#### Marketing Assistant

An exciting opportunity awaits a motivated Marketing Assistant to join one of Australia's leading wholesalers.

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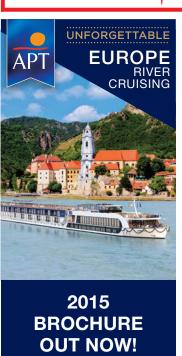
Click for more information and application details.





Monday 28th April 2014





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\*Conditions apply. Contact APT for full terms & conditions. Australian Pacific Touring Pty Ltd ABN 44 004 684 619 Lic. No. 30112 APT467

# QF axes child dom. fares

**QANTAS** has done away with child airfares across its domestic network, effective immediately, bringing the Australian flag carrier in line with its major competitor -Virgin Australia.

According to **TD** sources, Qantas confirmed the change through social media to a consumer.

Until mid last week, QF offered discounted child fares at 75% of the full adult price, applicable for kids aged between 2 & 11 when travelling with an adult, excluding Red eDeal airfares.

The policy switch is also evident when creating a booking via QF's website, gantas.com.au.

A Facebook response from

## **Prowse appointment**

**KEITH** Prowse Travel has named Dan Penner as its new supplier of partnerships & product manager.

Penner possesses 15 years industry experience and was most recently contract manager, land & hotels at Helloworld Ltd.

His key responsibilities include expanding KPT's product range & developing strategic partnerships with suppliers.

Qantas to the consumer said "We're sorry to disappoint.

"Please be advised, our team are constantly assessing our fares, previously our Flexi Fares and Business Class fares did offer Child Discounts."

Comment and confirmation was sought, however Qantas was unable to respond before Travel Daily's deadline today.

#### **Everest season intact**

**NEPAL'S** Tourism Minister Bhim Acharva has held discussions with mountain guides and supporting climbers at Mount Everest Base Camp, urging expedition activities to continue for the 2014 season.

The call follows an avalanche on 18 Apr that killed 16 Sherpas.

Expedition teams that wanted to quit this season would have their permits extended.

## Today's issue of TD

Travel Daily today has six pages of news & photos, plus full pages from:

- AA Appointments jobs
- Renault Eurodrive







For more information visit www.qhv.com.au/agents

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**ENDS** 



Travel periods and conditions apply





Monday 28th April 2014



#### AFTA website revamp

THE Australian Federation of Travel Agents has today launched its brand new website, featuring improved navigation and access.

The site provides a platform to register for AFTA workshops, watch missed webinar sessions and has dedicated pages for the National Travel Industry Awards.

Members will soon be able to use the site to access a secure area to manage their online ATAS application & Participant Zone. See www.afta.com.au for info.

#### Aussie NZ visits slide

**STATISTICS** New Zealand has reported a 13.4% year-on-year decline in visitor numbers from Australia during Mar, including 'month end (holiday)' arrivals plummeting nearly 20%.

Across all markets, vistor traffic in Mar was down 6% to 253,600.

SNZ cited the timing of Easter and later school holidays in some "key source countries" for the visitor depreciation.

# **GDS** opens hotel market

TRAVEL technology giant Amadeus has launched its new "multisource" hotel marketplace offering integrated content from a variety of hotel inventory sources.

Now accessible via the Amadeus Selling Platform, Amadeus e-Travel Management & through web booking services, the boosted marketplace rollout comes following the firm's acquisition of US hotel tech firm Newmarket Int'l late last year (TD 19 Dec).

Amadeus says its new Hotels solution is "built for agency profitability" and that it supports any hotel content, any point of sale and any business model, meaning both large chains, small groups and independent hotels will all be featured in searches.

Content on the new solution can be managed in real-time by suppliers and reflect commission based models, service charges, net rates or mark-up models or negotiated rates, depending on

how a seller wishes to display results to consumers.

Bookers can access all of their favourite suppliers in one screen, with standardised results offered.

"This combination of broad, rich content, advanced technology and the ability to tailor the commercial model to the needs of individual customers is unique in the industry," Amadeus hotel distribution director Peter Waters said - CLICK HERE for more details.

