



**Travel Innovation & Technology Trends: 2013 and Beyond**  
with James Tobin  
**WATCH NOW >**

# Travel Daily

First with the news

Friday 8th November 2013



Full support for your business

Click 

join.travelmanagers.com.au  
1800 019 599

**TRAVELMANAGERS**  
personally yours

## QF Avalon closure

**QANTAS** today confirmed that it will close its heavy maintenance facility at Avalon in Vic at the end of Mar next year, with the gradual retirement of its 747 fleet "making the operation unviable".

QF Domestic ceo Lyell Strambi said that after a comprehensive review it was clear that despite the best efforts of stakeholders there was "no workable solution to continue operating the sub-scale maintenance facility".

Over the next four years there would have been as much as 22 months without any scheduled work at Avalon, and "no business could afford to continue operating a facility under those circumstances".

The move will impact 53 QF staff as well as 246 contractors.

## Qantas, AA expand alliance

**QANTAS** has expanded its joint business agreement with American Airlines, adding ten new codeshare destinations across the USA.

Under the expansion, Qantas customers will be able to connect to/from American Airlines services from Los Angeles to Columbus, Ohio (CMH); Eugene, Oregon (EUG); Indianapolis, Indiana (IND); Medford, Oregon (MFR); West Palm Beach, Florida (PBI); Pittsburgh, Pennsylvania (PIT); Redmond, Oregon (RDM); Raleigh/Durham, New Carolina (RDU); and Northwest Arkansas Regional Airport (XNA).

Qantas says the expanded coverage means its customers now have access to over 100

codeshare city pairs across North America, Canada and Mexico from its LAX and DFW gateways.

The new codeshare flights are operated by a combination of American Airlines, American Eagle and Skywest Airlines, although all operating carriers use the AA airline code.

The new Qantas/AA codeshare services, ex Los Angeles, are now available for sale.

## Paul Gauguin to CNS

**PAUL** Gauguin Cruises has confirmed details of two 2014 itineraries which will sail between Fiji and Australia (TD 15 Feb).

An 11 night voyage between Lautoka and Cairns will depart 14 Jun, while the return 12 night voyage from Cairns will leave on 18 Aug 2014 - call 1800 251 174.

## Roy Morgan seminar

**ROY** Morgan Research will host two tourism seminars in the coming weeks, with the firm's Jane Ianniello presenting insights into the sector on Mon 18 Nov (Sydney) and Tue 19 Nov (Melbourne) - for info email sue.renshaw@roymorgan.com.

### Today's issue of TD

**Travel Daily** today has seven pages of news & photos, plus full pages from: (**click**)

- AA Appointments jobs
- Sabre Pacific

## BI 787s to MEL in Apr

**ROYAL** Brunei will switch from B777-200ER aircraft on its daily Bandar Seri Begawan-Melbourne service to 787-8 Dreamliners from 01 Apr, GDS displays show.

BI will launch the 787 on flights to London, via Dubai, in Dec.



TraveltheWorld **TAUCK** SMALL SHIP CRUISING

## ANTARCTICA FIVE STAR EXPEDITION

**BBC EARTH**

**REGISTER FOR OUR WEBINAR NOW!**  
WED 13 NOV '13

LIMITED AVAILABILITY on 7 Dec '14 departure

Pre-registration for 2015 now open!

**CLICK HERE**



## Splash into SUMMER!



Compete as an agency to win:

**2x \$500 Westfield Gift Cards**~  
Every week for 4 weeks

**ONLY 3 Selling Days To GO!**  
Look out for next week's winners in Travel Daily!

**PLUS 1x \$1000 Westfield Gift Card**  
Major Prize~

Visit [qhv.com.au](http://qhv.com.au) to see where you sit on the leaderboard

~Conditions Apply

For more information visit [www.qhv.com.au/agents](http://www.qhv.com.au/agents)

**viva! holidays**  
viva life!

## EXPLORE UK & EUROPE YOUR WAY BY RAIL



Save up to **20%\*** on a range of amazing rail travel options

**LEARN MORE**

\*Conditions apply

For more information visit [www.qhv.com.au/agents](http://www.qhv.com.au/agents)

**Holidays**  
QANTAS



# SMALL GROUP TOURING

Find out more at [bunniktours.com.au](http://bunniktours.com.au)



# Travel Daily

First with the news

Friday 8th November 2013

**NO PEAK SEASON**

Our **NEW W CLASS** wholesale fare is still one low price all year round, including Xmas and School Holidays. Plenty of seats available.

Contact your preferred wholesaler for a package today  
www.aircalin.com

## Rail bonus extension

**ROCKY** Mountaineer has today announced an extension of its Early Booking Bonus for journeys booked in 2014 until 20 Dec.

Up to CAD\$1,200 credit is available on qualifying journeys to spend on added extras.

Royal Caribbean's

# ROYAL FLUSH

One week cruise sale!

