

sabre red
your total travel solution



sabrepacific.com.au

Travel Daily

First with the news

Friday 21st February 2014

tahiti travel
connection

IT'S SALE TIME!
Check-out our
February deals

[CLICK HERE](#)

Tahiti is ALL we do!

Vietnam Airlines to offer STPC

VIETNAM Airlines today confirmed that effective immediately it will provide paid stopovers (STPC) for business class passengers.

The offer includes a single room at a four star hotel in Ho Chi Minh City along with meal(s) and tours, for travellers in business class on VN flights ex Australia through to destinations including London, Paris, Frankfurt and Moscow.

VN pays 5% commission on the fare as well as fuel surcharges, with business class prices leading in at A\$3000 + taxes.

Nominate for NTIAs

DON'T forget to get your nominations in for this year's National Travel Industry Awards, with just a week left.

Suppliers can nominate their favourite travel agents, while agents can nominate their top suppliers, with the process culminating in the NTIA gala dinner in Sydney on Sat 19 Jul.

See the **last page** of today's **TD** or afta.com.au/AFTANTIA for info.

United Dreamliner to MEL

UNITED Airlines' new direct Melbourne-Los Angeles route (**TD** breaking news) will be the carrier's first international operation using the Boeing 787-9 *Dreamliner*, for which UA is the North American launch customer.

The new route is United's first non-stop trans-Pacific service from Melbourne, with the carrier's vice chairman and chief revenue officer Jim Compton saying it will "benefit all our customers in Australia".

UA's Sydney departures are also expected to be retimed to improve connections and arrival times to New York and other US East Coast destinations.

"Our Melbourne customers will enjoy faster journeys to Los Angeles and beyond, as well as improved inflight comfort and amenities, and at the same time we will seek to make changes to our Sydney schedule which will enable faster connections via our San Francisco and Los Angeles hubs to destinations throughout the Americas," Compton said.

The new route will debut 28 Oct 2014, and will see the cessation

of UA's current tag-on service

between Melbourne and Sydney.

It will also once again boost UA's capacity into Australia, which is set for a reduction at the end of next month when the carrier deploys its new 777 aircraft on the trans-Pacific route in place of 747 jumbos (**TD** 19 Aug).

The new six times weekly MEL-LAX flights will depart Melbourne at 11.15am each Mon, Tue, Wed, Fri and Sun, arriving into Los Angeles at 6.50am the same day.

Sat departures ex MEL will be at 3.15pm, arriving into LAX at 10.50am on the same day.

United says the new operation will see it provide "convenient one-stop service" between Melbourne and over 37 US cities.

The United 787s will have 252 seats in total - 48 in BusinessFirst and 204 in Economy.

Today's issue of TD

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

- AA Appointments jobs
- NTIA Nominations

Royal Caribbean
INTERNATIONAL

ROYAL EARLYBIRD CRUISE SALE

Save up to \$1770pp
T&Cs apply

Sale ends 28 Feb 14

BOOK NOW

HURTIGRUTEN INCENTIVE

Book a Hurtigruten Norwegian Coastal Voyage for your client and win a voyage for yourself!

1st draw: 7-day Classic Voyage North

2nd draw: 6-day Classic Voyage South

Click for full details.

CALL 1300 422 821 / www.fiftydegreesnorth.com / info@fiftydegreesnorth.com

50° NORTH
NORDIC / ARCTIC / RUSSIA TRAVEL SPECIALIST

HURTIGRUTEN

EXPLORE UK & EUROPE YOUR WAY BY RAIL

Save up to **50%*** on a range of amazing rail travel options

[LEARN MORE](#)

*Conditions apply

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

Trip
travel insurance & holiday program

Holidays
QANTAS

Become a 100% Pure New Zealand Specialist.
Get yourself on the right track.

Learn the hidden secrets of New Zealand. [Click here >>](#)

www.traveltrade.newzealand.com
100% PURE NEW ZEALAND SPECIALIST

90%
of our 2014
European
departures are
NOW guaranteed!



Find out more at
bunniktours.com.au

BunnikTours

Travel Daily

First with the news

Friday 21st February 2014

NEW MEL-NOU

The only non-stop flights from
MEL-NOU start 6 June 2014.



Aircalin

Bookings now available

CLICK HERE



V I P
UNIVERSAL STUDIOS
HOLLYWOOD
EXPERIENCE

Contact your
preferred
wholesaler for
more information

**UNIVERSAL STUDIOS
HOLLYWOOD**

Aussies fill Cunard cruises

RECORD numbers of Australians are booking cruises on Cunard's fleet of Queens, with the luxury line seeing no need to engage in a pricing war in order to fill ships.

The claim was yesterday made by Cunard director of marketing Angus Struthers, visiting Sydney as part of whirlwind 10th birthday celebrations for *Queen Mary 2*.

Australia is the fourth strongest passenger source market for Cunard, Struthers said, and is hot on the heels of Germany in third place but remains behind the line's core USA and UK markets.

Bookings from Aussie passengers on round-the-world cruises are up 20% year-on-year - the second highest growth rate worldwide.

Australians now account for just under 30% of all RW passengers, with 860 onboard *Queen Mary 2* during her visit this week out of a total pax count of over 2,500.

Sales on Cunard's other major route - transatlantic voyages - remained steady in 2013 compared to the year before.

Travel agents continue to provide a core component of the line's business, Struthers added.

He rated the line among iconic high-end luxury UK brands including Bentley and Burberry, adding that the "magnificence" & "timeless luxury done properly" strengthened the brand's appeal.

