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Railbookers goes off track

THE recently established Australian office of UK-based rail specialist Railbookers is believed to have ceased trading, with the demise of the fledgling operation seeing five local staff out of work.

It's understood that an agent famil organised by Railbookers Australia has also been cancelled, and while the local website is still operational, calls to the 1300 number are not being answered.

The move follows the collapse of London-based tour operator Travel Definitions, which ceased trading last Fri according to the UK Civil Aviation Authority.

Travel Definitions was a sister company to Railbookers UK, which has subsequently been acquired by US rail package tour specialist Yankee Leisure Group,

the national tour operator for Amtrak Vacations.

Yankee Leisure Group said it didn't expect any change to Railbookers' UK operations, but a statement didn't mention the Australian business.

AFTA said while it's in the process of making enquiries about the Australian operation, in the meantime the ATAS accreditation of Railbookers has been immediately suspended.

MEANWHILE Lisa Pagotto, who was the Railbookers Australia distribution manager, has confirmed that she was not a director and has no commercial involvement with the company.

Her other business, Crooked Compass Pty Ltd, has no connection with Railbookers and she is unable to provide any insight as to the firm's position.

Today's issue of TD

Travel Daily today has nine pages of news, including a photo page from MTA plus full pages from: ([click](#))

- One&Only Hayman Island
- AA Appointments jobs
- Rail Plus
- TD/JITO networking night

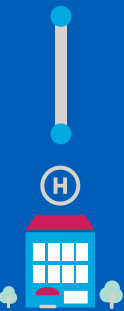
Hayman 20% off deal

ONE&ONLY Hayman Island is offering savings of 20% for reservations made before 31 Mar for travel 10 Apr-15 Sep 2016.

Some black-out dates apply - for details, see [page ten](#).

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QF/AA quash B6 reply

QANTAS and trans-Pacific ally American Airlines have slammed JetBlue Airways' submission to the US Dept of Transportation.

In a sur-reply to the DOT, AA and QF urged the authority to disregard the NYC-based carrier's statements, saying they should instead be used as evidence to show the benefits of alliances.

Oz Escapes ATAS exit

AFTA this morning revealed that the ATAS accreditation of Australian Escapes Marketing has been cancelled effective immediately.

Southport, Qld-based Australian Escapes describes itself as "challenging traditional travel agent pricing" via a multi-tiered membership program claiming to offer savings of 20-40%.

The company has been placed into administration, with AFTA saying it's currently investigating the matter but "believes there is a managed process in place for the business' voluntary closure".

AFTA has invited affected consumers to contact director John Greenbury on 07 3202 9137.

"The Department should look past JetBlue's empty rhetoric and focus instead on JetBlue's conduct and contemporaneous statements, which undercut the position it takes...and provide additional evidence of the benefits of airline alliances," QF and AA's general counsel said.

"While JetBlue argues in this docket that alliances "restrict competition on international routes", it aggressively constructs partnerships with foreign airlines & touts the benefits they bring".

QF/AA said JetBlue itself relies on partnerships, citing its claim as the "#1 airline in Boston" is based on alliances with 16 carriers at the Massachusetts' capital.

The Aussie & US airline further highlighted B6's has pacts with a total of 36 foreign carriers.

Via Rail prestige

CANADIAN train operator Via Rail is promoting its new Prestige Class offering which features larger cabins with heated floors, a mini-bar, all-inclusive dining and complimentary drinks.

More information on [page 12](#).

Daydream mates rate

AGENTS can experience the Whitsundays' Daydream Island Resort & Spa with a new Industry Bonus offer priced from \$130 per room per night.

The trade-only deal is based on a minimum three-night stay in a Garden Balcony and includes daily brekkie, wi-fi & other perks.

Ocean Balcony rooms are priced from \$145 per night and Coral Ocean Balcony rooms from \$185.

The promotion is valid for travel until 23 May if booked by 30 Apr. For bookings, call 1800 075 040.

