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\*TERMS & CONDITIONS: Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays or Viva! Holidays, and are not Flight Centre Limited employees. The incentive winners will receive a \$50 Coles Myer Gift Card at the end of the promotion. Promotion ends 30 Sep 2013 at 23.59 (AEST). See [qhv.com.au/agents](http://qhv.com.au/agents) for full Coles Myer Gift Card terms & conditions. Qantas Holidays limited ABN 24 003 836 459. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510

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# Travel Daily

First with the news

Monday 16th September 2013



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## Booking.com targets Oz

**ONLINE** accommodation giant Booking.com has today launched a major assault on the Australian market, including television, cinema and online advertising.

Collateral includes a 60 second TVC voiced by Aussie comedian Mick Molloy.

Although it has been operating here for about six years, Booking.com has stayed largely under the radar despite recently leaping to become the country's most visited OTA website (**TD** 20 Aug).

Chief marketing officer Paul Hennessy is in Australia for the launch and told **TD** that the firm has a number of unique features - not least being its selection of directly contracted properties around the globe, currently numbering around 345,000.

Originally founded in the Netherlands, Booking.com is now part of US-listed giant Priceline.

Unlike many other OTAs, Booking.com concentrates exclusively on accommodation and operates on an agency model - travellers don't pay until they have actually stayed at the hotel.

Booking.com also differentiates

itself by hosting millions of "real, relevant and recent reviews," which can only be posted by guests who stayed at each hotel.

Such is the scale of the business that its site is operated in 41 languages, offers 24/7 customer support along with a best price guarantee & has no booking fees.

Hennessy was unable to disclose booking numbers in Australia but said the major investment involved in the campaign clearly indicates an intention to build the brand's awareness locally.

The Booking.com model also includes a white label option with about 5000 existing distribution partners around the globe.

View the new Aussie ad on our website by **CLICKING HERE**.

### Nine pages of news

**Travel Daily** today has nine pages of news, a front full page for **Qantas Holidays/Viva!**

**Holidays**, coverage from the **QVH Global Achievers** event in Adelaide, plus full pages from:

- AA Appointments
- Travel Trade Recruitment

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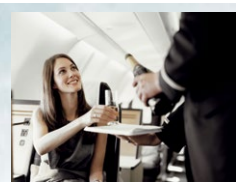
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Travel periods and conditions apply

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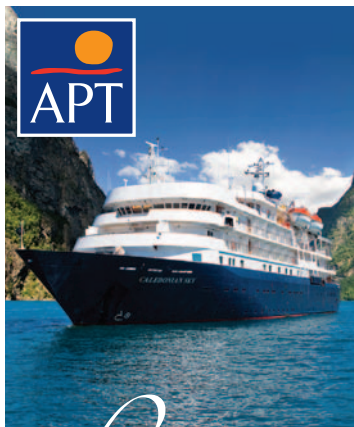
[CLICK HERE](#)

## New HKG-based LCC

**HONG** Kong Express Airways is to launch low-cost services from Hong Kong to seven international destinations in Japan, Malaysia, China & Thailand, starting 27 Oct.

## QVH Sep incentive

**AGENTS** are being reminded by Qantas Holidays & Viva! Holidays today (see **cover wrap**) about an incentive to win \$50 Coles Myer Giftcard for bookings made to the Pacific, Asia and Qld this month.



**APT**

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## 20 years of QH Achievers

**QANTAS** Holidays and Viva! Holidays celebrated their 20th annual Global Achievers awards on Sat night with a lavish ceremony in Adelaide attended by travel consultants and suppliers from across Australia.

It was the first Achievers for newly appointed JTG Head of Wholesale Brands, Peter Eggleston, who has been in the job for just 20 days (**TD 13 Aug**).

Eggleston said it was a great opportunity to meet the wholesaler's top supporters, and promised to "continue to invest in more efficient solutions so you can remain competitive".

He also paid tribute to QH National Sales Manager Fiona Dalton, who has been running the business for the last few months.

Dalton, who reminded attendees that she was present at the very first Global Achievers event in 1993, said that the last twelve months had seen a "great improvement in business volumes", with the group also having significantly improved efficiencies and enhanced its trade marketing strategy.

"Going forward, efficiency and innovation will be key," she said.

Dalton also hailed the importance of travel agents in the global industry, with tourism being the second biggest employer worldwide.

"What you do makes a difference," she said, also thanking Global Achievers' long-time sponsors Qantas and Hertz.

The event was sponsored by the South Australian Tourism Commission, which took the opportunity to showcase the state to the top sellers in a series of pre and post famils.

