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# Travel Daily

First with the news

Tuesday 3rd September 2013

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## VA long-haul GDS fee

**FROM** 16 Sep, Virgin Australia will implement a Booking & Service Fee of \$30pp for International Long-Haul bookings made via GDSs using a credit or debit card.

The new levy applies to tickets issued in Australia & New Zealand on VA 795 ticket stock.

## Virgin-Air NZ alliance OK

**VIRGIN** Australia ceo John Borghetti has welcomed the five year extension of the carrier's trans-Tasman alliance with Air New Zealand (**TD** breaking news), saying it will "enable us to continue to work together for the benefit of consumers, tourism and business in Australia".

The re-authorisation of the alliance, which is still subject to approval from NZ authorities, carries with it a condition that the airlines maintain aggregate capacity across a number of routes including CHC-MEL, CHC-BNE, WLG-BNE, ZQN-BNE, AKL-OOL and DUD-BNE.

However rather than prescribe a minimum growth factor, the ACCC will review any capacity additions in the light of actual demand growth over the next two years.

The ACCC is also requiring data at the end of each scheduling period to assist in assessing whether the alliance is having any

adverse effect on competition.

In contrast to the three year draft determination (**TD** 10 Jul), the final ruling has extended the alliance by five years from 01 Jan 2014 "taking into account the airlines' additional submissions about the need for a five year term to allow for investment certainty and facilitate greater integration of the Alliance partners, thereby realising additional public benefits," the ACCC said.

The alliance includes a broad free-sale codeshare agreement, revenue sharing, reciprocal loyalty schemes and lounge access benefits for passengers.

## Gold Coast discounts

**SUNLOVER** Holidays has kicked off a new 'Gold Coast On Sale' promotion featuring over 20 deals including three-night family holidays priced from \$479 for two adults and two children.

The deals are available for travel from now until Mar 2014.



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### Another great issue

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

- AA Appointments
- inPlace Recruitment jobs

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SQVA Circle Pacific fares include Singapore Airlines flights from the USA to Tokyo, Seoul or Hong Kong

Take note of today's fact and answer this Friday's Question of the Week for your chance to WIN. Prizes include Business Class Round the World tickets and more! [Click here for more information.](#)

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# Travel Daily

First with the news

Tuesday 3rd September 2013

**NATIONAL CRUISE WEEK**  
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## Hayman gets bubbly

**HAYMAN** Island in the Whitsundays will host a Celebration of Champagne next month, with each week during Oct highlighting a different brand of bubbly.

Special menus will be crafted to accompany the sparkling celebration which will showcase Moët & Chandon 07-13 Oct, Veuve Clicquot 14-20 Oct, Krug 21-27 Oct and Dom Perignon from 28 Oct-03 Nov.

There will also be a Champagne Masterclass tasting session on Sat 19 Oct and the Ultimate Champagne Chef's Table (\$400 per person) will feature a six course degustation menu paired with the finest champagnes.

## Europe rail savings

**ALL** Eurail Italy passes have been discounted by 20% for purchases by 31 Oct 2013, with the deal valid for both first and second classes; with passes needing to be validated within six months of issue.

There is also 20% off BritRail passes for travellers to the UK between 01 Nov 2013 - 28 Feb 14 - see [raileurope.fr/wheretobuy](http://raileurope.fr/wheretobuy).

## Accor to manage QF Clubs

**ACCOR** is set to take over the operations of most of the major Qantas Club and Qantas Domestic Business Lounge facilities around the country, with the changeover expected to commence as early as Nov this year.

Newly appointed Qantas Head of Domestic Product & Service, Helen Gray, told **TD** yesterday that the Melbourne lounges will be the first to switch to Accor, with other lounges including Sydney and Brisbane to follow over the quieter Dec-Jan period.

The move extends Accor's relationship with Qantas, with the hospitality group already operating the Qantas First and Business Class lounges in Sydney and Melbourne.

Accor also operates the new Qantas Singapore Lounge but Gray wasn't able to comment on whether the hotel company would also be involved in the new QF lounges in Los Angeles and Hong Kong.

"Accor are experts in service, which aligns perfectly with what we're aiming to achieve at Qantas," she said.