Tooze departs AFTA

COMPLIANCE manager at the Australian Federation of Travel Agents David Tooze has departed the organisation to return to duties with the NSW Government in a senior role for Transport NSW.

Tooze was with AFTA for more than two years and steered the implementation of ATAS, while managing all compliance matters.

AFTA has also appointed Steven Heller as chairman of the ACCMC for a two-year term, having been in an acting capacity during the review process.



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Travel Daily

First with the news

Thursday 10th March 2016

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NEW! Industry Rates on Princess Cruises
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*Conditions apply.

CLICK HERE for further details

Windsor Hotel redevelopment

MELBOURNE'S iconic Windsor Hotel will close later this year for a major renovation following a ruling yesterday by the Victorian Civil and Administrative Tribunal.

The upgrade was previously delayed after the state's Planning Minister, Richard Wynne, blocked a bid for an extension of the planning permit for the enhancement.

The hotel is owned by Indonesia's Halim family, which plans to spend \$330 million redeveloping the hotel and adding a 26-storey tower at the rear of the property.

When the bid was initially knocked back the family threatened to turn the Windsor

into a backpacker lodge.

According to a statement issued by Adi Halim yesterday, "the Windsor project passed all the heritage tests...it has only been the politicians who tried to block the project."

The issue was an extension being sought by Hotel Windsor Holdings which would see the development complete by 2020, with the previous approval which expired in early 2017 seen as inadequate for such a major construction activity.

The original permit for the renovation was granted in 2010.

VCAT's judgement said it was clear that a project of this size and complexity requires a construction timeframe of 36- to 42-months.

"We are delighted the Hotel Windsor can now be brought back to its original glory as one of the world's great grand hotels," the Halim family said.

More partners for Concur TripLink

TRAVEL and expense management solution provider Concur has announced new partnerships with its TripLink platform, which gives travel managers visibility of bookings made by their employees.

The additions include Hertz and hotel aggregator HRS Global Hotel Solutions, with Concur executive vice president of travel, Tim MacDonald saying: "by integrating Hertz and HRS into the Concur TripLink platform, travel managers will be able to track, view and manage all bookings made directly on Hertz.com and HRS.com as soon as they occur".

OS back to HKG

AUSTRIAN Airlines is extending its long-haul network with the resumption of flights between Vienna and Hong Kong.

According to GDS screens, the route will operate five times weekly effective 05 Sep, using a Boeing 777-200ER.

The Star Alliance member hasn't flown to Hong Kong since 1999.

Destination Australia

LAST minute bookings are still available for next week's Destination Australia Conference being hosted in Sydney by Tourism Australia.

Speakers will include Federal Tourism Minister Richard Colbeck, Flight Centre's Tom Walley and Uber Australia/NZ gm David Rohrshiem, along with celebrity chef Luke Mangan.

The Wed 16 Mar event will be followed by a 'China Uncovered' conference the next day - to register, **CLICK HERE**.



Window Seat

IMAGINE a hotel concierge who's never offended by rude guests and doesn't need to take a lunch or bathroom break. This could be the hotel staff of the future with "Connie" the robot concierge being piloted by Hilton.

Connie's stationing near reception at the Hilton McLean in Virginia, USA is a major step towards Robots and artificial intelligence entering the tourism industry.

Connie sources domain knowledge from Watson and WayBlazer to build up an information bank for informing guests about tourist attractions, dining recommendations and hotel features.

Apparently, a recent survey from Travelzoo found the majority of people think robots would have better efficiency, data retention and recall than human beings.

Can you imagine robots running an entire hotel?

Travelzoo says consumers "still want humans in the picture" because if humour and irony is missed it could dull the whole experience.

Plus it's unlikely robots are trained to calm down irate guests - a key skill they'd need in hotel reception!

In the pink with Excite Hols

EXCITE Holidays has named Tanya Tyler as the second winner of its USA Live Like a Local incentive.