## Baird to stop lobbying

**TOURISM** & Transport Forum chairman Bruce Baird has vowed not to use his voice to lobby the NSW Govt on matters following the appointment of son Mike as state Premier earlier this month.

"I've decided I won't be involved in anything in terms of going to see ministers," the SMH reported Baird saying last week.

Baird also stated he would not seek to renew his position at the TTF beyond Dec this year.

# QLD Modern Fam push

**QUEENSLAND** Tourism Minister Jann Stuckey said the state and Australia as a whole took centre stage in America last week as the Australian vacation episode of Modern Family was broadcast.

Stuckey said the Qld Govt and Qantas would embark on a joint marketing campaign to promote the state through the program.

More Modern Family on page 3.

#### Air NZ decreases CNS

YEAR-ROUND Air New Zealand services between Auckland and Cairns will be wound back to a seasonal service, effective 02 Nov. agent GDS displays indicate.

Currently, the Virgin Australia trans-Tasman alliance partner operates up to five weekly flights between the two gateways.

The change will see the current direct commute between AKL and CNS blowout from 5hrs and 40 mins to more than 8 hours, using a combination of VA and Air NZ services, operating via Brisbane.

According to Air New Zealand's website, non-stop services will resume on the route on 29 Mar, when there will be twice weekly services on Sun and Thu.

It is unclear if the service reduction will impact Air New Zealand and Virgin Australia's minimum capacity conditions, under their Australasian Airline Alliance Agreement.

## **Express Tkt role rejig**

**EXPRESS** Ticketing has announced a shuffle to the firm's management line up, which will "enhance the controlled growth of the business into its next phase of national development."

Changes see Johnathan Nelson take on the sole responsibility of national sales mgr, Vito Romeo promoted to state manager Vic/ Tas from his previous role of network manager - Independent Travel Group, Vic and Roni Trieu appointed as Select Travel Group network mgr NSW/ACT.



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Monday 28th April 2014



# Insight fires up winter drive

TRAVELLERS can save up to 30% on European itineraries by booking trips departing in Autumn, Winter or Spring in 2014/15 - a period where there's traditionally less crowds, says Insight Vacations chief exec John Boulding.

In Sydney this morning as part of a whirlwind visit to promote the recently released "low season" program, Boulding told *TD* key destinations popular in Europe between Nov and Apr

amadeus

for Aussies (based on "strong forward bookings") include Spain, Portugal, Morocco and Greece, along with Paris in France.

Boulding reiterated the winter period provides a host of unique experiences for visitors.

This year's program features six itineraries that include Christmas markets in Germany, Austria, France and Switzerland.

Insight has also expanded the touring company's collection of 'Signature' experiences, hotels and dining options into its Winter program for the first time.

Among the Signature options are a meet and greet encounter with a market stall holder in Dresden, Germany and learning about Gluhwein & Stollen bread.

A 'Signature' experience to a strudel house in Budapest, Hungary has also been added.

# Ticket Changer Ch-ch-ch-changes in under 2 minutes with Amadeus Ticket Changer



# **APT Europe 2015**

APT has rolled out a beefy 254page Europe River Cruising 2015 brochure comprised of more than 60 itineraries on 14 European waterways and five seas.

The firm's flagship journey, the 15-day Magnificent Europe which operates between Amsterdam & Budapest, has seen a 25% increase in departures and there has been a 20% rise in land touring departures.

GM sales & marketing Debra Fox says that based on the volume of early bookings taken from APT's Preview brochure, "Europe 2015 is going to be another successful season."

The brochure is expected to hit agency shelves from Thu.

More new brochures on page 5.

#### 2014 Freddie Awards

VIRGIN Australia's frequent flyer program Velocity has blitzed the 2014 Freddie Awards for the Middle East & Asia/Oceania region, scooping the pool across all Airline categories.

The 'Freddies' are based on frequent traveller encounters.

Presented in Seattle on Thu, Velocity won the top accolade for Best Customer Service, Best Promotion, Best Elite Program, Best Redemption Ability and Program of the Year.

In the Hotels division, Starwood Preferred Guest came up trumps for Best Customer Service & Best Redemption Ability.