It's understood that the Accor Qantas Club arrangement will eventually cover a total of six domestic ports.

**MEANWHILE**, Qantas will also debut new "pop-up" dining experiences within QF Clubs, with the first to be held in Sydney on Sep 12 in partnership with the Merivale hospitality group.

Merivale's latest business venture is Bert's Pies, a signature creation designed by Alex Woolley, the head chef at the company's three hatted Sydney restaurant, *est*.

Bert's Pies will feature in the first pop-up event, with similar activities showcasing local products scheduled for the Melbourne, Brisbane and Perth Qantas Clubs - see **page four**.

## ILTM returns in 2014

**REED** Travel Exhibitions have announced the 2nd instalment of the International Luxury Travel Markets (ILTM) Japan in 2014 following the success of this year's inaugural show.

The event will take place from 17-19 Mar - [www.iltm.net/japan](http://www.iltm.net/japan).

## Celebrity's Cruise Week Sale



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## AAT Kings' Asia strategy

AAT Kings has appointed a new Sales Manager Asia to spearhead the brand's efforts to develop and launch export-ready product for new markets in Asia, incl China.

Based in Sydney, Lucy Jim has a wealth of knowledge & is highly regarded in the inbound travel sector and throughout Asia, the tour operator said this morning.

Global md Anthony Hayes said the dedicated regional sales role emphasised the importance of Asia as a key inbound market for the firm, which has long been serviced via a charter program & foreign language services.

Hayes said AAT Kings' newest recruit "reinforces our dedication

to working with international tourism offices and buyers to ensure they're well aware of our ability to tailor our product to cater to their clients' interests and travel needs."

She will report to AAT Kings Head of International Sales, Fleur Ulbrick, with her responsibilities covering developing new trade partnerships and growth opportunities and maintaining ongoing client relationships.

The role will see Jim spend a significant time over the next year in South East and North East Asia.

### Luxperience kicks off

**AROUND** 240 luxury traveller buyers and sellers took part in a 'Thought Leaders' event in Sydney this week as part of the Luxperience trade show, taking place until tomorrow at the Overseas Passenger Terminal.

The forum included presenters on the luxury segment in China and the rest of Asia, while London based Sandra Leach also spoke on the UK luxury market, which she said was still viable "if you know which sector to market to".

## TC to hoist its sales

**TRAVELLERS** Choice has today named its keynote speakers for its upcoming 2013 Annual Shareholders' Conference as certified practitioner Chris Helder and scientist David Staughton.

To be held in Hobart between 29 Nov-01 Dec, the theme of the conference is 'Hoist Your Sales.'

Helder will impart Travellers Choice members with knowledge on how to read body language and making strong connections with clients, while Staughton will share his views on how retailers can drive sales during off-peak periods or moving less-popular products.

TC chief executive Christian Hunter said the presenters advice can be used to deliver long-term sustainable results.

"The aim of this year's program is to motivate members into reaching new sales heights by pushing them out of their comfort zones and encouraging them to take a fresh look at the way they engage with prospective & existing customers," he said.

## SilverNeedle growth

**SUNDOWNER** Sundance Park in Tamworth NSW and the Country Comfort Boulevard Motor Inn, Mildura and Country Comfort Murray Valley, Wodonga - both in Vic - have been added to the SilverNeedle Hospitality group's Australian hotel network.

## Auswell termination

**AUSWELL** Tours of Strathfield, NSW (ABN:41 153 514 320) has been non-voluntarily terminated from the Travel Compensation Fund, effective 02 Sep, after its licence was cancelled.



## Window Seat

**THERE'S** no doubt about the success of Flight Centre - particularly when it comes to being one of its founding shareholders.

A presentation from an analyst briefing delivered yesterday highlighted the strong performance of the company.

A \$20,000 stake in Flight Centre when it floated on the stock exchange in 1995 is now worth almost \$1 million - and the lucky investor would also have received an additional \$199,000 in dividends along the way.

**DELEGATES** at this week's Luxperience trade show in Sydney have been told that it is vital that travel websites look good and function well on tablets and smartphones - mainly because Chinese and Asian luxury travellers now spend so much time surfing the net from their gadgets in the back of their limousines in traffic jams.

