business is booming, escape the city & work close to home!

For more information please call Courtney on
(07) 3123 6107 or click [APPLY](#) now.

Senior Travel Consultant - High End!

Melbourne East, \$55k + Comms, Ref: 3825JP1

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- Manager Analytics & Operations – AU/NZ (Reference 18000234)
- Regional Sales Manager (Reference 1800022V)
- Global Corporate Account Manager (Reference 18000235)
- B2C Manager – EOL/Skywards (Reference 1800022E)
- Key Accounts Manager (Reference 1800022X)
- Special Markets Manager (Reference 1800022Z)

Melbourne

- Regional Sales Manager (Reference 1800022W)

For more information and to apply, please visit emiratesgroupcareers.com and search using the applicable job reference number. Applications close Monday, 28 January 2019.

Only apply on-line and candidates with the necessary experience, skills and work rights will be contacted.

Apply now and you could help us to create the future of travel.