Tyler from TravelManagers will have the opportunity to visit Nevada as part of the promotion which is giving agents the chance to win a trip to one of four US destinations every two weeks over an eight week period, just by making an Excite booking to the specified destination.



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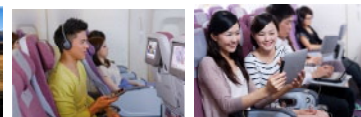
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Qatar Airways adds 14 routes

QATAR Airways ceo Akbar Al Baker yesterday confirmed the Gulf carrier would launch the world's longest commercial route between Doha and Auckland, effective 03 Dec using Boeing 777s (**TD** Mon).

Al Baker, who was in Sydney last week for the launch of QR's new Australian route, announced the **oneworld** carrier's first New Zealand route at the ITB Berlin trade show in Germany, along with 13 new destinations.

New QR European destinations include Pisa (starting 02 Aug), Sarajevo (07 Sep), Helsinki (10 Oct), Skopje (Nov) & the relaunch of services to Nice (in 2017).

In Africa, Qatar Airways will add Marrakech (in Jul), Windhoek (28 Sep), resume services to the Seychelles (12 Dec), launch flights to Douala in Cameroon & Libreville (Gabon) in Jan and begin new services to Lusaka (later in 2017).

In the Asia Pacific region, the Doha-based airline will also add Krabi (06 Dec) and Chiang Mai (also in Dec).

The massive expansion will see QR operate frequencies on either a three, four, five or daily basis using a mix of Airbus A320s or Boeing 777s and 787s, depending on the particular destination.

"Qatar Airways prides itself on being a global connector, and most importantly, providing seamless and convenient connections for our customers, so that we remain their airline of choice," Al Baker said.

"These new destinations are where our customers want to go, and where we see the most opportunity to provide a best-in-class experience at great value."

The beefed up route network comes as Qatar Airways marks two years of operation at Hamad International Airport.

FC inspects Saffire Freycinet



THE team from Flight Centre Glenorchy in Hobart enjoyed a lunch and hotel inspection at Saffire Freycinet in the Coles Bay Conservation Area recently.

The multi-award winning property was most recently named first choice for the category of Best Luxury Hotel in Australia and South Pacific Region and the tenth best Luxury Hotel

in the World in the Tripadvisor Travellers Choice 2016 Awards.

Pictured above inspecting Saffire Freycinet are: Tempo Holidays business development manager Kyle Duffield with the Glenorchy Flight Centre team - Lindsey Bird, Karly-Anne Davies, Claire Goodwin, Francesca Caitlin, Samone Appleton and Rae Horton.



Fly to the UK with Qatar Airways

Flying daily to Birmingham from Australia starting 30th March 2016

Fares starting from:

Birmingham FROM \$1,500*

London FROM \$1,550*

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GOING PLACES TOGETHER

*Book until 22nd March 2016. Fares quoted above are for departures from Adelaide for low season departures only, from 27th September to 30th November 2016. Other sale fares are available departing on other travel dates. Fares may vary due to currency fluctuations. Conditions apply. Please review at the time of booking.

Backpacker tax talk

THE “backpacker tax”, which would eliminate the tax-free threshold for backpackers will be on the agenda of the next Council of Australian Governments meeting (COAG).

NT Chief Minister Adam Giles said there are concerns the backpacker tax changes would reduce the number of Working Holiday visa holders who choose to come to Australia.

“We need to ensure we are as competitive as possible in the backpacker market to help support the economic development,” Giles said.

UAE DFAT update

THE UAE has experienced a severe thunderstorm, prompting Smarttraveller to advise Australians in the country to stay indoors during adverse weather.

There are reports of flight delays and there has been widespread damage and flooding.

It is expected that the severe weather will continue for several days.

Hilton Napa opens

THE 115-room Hampton Inn & Suites by Hilton Napa has opened a few minutes from downtown Napa in California.