Speaking at a Luxperience Thought Leaders event on Sun, BeMyGuest.travel founder Clement Wong said that police escorts to beat traffic when luxury travellers visit places such as Jakarta are also now popular as traffic becomes a major issue.

Wong also pointed out that China is "modernising, not Westernising," with affluent Chinese travellers often puzzled at small things such as why it's sometimes difficult to get a caddy when they visit Australian golf courses.

## Fraser's out of Honkers

**THE** Sino Group of Hotels has taken over the management of the former Fraser Suites Hong Kong, rebranding the property as The Johnston Suite, with effect from 01 Sep 2013.

Johnston Suites Hong Kong has 87 apartments and is the first serviced units that Sino Group of Hotels will manage.

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## The Qantas Club pies have it!



**QANTAS** yesterday previewed its new QF Club pop-up dining experiences (**see p2**) in an intimate event at Sydney's Ivy, which is owned by hospitality and entertainment group Merivale.

Bert's Pies - the result of a competition held by Merivale among its chefs to create the

ultimate meat pie - will feature in the Sydney Qantas Club on Thu 12 Sep, as the first of a series of other surprise events highlighting local cuisine around the country.

**Pictured** above from left are Amanda Bolger, Sarah Algar and Helen Gray from Qantas with one of the fabulous Bert's Pies.

## TRAVEL AGENT INCENTIVE

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## TNZ push for Premium traveller

**TOURISM** New Zealand will chase business from the lucrative global premium travel sector, appointing an industry executive to a newly created position.

Samuel Russell has been tasked with boosting business from high-end travellers to the country, starting in the Auckland-based role of Sector Manager - Premium Travel from 09 Sep.

Russell has 20 years experience working in the travel, hospitality, luxury goods, banking & medical sectors and was most recently managing director of Human New Zealand, a Sydney-based brand agency with accounts including Accor Hotels and Qantas.

TNZ general manager marketing communications Justin Watson said Russell's "background, industry contacts and extensive experience make him ideally placed to help Tourism New Zealand attract more of this critical sector of travellers."

Meanwhile, AOT New Zealand general manager Stephen Marshall has been recruited by TNZ to the new role of Premium Sector Trade Manager - Americas.

He will relocate from NZ to Los Angeles to take up the post.

The tourist board is also seeking to fill two further positions in its Premium Travel team in London and Shanghai.

## Quest Rocky opening

**QUEST** has added to its portfolio of serviced apartments, opening its newest property in the Rockhampton CBD.

The \$20m Quest Rockhampton offers 73 one- and two-bedroom apartments and studios, each with a fully equipped kitchen and laundry facilities.

Chairman Paul Constantinou said the new Qld property was "a direct response to the region's growth" as an economic hub.

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\*Emirates will be launching one-stop flights to Stockholm from 4th September 2013 and Kiev from 16th January 2014.

Hello Tomorrow 

# New transTas route for JQ

**JETSTAR** will commence new thrice weekly service between Auckland and Adelaide from 16 Dec, signalling the debut of the LCCs first international flights from the South Australian capital.

The announcement comes the same day as Virgin Australia and Air New Zealand were given a green light for the reauthorisation of its transTasman alliance for five further years - see **page one**.

JQ Group chief commercial officer David Koczkar said the launch was driven by strong demand on the carrier's three

existing Tasman services, which include Sydney, Melbourne, Gold Coast & Cairns from Auckland and Sydney, Melbourne & Gold Coast from Wellington.

Lead-in fares on the route will start at \$229 one-way.

"We believe the introduction of low fares on this route will make Auckland a much more accessible and affordable destination for Adelaide travellers," Koczkar said.

Flights will be operated by a single-class Airbus A320.

**MEANWHILE**, Jetstar Asia has boosted its interline partnership numbers to 16 with the newest deals in Asia, Europe & the US.

Among the seven new airline interline deals added in 2013 are China Eastern, China Southern, Delta, Malaysia Airlines, SWISS, Turkish Airlines, and the latest, El Al which became active on 15 Jul.