On sale 10-16 Nov 2013

T&Cs apply

## More ATAS work needed?

**TRAVELMANAGERS** chairman Barry Mayo has continued to raise questions about the proposed AFTA Travel Accreditation Scheme (ATAS), saying too many variables and uncertainties still exist and are yet to be ironed out.

Speaking to *Travel Daily* ahead of the final day of the company's 2013 conference, taking place on Royal Caribbean's *Voyager of the Seas*, Mayo said the fact the new system was not mandatory and that there was no fiscal overview were concerning to him.

"The variables are that an agency can be an ATAS member or [can choose] not to be an ATAS member, you can have self-insurance or not, whether you're ATAS or you're not, [and] you can have supplier insolvency insurance whether you're an ATAS member or whether you're not an ATAS member or you can choose not to have it at all".

Mayo added that this was likely

to cause great confusion among consumers, unsure about how to work all of this out in regards to how they book their travel.

"You might have an introductory advertising campaign but we're not talking about an introductory period in terms of our trading, we're talking about trading in the long term," Mayo said.

"The more confusing it is for the consumer, the more potential there is for damage within the industry and the damage in our view is that if there are a number of travel agents as there was one last year where an agent absconded with client funds, it's damaging on the industry, not just on that particular agent.

The TravelManagers Australia chairman said that the firm would evaluate the new suite of insolvency insurance products soon to be released by IPP (*TD* Tue) but that it was in discussion with other insurers about coverage if the ATAS direction was one it chose not to pursue.

In terms of protection for the company's network of Personal Travel Managers, Mayo said it will have coverage against its own collapse, with clients fully covered in all of its dealings with PTMs.

"As a company we want to support the AFTA initiative but if we feel it doesn't give adequate coverage to the consumer then we'll do something ourselves as an individual," he concluded.

More coverage on **page five**.

## Sabre Red mobile app

**SABRE** Pacific has rolled out a new mobile app that enables agents to book air, car & hotels while on the go.

Sabre Red Mobile Workspace is tablet friendly, and features an embedded browser that provides in-app access to Sabre resources.

Other functions allow agents to access customer profiles, PNR servicing, seat maps, ticketing capabilities and more.

**Travel Daily**  
on location aboard  
**Voyager of the Seas**

Today's issue of *TD* is coming to you from the TravelManagers conference aboard the Royal Caribbean Int'l mega-liner.

**GENTLY** moseying along through the Tasman Sea, delegates yesterday cast off from Sydney for a two-night cruise to nowhere aboard the largest RCI ship sailing down under this year.

After wandering the decks to locate their staterooms, the TravelManagers spent the afternoon attending a range of workshops to help them develop their knowledge of marketing and airfares, but the cruising workshop was by far the most popular, unsurprisingly.

## Fast Jetstar check-in

**JETSTAR** Asia has introduced a 'Straight to Gate' initiative that enables guests without checked luggage or no visa requirements to bypass check-in counters.

Entitled passengers travelling on select routes can check-in online, print a boarding pass then make their way to immigration and onwards to the departure gate.

The Jetstar Airways offshoot says it is the first Singapore-based LCC to provide the service.

The airline has also relocated to new counters at rows 2 and 3 at Changi Airport Terminal 1.

## NONSTOP SERVICE FROM SYDNEY TO THE U.S.

Connect to the U.S. with daily flights to New York-JFK from Sydney\* via Los Angeles.

For details, visit [delta.com](http://delta.com) or call 1800 458 368.

\*Travel from Melbourne and Brisbane is also available with our codeshare partner Virgin Australia.

ANOTHER CANCELLED TOUR? YOU SHOULD HAVE BOOKED WITH ALBATROSS!

Guaranteed group departures on all tours! [www.albatrosstours.com](http://www.albatrosstours.com)



# Travel Daily

First with the news

Friday 8th November 2013

Maxine joined because  
it's her ticket to freedom

Every agent has  
a reason to join

**MTA** mobile  
travel  
agents  
Call 1300 682 000  
Visit [join.mtatravel.com.au](http://join.mtatravel.com.au)



## Air New Zealand 787-9 AKL/PER

**THE** first ever route to be operated by the new "dash-9" variant of Boeing's 798 Dreamliner will be flown by Air New Zealand between Auckland and Perth (**TD** breaking news). Air NZ is the launch customer

for the larger version of the new plane and will take delivery after the middle of next year.

The 787-9 AKL-PER flights will debut commercially on 15 Oct 2014, with Air NZ and Virgin Australia customers able to book on the new plane now.

NZ ceo Christopher Luxon also confirmed the configuration of the new plane, which will have 18 lie-flat Business Premier seats in a herringbone layout; a separate 21 seat Premium Economy cabin and two Economy cabins with a total of 263 seats including 14 rows of the airline's Skycouch product.

**MEANWHILE** the carrier has also announced its first licensing agreement for the Skycouch to "a large airline based in Asia".

Air NZ has exclusively offered the Skycouch since launching it in 2011, but says the time is now right to commercialise the opportunity with other international airlines.

## UA switch on g2g tech

**UNITED** Airlines has joined the bandwagon of US carriers now allowing pax to use their mobile devices during all phases of flight, from gate-to-gate (**TD** 01 Nov).