Free wi-fi is available, along with a 24-hour business centre, a 279m² meeting space and a fitness centre.

Cathay’s profit bump

THE Cathay Pacific Group’s 2015 profit has skyrocketed by 90.5% to HK\$6 million, up from HK\$3,150 million in 2014.

The business benefited from low fuel prices and saw strong economy class demand, lifting pax load factors 2.4pp to 85.7%.

A reduction in fuel surcharges, unfavourable foreign currency movements and a higher proportion of passengers connecting through Hong Kong put downward pressure on yield, which fell by 11.4% to HK\$59.6c.

Passenger revenue in 2015 came in at HK\$73,047 million, a decrease of 3.5% on 2014.

Indigenous Tourism

WA TOURISM Minister Kim Hames has hailed Australia’s Aboriginal culture was one of the nation’s biggest tourism assets at the opening of the 8th Australian Indigenous Tourism Conference.

Viva!/VA Military Tattoo shout



SEVEN West Australian agents were wowed by the ‘The Royal Edinburgh Military Tattoo’ in Melbourne, hosted by Viva! Holidays & Virgin Australia.

Departing from Virgin Australia’s new Terminal in Perth, the group first stopped off in the historic town of Ballarat, Sovereign Hill to take part in the ‘Blood on the Southern Cross’.

Following a night at the Mercure Ballarat, the participants hit the road for their much awaited Royal Edinburgh Military Tattoo.

Agents were entertained by over 1,700 amazing performers, with a full size replica of

Edinburgh Castle onsite.

To top off the trip the group had a VIP overnight stay and the Grand Hyatt, VIP tour of the Andy Warhol and Ai Weiwei exhibition at the National Gallery of Victoria and a High Tea at the Langham, before heading home.

Pictured are Chloe Whittington, helloworld Esperance on Andrew; Holly Bilecki, Cathie Rice Travel; Sandra Greenwood, helloworld Dunsborough; Luke Chittock, Amity Travel; Helen Watson, Wise Choice Travel; Joanne Brown, helloworld Willetton; Nicola Strudwick, Viva! Holidays and Daniella Fahey, Virgin Australia.

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Virtuoso checks out Singapore



BRITISH Airways and Raffles Hotel last week hosted Virtuoso Advisors on a Singapore famil.

Travelling British Airways Club World Business class to Singapore, the agents spent two-nights in suite accommodation at the landmark property.

Highlights of the trip included a Cultural Gourmet Tour hosted by East West Planners, a Singapore

Sling in the Long Bar and degustation dinner at Raffles Grill.

Pictured are Peter Greenland, Travelcall; Karen Harrison, British Airways; Gabrielle Hall, Travel Beyond; the Sikh doorman; Deborah Ortado, Travelphase; Tracy Campbell, Executive Edge; Yvan Bilodeau, Anywhere Travel; Cristina Magni, Virtuoso and Lyre Visorro, Spencer Travel.

Freedom Guarantee

CONTIKI has introduced a “Freedom Guarantee” with Zero Change Fees and the FlexDeposit.

Zero Change Fees will allow travellers booked on any Contiki trip to change their chosen trip, departure date, or even the region of travel without fees.

If the new trip is more expensive, guests will pay the difference or if it is cheaper, will receive a refund.

The FlexDeposit policy has changed so the deposit can work as a credit towards a future Contiki holiday, should they change their plans.

Alternatively, travellers have the option to gift it to a friend within five years of the original booking.

Wilpena new tours

WILPENA Pound Resort in South Australia has introduced three experiences which revolve around greater education and insight into the local Aboriginal culture and traditions.

The Yura Uduyu tour delves into the settlement history of the region and provides info on the landscape and bio-diversity.

Also new is a one-hour Marri Mita tour aimed at youngsters and a Welcome to Country experience led by an elder.

Park Hyatt Auckland

GROUND was broken this week in Auckland by New Zealand PM John Key, marking the start of construction of the NZ\$200m 5-star Grand Hyatt Auckland.