Hosted by TV personality Daniel MacPherson, Global Achievers broke with its tradition of major headline entertainment, opting instead for several acts including the fabulous 'Boys in the Band' group who really got everyone up and dancing.

The 2013 Domestic Consultant of the Year was Daniela Tatonetti of Travel Partners, while Sarah Phillis of Platinum Escape was the National Consultant of the Year.

See **page 8** for more of **TD's** exclusive coverage of the night.

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\*From SYD via LAX. Travel from MEL and BNE is also available with our partner Virgin Australia.

## Haberle promotion

**APT'S** National Sales Manager Susan Haberle has been promoted to the newly created role of Commercial Manager Retail for both the APT and Travelmarvel brands with immediate effect.

The position sees Haberle responsible for all trade strategy, distribution and planning, while maintaining management of APT's 22-strong sales team.

She will report to APT's gm sales Asia-Pacific Paul Yankson.

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\*Net fare not including fees, taxes and surcharges.

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# Travel Daily

First with the news

Monday 16th September 2013



**Suite Dreams**  
Diamond First Class

## New Travel Authority partnership

**TMC** The Travel Authority has joined "premier marine travel expert alliance MTA<sup>7</sup>, becoming the Australian representative of the group which is a major force in the marine and offshore corporate travel markets.

The move boosts TTA's existing partner network which includes

Garuda Indonesia



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Be one of "four" agents to win tickets to DPS or JKT for you & 3 friends

Click for details

operations in Vancouver, Boston, London and Singapore.

MD Peter Hosper said joining MTA<sup>7</sup> would deepen the firm's range of global services, support, fares and technology.

MTA<sup>7</sup> currently offers more than 140 marine and 70 off-shore fare contracts, as well as emergency assistance in partner countries.

Hosper said that while the group has a focus on marine business "we are excited at the potential for our wider corporate business".

The Travel Authority will host the 2014 MTA<sup>7</sup> conference in Western Australia, and Hosper said that "being part of this exclusive alliance will further boost our ability to attract and retain larger corporate clients".

He said that TTA is focused on maintaining the double digit growth of recent years, with a focus on larger corporate accounts continuing to bear fruit.

## Skimax fam incentive

**AGENTS** booking a minimum seven-night Big White package through Skimax for the 2013/14 season will go into the draw to win one of seven spots on a famil to the region in Mar 2014.

The new incentive - based on bookings made between 15 Sep & 30 Nov - is backed by Skimax Holidays, Big White Ski Resort, Tourism BC and Air New Zealand.

For queries, email Skimax Marketing Manager Lauren at [lwhicker@skimax.com.au](mailto:lwhicker@skimax.com.au).

## Virgin/Delta ext. nod

**DELTA** Air Lines has been granted approval by the US Dept of Transportation to continue codesharing on Virgin Australia's current and future routes within Australia for two more years.

The order enables Delta to place its DL code on Virgin metal through until 12 Sep 2015.

**MEANWHILE**, Virgin Australia today announced the official launch of its new IFE after a successful trial earlier in the year.

Close to 40 VA aircraft operating on domestic & short-haul int'l services went live today with the wireless technology, which allows guests to stream content to their smartphones, tablets and laptops.

VA said it expects to have all its 737-800 and Embraer E90 planes equipped with the technology before the end of 2013.

## Evergreen Latin brox

**A GALAPAGOS** cruise and an Amazon Experience have been introduced as extensions to Evergreen Tours' newly released 2014 South America brochure.

The four & 10-night extensions can be tacked onto Evergreen's core itinerary, the 20-day Best of South America tour which visits Machu Picchu, Iguazu Falls, Rio de Janeiro and Buenos Aires, priced from \$7,795ppts.

A 13-night Holland America Line cruise around Cape Horn & the Chilean Fjords on *ms Zaandam* can also be added to the tour - see [www.evergreentours.com](http://www.evergreentours.com).

More new brochures on **page 9**.



## Window Seat

**SATURDAY** night's Qantas Holidays Global Achievers (see **p2, p8**) was quite a celebration, with the top selling agents all receiving some great bonuses.

Karen Conlon from Orient-Express added to the largesse with an amazing lucky door prize draw which saw eight guests win a trip on the Eastern and Oriental Express rail journey between Singapore and Bangkok - with the generous trip even including flights.

Later in the night Nick Zaferis from Global Achievers sponsor Hertz also welcomed guests, and spoke about some of the great experiences on offer in South Australia including shark diving near Port Lincoln as well as the fabulous O-E prize trip.

"But I just want to remind you all that they ain't nothing compared to driving a Hertz Camry down the M5," he added.

**ZAFERIS**, who's been known to enjoy the spotlight at industry conferences over the years, later took to the stage in song, joining the 'Boys in the Band' group to belt out a few tunes.