The service is initially available only on mainline domestic flights below 10,000 feet, with plans to roll it out across regional operations by the end of 2013.

Delta Air Lines, American Airlines & JetBlue are already offering the same service on domestic flights.

## Soul shifts managers

**MANTRA** Group has taken over management of the apartment letting side of Surfers Paradise's Soul development (**TD** 06 Aug).

CEO Bob East said the group was "very excited to have a jewel in the crown like Soul Surfers Paradise join our network."

To celebrate its addition, a 'Stay 4, Pay 3' package is available for travel until 31 Mar in two- and three-bedroom apartments.



## Window Seat

**THE** latest spa treatment in Indonesia is one that doesn't involve human hands.

The so-called 'snake massage' at Bali Heritage Reflexology & Spa is exactly what it sounds like - a back rub involving having a large reptile slither all over you.

The centre has five resident snakes which are used for the treatments, each of which are also accompanied by two human attendants who keep a watchful eye and encourage the snakes to keep moving rather than coil up.

It's claimed to be quite safe, with the reptiles' mouths taped shut - and they're not hungry because they are well fed on a diet of live rabbits.

The 90-minute snake treatment costs about \$45.

## 20% more Japan visits

**AUSTRALIAN** arrivals into Japan are up by nearly one-fifth for the nine-months to Sep compared to the corresponding time last year.

Preliminary figures released by the Japan National Tourism Organisation show Aussie visits were up 13.6% year-on-year in Sep to 21,500, boosting the year to date number to over 180,000.

The Sep figure was more than double the tally of Australians entering Japan the month prior.

Across all markets, Japan has so far this year welcomed more than 7.7 million visitors, a 22.4% increase on 2012.

# Bula!

Book with Rosie Holidays and earn Pinpoint\$!

**Earn \$100 Visa Gift Card**

for every \$5000 of nett deposited land booked; and

**Earn \$25 Visa Gift Card**

for every \$5000 of nett deposited air booked.

[CLICK FOR MORE INFO](#)

### Crusoe's Retreat

FLIGHTS, 5 NIGHTS, INC 2 FREE NIGHTS, & BREAKFAST

Fr **\$725\***  
pp

### Radisson Blu Fiji Resort

FLIGHTS, 7 NIGHTS, INC. 4 FREE NIGHTS, & MORE

Fr **\$1,069\***  
pp

### Fiji Beach Resort by Hilton

FLIGHTS, 7 NIGHTS, REDUCED RATES, BREAKFAST & MORE

Fr **\$1,099\***  
pp

[CLICK FOR MORE INFO, MORE DEALS AND A CUSTOMISABLE FLYER.](#)



**Call 1300 133 524**

\*CONDITIONS APPLY. OPERATED BY PINPOINT TRAVEL GROUP





Friday 8th November 2013

## Rocky Mtr on Sunrise

**THE** Seven Network's *Weekend Sunrise* program will showcase the Rocky Mountaineer's annual Life Changing for Heroes program (hosted late Sep/early Oct)F, with coverage starting at 8:40am Sun.

## Qantas Japan seats

**QANTAS** was yesterday granted approval by the International Air Services Commission to scale back its allocation of capacity on the Japan route, to the equivalent of seven B767-200 flights weekly.

## Blue Mtns bushfire losses mount

**TOURISM** businesses in the Blue Mountains are continuing to hemorrhage financial losses from a downturn in business as a result of bushfires which have plagued the region recently.

Regional tourism losses are up to \$1.5 million a day, according to Blue Mountains Lithgow & Oberon Tourism's chairman Randall Walker.

That figure is compounded to more than \$2 million a day with cancellations from "over-reacting visitors for a month into the future and, inexplicably, a few around Christmas," Walker said.

"We have major operators that are down \$300,000 to \$1

million in revenue and, of the same percentage impact, small businesses that are down critical amounts of \$10,000 to \$20,000."

Walker welcomed a \$227,500 recovery package that has been pledged by the NSW Government to promote the Blue Mountains to domestic and int'l audiences, through Destination NSW.

"This is critical to ensure tourism is rebuilt quickly in the region," NSW Premier Barry O'Farrell said, adding that indeed the Blue Mountains is "open for business."

Railway lines, attractions, shops, restaurants, cafes, resorts, hotels & lookouts all continue to trade.



**BOUTIQUE HOTELS NOW AVAILABLE IN BEIJING, XI'AN, SHANGHAI, GUILIN & CHENGDU WITH CHINATOURS.COM**

Reservations call • 1800 306 669  
Email • tours@chinatours.com  
Web • chinatours.com

**CLICK FOR MORE INFORMATION**

## Travellers Choice digital deals



**TRAVELLERS** Choice is extending its online strategy with the signing of new agreements with three digital service providers offering email marketing, web development and search engine optimisation.

The deals with Zulu Labs, IBC Digital and Blackglass are "driving growth and helping the group's members embrace all aspects of

digital marketing," according to marketing mgr Robyn Mitchell.