The project is being bank rolled by Beijing-based Fu Wah Int'l Group - one of the largest foreign investments in New Zealand's tourism infrastructure.

Positioned at a “landmark site” in downtown Auckland, the luxe hotel will feature 195-rooms and is the first Park Hyatt branded property in the country and one of only 37 worldwide.

UA SFO-Hangzhou

UNITED Airlines is seeking greater entry into China, applying for approval from US authorities to begin new services between San Francisco and Hangzhou.

UA plans to initiate services on the route from around 13 Jul on a thrice weekly basis using Boeing 787 Dreamliner aircraft.

The American carrier said the route would provide “substantial benefits to the US.”



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Conditions apply. Visit qantas.com/agents for full terms and conditions and entry requirements. Qantas Airways Limited ABN 009 661 901



SELECT travel agents from Melbourne and Sydney were treated to cocktail functions held at Encore in St Kilda and the Museum of Contemporary Art in The Rocks Sydney recently.

The functions were hosted by boutique sales and marketing agency, The Hotel Connection, which acts as a promoter for hand-picked hotels throughout select destinations across the world.

Wowing the crowds, a number

of overseas presenters showcased their products from Italy, London, Paris and China.

Pictured from left are: presenter Michael Erwin, Victoria Palace Hotel Paris; Cecilia Fabian-Scott, The Hotel Connection; Doug Greenwood, Cheval Residences London; Sarah Whitty, The Hotel Connection; Filippo Curinga, Italian Dream Incorporated; Cindy Kam, The Hotel Connection; Paolo Kastelec, Fontelunga Hotel and Villas, Tuscany.



**Product & Marketing Manager
(12 months maternity leave position)**

Rail Plus Australasia is the leading dedicated International Rail Specialist General Sales Agent (GSA) throughout Australia & New Zealand.

Based in Melbourne, you will be responsible for the managing and developing of Rail Plus' product & marketing department. You will be responsible for optimising product to achieve the business goals while maximising return on investment. In addition you will liaise with suppliers and media contacts in demand generation and product marketing.

Reporting to the CEO, this role will be responsible for, but not limited to:

- Manage and oversee the product portfolio for Rail Plus Australia and New Zealand
- Negotiate rates with suppliers
- Manage the production of collateral and support information including brochures, flyers and marketing campaigns
- Secure unique and exclusive deals to differentiate Rail Plus from its competitors
- Develop product go-to-market strategy and positioning in collaboration with the Product & Sales team
- Deliver marketing activities to support new releases, updates and communications to existing clients
- Continually reviewing the performance of the product and recommending strategies

You will also need to have:

- A minimum of 5 years' experience in a similar role with demonstrated achievements
- European & rail travel knowledge
- Excellent oral and written skills with attention to detail
- Microsoft programs and ideally strong in Excel
- Excellent time management
- Demonstrated interpersonal skills and ability to influence outcomes at a senior level
- Extensive knowledge of the Tourism environment and competitors within the market

Please forward your resume & cover letter to hr@railplus.com.au
COB Friday, 18th March 2016.



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.

Philip Schaez is joining **Marco Polo Hotels** as the new Vice President, Sales & Marketing. He is moving over from the same role at Dorsett Hospitality International. Prior to this he spent 16 years with Hyatt Hotels Corporation where he held senior management positions at both corporate and property level across Europe, Asia Pacific and the head office in Chicago. The company has also appointed **Kitty Liu** as Regional Director of Sales, Shanghai for the hotel group. She previously held the position of Assistant Director of Sales – Regional Sales Office for Park Hotel Group.

Starwood Hotels & Resorts Worldwide has appointed **Stephane Fabregoul** as Managing Director of **W Singapore – Sentosa Cove** and **The St. Regis Singapore**. Fabregoul started at Starwood as Account Officer at Le Méridien Nice in 1993, holding Finance and Operational roles at Le Méridien Juan les Pins and Le Méridien Monte Carlo before rising to General Manager Roles.