## Five Star still with &B

**THE** appointment of &Beyond's new representative for Australia and NZ (**TD** yest.) has no affect on its long-standing public relations partnership with Five Star PR, which is now in its seventh year.

## Beyonce incentive

**MASTERCARD** is offering travel industry staff selling its Multi-Currency Cash Passport a chance to win VIP tickets to see Beyonce live in concert.

To be eligible, the Cash Passport must be purchased during Sep and be valued at \$1,000 or more, with entry automatic.

The prize includes two Beyonce Bey-State concert tickets in Melbourne, return airfares from any capital city, pre-show access to MasterCard's Priceless Lounge, two nights accom, a VIP gift bag with a personalised autograph and much more.

## Hoffmann expands

**SOUTH** Australian based travel agent Phil Hoffmann Travel has registered a branch in Modbury with the Travel Compensation Fund - its eighth branch outlet.

## Ahoy!.. it's Cruise Week 2014



**ROYAL** Caribbean has launched its biggest ever brand campaign dubbed 'Designed for WOW', and to celebrate, the office held a themed 'Royal + Caribbean' dress-up party for staff on Fri.

The team looked the part, donning nautical-style uniforms, while one staffer took the challenge to the limits, wearing a crown (for Royal) and a Bob Marley headpiece, sunglasses and moustache (for Caribbean).

Other activities included RCI-themed trivia and a Royal sized lunch with food inspired by speciality dining venues found onboard Royal Caribbean, incl

Johnny Rockets, Giovanni's Table, Izumi, Rita's Cantina and Ben & Jerry's Ice Cream.

The team - including RCI's commercial manager Australia/NZ Adam Armstrong are **pictured**.

## Marriott's teen focus

**FIVE** teenagers have been hired by Marriott Australia for a new digital Teen Concierge program, aimed at encouraging teens to promote fun things to do in their own city for kids their own age during the Sep school holidays.

In conjunction with popular teen social media site Kik, the program dubbed "This City My Way", will see the five concierges create original travel content for a real-time City Guide, viewable at [www.thiscitymyway.com.au](http://www.thiscitymyway.com.au).

Users of Kik will also be able to chat with the teen Marriott reps.

The five virtual concierges will represent the Gold Coast, Sydney, Melbourne and Brisbane, the four cities Marriott serve in Australia.

**WIN A \$100 PREPAID VISA CARD!**



This week *Travel Daily* has teamed up with **inPlace Recruitment** to give five readers the chance to win a \$100 prepaid Visa Card to spend online or in a store of your choice!

To win, simply be the first person to send in the correct answer to the daily question below to:

[inPlace@traveldaily.com.au](mailto:inPlace@traveldaily.com.au).

**What will you receive when you Refer a Friend to inPlace Recruitment?**

Hint! Visit [www.inplacerecruitment.com.au](http://www.inplacerecruitment.com.au)  
Congratulations to yesterday's lucky winner, Emma Rodgers of Andrew Jones Travel.



## THIS ELECTION TRUST THESE PEOPLE

**Vote 'A' for the Albatross Coach party.**  
A new party, one worth looking at

[Click here to meet the inner cabinet](#)

*We put the Leisure in Pleasure*

## Windstar cabin refit

**WINDSTAR** Cruises will add new sofas to the staterooms of *Wind Star* and *Wind Spirit* during renovations planned for the sister yachts in Nov this year and Apr 2015 respectively as part of a \$3 million facelift for the vessels - see [www.bit.ly/windstarreno](http://www.bit.ly/windstarreno).



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Contact Georgina Byrt at [Georgina@sanfordtravel.com.au](mailto:Georgina@sanfordtravel.com.au)



**TOURISM** Ireland last night hosted an event at the Sydney Sofitel Wentworth where key industry partners were updated on the latest developments from the destination.

Key activities this year have included The Gathering which has encouraged the Irish diaspora around the globe to rediscover their Irish roots.

Jim Paul, Tourism Ireland

head of Australia & Developing Markets - who is **pictured** above with TI country manager Diane Butler - told guests at the event about the Wild Atlantic Way, described as the “wildest, most captivating coastal driving route in the world”.