"If we don't recognise what is luxury, then we're on a road to nowhere," Struthers said.

Last year, Cunard responded to feedback seeking a relaxing of the formal evening dress code, which saw the line drop one of the weekly events as well as making ties optional (**TD 22 Mar**), but Struthers said there were no plans to do away with the format.

Some passengers, particularly the older market, were also quite protective of the formal nights and do not want them removed.

"Formality helps define Cunard and is a core part of the experience...I'd be surprised if we changed it," he added.

Asked if Cunard would like to boost its fleet in response to a near factory-line of new ships being rolled out by other lines, Struthers said no plans were in place to introduce another ship, but added "never say never".

QF expands US investment options

QANTAS this morning announced it would upgrade its "American Depositary Receipt" (ADR) program so that it's more visible to international investors.

The company said it had filed documentation with the US Securities and Exchange Commission, with the new program expected to be effective from today New York time.

Qantas ADRs will trade over the counter under the code US OTC QABSY, with the program facilitating existing issued Qantas shares to be bundled by Bank of New York Mellon and issued as ADRs to US investors.

QF said that foreign shareholder levels will continue to be closely monitored to comply with limits under the *Qantas Sale Act*.

Daylesford travel app

VICTORIA'S Daylesford and Macedon Ranges Region Tourism Board has released an "intelligent e-travel app" which works offline to allow visitors to explore the area without roaming charges.



SURROUND YOURSELF IN THE COMFORT OF BUSINESS ELITE.

Relax in our 180-degree flat-bed seats with the most private seat configuration available (1-2-1) on our daily flights from Sydney to JFK, via LAX.

For details, visit delta.com or call 1800 458 368.

australia

* Travel from most airports in Australia is also available with our partner Virgin Australia.



Russia & Trans-Siberia... with year round itineraries and visa free touring, to unique local experiences - head underground to explore a Soviet bunker or stay in a transitional Ger Hut! Join us in Russia and Beyond for a genuine adventure done in style!

www.onthegotours.com t: 1300 855 684





**CHECK OUT OUR
FLASH SALES HERE**

Travel Daily

First with the news

Friday 21st February 2014

Maxine joined because
it's her ticket to freedom

Every agent has
a reason to join

MTA mobile
travel
agents
Call 1300 682 000
Visit join.mtatravel.com.au



Crown occupancy up, profit down

CROWN Resorts Limited this morning released its profit result for the six months to 31 Dec, with a strong performance in its hospitality operations offset by weaker gaming revenue.

Crown Melbourne's non-gaming revenue grew 5.8% to \$216.2 million, with occupancy at Crown Towers a healthy 96.9% with an average \$326 nightly room rate.

Crown Metrolpol Melbourne saw occupancy of 92.7% with an

average \$246 room rate, while Crown Promenade Melbourne's occupancy was 93.4% with an average rate of \$217.

Overall revenue at the group's Melbourne properties was \$950.2 million, down 9.4%, with ceo Rowen Craigie citing weak consumer sentiment which had adversely impacted trading.

At Crown Perth, non-gaming revenue was up 8.6% to \$117.7 million, with Crown Metrolpol Perth seeing an occupancy of 90.2% with an average \$314 room rate.

Crown Promenade Perth reported a 93.9% occupancy with an average \$222 room rate.

In contrast to the weaker gaming operations in Australia, the company's operations in Macau achieved another record result, with Crown's share of profits more than doubling to \$140.6 million.

This morning's statement also included an update on the Crown Sydney project, which is still conditional on the issuing of a restricted gaming licence and other approvals, but is envisaged to be operational from Nov 2019.

Speakman TC brekkie

TRAVEL Counsellors is inviting industry professionals nationwide to a series of exclusive breakfast events next month, which will feature an address from company chairman David Speakman.

Events will take place in Sydney, Melbourne and Perth, with the topic covering how to succeed as a travel seller in the 21st century. More info on (03) 9034 5111.

PNG Visas on arrival

DFAT is reminding agents that Australian visitors to Papua New Guinea must obtain a visa ahead of departure, with visas no longer available on arrival from 01 Mar.

Accor results steady

HOTEL juggernaut Accor has reported steady, if unspectacular full-year results for 2013, with group revenue up 2.7% and a net profit of €126m year-on-year.

Group chairman & ceo Sébastien Bazin said the year's results were "robust", pointing to a solid second half which reflected on a recovery in the hotels business.

Economy hotels outperformed upscale and midscale for the year.



Window Seat

IT'S not often *Travel Daily* gets an opportunity to be on the red carpet for an all-star Hollywood A-list celebrity event, but that all changed yesterday when **TD** was given the opportunity to chat with the cast of US comedy series *Modern Family*.

With Qantas as official sponsor of the show's trip down under, it seemed fitting to ask the stars what they thought of their A380 First Class Suite experience over the Pacific from Los Angeles.

Ed O'Neill (aka Jay Pritchett) said "It was the best, and I'm not kidding. It was the best flight I have ever been on."

O'Neill added that his first ever flight on an Airbus A380 "was sensational, the service was the best and I slept 8hrs - I've never slept 8hrs on a plane before!"

He joked that he awoke at 3am, "looked around and thought he was in a bedroom!"

Rico Rodriguez (Manny) said he "slept like a baby", a sentiment repeated by Ariel Winter (Alex) who got a full 12hrs rest, saying "I actually felt like I was in bed. It was pretty amazing!"

Ty Burrell (Phil Dunphy) said it was a "really wonderful" product.

SPOILER alert!! - So why is there an episode of *Modern Family* being filmed in Australia?