View Hotels has announced two key appointments to its senior management teams in Sydney and Brisbane. **Anthony Coates**, who has a three-decade career across travel, tourism and hospitality, will take on the role of Director of Sales and Marketing at **Brisbane Riverview Hotel**. Meanwhile, **Andrew Best** has relocated from Tasmania where he worked in a number of roles at Hotel Grand Chancellor Hobart to step into the role of Director Sales and Marketing at the **North Sydney Harbourview Hotel**.

The worldwide **Association of Corporate Travel Executives** has announced the appointment of **Julia Sullivan** as the group's Regional Chair for the Middle East and Africa. Sullivan's term will extend two years, through to Dec 2017.

Airservices Australia has named **Jason Harfield** as its Chief Executive Officer. Harfield has held the role of Acting CEO since Aug last year and has over 25 years experience in the aviation industry.

Collette New England

COLLETTE'S fast selling Colours of New England tour which has six departures already filled has now guaranteed the remaining seven dates.

The eight-day trip from 26 Sep to 11 Oct is priced at \$3,279pp and takes in the best of the autumn colours.

Free Chauffeur driver airport service is included on all bookings made by 31 Mar.

Brazilian air pass

BRAZILIAN airline Azul has rolled out an air pass for up to 21 days travel in four destinations throughout Brazil for US\$399.

Eligible passengers must have an international roundtrip ticket on any airline.

With no black out dates, the pass is expected to be well received by Rio Olympic tourists.

Azul serves more than 100 destinations.

PRIZES TO BE WON

Rail Plus is calling for bright and ambitious travel consultants to join our Rail Expert Program for 2016.

Click here to become a Rail Expert now

MTA 2016 Conference on the Gold Coast - Day 1

UNDERLINING its 'The Power of Community' theme, more than 300 MTA Members and delegates joined by a stellar listing of speakers, including 'Mao's Last Dancer' Li Cunxin, leading industry luminaries and a host of suppliers last weekend came together as a community to both participate in and celebrate the 2016 MTA National Conference on the Gold Coast, an event co-managing directors, Roy and Karen Merricks have hailed as the biggest and most significant gathering of its type to take place in the company's history since the pair first founded the mobile travel agent concept in Australia 17 years ago.

Pictured on this page are a collection of images from Day 1.



LEFT: MTA ceo Don Beattie addressing conference delegates. **BELOW:** MTA GDS partners, Sabre's David Morrison and Skye Collie.



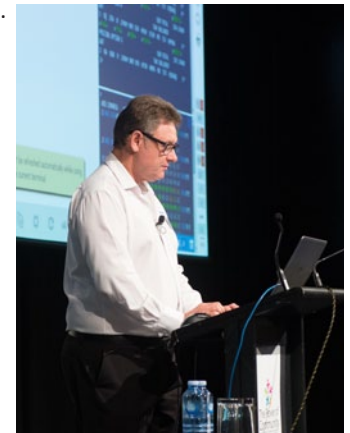
RIGHT: Amadeus' Jill Pettit (on left) & Liz Beattie with MTA Member Marilyn Tess.



BELOW: MTA members Ally Kilpin, Caroline Ferguson, Belinda Manning, Cath Gyles & Beate Carr.

BELOW: Travelport's Graham Whyte addressing MTA delegates at a workshop session.

BELOW: Geared up to drive the business to MTA delegates, DriveAway Holidays' Claire Turner and Nathan Baber with MTA Member Jo Gonzalez.



ABOVE: MTA's Lara Vale (left) and Julie Evans with Virgin Australia's Neil Robertson.



ABOVE: MTA Members Amber Halliday, and Marissa Titmarsh, CHI Insurance's Amanda Belcastro, MTA Member Charissa Hanrahan and CHI Insurance's Katie Brooks.