The drive winds around the western coast of Ireland, taking in tiny villages and towns, with Tourism Ireland promoting “Signature Experiences” and “Discovery Points” along the way.

A manual for the Wild Atlantic Way includes maps and “secrets” for the North West, West, Midwest and South West regions - **CLICK HERE** to view the guide.

## Spain rail move

**US-BASED** rail software developer SilverRail Technologies has launched a new partnership with Spanish rail operator Renfe, which will see tickets for the entire Renfe network available to customers across the globe.

SilverRail has developed “the first global distribution platform specialising in passenger rail,” with its multi-country ticketing platform SilverCore integrating all operators and countries into a single system.

The company says the platform can be “easily accessed by online travel agents, travel management companies and traditional travel agents,” with Renfe tickets to be initially available via European online booking tools KDS and Cytric, the company said.

SilverRail spokesman Alain van West said “we are committed to making purchasing rail travel as simple as possible...this partnership moves us closer to our vision of creating a global distribution network for rail travel”.

## Khors GDS agreement

**UKRAINIAN** carrier Khors Air and Travelport have signed a distribution deal, enabling Galileo and Worldspan-connected agents access to its published fares.



## AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

**IT'S** now just four more sleeps from today until the Federal Election is conducted on Saturday 7th September. I am sure everyone in the travel industry is planning a big night for the election with parties and BBQ's all round!

For many Australian travellers who will be out of the country this coming Saturday, I hope they have been able to plan in advance.

AFTA has been assisting the Australian Electoral Commission (AEC) as best we can, given the short timetable of the confirmation of the actual date of the election by Prime Minister Rudd. The Australian Federation of Travel Agents has been providing a range of notices and advisories to members about what people should do and how best to advise clients who are travelling over the 7th September.

For some last minute information about this, you can see specific detail about the AEC web button for travelling at <http://www.aec.gov.au/media/web-buttons.htm> and more information about “ways to vote” if you are travelling at [http://www.aec.gov.au/Voting/ways\\_to\\_vote/](http://www.aec.gov.au/Voting/ways_to_vote/)

Travel agents who know they have clients departing prior to this Saturday, or have clients overseas already, it might be worth sending them the link just in case they have not thought to vote.

So after all the advertisements, announcements and policy statements, it does appear that this Federal Election will deliver a new government to Australia and one that holds a majority. Of course anything can happen in four days, but if you turn to the bookies for advice, the result is very clear - the Coalition will win, with the 45th Parliament of Australia being formed and Tony Abbott as the new Prime Minister.

As I have said many times in the past, either way, what the travel industry needs is a government that can make good, sound deliverable decisions that will give confidence to the travelling public, give greater confidence to the business community to ensure that people travel which will deliver more than anything a good outcome for the travel industry - Happy voting to you all.



**Money**

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

**\$1AUD = US\$0.89**

**THE** Australian dollar has dipped below US90c over the last week, with the Reserve Bank today expected to leave interest rates at the current historically low level of 2.5%.

Analysts will be closely watching any statement from the RBA to see whether there are any hints about further weakening, which in turn is likely to affect the Aussie dollar.

There have also been signs of a strengthening in the UK in recent days, but the looming crisis in Syria is overshadowing markets around the world, and any military action by the US is also expected to impact currencies.

Wholesale rates this morning:

US	\$0.896
UK	£0.577
NZ	\$1.139
Euro	€0.679
Japan	¥89.10
Singapore	\$1.137
China	¥5.313
South Africa	R9.167
Canada	\$0.941
Crude oil	US\$107.65

## Instameet shows off Tasmania

**A GROUP** of nine Instagrammers commenced the eight-day Great Tassie Instagram Journey on Sun, which aims to showcase the Apple Isle to more than 2 million followers globally - per photo.

The “power-users” - three of which are from the US - will share their photographic experiences through Tasmania, Minister for Tourism Scott Bacon said.

Among the group are Lauren Bath (@laurenepath) and Paul Vella (@paulyvella) who have more than 240,000 followers of their own, while the US group of Pei Ketron (@pketron), Dan Cole (@dankhole) and Josh Johnson (@joshjohnson) have a collective audience of 1.3 million followers.