Turns out Phil Dunphy was actually conceived in Australia, so he feels he needs a "spiritual journey" to link to his heritage.

Phil also becomes a fan of the Australian institution - Vegemite, and a kangaroo.



**PRINCESS
CRUISES**

**Your chance to
win a 9-night
Japan cruise
in 2014!^***

**Two balcony
staterooms to
be won**

Click here to enter

*Terms & conditions apply.
Visit www.mycss.com.au for more
information. Only open to AU & NZ
registered travel agents aged 18+.
Must take prize from 11/6/14 - 20/6/14.
Ends 5pm AEDST 28/2/14. NSW Permit
No. LTPS/13/09622, VIC Permit No.
13/2902, ACT Permit No. TP13/04454,
SA Permit No. T13/2244. ^Flights/
transfers to Japan not included



1300 22 4462 **100% Departures
Guaranteed**



**EXTRA \$200* BONUS PER BOOKING
(FOR CONSULTANTS) + HIGH COMMISSION**

Book and deposit paid before 30 March 14 to Phil China Holidays fully inclusive group tour.



**FROM AUSTRALIA ACROSS AFRICA
ON ONE AIRLINE, ALL THE WAY.**

Voyager miles on one booking, one ticket. We look forward to welcoming your customers on board. Contact our SAA Sales team or Reservations on 1300 435 972. SAA Australian domestic flights are operated by our codeshare partner Virgin Australia.

flysaa.com.au



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER

Friday 21st February 2014

Kerzner meets One&Only trade

TWO official events introducing high-end resort brand One&Only to Australian MICE and leisure agents this week took place in Australia.

The lunch events were hosted by the Kerzner Regional Sales office in Australia and New Zealand as well as by Kerzner-owned Dubai luxury icon Atlantis The Palm.

One&Only was last year named as the new operator of Australia's Hayman Island Resort in the Whitsundays, with the property set to reopen in Jul following a



significant \$50 million renovation.

Pictured above from left at the Sydney lunch at the Park Hyatt is One&Only The Palm director of sales and marketing Alexandre Hulen and Director international leisure sales for Atlantis The Palm Dubai Kyp Charalambous.

Lake Timara into SLH

NEW Zealand's four-room Lake Timara Lodge near Blenheim on the South Island, has joined the Small Luxury Hotels of the World representation group and can now be booked via normal channels.

Bosnia alert increased

AUSTRALIANS visiting Bosnia and Herzegovina are being urged by DFAT to "exercise a high degree of caution" due to the potential for civil disturbances.

As a result, DFAT's Smarttraveller travel alert service has raised the official warning for the European country to the second-tier "high degree of caution" level.

Bench International – the Africa Experts

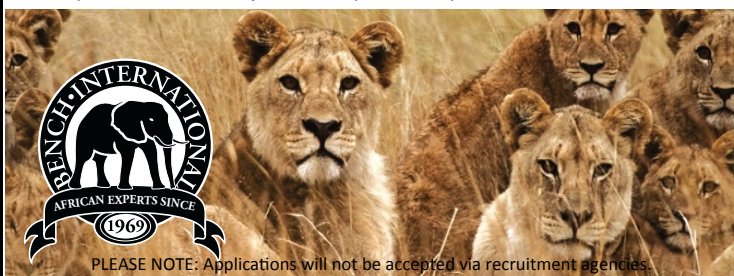
Africa Reservations Consultant

Bench International, the founder of African holidays in Australia, has a unique opportunity for a highly experienced and enthusiastic Africa Reservations Consultant.

First-hand travel experience of Africa, specifically Kenya, Tanzania and South Africa is essential. Successful candidates require a thorough understanding of luxury properties in East Africa including the ability to personally design bespoke luxury holidays to Africa. A minimum of two years experience with an Africa specialist wholesaler is required.

Participation at travel shows and overseas travel are some of the aspects of the role.

To apply to join the pride, email your CV to jobs@benchinternational.com.au with the position title in the subject header by 28 February 2014.



PLEASE NOTE: Applications will not be accepted via recruitment agencies.



DAILY FROM MELBOURNE

Click here for more information.

WWW.FLYROYALBRUNEI.COM [f](#) ROYALBRUNEIAIRLINES [t](#) ROYALBRUNEIAIR

#rbbetterfly

Pricey Sydney hotels

SYDNEY has maintained its spot as the most expensive corporate travel destination in Asia-Pacific, according to the Annual Hotel Survey by Hogg-Robinson Group.

Despite a gradually declining AUD and continued growth of the "supercity" factor driving room rates up, the NSW city withstood external factors to claim the tail end spot in the Top Ten list.

The survey found Sydney's average room rate (ARR) to be AUD\$314.39, up 4.96% from the \$299.54 level in the 2012 survey.

Hong Kong, Tokyo and Singapore ranked next for the Asia-Pacific.

Globally, Moscow was named as the most expensive hotels for business and leisure travellers, followed by New York and Geneva.

Munich posted the biggest rise, with rates climbing 20.5% y-on-y.

TIME scholar program

THE Travel Industry Mentor Experience (TIME) has opened applications from industry staff for scholarship contributions to the cost of their program.

A \$1,000 partial payment of the \$1,650 course cost is available from the Travel Industry Careers Association as a legacy movement toward nurturing and developing valuable industry staff.

To discuss an application further, phone (02) 8411 1506.

SQ Roy Morgan title

SINGAPORE Airlines has retained its title as Int'l Airline of the Year for 2013 in Roy Morgan Research's Customer Satisfaction Awards.