BELOW LEFT: MTA Members (from left) Fiona Cross, Melissa White, Melissa Pointon, Kyara Newport, Joanna Blair, Nadine Newport and Sonia Williams.

BELOW RIGHT: MTA's Michelle Edwards, and Susan Anderson, One&Only Resorts'

RIGHT: Micro-Cruising's Nicola Caygill (left) with MTA member Kate McLean.



Angela Lockyer and Susanne Nuttall with MTA's Shelley Hillis and Kylie Stefanile.



Clippers to Indonesia

CLOSE to 20 itineraries through Indonesian waters will be offered by tall ship sailing company Star Clippers for the first time in 2017.

Departures will operate from 06 May to 14 Oct 2017, with options of 7-, 10-, 11- & 14-nights duration ex Singapore and Bali.

JetBlue adds FLL/MSY

JETBLUE Airways is increasing its presence at Fort Lauderdale, Florida with new services to New Orleans (MSY) starting 29 Sep.

The daily service to MSY will be operated utilising Airbus A320s.

B6 also said it would be ramping up its operation at FLL over the Northern winter, expanding its operation by about 75% to an average of 140 daily flights.

NYC growth forecast

NEW York City is expecting a seventh consecutive year of arrivals growth, earmarking a high of 59.7m visitors in 2016.

The city's destination marketing organisation NYC & Company said it expects domestic visitation to comprise 47 million and int'l visitors 12.7 million - both all-time highs.

SA's Tasting Aus coup

SOUTH Australia's Tasting Australia festival has secured one of the world's most highly regarded chefs, Matt Orlando, to attend the eight-day event being held in early May.

Orlando is the owner/chef of Amass in Copenhagen, Denmark and will be in SA to prepare a seasonal showcase dinner called Natural, with Tasting Australia's ambassador Jock Zonfrillio.

"Matt is a massive drawcard for the festival and Natural will be a firm favourite with foodies," said SA Tourism Minister Leon Bignell.

EK's new 777 Business class



EMIRATES has used the ITB Berlin travel trade show as the launch vehicle to unveil its brand new Boeing 777 Business class product to the world.

The new cabin product will be rolled out on EK's 777-300ER aircraft from Nov and features a new ergonomically designed headrest, 72" pitch and the latest touchscreen controller that

allows the seat to be electrically converted to a fully flat sleeping position at 180 degrees.

Other features of the revamped Business class seat include a personal 23" TV screen - one of the industry's largest available, according to Emirates, and a mini-bar recessed into the armrest.

Seats are configured in a 2-3-2 layout and offer USB power ports.



WIN WITH TEMPO

This month *Travel Daily*, Tempo Holidays and Taj Hotels are giving readers the chance to win a trip from two to India, on Tempo Holiday's 8 day Incredible Royal Escape - with Taj Hotels. The prize includes 7 nights accommodation, transfers and comprehensive sightseeing throughout, valued at up to \$8,400.

To win, have the most correct answers and the most creative answer to the final question. Send your entries to tempo@traveldaily.com.au

Q8: Name the elephant orphanage visited on Tempo Holidays' Sri Lankan Highlights tour.

Hint: Pin the tail...



TEMPO HOLIDAYS



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.

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**CORPORATE TRAVEL STATE SALES LEADER
BRISBANE – SALARY PACKAGE \$110K- \$130K OTE**

Is it time you took your sales career and management skills to the next level? This state leader role could be just the key. Leading and motivating a team of corporate BDM team leaders you'll utilise your industry expertise and commercial acumen to win new business whilst developing and mentoring staff members to grow a successful QLD sales team. A superb salary package is on offer along with the opportunity for ongoing career development.

JOIN A MARKET LEADER!

**MARKETING MANAGER
GOLD COAST – PKG \$75 - \$85K**

We are looking for an experienced marketing executive to join this great team. Leading a small team your duties will include managing end to end marketing campaigns across all channels from strategy to implementation & measurement of results, working on strategy & branding following strict procedures. Experience in a similar role a essential plus excellent communication, presentation & leadership skills. Strong salary on offer for the right person.