Using photography, the group will capture the key experiences of the current Tourism Tasmania

marketing campaign including food & drink, walking, touring, heritage, art and culture.

Experiences will include MONA, Bonorong Wildlife Sanctuary, Par Avion Wilderness Flight and the Gordon River Cruise.

Using photography, the group will capture the key experiences of the current Tourism Tasmania marketing campaign including food & drink, walking, touring, heritage, art and culture.

“This sort of activity is the perfect opportunity to boost tourism to the state,” Bacon said.

The images captured from the Instameet are identified with the Instameet of ‘#tassiejourney’ & ‘#discovertasmania’, while the journey can also be tracked using the tag @discovertasmania on Instagram.

## MH boost Aus further

**MALAYSIA** Airlines will operate up to 72 weekly flights to Australia by Nov in utilisation of a new air services deal between the nations.

From 27 Oct, a second direct flight to Kota Kinabalu from PER will be operated, with up to 14 services weekly between KUL-PER flown from 23 Nov, and a eighth ADL-PER flight from 20 Dec-18 Jan.

Effective 05 Feb, all services to Australia (excluding Darwin and BKI-PER), will be flown by MH's brand new Airbus A330 aircraft.

## NRL Rd 25 Winner

CONGRATULATIONS

**Keira Thrift**

from *Harvey World Travel Singleton*

Keira is the top point scorer for Round 25 of *Travel Daily's* NRL industry footy tipping competition, and has won a double pass to Event Cinemas, courtesy of *Cruise Weekly*.

**CRUISE**  
WEEKLY

## Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



## VTIC claims victory

**THE** Victorian Tourism Industry Council says it has successfully led the charge to overturn changes flagged by Hostelworld which would have seen "detrimental" contract terms for its members implemented (**TD** 12 Apr).

VTIC argued the proposed changes would have limited operator autonomy and control over stock and branding.

Chief exec Dianne Smith said VTIC was most concerned that the hostel booking service had not consulted with the industry prior to proposing the changes.

In a statement, Hostelworld said it had reversed its plan following feedback from operators around the world.

"It's great to see the Victorian tourism and events industries stand up for themselves and their right to have the access to deliver quality services. VTIC was delighted to be involved in the issue," Smith said yesterday.

## Outback NSW funding

**NSW** Premier Barry O'Farrell has awarded \$394,745 in funding to further boost the development of tourism in regional centres.

The funds come as part of the NSW Government's Regional Visitor Economy Fund and will be matched by industry investment.

Inland NSW Tourism has said the money will be used to highlight the appeal of an Outback holiday and to increase overnight visitor spend to the region.

## CZ talk up newest jets

**CHINA** Southern is ramping up for the launch of new five weekly 787 Dreamliner services between Guangzhou and London Heathrow, which debut next week.

GM Australia/NZ Henry He said it was an "extra exciting" period for CZ as passengers from Sydney, effective 28 Oct, will be able to fly to Guangzhou on a new Airbus A380, stay in the city for 72-hrs visa-free, and then sample the Dreamliner through to London.

## Qantas Jul yield figures slide

**QANTAS** had a tough month in Jul, with overall group yield impacted by "competitor response to the Qantas Emirates partnership".

Domestic yield, including QF, QantasLink and Jetstar, was flat, while overall group passenger numbers were up 1.9% to 4.2m, according to traffic figures released this morning.

Mainline domestic passenger numbers dropped 1.8% to 1.45m with a revenue seat factor of 78%, while QantasLink saw a 4.3% increase, carrying 461,000 passengers during the moth.

Jetstar domestic also grew 6.1%

to crack the 1 million passenger mark with an overall seat factor of 83.1% for the month.

Interestingly, passenger numbers on Qantas International also increased 5.2% year-on-year to 516,000, while Jetstar's international operations actually recorded a drop in carriage, down 4% to 422,000 with a 75.6% load factor.

Jetstar Asia passenger numbers increased 6.5% during the month to 314,000.

Available Seat Kilometres for QantasLink increased 11.7% during the month, mainly due to the reconfiguration of nine 717s.