The research firm named SQ top in its monthly customer poll in 10 out of the 12 months of last year.

Urban seeks partners

MELBOURNE based tour firm Urban Adventures has put the call out for new local partners in major cities across Australia & NZ to help it expand its offerings as part of a long-term pax target.

Applicants must be able to show visitors the "hidden gems" of the destination, operate sustainably & have an entrepreneurial spirit.

For more details, [CLICK HERE](#).

Oaks open Gladstone

SERVICED apartment operator Oaks Hotels & Resorts has opened its newest property in the Qld city of Gladstone (**TD** 24 Sep), with the recently renovated property offering 144 rooms & apartments in the nine-storey development.

Kokoda Track website

NO ROADS Expeditions has launched a new website offering comprehensive info to travellers planning to tackle PNG's Kokoda Track - www.noroadskokoda.com.



PASSIONATE ABOUT CANADA & ALASKA???

TRAVEL CAREER OPPORTUNITY

Progressive growing company
The "best" incentive system

Salary \$40,000 to \$60,000

Canada & Alaska Specialist Holidays is expanding its operations and has vacancies for a Senior Travel Consultant to join our Sydney Sales Centre. We pride ourselves on being the North American travel experts by providing the best information and advice for our customers when designing "Tailor Made Holidays".

We are seeking Senior Travel Consultants with a minimum of 5-7 years consulting experience and a real passion and interest in Canada, Alaska & the USA. Applicants who have travelled to at least one of the above destinations will have an advantage. You should also have proven sales experience and exceptional communication skills with a commitment to customer service.

Sound Like You? Want To Know More? www.canada-alaska.com.au

Please email your resume to: edsmith@canada-alaska.com.au



Friday 21st Feb 2014

Indaba premier show

SOUTH African Tourism chief executive officer Thulani Nzima has said the country's annual inbound travel show Indaba will continue to be the "engine room" of marketing for the continent.

The 2014 edition of the show, due to take place from 10-12 May, once again in Durban, has 829 buyers registered at present.

Currently, 22 African destinations are confirmed to exhibit including Kenya, Ethiopia, Uganda & more, with negotiations ongoing for several more to be announced.

Comealong gone

BANKSTOWN-BASED agency Comealong Tours (ABN: 49 078 450 996) has been voluntarily terminated from the Travel Compensation Fund as it has ceased to trade as a travel agent.

Also in NSW, Odyssey Travel has terminated the participation of its branch office at 36 Young St in Wollongong.

MEANWHILE, GBT Australia has established a greater local presence of its American Express Global Business Travel operation, with offices opening in Brisbane, Toowong and a second Perth outlet, adding to its four existing offices (TD 07 Feb).

Two new head office agencies have been admitted into the TCF this month, Checkmyhotels and Absolute Luxury Travel in NSW.

Platinum Brisbane opening



THE Platinum Travel team recently held celebrations at Brisbane's iconic Regatta Hotel for the launch of the group's fifth

office and the return to the state for owner Greg McCarthy.

McCarthy is joined by state manager Mark Peters, Graham Lane and Sandra Ponton.

Also joining the new Platinum office is Nicole Beasley, luxury travel manager who is **pictured** above (right) with Peters & guest Megan from Abercrombie & Kent.

With a diversity of team experience that spans leisure, corporate, airlines and owner operators, the office's depth of knowledge is immense.

GOR tourism board

SHIPWRECK Coast Tourism's former chairman John Maher and RACV Resort Torquay gm Dean Newell have been named on the inaugural board for Great Ocean Road Regional Tourism.

Victorian Employers Chamber of Commerce & Industry former ceo Wayne Kayler-Thomson is also on the board of 11 members.

25% off North America

INTREPID Travel is discounting its USA and Canada tours by up to 25% for departures from now until the end of Sep 2014.

Travellers departing before 30 Jun will save 25%, while there is a 10% discount on tours operating between 01 Jul and 30 Sep.

Marriott checkout app

MARRIOTT Hotels has begun allowing Marriott Rewards guests to check-out after a hotel stay using a mobile application.

Members will receive a push notification on a mobile device alerting them of the check out option, with a bill then sent to an email address provided so guests can skip the front desk entirely.



SALES DEVELOPMENT MANAGER

Scenic Tours is the leading travel company in Australia with operations and offices in all States and overseas in New Zealand, USA, Canada, UK and Europe. Our products are global and vary from river cruising to coach touring with the common objective of exceeding customer expectations as "The Ultimate Luxury Experience".

We currently have a position available for Sales Development Manager to be based in New South Wales responsible for sales in Sydney CBD, Eastern Suburbs, the western suburbs of Sydney, Blue Mountains and western New South Wales.

The role will suit an experienced sales professional with a minimum of 5 years sales development management experience, who has a passion for travel, likes to work autonomously, can manage his/her own "Territory" and enjoys working in a fluid and highly competitive industry.

The successful applicant will be responsible for:

- Developing sales strategies to increase our network of travel agents;
- Growing sales revenue of all the products in the portfolio;
- Representing the Company at trade and consumer events;
- Managing specific sales and marketing projects as required;
- Contributing to a close knit, supportive Sales and Marketing team;
- Creating and maintaining relationships with industry and trade partners;

The successful applicant will possess:

- A successful track record of achieving sales targets within previous role of SDM;
- Demonstrated experience in providing professional and credible support to customers;
- Excellent relationship management skills;
- An analytical and creative approach;
- Confidence in presenting and training customers in product features and benefits;
- A passion for pursuing excellence in results;
- A commitment to the team and a desire to help others to be successful;
- Ability to undertake interstate and intrastate travel

We offer a competitive remuneration package including laptop, phone and fully maintained vehicle; ongoing sales and marketing training programs; opportunities to access travel industry benefits; Supportive management and a positive working environment. Scenic Tours is a dynamic company with a great culture and a drive for success.