Organic visits to the Travellers Choice website are up 61%, and when combined with a lift in online advertising unique visitors have risen more than sixfold.

Mitchell is **pictured** above left with Rob Donkersloot of Blackglass and Lucy Zupan from Travellers Choice.

## Early Bird fares to 35 European cities from \$1,524.\*

The Emirates and Qantas Early Bird Fares have landed. Book your clients' flights now and they'll save on travel for next year. With great fares, up to 1,500 channels of entertainment and a 30kg luggage allowance to 35 European one-stop destinations, don't forget to book that trip. Offer ends 15th November, 2013 unless sold out prior.

ECONOMY PRICES DEPARTING MELBOURNE FROM		BUSINESS PRICES DEPARTING MELBOURNE FROM	
Dublin	\$1,524*	Dublin	\$7,575*
Barcelona	\$1,537*	Barcelona	\$7,587*
Paris	\$1,582*	Paris	\$7,687*
London Heathrow	\$1,743*	London Heathrow	\$7,979*

Selected flights and departure dates apply. Flights from other departure points and First Class fares also available.



qantas.com.au/agents | emiratesagents.com/au

\*Airfares quoted based on Economy and Business Class return fare from Melbourne. Other departure points on sale at higher airfares. Offer ends 11:59pm (AEDT) 15th November, 2013 unless sold out prior. Departures from 1st March until 31st October, 2014. Prices correct at 10th October, 2013 but may fluctuate if carrier charges, fees, taxes or currency change. Fares shown are for travel in the low season. Offers subject to availability and flight restrictions apply. Small variations in prices may occur as a result of differences in airport taxes and charges. Cancellation and change fees apply. Parts of the Qantas - Emirates partnership continue to be rolled out progressively in 2013. Other conditions apply.

# Emirates links Skywards to Amex

**EMIRATES** has announced a new partnership with American Express, under which Amex Membership Rewards members will be able to transfer points into the EK Skywards loyalty scheme.

The worldwide deal "opens up new pathways to the Middle East, Africa, Asia and Europe for our global Card Members," according to Amex's president of Consumer Services, Josh Silverman.

Emirates chief commercial

officer, Thierry Antinori, said the partnership would allow EK to reach American Express' "loyal card member base and allow them to enjoy the exclusive privileges of a rewarding frequent flyer program".

Amex now partners with 16 airlines including Delta, BA, CX, Virgin Australia, Virgin Atlantic, Singapore Airlines, Air NZ, Etihad Airways, Malaysia Airlines & THAI.

## No helloworld targets

**NO PLANS** were in place for any specific targeting of helloworld agents or owners to join the TravelManagers organisation, the company's chairman Barry Mayo told *Travel Daily*.

Mayo said enquiry levels to join the group has been consistent and had been coming from all groups within the industry but that he was anticipating a general increase in the rate of enquiries over the next couple of years.

"We're keen to recruit quality consultants and in that regard, the average experience of the 400+ we have in the network at the moment is 16.5 years so that's more of a qualification we'd look at than one of the helloworld brands," Mayo said.

## Dubai visits up 35%

**THE** number of Australians visiting Dubai during the first nine months of 2013 has soared 34.9% on the corresponding time last year to nearly 195,000, according to Dubai's Dept of Tourism and Commerce Marketing.

Australia ranks 11th in terms of Dubai's top hotel guest sources.

## Langham Guangzhou

**LANGHAM** Hospitality Group has opened its first Langham Place branded property in Guangzhou, the group's eighth hotel in mainland China.

The 22-storey hotel is located in Pazhou Island in the south-east of the city and approx 40 minutes from the international airport.

## TM expansion plans

**TRAVELMANAGERS** chairman Barry Mayo has said the company was looking at a two-year period in which it hopes to crack the 500-agent milestone.

Mayo said he was happy with the rate the company was recruiting new members having reached a new milestone, but that he would like it to be a little faster than it is currently.

"You can't afford to rest on your laurels and there are set targets that stretch but it's also important that you recruit at a rate where you comfortably assimilate people and don't overstretch your resources".

The group has recently passed 400 agents in its home-based network around Australia, and hopes to have a broad geographic coverage of Personal Travel Managers in line with the distribution of population.

## Grand Pac earlybird

**NEW** Zealand specialists Grand Pacific Touring are rewarding Cruise & Luxury Coach program early bookers with up to \$540 per couple in bonus value when booking before 31 Dec.

Trips range in length from 15-days to the 28-day New Zealand & Australia by Luxury Coach & Cruise, for departures in late 2014 and early 2015.

The 'bonus value' is comprised of a \$200 discount, a US\$100 cruise credit & a GPT touring cap.

## FTE backing builds

**THE** inaugural Fiji Tourism Exchange - organised by Tourism Fiji for 05-08 Mar, is reporting widespread support from local operators & international buyers.

FTE has also gained the backing of ATS Pacific, Tourist Transport Fiji, Rosie Holidays & Thrifty who are some of the Gold Sponsors.