## WIN A COSMOS INDIA TOUR FOR TWO

During September, *Travel Daily* is giving one lucky travel consultant reader and their travelling companion the chance to win a 7-day Golden Triangle **Cosmos** India tour, valued at up to \$5000 per couple.

The winning agent will enjoy:

- A 7-day Golden Triangle India tour taking in Delhi, Jaipur & Agra
- Return economy airfares from major Australian gateway cities
- Breakfast included daily
- Pre-paid Gratuities to Tour Director and Driver
- Airport to hotel transfers on first and last day of itinerary only
- Sightseeing with your Tour Director including visits to many attractions



Week 1

To enter, simply send in a caption that best represents the photo featured above. You can enter as many times as you want.

Get creative & email your captions to: [cosmoscomp@traveldaily.com.au](mailto:cosmoscomp@traveldaily.com.au)

Plus, a weekly prize of a bottle of Moët & Chandon champagne will be up for grabs for the cleverest caption received each week...so keep an eye out in *Travel Daily* each Tuesday to see if it's you!



Turning travel dreams into reality

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*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).

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# AA APPOINTMENTS

RECRUITMENT CONSULTANTS



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A GREAT NEW ROLE!**

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

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

**\*NEW\* ACCOUNTS/HELPDESK  
HELPDESK CONSULTANT  
SYDNEY – SALARY PACKAGE \$55K**

This award winning GDS Company is looking for a talented accounts/helpdesk consultant to join their team. With offices throughout Australia and New Zealand, this is a great chance to join an outgoing and dynamic team, in a company who will provide full training and support throughout your career. As a support specialist you will assist with any system issues, financial and general queries via phone and email. If you have 2 years travel accounts experience, strong GDS skills, make the move into this great role today.

**\*NEW\* RECLAIM YOUR WEEKENDS  
CORPORATE TRAVEL CONSULTANTS  
SYDNEY – SALARY PACKAGE UP TO \$55K**

Work for one of the global leaders in corporate travel, with offices located worldwide there is huge potential to grow with the company. The client prides themselves on exceptional service and finding solutions for the individual client. You will be responsible for booking corporate travel needs for a wide variety of clients. Working in a team environment, exceptional customer service is a must. If you have 2 years experience in the travel industry, strong GDS skills and fares knowledge, apply for this great role today.

**CALLING ALL ADVENTURE SEEKERS  
TRAVEL CONSULTANTS x 2**

**MELBOURNE (INNER) – SALARY PACKAGE TO \$59K (DOE)**

Our client is currently seeking 2 competent travel consultants to join their fun team in Melbourne’s inner city suburb. This role will see you creating exciting adventure holiday packages to various destinations worldwide. Working Monday to Friday hours ONLY, you will be excited by the set salary package and great work life balance. If you possess a minimum 2 years international travel consulting experience and are seeking a boutique office to settle in to, this is your chance! Interviews start shortly.

**GROUPS & EVENTS TEAM LEADER  
TEAM LEADER**

**MELBOURNE (INNER) – SALARY PACKAGE TO \$70K+ (DOE)**

Are you currently working in a groups and events travel company however seeking a new environment with a reputable corporate travel company? This amazing travel company is growing their team and as such, need a competent supervisor to lead the team whilst remaining hands on. Monday to Friday business hours only. You must possess a minimum 4 years groups and events travel consulting experience and have management experience. Don’t delay, this is a rare opportunity for Melbourne!

**DOUBLE YOUR SALARY IN NO TIME  
WHOLESALE RESERVATIONS X 4**

**PERTH (INNER) – SALARY PACKAGE TO \$65K+ (OTE)**

This global travel company is seeing growth like never before and as such, is seeking international travel consultants to join their vibrant and enthusiastic wholesale team. Working in a fast paced environment with the buzz of achieving, you will have an earning potential in excess of \$65K whilst also being whisked away on amazing educational and overseas conferences. A minimum 2 years international travel consulting experience a must, together with a driven and hardworking approach.