If you are interested and suitably qualified, please forward your covering letter and resume to Nicole Robertson at employment@scenictours.com



MSC CRUISES INSIDE PRODUCT and SALES MARKETING ADMINISTRATOR

MSC Cruises Australia is looking for an inside product and sales marketing administrator in our growing Sydney office.

The successful candidate will work with trade and sales within a fast paced team environment. An ability to grow and develop trade relationships, report and analysis sales data, develop and distribute product, control inside sales and co-ordinate with Business Development Managers, and maintain and review online booking engines. The candidate must be able to work independently with strong initiative as well as part of the team, good computer knowledge with strong Microsoft skills and excellent written and verbal skills, attention to detail and a fast learner with industry experience and a keenness to grow the cruise business at all times.

The candidate must be able to meet deadlines and provide support to the office where necessary. Salary on application. Send written CV with covering letter to hr@msscruises.com.au by 07 March 2014.

QR FC Barcelona livery revealed



QATAR Airways has revealed new FC Barcelona-inspired livery adorning the carrier's Boeing 777 aircraft for the first time this week (as pictured).

The artwork features the distinctive Barca scarlet and blue flag draped across the fuselage.

A team of artists in Dublin spent a week applying the custom-made design, which was first announced in Mar last year.

CEO Akbar Al Baker said the FC Barcelona livery alongside the



Qatar Airways Oryx demonstrates the strong partnership between the two organisations, amplified with the message 'a team that unifies the world' (above).

The 777 will operate on routes to North America, Europe & Asia.

WIN THE PREY BY TONY PARK

This week *Travel Daily* and Swagman Tours is giving five lucky readers the chance to win *The Prey* by Australian author Tony Park.

In the Eureka mine, South Africa's zama zamas illegally hunt for gold. King of this brutal underworld is Wellington Shumba, who rules his pirate miners through fear of torture and death.

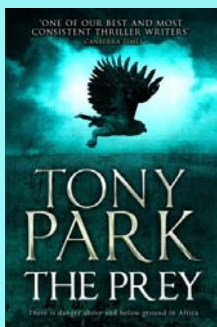
Running Eureka's legitimate operation is former recce-commando Cameron McMurtrie. When one of his engineers is taken hostage, Cameron plans a dramatic rescue – and finish it off with a manhunt for Wellington.

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

Theprey@traveldaily.com.au.

What animal of prey can be found on page 36 of the Swagman Tours 2014 Africa brochure?

Congratulations to yesterday's winner, Merry Edwards from Andy's World Travel Group.



Nanuku appointment

FIJI'S brand new Nanuku Resort & Spa has appointed Paul Cutler as sales & marketing manager.

Cutler's past experience within the hotel industry includes senior sales roles at Le Meridien Hotels and Shangri-La Hotels.

Empire State tech sav

NEW York's iconic Empire State Building Observatory has enhanced the guest experience, offering new state-of-the-art multimedia technology to visitors on the history of the structure & its extraordinary exhibits & views.

Visitors navigate the ESB using a handheld device as an audio and visual companion.

The Multimedia Experience is included in the cost of admission and provided on arrival.

Starwood Gangnam

STARWOOD Hotels & Resorts Worldwide has announced a 2016 launch date for the first Luxury Collection hotel in South Korea.

The Parnas, A Luxury Collection Hotel, Seoul will be located in the South Korean capital's upscale Gangnam district and will feature 138 rooms, including 24 suites.

All Gold guarantee

INSIGHT Vacations says travel agents can book the company's European Gold Luxury tours with "even more confidence" by guaranteeing the departure of each of its tours in 2014.

MD Joost Timmer said interest and enquiries for Insight's luxury program for departures this year was still high.

"Being able to confirm our European Gold Luxury departures shows that our team is doing a great job educating agents on the benefits of the program," he said.

Insight says guests booking Gold itineraries enjoy luxurious hotels, first class dining experiences and impeccable standards of service.

Travel Daily

First with the news

Friday 21st Feb 2014

AF-KLM/GOL alliance

A LONG-TERM agreement for commercial operations between Brazil and Europe has been struck between Air France-KLM and GOL Lineas Aereas Inteligentes.

The joint venture includes an expanded codeshare alliance, enhanced joint sales activities, more frequent flyer benefits and aircraft maintenance cooperation.

Air France-KLM will invest \$100 million in GOL as part of the deal.

SCENIC TOURS

The Ultimate Touring Experience

PRODUCT MANAGER AUSTRALIA AND NEW ZEALAND

Scenic Tours is the leading travel company in Australia with operations and offices in all States and overseas in New Zealand, USA, Canada, UK and Europe. Our products are global and vary from river cruising to coach touring with the common objective of exceeding customer expectations as "The Ultimate Luxury Experience".

In this newly created role which will be based in our Sydney office, the successful applicant will be a self-starter ready to step into the dynamic world of product development for Australia and New Zealand; be able to generate profitable revenues through product design, yield and revenue management; and provide support to the sales and marketing efforts of the business.

Reporting to the General Manager Product Development, this role will be responsible for, but not limited to:

- developing an innovative and well-presented Australia and New Zealand product range which is reputable within the market and target audience;
- developing new products to improve the portfolio and demands of the market;
- planning, designing and building touring schedules and managing existing schedules;
- contracting rates, exclusive inclusions and service level agreements with suppliers;
- continually reviewing the performance of the product (sales / competitor analysis) and recommending strategies to gain market share whilst maintaining product margins;
- supporting brochure development.