Among the Fijian resorts to register are Starwood Hotels & Resorts, Castaway Island Fiji, Musket Cove, Mana Island, Tokoriki Island, Outrigger on the Lagoon and numerous others, however the InterContinental Fiji Golf Resort & Spa (host of the rival BFTE show) is yet to register.

Further details on the expo can be found at the newly launched portal [www.fijitourismexpo.com](http://www.fijitourismexpo.com).

## Paris multi-night deal

**TEMPO** Holidays is offering a 20% discount when booking a minimum four-night stay at the recently reopened after a refurb, Hotel La Demeure in Paris.

Prices at the 3-star property are priced from \$426ppts for stays from 01 Apr to 31 Dec, which include daily brekkie along with a free hop-on, hop-off bus tour.

Phone 1300 362 844 to book.



## ATEC Branch Manager - WA

ATEC is currently recruiting for a Branch Manager to represent the organisation in WA.

This role is a vital connection between ATEC and its members at a local level. We are looking for an enthusiastic industry professional to assist members with a range of information relevant to their business, the local market and industry happenings.

**Key responsibilities include:**

- Branch Management
- Membership Management
- Events Management
- Financial Management
- Partnership Management
- Marketing and Communications

Visit [www.atec.net.au](http://www.atec.net.au) for more information.



validating carrier YO-747

**Ticket over 80 carriers on one plate -**

**Heli Air - 747 YO - Stock**

- **Guaranteed Financial Security**
- **All major Credit cards**

[www.apgiet.com](http://www.apgiet.com)

[bspadmin@worldreps.com.au](mailto:bspadmin@worldreps.com.au)

## Escape to Brunei with a side-trip on SQ's Early Bird fares

The Green Heart of Borneo



A Kingdom of Unexpected Treasures





**BW Jakarta addition**

**BEST** Western International has signed the 201-room Best Western Hariston to its portfolio in North Jakarta, the group's 3rd hotel in the Indonesian capital.

**GSR door-to-door Platinum service**



**GREAT** Southern Rail celebrated the launch of its new Platinum Promises product aboard The Ghan and Indian Pacific to trade partners during a whistle-stop visit to Sydney earlier this week.

The new-look Platinum service is an all-inclusive experience (**TD** 02 Apr), and includes transfers, all drinks, three-course dining for all meals with the added options of enjoying brekkie in the restaurant or dining privately in-cabin.

Guests can arrange private chauffeured collection from up to 50kms from their departing/arriving station and are also given first priority selection of GSR's range of all-inclusive tours.

Sales, marketing and distribution

manager Steve Kernaghan said the modifications to Platinum Service mark a new direction for luxury Australian rail travel.

"Now, it's simply a matter of paying once and relaxing in the knowledge that everything has been taken care of," he said.

**Pictured** at Sydney's Central Station with the iconic Indian Pacific from left are Great Southern Rail's Sophie Abnett, social media manager; Melanie Reid, PR manager; Claire Sim, business development general manager; Janaya, Indian Pacific hospitality attendant; Joseph Cobiac, Indian Pacific chef and Renee Cornelissen, business development manager.



**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](mailto:specials@traveldaily.com.au).

**Outrigger on the Lagoon - Fiji** has launched a month long package during Feb where couples can renew their vows for free. The seven-night Vakavou Vows & Romance deal includes accom in a Deluxe Ocean View Room with butler & a two-course dinner for two at lvi Restaurant. It's priced at \$1,840 for two when booked by 15 Dec. See [www.outriggerfiji.com/ForLove](http://www.outriggerfiji.com/ForLove).

Cambodia's luxurious Song Saa Private Island has released a Stay 4, Pay 2; Stay 8, Pay 4 or Stay 12, Pay 6 night deal for visits from 01 May to 31 Oct in a 1-bedroom Jungle Villa. Contact [reservations@songsaa.com](mailto:reservations@songsaa.com).

**Wyndham Resort Denarau Island** in Fiji has rates from FJD\$290 per room per night in a 1-bedroom deluxe apartment (FJD\$350 in a 2-bedroom) for stays between 01 Nov-31 Jan, when booked by 14 Nov. The deal is based on a minimum five-night stay. To book, email [denarau.reception@wyn.com](mailto:denarau.reception@wyn.com).

**ADL record Q1 arrivals**

**EMIRATES** has underscored record international arrivals for Q1 FY14 at Adelaide Airport, with the facility reporting a 26% year-on-year surge in visitors.

Additional Singapore Airlines capacity aided the growth.

Domestic arrivals were up 3.6% to 1.5 million, where an extra 50,000 seats were added.

Regional traffic dipped 7.5% due to cuts in mining traffic and weak economic conditions.

Overall, growth during the quarter was up 4.6% on 2012.

**TCF newcomers**

**EIGHT** new travel agency head offices have registered with the Travel Compensation Fund during the second half of Oct, including the well-timed Horse Racing Holidays of Sunbury in Vic.