InterContinental Hotels Group's (IHG) Rewards Club received the accolade for Best Promotion and Hyatt's Gold Passport won Best Elite Program and Program of the Year in this region.

American Airlines' AAdvantage and Marriott Hotels' Marriott Rewards were awarded Programs of the Year in the Americas, while Air France/KLM's Flying Blue and IHG Rewards Club were the winners in Europe & Africa.

#### Trenitalia res window

AGENTS are now able to secure point-to-point instant purchase fares on the Italian rail network, Trenitalia, 120 days prior to departure - up from 90 days.

Rail Plus gm sales & marketing Greg McCallum said the extension enables consultants to finalise all elements of a European itinerary, with Trenitalia sectors, sooner.

# **QF** using revised ROE

**QANTAS** has amended the IATA Rate of Exchange for the AUD to 1.107561, effective 01 Apr.



# Window Seat

**TELEVISION** screens in America have again been "Aussie-fied" after the recent episode of hit Twentieth Century Fox show *Modern Family* went to air.

According to official ratings, approx 9.6 million Americans tuned in for the show, with the iTunes download rate also high.

Qantas, who flew the cast and crew here for filming earlier this year, also reported a 25% spike in website traffic after screening. Jay (Ed O'Neill) and Gloria

(Sofia Vergara) are **pictured** comfortably perched in their "upgraded" Qantas seats below.



SHAKESPEARE took to the skies recently aboard an easyJet flight from Gatwick to Verona, with a world record attempt of the famous playwright's words accomplished at 37,000 feet.

In celebration of the Bard's recognised 450th birthday last week, three actors performed a mix of the famed scribe's most famous plays during the flight.

The actors set a Guinness World Record for the highest theatrical play, with easyJet also spearheading a push for an official national day of recognition for Shakespeare.



## 2015 ANZAC Tours BOOKINGS NOW OPEN!

Western Front and Gallipoli Commemorative Tours for travel from April to September 2015

Click here to view 2015 ANZAC Tours
Call 1300 135 015 albatrosstours.com.au





Monday 28th April 2014



**INDUSTRY** networking group Skal International recently inducted its first new Australian chapter in eight years with a new group representing the Southern Gold Coast welcomed to the fold.

The new club incorporates 26 foundation members,



## Sponsored by:



#### **CONGRATULATIONS**

## **Stephen Arcus**

from The Cruise Team

Stephen is the top point scorer for Round 11 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a travel clock, courtesy of **Emirates**.

#### **Major Prize:**

Two return Economy Class airfares to Dubai with **Emirates** 

representing tourism operations stretching from Burleigh Heads to Byron Bay in far north NSW.

Formal induction proceedings took place at Currumbin RSL, near Coolangatta earlier this month, with the guest speaker being retired Lieutenant Colonel David Freeman, who discussed tourism opportunities possible near his fourth-generation organic farm.

"The aim of the Skal International Southern Gold Coast Club is to build a more connected tourism community that has a say on important matters within our industry," Southern Gold Coast vice-president and gm of Sofitel Gold Coast Amery Burleigh said.

The new club and its inaugural members are pictured above.

## JQ/SQ separation loss

**INVESTIGATIONS** are underway by the Australian Transport Safety Bureau into a loss of separation reported between Singapore Airlines & Jetstar jets flying over the Northern Territory last Thu.

The incident happened over Tindal, NT and saw the Jetstar Airbus A320 cleared to climb through the level maintained by the Singapore Airlines A330, which was enroute from Brisbane.

It is unclear whether a collision was possible, however queries into the matter are continuing.



#### **Measles vaccination**

**NEW** information has been listed on DFAT's Smartraveller travel advice portal for Vietnam recommending travellers are fully vaccinated for measles, following a recent jump in cases reported.

The latest outbreak primarily affects children, DFAT says, with two vaccinations administered at least four weeks apart suggested.

#### Second round for SB

AIRCALIN has launched a new round of airfare specials on flights from Melbourne to Noumea - the carrier's new route from 06 Jun.

The second special fare of \$599 inclusive of all taxes will go on sale tomorrow on completion of the first special (TD 14 Apr) and will remain on sale until 01 Jun, valid for travel until 16 Dec.