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\*Must be a Travel Consultant at time of travel to be eligible.



## TA toasts Aus food and wine

**GASTRONOMY** will become a major focus for Tourism Australia marketing going forward, with the national promotion authority yesterday unveiling details of its food & wine focused marketing.

According to research into 15 of Australia's major inbound tourist markets, local cuisine is a major factor into the decision process of where to take an overseas holiday.

Tourism Australia's 'There's Nothing like Australia' campaign will evolve further to incorporate a new 'Restaurant Australia' concept showcasing food & wine offerings against a backdrop of iconic Australian landmarks.

The organisation will continue to work with food, wine & lifestyle identities to develop Australia as being home to diverse and top quality food & wine experiences.

"Whether it's devouring fresh shucked oysters in Tassie, quaffing wine at a cellar door in SA, exploring Melbourne's multicultural cuisines, feasting on sun-kissed fruit and seafood on a Queensland island, tasting Marin at a vineyard in WA, sampling bush tucker in outback NT, fine dining in Sydney or following one of the many food trails or festivals – we want international visitors to know they will be spoilt for choice in Australia," Tourism Australia md Andrew McEvoy said.

## QF/EK front-end deals

**QANTAS** and Emirates have launched Earlybird fares on First and Business Class airfares from Australia to Europe, Middle East & Africa, valid for sale to 02 Dec.

Under the sale, Business Class seats are on sale from \$7,377 to Dubai, Dublin from \$7,573 and London from \$7,970, with First Class seats from \$11,147, \$11,704 and \$12,101 respectively.

Travel dates for the sale fares are from 01 Feb to 31 Oct 2014.

## Planes premi-airs on QF plane



**QANTAS** revealed stunning new livery for one of its Boeing 767 aircraft on Sat at the Australian premiere of Disney's *Planes* film during a red-carpet event at QF's Hangar 96 at Sydney Airport.

Invited guests, incl **TD**, flew on a mystery flight as far north as Noosa to watch the film's Aussie debut, in unison, on seat-back iPads at 30,000ft - for the first-of-its-kind movie launch.

Australian actress Jess Marias - the voice of one of *Planes*' characters,

Rochelle (**below**) was on-hand too.

The 767's special livery included the largest decorative decal to appear on a Qantas aircraft - see more images from the event at [www.facebook.com/traveldaily](http://www.facebook.com/traveldaily).



## OPENING SEPTEMBER Quest Rockhampton and Quest Mackay on Gordon

Offering stylish studios, one and two bedroom apartments, conveniently located in the heart of town. Spacious accommodation perfect for both the business and leisure traveller, whether staying for a night, a week or a month.

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**THE** best in travel technology innovation was celebrated as the 2013 TRAVELtech conference concluded on Fri with the award for the Top 10 websites of the year. Sponsored by GlobalCollect and presented by **Travel Daily**, the TRAVELtech Website of the Year 2013 award recognised the best minds continually brainstorming new ways of researching and booking travel around the world. **Pictured** from left are five of

the Top 10 winners in Mike Boyd, VroomVroomVroom; Richard Tribe, Ski.com.au; Ela Barnett, TripAdvisor; Emmett Rogan, World Nomads and Adrian Currie from Booking.com with category sponsor Claude Modderman from GlobalCollect (third from left). The other Top 10 websites (not present) went to Rome2Rio.com, Contiki.com, LonelyPlanet.com, Travel.VirginAustralia.com and FlightFox.com.

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### OOL cruise hub woe

**A PRELIMINARY** investigation for a proposed Gold Coast cruise terminal has deemed the project is likely to result in environmental issues for South Stradbroke Island. BMT WBM's study highlighted that "any potential cruise ship channel within the Gold Coast Broadwater has potential to impact the existing release of recycled water" - according to a Gold Coast City Council report. The report determined it would be necessary for any of the three proponents vying to secure rights to construct the project (**TD** 09 Aug), will need to provide a detailed analysis of water flows as part of obtaining approval.

### Phnom Penh warning

**THE** travel advisory for Phnom Penh, Cambodia has been raised to 'exercise a high degree of caution' by the Dept of Foreign Affairs after explosive devices were found in the city on Fri.

### Souvenir convictions

**TOURISM** New Zealand ceo Kevin Bowler has praised the NZ Commerce Commission for the conviction of four companies and four individuals misleading Asian tourists over the purchase of "Made in New Zealand" products. Bowler said it was vital for the entire industry visitors left NZ not feeling they had been deceived. The black sheep included Hyeon Company Ltd, Duvet 2000 Ltd, JM Wool Ltd and Premium Alpaca New Zealand Ltd.