Other new members include Beladi Travel of Croydon, Sendibad Travel Agent of Roxburgh Park, BE Travel Services of Blackburn & Holiday Bookings of Cremorne - all in Victoria; Peninsula Bay Cruise & Travel of Perth, WA and Forward Travel of Surry Hills and AU Kings Groups Australia and Hurstville in NSW.

**Qatar to Hangzhou**

**QATAR** Airways is adding a 7th gateway into China, with a new four times weekly service set to launch from Doha to Hangzhou.

Commencing 20 Dec, services to the capital of China's Zhejiang Province will be operated using twin-class Airbus A330 aircraft.

Last week at QR's induction into the oneworld alliance held in Doha, ceo Akbar Al Baker stated the Gulf carrier would continue to secure more routes into China, "which signifies our belief and commitment to the China market."

**ATA slashes NT trips**

**ADVENTURE** Tours Australia is offering considerable price cuts and added inclusions on its just released range of 2014/15 tour pricing on core NT itineraries.

The guaranteed to operate three-day Uluru Safari trip has been reduced by \$70, to \$695pp and now includes the Aboriginal interactive Mala Walk experience, while the three-day 4WD Kakadu and Litchfield Explorer journey is \$25 cheaper - now \$625pp.

See [adventuretours.com.au](http://adventuretours.com.au).



**Business Development Manager**

**National role | Sydney based | attractive incentives**

Nexus Holidays Sydney, a rapidly growing travel agency that specialises in Asian destinations is looking for a 'go-getter' Business Development Manager. The principal responsibility of this role will be to acquire new business and managing a portfolio of key accounts across Australia. You will also be a prominent "Brand Ambassador" of the Company in the country and overseas.

To be successful in this autonomous role, you must have proven experience in the Travel Industry either in sales or in account management. In addition, your organisation and effective communication skills, power of negotiation and commercial acumen will be highly regarded.

Being conversant in an Asian language is an advantage, but not mandatory. Nexus Holidays Sydney will reward you with a market competitive base salary, an additional car allowance and an attractive incentive scheme. For the right person, this role provides unbound opportunities of career progression.

**If this sounds like you, put in your application to [kenneth1@nexusholidays.com](mailto:kenneth1@nexusholidays.com) by 15 November.**

**DIRECT RESERVATIONS CONSULTANT**

**Join our Sydney team, and help create memorable Hamilton Island experiences!**

This exciting opportunity to join our busy team will include yearly trips to the island, ability to earn extra \$\$, wine benefits + more.

If you're passionate, driven, and thrive on reaching sales targets, then we want you!

Visit [www.hamiltonisland.com.au/careers](http://www.hamiltonisland.com.au/careers) or call (02) 9433 0451





# Ladies day at Flemington 2013

**YESTERDAY** the Emirates marquee at Melbourne's Flemington racecourse was full of travel industry celebrities as well as TV and sport stars.

The Dubai-themed stand provided the perfect haven to enjoy a day of racing, with Crown Oaks Day following Tuesday's Emirates Melbourne Cup excitement, and the carnival wrapping up with Emirates Stakes Day tomorrow.

**TD** snapped these exclusive pics in the marquee

yesterday; lots more on our website and at [www.facebook.com/traveldaily](http://www.facebook.com/traveldaily).

**BELOW:** Dean Cleaver from Emirates with a colourful Sarah Whitty of The Hotel Connection and Bayview Travel's Chris McGetrick.



**ABOVE:** Jamie Pherous from Corporate Travel Management with Emirates vp commercial Australasia, Bryan Banston.

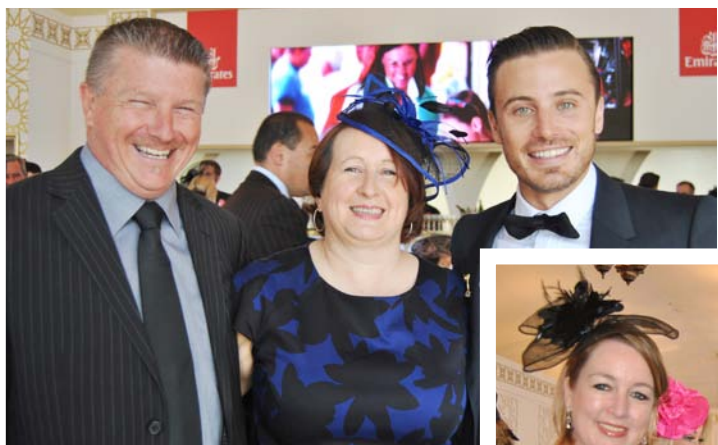
**BELOW:** Sabre ambassador James Tobin was one of many TV personalities attending the races yesterday, with other celebrities spotted including Johanna Griggs, Cathy Freeman, Gyton Grantley and Mick Molloy.

Tobin is **pictured** right with Wayne Hamilton of Swagman Tours and Jenny Marr of Jetset Vermont.



**LEFT:** Guests in the Emirates marquee were pampered in a special One&Only Spa - fitting given that Hayman Island will soon be managed by the luxury One&Only group.