## Super caravan crowd

**OVER** \$10 million is expected to be injected into the Western Sydney economy over the nine days of the Caravan, Camping, RV & Holiday Supershow at Rosehill Racecourse, which began on Sat.

The show reported a crowd of 13,000 attending on the first day, with up to 80,000 expected.

#### AA settlement OK'd

A FEDERAL judge has formally approved settlement terms agreed between American Airlines and the US Justice Dept regarding its merger with US Airways.

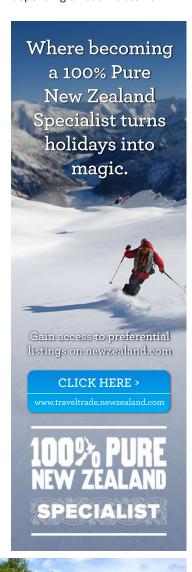
The settlement, which primarily involved AA divesting numerous airport slot pairs, took place in Nov last year, leading to the Dept dropping its lawsuit against the tie-up between the carriers, which took effect in Dec 2013.

#### EY doubles SA miles

**ETIHAD** Airways & South African Airways have launched a double points promotion in celebration of a pact between the frequent flyer programs of both carriers signed last year (TD 07 May).

Members of Etihad Guest or South African Airways' Voyager program can double their points earn on sectors flown by 30 Jun.

Pax of both carriers can earn & redeem points flying with EY/SA, depending on cabin class flown.







per person twin share

\*travel periods & conditions apply **HURRY! Sale ends 7 May** 



## Worldhotel loyalty

**INDEPENDENT** hotel network Worldhotels has unveiled a new restriction-free loyalty scheme dubbed Worldhotels Peakpoints.

The program is available for stays across Worldhotels' almost 500 properties in 65 countries and is being billed as "the first all-virtual" global scheme.

It's free to join and guests earn 300 welcome points by signing up and accrue 2 points per Euro spent on room revenue.

Points are then exchanged for vouchers that can be redeemed at all hotels in the group.

Peakpoints offers three levels of membership - 'Silver' which enables members to receive an additional 10% in points, 'Gold' membership increases points to 25% and 'Navigator' which earns 50% more points.

# WIN A \$75 GIFT **VOUCHER**

This week *TD* and Spain & Portugal Travel Connection is giving 5 lucky readers the chance to win \$75 qifts.com.au vouchers.



Spain & Portugal Travel Connection offers a wide range of accommodation, small group tours and experiences, cruising the Douro river, car leasing, Paradores of Spain, special interest experiences, attraction passes and much more. They have a team of dedicated destination specialists to offer the best possible advice to plan your dream holiday to Spain & Portugal.

To win, be first to send through the correct answer to the question below to: gifts@traveldaily.com.au.

When is the best time of year to visit the central cities of Spain?





Monday 28th Apr 2014

#### **Sheraton Mel returns**

**FORMAL** opening ceremonies took place late last week for the return of Starwood Hotels & Resorts' upscale Sheraton brand to Melbourne after nine years.

Political dignitaries including Vic Premier Dr Denis Napthine were in attendance for the official gala along with Sheraton management.

The new Sheraton Melbourne offers 174 rooms, conference and convention facilities and is the brand's fifth in Australia.

#### VX Business at DAL

VIRGIN America has released the schedule for its new Dallas Love Field (DAL) hub, with routes set to launch during Oct.

Initially the carrier will offer triple daily services from DAL to Los Angeles, San Francisco and Washington National Airport, commencing 13 Oct, and four weekly services to New York LaGuardia, starting 28 Oct.

In 2015, frequencies to LAX, SFO & DCA will be jacked up to four daily and a double daily service to Chicago will be introduced.

VX Airbus A320s servicing the routes will offer a three class cabin - First class, Premium Economy and Economy.

The move will see VX uproot from its current Texan gateway of Dallas/Ft Worth (TD 07 Mar).

# **NYE in Hogmanay**

**BACK-ROADS** Touring has cut \$112 from its small-group tour to the Hogmanay New Year's Eve party in Edinburgh, Scotland.