### oneworld tablet first

**AIRLINE** alliance oneworld has rolled out enhancements to its online booking platform, enabling customers to now plan and book multi-airline round-the-world trips using tablet devices. oneworld claims it is the first airline alliance to offer such an option, available when booking its Explorer fare - more details at <https://rtw.oneworld.com/rtw/>.

## A fresh way to fly from Brisbane

Our First Class Shower Spas are a whole new way to rejuvenate and prepare for arrival. Now your clients can be amongst the first to enjoy a hot shower at 40,000 feet exclusively onboard the Emirates A380.

Flight Schedule			
Days	Flight No.	Depart Brisbane	Arrive Dubai
Daily	EK435	21:00	05:20
Days	Flight No.	Depart Dubai	Arrive Brisbane
Daily	EK434	10:25	06:40

[emiratesagents.com/au](http://emiratesagents.com/au)

Experience Brisbane's first A380 - flying daily from 2nd October.

Hello Tomorrow

Monday 16th September 2013

## PAL adds Heathrow

**PHILIPPINES** Airlines president and chief operating officer Ramon S. Ang has confirmed the carrier will relaunch services to London Heathrow, effective 04 Nov.

The resumption of services to London comes after a green light was awarded to PAL by the Air Safety Commission of the European Union earlier this year (TD 11 Jul).

The Manila-based carrier will operate the service using Boeing 777-300ER aircraft.

PAL is also planning to launch flights to Paris, Amsterdam and Rome in coming months.

## Concordia coming up

**THE** largest salvage operation in maritime history will take place overnight as the stricken *Costa Concordia* is finally raised.

Up to 500 personnel will be on hand to ensure the operation goes off successfully, a task which is expected to last up to 12 hours.

## Ritz-Carlton expands

**THE** Ritz-Carlton Hotel Company has unveiled plans for a "major expansion" of its portfolio to 100 hotels worldwide by 2016.

President & coo Herve Humler earmarked a focus on Asia and the Middle East.

In the last 12 months, The Ritz-Carlton has added three properties in Dorando Beach in Puerto Rico; Abu Dhabi in the UAE and Vienna in Austria.

Over the next two years, the group expects to open a record number of new hotels in Kyoto, Nanjing, Rabat, Cairo, Manesar, Bali, Cabo San Lucas, Muscat, Ho Chi Minh, Tunis and Haikou.

## Swagman last seats

**SWAGMAN** Tours is advising it has two seats remaining on its 14 Oct Wild Kingdoms five-night tour from Jo'burg, through Kruger and Swaziland to Durban.

The tour is priced at \$895pp - call 1800 808 491 for bookings.



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## It flies! - JQ's 1st 787 test flight



Photo: Jeremy Dwyer-Lindgren

**ABOVE:** Jetstar's first Boeing 787-8 Dreamliner aircraft made its maiden flight over the skies of Seattle on Sat (pictured), flying from Paine Field for 1.5hrs as the aircraft manufacturer put the new jet through its paces.

JQ expects to take delivery of the Dreamliner aircraft later this month, ahead of its inaugural commercial service by mid-Oct.

## KQ eliminates comm.

**KENYA** Airways will cease offering travel agency commission for sales/ticketing from 01 Oct.

Agents are advised to secure the current 7% commission, bookings must be ticketed by 30 Sep 2013.

Full IATA fares using the BIF, CIF and FIF fare basis will still be commissionable at 5%, KQ says.



## Group Travel Consultant

An opportunity exists within our Australasian Group Sales team based in Sydney for a customer focused and results driven individual to join us as Group Travel Consultant.

Reporting to the Sales Operations Manager, you will be responsible for providing efficient customer service to our key trade partners in relation to group quotes and bookings.

**To be considered, please apply online via our careers website [careers.airnz.co.nz](http://careers.airnz.co.nz) searching by the job code 106109TDA. For more information, contact Neha Bhardwaj on +64 9 336 2461.**

**Applications for this position close Wednesday, 25 September 2013.**

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[careers.airnz.co.nz](http://careers.airnz.co.nz)



## Seeking three sales stars passionate about Fiji NSW/QLD/VIC State Managers

Tourism Fiji is looking for suitably qualified and highly motivated candidates to fill three vacancies, one each in Sydney, Brisbane and Melbourne regions as we grow and develop our business in the Australian market. This is a pivotal SALES role suited for those with current industry experience.