You will need to be a creative thinking, flexible and have a passion for travel with a strong understanding of the travel industry.

You will also need to have:

- previous experience in a similar role;
- good written and verbal communication skills;
- solid negotiation skills;
- developed organisational and planning skills;
- a high attention to detail.

It would also be desirable that the successful candidate has:

- previous experience with regard to product selection, tariff, rate negotiation, tour planning and brochure production;
- excellent destination knowledge;
- public speaking skills;
- tour operations knowledge and/or experience.

The new recruit will need to hit the ground so if you have the necessary knowledge, skills and attributes that we are looking for and enjoy the challenge of a fast paced environment please forward your interest to Nicole Robertson, HR Advisor on employment@scenictours.com

Friday 21st Feb 2014

Tourism Fiji PR unit

A NEW in-house public relations team based in Nadi will assist with developing & implementing Tourism Fiji's public relations strategy across core markets.

Director of global marketing Ken Freer said the move will aid the NTO "compete on a global scale."

The new unit will work with Tourism Fiji's pr agencies in Australia, New Zealand, the US and soon China to ensure the markets are supplied with news.

Applications are sought for a public relations manager while a public relations coordinator position will be promoted in the near future, Tourism Fiji said.

Rydgges \$6m upgrade

SYDNEY'S Rydgges World Square will undergo a \$6 million property upgrade, with work to be carried out on the lobby as well as all hotel rooms and suites.

All rooms will be refurbished, with a "business-friendly" design to be implemented in a conscious effort to attract business markets.

Air Serbia Jetstar jets

ETIHAD Airways equity partner Air Serbia will lease two Airbus A320 aircraft from Jetstar Airways as part of the carrier's expansion.

It's reported the first jet will enter service for Air Serbia on 30 Mar, operating flights to Moscow.

Broome sale deadline

BROOME & The Kimberley Holidays 'Broome on sale' promo (TD yesterday) is valid for bookings made before 14 Mar.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

In the final throes of summer, **Lake Crackenback Resort & Spa** is getting into the winter season by releasing travel packages early. Out now is a five-night Winter Saver inclusive of daily brekkie, three dinners, savings on ski hire and more, priced from \$1,629 for 2 adults. Call 1800 020 524.

Now with a new resort pool, Port Stephens' **Middle Rock Holiday Resort** is offering three nights in a Parkview Cabin, which comfortably sleeps four people, priced from \$290 per cabin for the whole visit. Valid for stays prior to 10 Apr. For more information, head to www.middlerock.com.au.

For longer business trips, a new corporate long-stay travel package has been released by the **Metro Apartments Darling Harbour**, recently renovated with new kitchens, beds and elevators. The deal is priced from \$199 per night (normal price \$440 per night). Valid for a minimum stay of seven nights, the deal also includes free wi-fi. Book through 1800 004 321.

Fiji's luxury **Tides Reach Resort** is offering guests booking a Beachfront Villa for a min 10-night stay a free room upgrade to a Deluxe Beachfront Villa, for bookings made by 28 Feb. Email info@tidesreachresort.com.

Andaz to debut in Bali

HYATT Hotels & Resorts has announced it will bring its Andaz high-end brand to Southeast Asia, with a new resort to open in Bali.

Andaz Bali will be a newbuild resort featuring 144 rooms and villas as well as multiple dining outlets, pools & meeting venues.

The group already operate two resorts on the holiday island in the Grand Hyatt & the Bali Hyatt, which will be rebranded a Hyatt Regency following renovations.

Records break at MEL

MELBOURNE Airport has confirmed Jan as a record-breaking month for visitor arrivals in its official stats, with 755,017 international pax tallied marking an 11% jump year-on-year.

The facility also saw just shy of two million domestic arrivals, itself a 2.5% increase on Jan 2012.

Strongest performing markets for Jan were Hong Kong, up a massive 48.1%, followed by China (+40%) and Singapore (+39.3%).

Privilege perks boost

A NUMBER of new features have been rolled out to Europcar's Privilege loyalty program including a new elite Privilege tier boasting a range of exclusive rewards.

Guests attaining Privilege status will be eligible for a free weekend hire on their third leisure rental, car group upgrades and more.

Members will have access to a dedicated desk at major airports and benefits at Accor hotels.

Sth Pac's best Islands

TRIPADVISOR site visitors have chosen two Australian islands in the Top Ten as part of the site's annual Traveller's Choice Awards.

Norfolk Island made its debut in the list, coming in at seventh, with Kangaroo Island retaining its ninth place of last year.

Ambergris Caye, Belize was voted as the best island in the world.

Regional air pressure

A RECENT decision by Regional Express not to tender to operate services to Mudgee and Cobar in place of the fallen Brindabella Airlines highlights the poor state of regional aviation, according to the Australian Airports Association.

A statement from the AAA revealed regional carriers are increasingly putting pressure on regional airports to cut their fees, with "about a third" already operating at a loss.

Many smaller airports struggle to raise funding to maintain and develop infrastructure required by Federal regulations, AAA said.

Rex's call follows confirmation earlier this month from Federal Infrastructure Minister Warren Truss that he was cutting funding to regional airports, including previously allocated funds for a runway extension at Whitsunday Coast Airport in Qld (TD 21 Aug).

"Indeed, the Brindabella Airlines collapse has left some local government authorities owed hundreds of thousands of dollars in unpaid airport charges," AAA chief exec Caroline Wilkie added.