Travellers will welcome 2015 with a festive dinner followed by access to the famous street party featuring live concerts, fireworks and ceilidh dancing.

The four-day itinerary is priced from \$2,133ppts for bookings if paid in full by 31 May.



## **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.



#### Natural Focus Safaris - South America 2014-15

The excitement, flavour and colour of South America remains popular with the Australian market and is on show in Natural Focus Safaris new brochure. The 100-page publication offers three new destinations in the new season, adding to a vast range of product suited to a 3-4 week holiday. Major cities including Rio and Buenos Aires remain popular and are well served, with attractions such as Iguazu Falls and Machu Picchu

readily accessible with plenty of hotels and tours to customise a holiday.



#### Freestyle Holidays - Bali & Lombok 2014-15

Offering a fresh new look, Freestyle Holidays' newest range of brochures are now in the market and selling well. The latest guide to Bali contains a wide range of hotels, transfers and transport options as well as day tours to enjoy a wide variety of experiences including theme parks and specialist or cultural activities. Accom offerings range from the budget for the thrifty traveller through to the extravagant luxury seeker.

Product has been re-categorised by destination rather than experience.



#### Contiki - New Zealand 2014-2015

The youth tour operator has opened up New Zealand to the fun-loving younger crowd under a tagline of 'New Zealand: 2 Ways to Go'. Eleven itineraries are on offer, packed with exciting adventures of all types as well as great opportunities to see popular sights of the country, staying each night in quality accom. Tours localised to the North and South island are on offer, as well as itineraries visiting major cities and a comprehensive

national tour. Guided holidays themed as Ski & Board trips are also offered.



#### Rail Plus - Your World on Track 2014

New rail offerings in 2014 include Rocky Mountaineer's Coastal Route into Seattle, a new Eurail Pass allowing access to the Czech Republic and Slovakia as well as a range of Australian rail packages, all featured in this new guide from Rail Plus. Also new is a Swiss Peaks pass allowing travellers to conquer some of the highest mountains by rail. The guide details the firm's entire range of high-speed global offerings including

Eurostar, as well as passes in Asia, USA, New Zealand and many more.



#### Sunsail Holidays - 2014 Charter & Flotilla

Twenty-seven unique sailing destinations around the world, best seen and experienced from the water, are on offer in this new guide from Sunsail, including Tahiti, the Mediterranean, Thailand, the Whitsundays and more. Travellers can take out a luxury yacht on their own or sit back and let a skipper and crew do all the work. Sunsail maintains a modern fleet of vessels able to be operated by all ages, with sailing schools also available to those

wishing to learn how to sail or hone their craft for the mildly experienced.

# Last days of sale to Mumbai, Delhi, Chennai!

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Departures from Now - 30NOV14

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IET AIRWAYS





Monday 28th Apr 2014

# **Berry Segway touring**

**SEGWAY** Tours South Coast has introduced new 60 & 90 min tours of the convict-built Coolangatta Estate vineyard, located near Berry in NSW.

The site features restored cottages, a cellar door, golf course and accommodation.

Tours are priced from \$99 and \$119 per person respectively.

A package with overnight accom and breakfast is priced at \$330 per couple or \$440 for a family of two adults and two children.

To book, phone 0402 000 222.



# CONGRATULATIONS

from HRG Australia

Stuart is the top point scorer for Round 6 of Travel Daily's AFL industry footy tipping competition and has won a \$50 voucher to spend on any products at www.lifeliveitup.



#### **Major Prize Sponsors**

1st Prize: two return flights to Dubai, courtesy of Emirates



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Hideaway Island Resort



#### **UA Munich service**

**NEW** daily nonstop services between Houston George Bush Int'l Airport and Munich have been launched by United Airlines.

UA is operating the service with Boeing 767-400 aircraft which feature 242 seats.

The route complements the flights of joint venture partner Lufthansa, which operates daily Houston-Frankfurt services.

#### Freedom to Galveston

**CARNIVAL** Cruise Lines will reposition Carnival Freedom to Galveston, Texas from Fort Lauderdale, Florida in Feb after an extensive refurbishment under the company's Fun Ship 2.0 enhancement initiative.