### Responsibilities include:

- Management of a regular call cycle within your state to maximize Tourism Fiji's presence at frontline retail and wholesale level.
- Promotion of Fiji to the Australian travel industry and consumers at trade shows including assisting in their organisation
- Participate in head office and in-store training activities for retail and wholesaler partners, frontliner conferences and promotional activities.
- Seek new business opportunities to grow incremental visitation to Fiji.
- Promote Fiji in conjunction with key trade partners.
- Manage the promotion and agent engagement of the new Fiji Matai Programme. This includes maintaining and updating the Matai database, information distribution to Matai agents as and when required and organising Matai conferences and famils.
- Collect and evaluate market intelligence as required.
- Identify sales opportunities within the key segments of MICE, special events, weddings and honeymoons, dive and seniors market and all segments identified as having potential for outbound growth to Fiji.

If you are highly motivated, a team player who likes to work autonomously and you want to champion tourism to Fiji we want to hear from you.

Those interested in applying should send their cover letter and resume via email, no later than 19 September 2013 to: Carlah Walton, Regional Director Australia on [cwalton@tourismfijioz.com](mailto:cwalton@tourismfijioz.com) specifying which state you are applying for in the subject line. Only shortlisted candidates will be contacted.

## SCDL seeks chair

**SUNSHINE** Coast Destination Ltd says it expects to announce a new chair in Nov at its AGM after the resignation of Barrie Adams following a three-year term.

## MH celebrates best local sellers



**MALAYSIA** Airlines ceo Ahmad Jauhari Yahya and many high ranking head-office and regional officials were in attendance at the 2013 Malaysia Airlines ANZ Top Agents Awards Gala Event, held earlier this month at the Hotel Majestic in Kuala Lumpur.

In all, more than 80 senior managers turned out to applaud the significant sales efforts of MH's top agents in Australia & NZ.

Hailed as a fantastic success, the event was sponsored by Tourism Malaysia and YTL Hotels.

Award categories included State

and National Awards for the top performing retail agent, corporate agent, online travel agent, VFR agent and wholesaler.

**Pictured** above at the event is Julia Loong, MH; Maybel Lee Shein Funn, MH; Lee Poh Kait, MH; Paul Hollingshead, JTG; Theo Savvoulidis, Consolidated Travel; James Brooker, Flight Centre Limited; Tom Manwaring, Orient Express; Lesley Oliver, Carlson Wagonlit Travel; Hayley Kerruish, Webjet; Ahmad Jauhari Yahya, MH and Nancie Genove from MH.

More pics at [traveldaily.com.au](http://traveldaily.com.au).

## NTL expansion funds

**INTERNATIONAL** flights to and from Newcastle Airport could be in the foreseeable future after the NSW Government allocated \$11.1m in funding for expansion of the current terminal facilities.

The latest funding, allocated in the second round of the Hunter Infrastructure and Investment Fund will see customs, quarantine and immigration facilities installed along with a 2,600sqm expansion of the terminal.

Reconfiguration of the existing terminal will also be carried out, along with an increase in retail options at the airport.

NSW Deputy Premier Andrew Stoner said the increase to the airport's capacity will be a strong boost to the region's economy.

"As a busy and important regional facility, Newcastle Airport has experienced rapid growth in passenger demand for many consecutive years.

"The NSW Government recognises the boost this expansion will bring to the regional economy and therefore considers it a strategic investment in the future of the Hunter," Stoner commented.

## Cooks Crown agt rate

**CROWN** Beach Resort & Spa in the Cook Islands has released special travel industry rates for stays between 01 Apr 2014 - 31 Mar 2015.

Self-famil rates are priced from NZ\$299 in a one-bedroom Garden Villa for the first two nights, rising to \$NZ360 for additional nights, including daily brekkie.

Agent offers are extended to other room types as well, when booked before 15 Mar.

Email [info@crowbeach.com](mailto:info@crowbeach.com) with code 'TI-2014/2015' to book.

## Delta 'Smart' Pack

**DELTA** Air Lines has unveiled an option for members of its loyalty program SkyMiles to access a suite of travel perks, valid for travel through to early Jan 2014.

Priced at US\$199, benefits of the Smart Travel Pack include first free bag allowance, priority boarding, discounted Economy Comfort upgrades, access to preferred seats & extra mileage.

The Smart Travel Pack can be booked at [delta.com](http://delta.com) by SkyMiles members, and is valid for travel up until 05 Jan.



**Destination NSW**

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- Opportunity to work for Destination NSW
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#### About the Organisation:

Destination NSW is a NSW Government statutory authority with responsibility for devising and implementing strategies to grow the visitor economy to NSW. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW.

#### About the Role:

This position will be responsible for providing product development advice to tourism businesses and the coordination of a range of programs, projects and services which contribute to NSW tourism and the development of new products. Operating at an 'expert' level, this position will identify and assist in the development of resources to educate tourism businesses on how to become market ready. The role acts a conduit for industry to access Destination NSW programs and other opportunities.