Sales Manager USA/Canada & South America

Join Iconic Brands with Iconic Destinations & Experiences

SeaLink Travel Group comprising Captain Cook Cruises, Australia's leading Cruise Company is seeking an energetic, highly motivated Sales Manager USA/Canada & South America. This is an exciting role for those who enjoy a busy, challenging environment and are eager to use their proven B2B skills within their own and existing networks to build relationships and sales revenues across a broad range of culturally unique markets.

The successful candidate is responsible for increasing and maintaining sales revenue for Captain Cook Cruises for Sydney, Murray River and SeaLink for Kangaroo Island, Adelaide, Darwin and Queensland in the markets of USA, Canada & South America as well as maintaining key sales relationships with Australian based Inbound Tour Operators and key Distribution Partners.

Experience in dealing in the international market and a keen understanding of digital marketing are essential. You will possess strong networks with travel distribution partners across these markets as well as an understanding of all distribution channels and working with our reservations and hospitality departments to deliver world class customer service. You will be sales driven and have the ability to work within a budget framework as well as identifying new sales opportunities to grow the business.

The successful applicant will have:

- Demonstrated Business and Sales Development skills
- A minimum of 3 – 5 years in the tourism industry or related industry
- Ability to write and execute a sales development plan
- Excellent organisational skills and communication skills (written and verbal)
- Proficiency in all aspects of Microsoft Office is essential
- Understanding of a CRM system
- Understanding of international distributions partners and systems
- Experience in understanding the growing importance of digital platforms and adapting it to grow business opportunities
- Able to work with minimal supervision and a team player
- Experience in making presentations to individuals and groups
- Ability to travel internationally and domestically
- Previous experience in the USA/Canadian market will be a strong advantage

Apply by email to Richard Doyle – Head of International Sales & Marketing at sales@captaincook.com.au by Friday 21 March 2014. Please include CV and a cover letter.

Friday 21st Feb 2014

Vic mobile revamp

TOURISM Victoria has responded to growing traffic on its mobile website, releasing an enhanced version which Tourism Minister Louise Asher says is likely to attract wider use of the service.

"The new mobile website is a critical part of our future tourism marketing strategy and complements inroads made in mobile marketing," Asher said.

Users can click on a 'nearby' function which provides details on tourism info such as where to stay, what's on, things to do, etc.

amadeus

Ticket Changer

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

Free until 28th February*
Click here for details



Pure Choice success

TOURISM New Zealand is celebrating the 2014 Sydney Mardi Gras Festival by trumpeting the success of New Zealand's same-sex marriage laws as a major boon for the industry.

The laws have been in place for six months and along with TNZ's 100% Pure Choice marketing campaigns worldwide, has seen hundreds of couples fly to the country to formalise their union.

So far, 361 same-sex couples have officially tied the knot in NZ, including 97 Australian couples.

The popularity of the law has also spawned several businesses in Wellington & Auckland catering to marrying same-sex couples.

"New Zealand offers unparalleled settings where couples can exchange vows in a luxury lodge, on top of a mountain or on a picturesque lakeside - couples can even marry while skydiving or underground," Registrar-General of Births, Deaths and Marriages Jeff Montgomery said.

Events in New Zealand are also seeing a surge in popularity, with tickets now on sale to the annual Queenstown Gay Ski Week, which takes place from 30 Aug - 06 Sep.

MH fleet upgrading

MALAYSIA Airlines is seeking to upgrade its fleet over the next decade and is reportedly close to ordering up to 100 new aircraft, according to *Bloomberg News*.

As well as ensuring it is flying a young fleet of aircraft, the carrier is aiming to remain competitive over new Asian low-cost carriers.

Both long and short-haul aircraft from both Airbus and Boeing are being considered, with planned deliveries to start from 2016.

MEANWHILE, Thai Airways has begun the roll out of 'THAI Sky Connect' inflight connectivity aboard its A380 and A330 flights.

Using the Internet OnAir platform, passengers can access wi-fi using their credit card to surf the internet, check emails and update social media status.

Marau Fiji wedding

FIJI'S Sonaisali Island Resort has its 'Marau' Wedding Package priced from FJD\$5,000 (AU\$2,960), valid between 01 Apr 2014 to 31 Mar 2015.

Along with a wedding ceremony is a reception for up to 30 guests, a four-night stay in a Beachfront Spa Bure, marriage licence fee, a Minister or Celebrant, two Fijian flower girls, four Fijian Warriors, traditional choir and much more.

See www.sonaisali.com.

New Xiamen hotel

LANGHAM Hospitality Group has opened its third property in China within three months, opening the doors to the 327-room Langham Place, Xiamen.

Tempo Gallipoli tours

TWO special itineraries catering for successful ticket applicants to official Gallipoli Anzac Day 2015 ceremonies and those wishing to be nearby have been released by Tempo Holidays.

An eight-day Legends of Gallipoli Pilgrimage and a nine-day Anzac Spirit Pilgrimage will depart on 19 & 22 Apr respectively, both priced from \$3,700ppts.

Both tours depart from Istanbul and feature excursions enhanced with the services of expert military historians.

Itineraries also include full day tours to the Blue Mosque & Grand Bazaar, the ruins of Troy and time to explore Gallipoli, Anzac Cove and other memorial sites - phone 1300 362 844 for more details.