**Pictured** are Dean Walsh and Anna Guillan from One&Only Hayman Island.



**BELOW:** Stewart and Helen Williams from the Globus Family with Tim Harrowell of Emirates.

**BELOW:** Julie King and Veronica Rainbird from Dubai Tourism with Vogue editor Jackie Frank.



**ABOVE:** Industry guests yesterday included The Journey Masters' Joe Brown and Tom Goldman of Goldman Travel.



**RIGHT:** Tim Harrowell from Emirates (centre) with Bassan and Mustafa Elsadik of Orient Travel.





## Wu boosts Sri Lanka

**GROWING** demand for Wendy Wu Tours' escorted itineraries in Sri Lanka has seen the operator launch a brand new itinerary taking in the north of the country.

Three departures of the new tour have so far been scheduled for 03 May, 21 Jun and 26 Jul, with the latter timed to coincide with the Esala Perahera Pageant in Kandy.

Highlights of the new product include a Puja ceremony at the Nallura Kandaswamy Kovil Temple, visits to World Heritage listed sites and opportunities to view local wildlife populations.

## QF MEL lounge popup

**QANTAS** Club guests in Melbourne will have a taste of Neil Perry's *Rosetta Ristorante* Italian eatery from 3pm on 05 Dec as part of the new "pop-up" experiences being rolled out by the carrier (**TD** 03 Sep).

## Tune Melb opening

**MELBOURNE** has been earmarked as the Australasian "operational hub" of budget hotel chain Tune Hotels.

The comment comes as the 225-room Tune Hotel Melbourne was officially opened today.

## Car/Motorhome brox

**DRIVEAWAY** Holidays has rolled out its 2014/15 Car & Motorhome Rentals brochure, listing product globally plus Peugeot Leasing and USA motorcycle options.

## Prakriti promotes India & beyond



**PRAKRITI** Australia introduced their range of land-based India, Nepal and Bhutan tours at an inaugural Sydney travel roadshow.

Held with the support of the India Tourism Office and Air India at the Sydney Harbour Marriott at Circular Quay on Wed, principal Tapas Panda said he had chosen Sydney as the key location due to the significant number of tourists who travel to the source destinations and the accessibility of direct flights via AI's network.

With the theme *Incredibly Yours* of his online booking service, the event was held to inspire and invite travel agents to partner with them and to become as

passionate about the destination as they are.

"We don't call ourselves travel agents, we are travel consultants and our booking system is not integrated with any other, it is just our own and something not seen before in internet booking."

Panda said the company was already working with key trade partners locally and welcomed new business from other agents.

More at [www.t2india.com.au](http://www.t2india.com.au).

**Pictured** at the function from left are Tapas Panda, Prakriti Inbound Private Limited; Sushil, Buddha Travel & Tours; Madu Dubey, India Tourism; Soia Gandhi, Gandhi Creations; Lyndon Samuel; Prakriti Australia and Jay Austin, Live Differently Travel Marketing.

## Escondido in Design

**THE** soon-to-open Mexican beach hut village Hotel Escondido will join the portfolio of bespoke properties marketed under the Design Hotels branding.

Consisting of 16 upscale beach bungalows spread across the coast north of Puerto Escondido in Oaxaca, the resort is slated to welcome guests from 01 Dec.

## Boutique China hotels

**CHINATOURS.COM** has added a new Boutique Hotels range of accommodation to its offering in China, selected based on location, decor, facilities and comfort.

Options include the Double Happiness Courtyard Hotel found in Old Town Beijing.

## WIN A HOLIDAY TO JORDAN



This month **Travel Daily** is giving readers the chance to win a holiday to Jordan, courtesy of **Jordan Tourism Board, Greece and Mediterranean Travel Centre and Royal Jordanian Airlines.**

The prize includes:

- Two Economy Class return airfares from Royal Jordanian port in Australia to Amman
- Seven day tour of Jordan, including Jerash, Dead Sea and Petra
- 6 nights accommodation
- Air conditioned transportation, entrance fees and meals.

Each day **Travel Daily** will ask a Jordan-related question – just read the issue and email us your answer. There will be 21 questions in total. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this incredible Jordan holiday.

Email your answers to: [jordancomp@traveldaily.com.au](mailto:jordancomp@traveldaily.com.au)

[Click here for terms & conditions of the competition.](#)

## Q.6: Where in Jordan is the lowest point on earth?



**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 for a free 14 day trial subscription at [www.traveldaily.com.au](http://www.traveldaily.com.au).

**Postal address:** PO Box 1010, Epping, NSW 1710 Australia

**Street address:** 4/41 Rawson St, Epping NSW 2121 Australia

**P:** 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

**Advertising and Marketing:** Christie-Lee Lachance, Lisa Martin and Magda Herdzyk  
Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the **Travel Daily** group of publications.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon

**Contributors:** Jenny Piper and Barry Matheson

Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)



Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.