** NEW ROLE ** HOTEL MAINTENANCE CHIEF ENGINEER

MELBOURNE – SALARY PKG TO \$100K+ (DOE)

Our client is currently seeking an experienced chief engineer / hotel maintenance manager to join their friendly & personable team. In this role you oversee the maintenance team & will be conducting all general building maintenance repairs; fulfil daily requests from the departments of the hotel, report on any faults & carry out repairs; ensure all plant rooms are checked & are operating to a high level; whilst overseeing contractors in the building. Experience req'd.

LEADING HOTEL GROUP

**HOTEL FINANCIAL CONTROLLER
MELBOURNE – SALARY PKG TO \$100K+ (DOE)**

Our client is a leading hotel chain with unique brands across their portfolio. Looking for a Financial Controller to join their talented team, you will oversee a property in Melbourne's Northern suburbs & will be responsible for all corporate reporting, annual budgets & quarterly forecasts as well as evaluating & improving operational systems & procedures. You will work with the property to implement all financial operating strategies to ensure growth for the property.

HIGH BASE PLUS UNCAPPED BONUSES

**CORPORATE TRAVEL – SALES MANAGER
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Are you working in a sales role but on a low base? Want to have security of a high base salary plus a very strong commission structure? If you consider yourself a consummate professional in Sales preferably with TMC sales, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting the SME space, you must be driven by winning new business and achieving targets. OTE Over \$100k in first year.

GREAT SOUTHERN LAND

**OPERATIONS MANAGER – INBOUND TRAVEL
MELBOURNE – SALARY PKG TO \$80K (DOE) + BONUSES**

New to Melbourne, this Overseas Inbound Travel Company are seeking an Operations Manager to join their Management Team promoting Australia & New Zealand! Your role as Operations Manager is to ensure all operational business, sales & service delivery needs are met & opportunities for market share strategies are completed within professional & integrated means. Ensuring that all overseas & local offices deliver on all KPI requirements.

NEW ZEALAND IS CALLING.

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

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

REPRESENT LUXURY

**TRAVEL INDUSTRY BDM
SYDNEY - SALARY PACKAGE \$80K**

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

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Travelling between Vancouver and Toronto, the Canadian is one of the world's most popular long haul rail services. It travels over a full 3 days/4 nights and explores Canada's diversity in comfort and art deco-style.

The new Prestige Class is providing passengers with a more luxurious feel, offering more space than the cabin for 2. Travellers who choose this class of service on The Canadian will enjoy all the refinement of VIA Rail's premium class not to mention the grandeur of Canada's natural splendours. Comfort and class is what this new sleeper type provides due to the following benefits:

- A spacious cabin - 50% larger than the cabin for two in Sleeper Plus class
- Leather L-shaped couch by day and a Murphy bed for two by night facing the window
- Private washroom with shower
- Flat-screen TV with video selection
- Minibar stocked with a selection of beverages
- Electric radiant heated cabin floors
- Priority baggage handling
- All-inclusive dining and complimentary drinks service



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Win a trip for two to HAWAII



Prize sponsored by Hawaiian Airlines and winner to be drawn at the event subject to terms and conditions

JITO CONNECTED Industry Networking Night

Jito Connected and The Travel Daily Group have partnered with some key industry players to bring you our largest networking night of the year

This event is a traditional mix of complimentary food, drinks and networking & is open to anyone in the Travel & Hotel Industry at all levels

22nd March

Limited to 300 guests
RSVP by 15th March
Your attendance will be confirmed subject to availability

Register & RSVP on the **JITO CONNECTED APP** by downloading it now from the **Apple Store** and **Google Play**. Set up your profile, and RSVP by clicking on the (going) button in the event section of the APP. **CLICK & DOWNLOAD NOW**



6pm – 9pm

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