#### What's On Offer:

Operating within a dynamic and fast-paced environment, you will enjoy functioning in a hands-on role which offers the opportunity to broaden your skill set and develop your capabilities in a challenging and highly competitive market.

**Closing Date:** 30 September 2013.  
**Enquiries:** Barbara de Rome (02) 9931 1507 or [Barbara.derome@dnsw.com.au](mailto:Barbara.derome@dnsw.com.au)

[Click here to apply.](#)

Please note that no applications will be accepted without a covering letter addressing each selection criteria and submitted via email.



### Magazine/Digital Media Sales Account Manager

- Established travel magazine with multi-platform sell
- Agency & Direct sales role
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We're seeking a motivated and organised sales professional to sell advertising into our quarterly print title Luxury Travel magazine and its various digital platforms: website, eNewsletters and digital magazine.

The role involves selling direct to big and small clients as well as to agencies and media buyers. The successful candidate will have had some working experience in the tourism and hospitality industry and in generating new business, closing sales and hitting sales targets.

The ideal candidate will have had at least two years previous experience in magazine and digital advertising sales. You'll need to have excellent verbal and written expression, be able to learn quickly, think on your feet and help our strong database of existing and new clients find marketing solutions with us.

You will work in a professional environment within a happy, dynamic and friendly team of nine people on Luxury Travel magazine including other advertising sales people, editorial, production and design.

Salary package - c\$100k OTE  
Base between \$50 and \$60k depending on previous experience.

Please email a cover letter with resume attached to  
Susan Borham at  
[sborham@magnesiummedia.com.au](mailto:sborham@magnesiummedia.com.au)



# Qantas Holidays Achievers party in SA

THE twentieth annual Qantas Holidays/Viva! Holidays Achievers awards, which took place at the Adelaide Entertainment Centre last Sat night, once again saw top selling consultants honoured for their performance over the last twelve months.

All of the agents present had recorded significant sales with the various JTG wholesale brands, and as well as taking part in the celebration, participating in South Australian famils and receiving a swathe of other rewards, the overall state winners will be heading off to Los Angeles early next year to walk the red carpet at the star-studded G'Day USA event.

These pics were taken at the event which was attended by key suppliers too - lots more on our website and at [www.facebook.com/traveldaily](http://www.facebook.com/traveldaily).

**RIGHT:** The big winners of the night are pictured, from left: MC Daniel MacPherson; Jenny Cooper, Queanbeyan City Travel & Cruise (ACT); Baden Brown, HWT Launceston (Tas); Glen Bull, HWT Darwin (NT); Angela Kaluzyn, Travelscene South West Travel (NSW); Jill Johansen, HWT Mackay (Qld); Gaynor Vantsant, Travel Focus International (WA); Sarah Phillis, Platinum Escape (SA) who also won the National Consultant of the Year Award; and Fiona Dalton, Qantas Hols/Viva! Hols National Sales Manager. Other winners not present included Stuart Coffield from Jetset Travel Belmont (Vic) and Domestic Consultant of the Year, Daniela Tatonetti of Travel Partners.



**RIGHT:** Peter Eggleston, JTG Head of Wholesale; Lindy Christian, JTG head of procurement; Rodney Harrex, SATC ceo; Jetset Travelworld Network head Julie Primmer;



**RIGHT:** Lisa Anderson and Emily Robertson, SATC.



**ABOVE:** Just like at the National Travel Industry Awards in Jul, guests were welcomed by paparazzi on the red carpet.

**RIGHT:** Bernadette Kelly, Travel Bound & Cruise Eltham; David Janz, Starwood; and Lyn Spain, Yarra Travel.



**LEFT:** Kim Sheean from Travelworld Ipswich and Lauren Stuchbury, Qantas Holidays Brisbane.

**BELOW:** Global Achievers up in lights outside the Adelaide Entertainment Centre.

**BELOW RIGHT:** Amanda Behre and Nigel Brohier, Qantas Hols with Fiona Wozney, World Resorts of Distinction.



**BELOW:** Paula Gannon, Qantas Holidays with Glenn Jarvis and Jeanine Ginnane, Travellers Hut.



**LEFT:** Anthony Penney, Qantas Airways South Australia; Marnie Day from Qantas Holidays; and Robyn Mitchell, Travellers Choice.



## Brochures of the Week

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Infinity Holidays - New Zealand

Set to hit agent shelves very soon, the new Infinity guide to New Zealand has been boosted to 100 pages. The brochure has been broken down into segments once again, several of which are featured for the first time including Unique Lodges and Unique Experiences. For the first time ever, ski product has been listed, with info on transfers, ski hire, lift passes and itineraries for skiers of all skill levels at Cardrona and Treble Cone. Product listed in the guide is available for travel through to 31 Mar 2015.