Freedom will operate a series of four-, five- and seven-day sailings to the Caribbean from Galveston.

A 12-day redeployment cruise from Fort Lauderdale to the Texan cruise port is planned for 02 Feb.

Freedom will join Carnival Magic and the infamous Carnival Triumph (previously recognised for its 'Poop cruise') in Galveston.

## Flybe expands in LCY

**BRITISH** regional carrier Flybe will launch new domestic and int'l routes from London City Airport from Oct, signing a deal to base two aircraft at the facility.

New services to Edinburgh. Inverness, Dublin, Exeter & Belfast have gone on sale and are expected to bring up to 500,000 pax through LCY each year.

# Mondrian open MEA

**BOUTIQUE** hotel operator Morgans Hotel Group will open its first Mondrian brand property in the Middle East next year, with the group confirming its entry into the Qatar hotel market.

The Mondrian Doha will offer 270 rooms and will be located in the city's West Bay region.

Morgans Hotel Group also operates the Originals, Hudson and Delano hotel brands.

#### **Belhotel additions**

**SWISS-BELHOTEL** International will double its portfolio of hotels in the Middle East by 2015, with properties slated to open in Bahrain, Oman & Saudi Arabia.

The newest addition will be the four-star Swiss-Belhotel Seef that will debut in Bahrain in Jun and features 149-rooms.

## **Good eating in Hawaii**

TIPS on the best local dining in Honolulu are available in a new 37-page Good Food Guide, now available to download for free.

Released by Hawaii Tourism Oceania, the magazine showcases the variety of food available in the Aloha capital, from the best sushi through to sweet treats.

## AK & D7 klia2 move

AIRASIA (AK) and long-haul offshoot AirAsia X (D7) will move all operations from Kuala Lumpur's LCC Terminal to the 'klia2' terminal, effective 09 May.

The no-frills carrier is advising select AK flights will begin arriving at klia2 the day prior.

Baggage-drop counters will open 3 hours before scheduled departure time and now close one hour before departure on both int'l and domestic flights.

# '15 US Masters regos

**REGISTRATIONS** have opened for The Golf Touring Company's US Masters Golf Tour which is being held in Apr 2015 - see thegolftouringcompany.com.au.



To coincide with the launch of PNG Tourism's new Kokoda campaign and website 'Do Kokoda', this month PNG Tourism, Air Niugini & Back Track Adventures are giving you and a friend the chance to trek Kokoda during the 100th year anniversary of the ANZAC.

Thousands of people walk in the footsteps of heroes on Kokoda each year through the jungles of the Owen Stanley Ranges in Papua New Guinea, our closest neighbours and allies.

#### The prize includes:

- · Back Track Kokoda trek package for two including flights.
- 2 x return economy flights between Australia and Port Moresby with Air Niugini.
- 10 night/11day package 2 nights accommodation at Holiday Inn Port Moresby and 8 nights at Kokoda Track camping
- Total Prize Value: \$11,000

Each day Travel Daily will ask a PNG-related question — just read the issue and email us your answer. There will be 19 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

Email your answers to: kokodacomp@traveldaily.com.au

Click here for terms & conditions of the competition.

Q.17: How many nights on the Back Track Adventures Itinerary do you spend in Port Moresby?









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#### **MICE MARKET SALES**

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Combine your high level sales skills with your strong Events background to take the next step into this Director role. Overseeing a team of operations and sales managers, your key strengths will include strong connections within the MICE space, the ability to win and nurture top clients as well lead and motivate a team to succeed. This is an amazing opportunity for an experienced Events Sales Manager to take the next step in their career, Top salary and bonuses on offer.

#### **TECHNOLOGY IS THE KEY**

# ACCOUNT MANAGER SYD- EXECUTIVE SALARY PACKAGE

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

#### A RARE SENIOR SALES ROLE

# NATIONAL SALES MANAGER SYDNEY -EXCELLENT SALARY PACKAGE

Make the move you won't regret! We're looking for a strong sales professional who has experience within a national or state sales role. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a strong brand ring and have a confidential chat with one of our executive recruiters today.

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