# AA APPOINTMENTS

RECRUITMENT CONSULTANTS



**NEED A PAY RISE? CALL TODAY  
TO BAG SOME SERIOUS CASH!**

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com](http://www.aaappointments.com)**

NSW & ACT – 8/6 O’Connell St, SYDNEY – (02) 9231 6377 – [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)

VIC, WA & SA – 1/167-169 Queen St, MELBOURNE – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

**COMMISSION ON EVERY SINGLE BOOKING  
WHOLESALE TRAVEL CONSULTANT  
SYDNEY CBD – UP TO \$90k OTE**

Want a role where your hard work is rewarded with big \$\$\$.  
Our client is a highly respected wholesale travel company and they are looking for a top sales consultant to join their busy team. You will be working within a dynamic team environment, selling FIT holiday packages worldwide. Our ideal candidate will have outstanding sales skills, excellent international destination knowledge and a minimum of 1 years experience as a wholesale or retail travel consultant. Apply now and watch your bank balance soar!

**CORPORATE TRAVEL IS HEATING UP!!!  
MULTI SKILLED CORPORATE CONSULTANT  
NORTH SYDNEY – \$64k - \$72k**

Are you missing out on your life? Want to get back your work/life balance? AA Appointments are currently recruiting for a Multi Skilled Corporate Consultant to join a Global TMC in North Sydney. Monday to Friday only!!!. You will need a minimum of 2 years experience as a travel consultant with experience working with corporate clientele, strong GDS skills, knowledge of Tramadax and excellent airfare knowledge. Excellent salary on offer, plus incentives and excellent working conditions. Don’t delay – apply now!!

**GO CORPORATE WITH A TWIST  
CORPORATE CONSULTANT  
ADELAIDE (INNER) – SALARY PACKAGE UP TO \$60K (DOE)**

Travel experts in Adelaide, we have a sensational NEW Corporate consulting role with a twist! In addition to servicing the many corporate clients of this boutique corporate agency, this role will also involve some days on the road developing and gaining new business! In order to make this role yours, you must possess more than 3 years international consulting experience and have working knowledge of a GDS. This truly is a rare role for Adelaide, so contact AA Appointments today to find out more!

**WHOLESALE IS BOOMING!!  
RESERVATIONS CONSULTANTS  
MELBOURNE - SALARY PACKAGE DOE**

The phone has been ringing hot off the hook here at AA Appointments for experienced consultants wanting to work in wholesale travel! With several roles called in working for various leading wholesalers, there has never been a better time to move into wholesale travel. Fancy becoming a destination specialist or do you want to sell destinations all around the world?? We will be sure to find the right fit for you. If you have a minimum of 12 months travel industry experience then we suggest you contact AA today!

**LEAD YOUR TEAM TO SUCCESS  
CORPORATE TEAM LEADER**

**MELBOURNE – SALARY PACKAGE TO \$90K (OTE)**

Our client is a leader in the corporate field and is now seeking a team leader to lead their academic team to success! Working Monday - Friday hours only, in addition to booking exciting travel arrangements for your clients, from professors to students to university staff, you will also play an important role in the team’s success by mentoring & pushing your team to reach their full potential. This exciting new role in Melbourne could be yours if you have more than 3 years management and corporate experience.

**HIGH END LUXURY RETAIL ROLE  
RETAIL CONSULTANT**

**MELBOURNE (INNER) - SALARY PACKAGES UP TO \$55K**

Are you a luxury high end travel consultant? Move into this high end office in Melbourne’s inner city suburbs and away from those annoying time wasters. As an experienced travel professional you will be servicing loyal repeat clients with their luxury worldwide holidays. Working Monday to Friday only, you will be welcomed into a small team who have built a reputation in the local area for their travel knowledge, friendly demeanor and high standard of service. Sound like a job for you? Contact AA today!

**COAST INTO A NEW ROLE  
RETAIL TRAVEL CONSULTANT  
GOLD COAST – TOP SALARY PACKAGE**

Looking for a bright new shining role on the Gold Coast? Want a superb salary, fantastic incentives & top working environment? You’ll enjoy this and more when you join this top team located centrally on the Gold Coast. Working in this busy retail travel agency you’ll handle a range of leisure packages with no two days being the same. Your hard work will be rewarded with a top salary package plus achievable incentives and sensational educationals. All you need is a positive attitude and min 18 months consulting experience.

**LOVE A SUNBURNT COUNTRY?  
DOMESTIC WHOLESALE TRAVEL CONSULTANT  
BRISBANE CBD – SALARY PACKAGE \$50K OTE +**

Want to work for a company where your hard work & desire to succeed is rewarded & recognised? Then come and join this global wholesaler in their domestic travel division. You’ll love working for a company that puts its people first and rewards you with top \$\$, career progression, educationals, travel discounts and more. Sound too good to be true? It’s not. All you need is a min 12 mnths travel industry experience & a positive attitude. Show us your Aussie spirit – apply now!

# Travel Innovation & Technology Trends 2013 and Beyond

**LIVE** **WEBINAR**

**12 NOV 2013 · 10-11AM AEDT**

**REGISTER NOW**

HOSTED BY

**Sabre**  
pacific