### Albatross Tours - Anzac Commemorative Tours 2014

Three new tours to Gallipoli and the Western Front have been developed for the 2014 season by Albatross Tours, offering the same in-depth experiences but during the warmer European summer months. Strong demand of the new seven-day "The Spirit of Gallipoli" tour, which explores the entire Anzac story has seen six new departures added. A wide selection of tailored FIT product is also available with many departure dates for visitors who wish to put together their own Anzac adventure.

## Vic lauds JQ T4 move

**THE** Victorian Coalition Govt says Jetstar's decision to be the anchor tenant for Melbourne's new domestic terminal 4 (**TD** Fri) is "a vote of confidence in our state's economy and future."

Minister for Aviation Industry Gordon Rich-Phillips said the \$300m T4 will allow Jetstar "to continue to grow its business."

## Green light for Packer

**SRI** Lanka is set to become the next gambling market for Aussie billionaire James Packer after the Sri Lankan Government approved his proposal to develop a hotel and casino resort in the country.

Approval for the joint venture between the Crown Group and a local partner was delayed due to teething construction & location problems (**TD** 16 Aug).

Packer's development is for an integrated hotel & casino complex with a minimum of 400 rooms in the Sri Lankan capital of Colombo.

## Boost to HOJO stars

**UPGRADES** to service standards as well as design changes to hotel interiors and exteriors will next year be finalised for the Howard Johnson (HOJO) property brand.

The Wyndham Hotel Group brand will offer HOJO franchisees the opportunity to renovate their properties to the new mandated standards, however the group will gradually phase out its Express Inn, Howard Johnson Inn and Plaza brands entirely.

Improved hotels will begin to be rolled out from the end of 2014, with new franchisees able to join the revamped brand from 2015.

## Hilton going public

**BLACKSTONE** Group, owners of Hilton Worldwide Holdings, has filed to relaunch as a publicly listed corporation, seven years after taking the company private.

Citing strong revPAR growth potential, Hilton's newest IPO will be for US\$1.25b in public shares.

## Tassie appeal growing

**RESEARCH** into Tasmania's appeal as a holiday destination ranked the state as the second most popular in the country.

The findings come from the Q2 2013 Tourism Info Monitor survey conducted by Tourism Tasmania, in which it polls 1500 Australians who have taken a holiday or are planning one in the coming year.

Tasmanian appeal was up 3% on the year prior, with two thirds of survey respondents finding a holiday in the state appealing.

In the three months to Jun 2013, three-quarters of those polled said they would recommend the state to friends of family.

To view Tourism Tasmania's full survey results, **CLICK HERE**.

Monday 16th Sep 2013

## New cycling additions

**AUSTRALIAN** cycling travel tour search engine Cycle Tours Global has added three new tours to its already 5,500 strong selection.

The new additions are a 10-day Himalayan mountain ride that departs weekly between Sep-Nov and again from Mar-May, a nine-day Korean ride departing from Seoul and a seven-day French Alps climb running in the European summer.

See [www.cycletoursglobal.com](http://www.cycletoursglobal.com).

## 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

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!



Week 3



**COSMOS**  
Turning travel dreams into reality

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

*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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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

### \*JOB OF THE WEEK\*

#### CREATIVE MARKETING GURU WANTED SYDNEY – SALARY PACKAGE \$110k +

If you've for the runs on the board as an experienced, innovative and highly motivated Marketer within the Travel Industry this rare new opportunity will allow you to create and grow a new business stream within a large organization. You must be a strong leader who can develop a team, and be adaptable to growth & change. If you thrive with a challenge this is a brilliant chance for you to shine.

### EXCITING APAC OPPORTUNITY

#### CORPORATE TRAVEL PROJECT MANAGER – APAC SYDNEY- SALARY PACKAGE \$100K+

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives

### ARE YOU TECHNICAL?

#### IT MANAGER

#### SYDNEY – GENEROUS SALARY PACKAGE

If you're an energetic I.T. guru with experience in supporting both on-site & remote operating systems (desktop, telephony, routers, etc) then this is the opportunity for you. You'll be professional and friendly with great negotiation & communication skills capable of making recommendations to the business. You'll be savvy in managing business software applications, change processes and managing IT project developments.

### MANAGEMENT WITH A TWIST!

#### GM LEISURE

#### SYDNEY – EXECUTIVE SALARY

Our client is a leading brand with a clear vision for excellence in client satisfaction and business performance. This outstanding executive opportunity is available now based in Sydney. This position heads up a thriving leisure business that is looking for inspirational leadership and a clear path for future success. Ring for a confidential chat today.