**THIS ROLE WILL NOT LAST LONG  
CORPORATE TRAVEL CONSULTANT**

**PERTH (CITY) – SALARY PACKAGE \$70K (OTE)**

Our client is one of Australia’s leading corporate TMC specialising in academic travel. Working in a boutique team however with a global travel company, you can enjoy the best of both worlds. Monday to Friday hours on offer, together with earning potential that far exceeds some executive level positions! Ongoing training and career advancement opportunities together exciting business itineraries to construct. Minimum 2 years retail or corporate consulting required & strong fares knowledge.

**HERE’S YOUR CHANCE!  
SENIOR RETAIL CONSULTANT**

**GOLD COAST SUBURB – SALARY PACKAGE DEP ON EXP**

This exciting senior role won’t last long! You will be working for a National Company in a busy retail store with huge opportunity for growth! Throw away your go card & get the work/life balance you’ve been dreaming of. Receive a top salary, free car parking & achievable incentives. Organise leisure travel for existing and new clientele. All you need is 18 months min retail travel experience, proven sales skills, high attention to detail. Be close to the kids, shopping and cut out the long commute! Apply now!

**CLIMB THE CAREER LADDER  
TEAM LEADER**

**TOWNSVILLE – SALARY PACKAGE UP TO \$60K PKG**

Sick of being stuck between the middle & top rung of your career ladder, then apply now! We have an amazing role for an experienced senior consultant with proven management skills to lead an established team of 3 staff to further success! You will be required to manage this agency in conjunction with your own client leisure portfolio. Receive a top salary, head office support, achievable incentives & foremost the recognition you deserve! Are you ready to step up into a retail travel management career? Apply today!



## What do your employees really think of their job?

Read our latest inPlace blog



Sandra Chiles

### Manager - Retail Travel Agency - Western Subs

- ▶ Salary up to \$70K base + super + incentives + free parking
- ▶ Be involved in all areas of the business
- ▶ Support, mentor & lead your team

This small but powerful player within retail travel is seeking an experienced and driven manager to mentor & motivate a team of high performing travel consultants.

This agency is well established, busy and well organised. It has a solid customer base with many repeat clientele.

As the manager of this Sydney agency, you will have input in all areas of the business including consulting, training, quality control, business growth, budgets, marketing and operations.

You will be an innovative thinker and have a good understanding of small business operations including profit and loss.

This company will offer you support and room to grow your ideas whilst enjoying one of the highest salaries in retail travel.

Call or [email](#) Sandra Chiles for more details

### Leisure Travel Consultant - Sydney

- ▶ Service your clients - not high pressured sales
- ▶ Monday to Friday only! Inner western suburbs location.
- ▶ Salary to \$45K + incentive

Are you looking to work closer to home? Join this highly regarded travel agency who have been servicing their loyal clients for many years. Amadeus an advantage.

Call or [email](#) Sandra Chiles for more details

### Online Travel Consultants - Sydney

- ▶ Brand new department
- ▶ No more face to face or phones!
- ▶ Salary from \$40K + super

Currently seeking Travel Consultants with at least 12 mths experience to join the brand new online team at this well established travel retailer. Specialty destinations, Mon-Frid.

Call or [email](#) Ben Carnegie for more details

### Account Manager- Events Agency- Sydney

- ▶ International and domestic bookings
- ▶ Manage a small team, Sydney CBD location
- ▶ Salary paid on experience

Our client is seeking a Travel Manager to lead the travel team. Experience with groups up to 500 pax and a background in retail travel consulting with GDS skills.

Call or [email](#) Ben Carnegie for more details

### Graphic Designer/ Web Content Mgt-Sydney

- ▶ Utilise your creative flair at work!
- ▶ Cruise industry
- ▶ Salary \$53K + super

Develop & administer web content, advertising & in-house publications as well as innovative graphic material for both business and consumer markets.

Call or [email](#) Kristi Gomm for more details

### Online Social Media & Web Mktg - Sydney

- ▶ Online social media guru needed!
- ▶ Expanding marketing department
- ▶ Salary \$55K - \$60K + super

This reputable & esteemed brand seeks a skilled Marketing Co-ordinator to maximise brand representation through social media & search engine optimisation on the web.

Call or [email](#) Kristi Gomm for more details