### BOOMING EVENTS

#### CORPORATE EVENTS DIRECTOR

#### BNE & SYD – SALARY PACKAGE OTE \$90K+

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants!

### THRIVE ON CLOSURE?

#### CORPORATE BDM – SME MARKET

#### MELB & SYD –SALARY PACKAGE OTE \$120K+

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### LOVE RETAINING ACCOUNTS

#### NATIONAL ACCOUNT MANAGER

#### SYD & MEL – SALARY PACKAGE TO \$100K+

We're looking for a talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive.

### ARE YOU OPERATIONAL?

#### CORPORATE TRAVEL – TEAM LEADER

#### MELBOURNE – SALARY PACKAGE \$80K+

Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

## AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

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



## Finding talent within the Australian Travel Industry

### Sports Travel Consultant

**Brisbane - \$40-50K + Super - Ref 0790SJ1**

This is a rare role so be quick! Seeking a sports lover who wants to work in a sales and service focused travel reservation position. Bring your positive attitude, fantastic customer service skills and travel industry knowledge. Most importantly you should love all things sports and have a good understanding of national and international sporting events. This entertainment and sports travel company offer a great working environment for the professional Travel Consultant.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### VIP Leisure Travel Consultant

**Sydney - \$45-55K + Bonus - Ref 258KF1**

A VIP Leisure Consultant is required for a high end, boutique agency in the North Shore. An extremely reputable & well established luxury travel agency are looking for a well travelled Consultant to join their team. If you enjoy selling a wide range of high end travel and are looking for an opportunity to move forward in your career, then this could be the opportunity for you. You will be dealing with a range of travel requests and must have experience working in the industry.

**For more information, please call Katie on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel Consultant

**Melbourne - \$Competitive + Commission - Ref 758DB1**

Are you looking for your next travel move? Are you a super strong Retail Consultant looking to get into the corporate world? A corporate consultant already, looking for a new move? If so, look no further! This fantastic global company are looking for Corporate Consultants to join their team. This global company offer great career paths with potential to broaden your horizons overseas. A great company which offers you more than just job! Fancy it? Apply now!

**For more information, please call Deborah on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel Consultant

**Adelaide - \$Exceptional package - Ref 4001NC1**

Are you a Corporate Travel Consultant with over 5 years experience? Do you deliver outstanding customer service and do you have exceptional fares and ticketing? Are you a dedicated and loyal consultant looking for your next move in the travel industry? This is a fantastic boutique agency looking for the ultimate travel professional, so if you would like a wonderful salary package and be appreciated for your experience, now is the time to make the move and shine!

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

### Travel Consultant

**Gold Coast - \$DOE + Super + Comm. - Ref 0736SJ2**

A Travel Consultant is required to work on a full time basis for an extremely reputable and well established travel agency, located in the Gold Coast area. You will enjoy selling a wide range of travel products, from cruise, long haul and tailor made. Work for a reputable name in the Queensland travel market where you can enjoy long term career progression, recognition, rewards and fantastic bonuses. An excellent opportunity.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Senior Travel Consultant

**Canberra - \$Base + Commission + Super - Ref 789KF1**

This fantastic boutique travel company are looking for a multi-skilled Travel Consultant to join the team. Use your previous skills as a Travel Consultant and develop within your role! This is a great position offering premium travel itineraries and special interest tours. Our client is seeking an experienced, enthusiastic person and someone who is passionate about the travel industry. This is a great opportunity for someone who wants to take ownership of their role.

**For more information, please call Katie on (02) 9113 7272 or click [APPLY](#)**

### Cruise Travel Consultant

**Melbourne - \$35-45K + Commission - Ref 785DB1**

Calling all Cruise Reservations Specialists! Want to work for a leading travel company? If you have cruise product knowledge, reservations experience, customer service skills & ability to work to sales targets, please read on! This fantastic global company are looking for new Consultants to join their great team. As a Cruise Consultant, you will be responsible for selling a wide array of cruise products to various worldwide destinations.

**For more information, please call Deborah on (02) 9113 7272 or click [APPLY](#)**

### Travel Consultant - Inner Suburbs Perth

**Perth - \$40-45K + Super + Incentives - Ref 3610NC1**

Are you a Travel Consultant, ready for a change and keen to work for an independent travel company? This travel agency is keen to recruit experienced Travel Consultants to join the team! You will have fantastic product knowledge, brilliant fares and be able to offer your customers exceptional choice in their travel itineraries. This small and close knit team are looking for a fantastic team member, so bring your expertise to this boutique role!

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
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