WIN A TRIP TO THAILAND



Click here for more info
and terms & conditions

This month **Travel Daily** is giving one reader and their friend the chance to win a 10 day Thailand tour, courtesy of **On The Go Tours**. The prize consists of:

- Return economy flights from BNE, PER, SYD or MEL
- Airport arrival transfer on day 1 and departure transfer on day 10
- Breakfast daily and one dinner
- 8 nights accommodation in a 4 star hotel and 1 night accommodation on a floating jungle lodge
- Escorted by English speaking local guides.

Throughout February **Travel Daily** will ask 20 questions. The subscriber with the most correct entries and the most creative response to the final question will win this amazing Thailand holiday.

Email all your answers by COB Fri 28 Feb to:
Onthegotours@traveldaily.com.au

If you go to the agent log in on OTG's website, what their latest promotion?

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.

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

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

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

Travel Daily CRUISE PHARMACY
WEEKLY DAILY

Part of the Travel Daily group of publications.

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzyk

Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper

Email: accounts@traveldaily.com.au

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas

Assistant Editor: Matt Lennon

Contributors: Jenny Piper and Barry Matheson

Email: info@traveldaily.com.au



kids events news

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



CONSULT THE CAREER HEALTH CHECK PROFESSIONALS

Feeling unmotivated, unappreciated or stressed?
Let AA diagnose the problem before it's too late!

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com

NSW & ACT - 02 9231 6377 - apply@aaappointments.com.au

VIC, WA & SA - 03 9670 2577 - recruit@aaappointments.com.au

QLD - 07 3229 9600 - employment@aaappointments.com.au

ACHIEVE A TRUE WORK LIFE BALANCE SYD, MEL & BRIS: TOP SALARY PACKAGE TRAVEL RECRUITMENT CONSULTANT X 3 HOSPITALITY RECRUITMENT CONSULTANT X 1

Love being a part of the travel or hospitality industry but thirsty for a new challenge? You can now use your exceptional industry knowledge, excellent customer service and client relationship skills in an exciting new area.

Due to a very successful year, our Company is expanding. As part of our successful team, you will be responsible for meeting our clients' recruitment needs, whilst assisting candidates with their next career move.

FANTASTIC PERKS INCLUDE:

A generous base salary + uncapped commission + amazing staff rewards including monthly team incentives, annual bonuses and an Annual Luxury Conference. Full training and career advancement is on offer.

Want to know more?

Email your CV to apply@aaappointments.com.au or contact our MD on 02 9231 6377

WORKING 9 - 5?

CORPORATE TRAVEL AGENT SYDNEY – SALARY PACKAGE TO \$60K

This boutique corporate TMC is looking for an intelligent domestic corporate consultant to join their team. Your day to day responsibilities will include liaising with travel coordinators, booking round the world itineraries using a GDS and adhering to company policies. This company offers amazing perks including access to global travel discounts and ongoing career progression. They also offer excellent training and support. Minimum 12 Months corporate travel experience and strong time management skills.

A RARE ROLE IN COUNTRY VICTORIA RETAIL CONSULTANT

BENDIGO & SURROUNDS – SALARY PKG UP TO \$45K

Are you tired of the hustle & bustle of the city & looking to relocate to the country for a better work/life balance? We have a rare role working for a highly regarded travel agency located in the Bendigo region. Booking travel itineraries to worldwide destinations for your walk in & repeat clients, you must have minimum 12 months previous retail consulting experience with knowledge of a GDS to be eligible for this position. Work in a friendly office who really look after the staff & enjoy all the perks of working in the country!

RETAIL BLISS IN THE EASTERN SUBURBS RETAIL TRAVEL CONSULTANTS X 2

MEL BOURNE – SALARY PKG UP TO \$60K (DOE)

Do you live in Melbourne's Eastern Suburbs? We have 2 sensational roles that will see you working close to home and kissing the city commute goodbye! These well known travel companies now require 2 superstar consultants to join their teams and service the repeat and referral clients of the offices with their high end leisure bookings. These roles will see you working normal hours and be paid a top end salary. Don't wait another minute, secure your new role for 2014 today and never look back.

SPECIALIST CORPORATE ROLE CORPORATE CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$70K (OTE)

Our client is seeking a talented corporate consultant wanting to make the next move in their career. In this position you will specialize in servicing accounts within the academic market. Strong destination knowledge and an ability to work in a fast paced environment are required to be considered for this role. Working for this large travel company your potential is limitless! With a lucrative salary package, annual staff conferences & fantastic career progression opportunities on offer, you would be crazy not to consider this role!

NO MORE TRAVEL CONSULTING BSP SUPPORT AGENT BRISBANE CBD – \$54K + SUPER

Are you passionate about the travel industry but looking for a behind the scenes opportunity? Interested in airfares & have strong problem solving and organizational skills? Then this role is for you. Working Mon – Fri & reporting to the finance department you will be responsible for BSP reconciliations, Investigating ADMs and reporting. Great attention to detail and a high level of accuracy is a must with at least 2 yrs industry experience. This is an excellent opportunity to join a global leader & move forward.

PART TIME ON THE COAST SENIOR RETAIL TRAVEL CONSULTANT GOLD COAST – SALARY PACKAGE DEP ON EXP

You can stop searching for the impossible! This rare opportunity for a Part-time consultant on the Gold Coast will not last long! Working for a popular & established agency you can enjoy part time hours, top dollar and a fun and supportive team who are always ready to have a laugh or lend a helping hand. As this is a part time role, applicants need to have at least 2yrs retail experience & strong product, destinations and GDS knowledge. Get that work – life balance you always wanted and apply today.

2014

afta National Travel Industry Awards

The Hordern Pavilion, Moore Park ► Saturday 19th July 2014

Hosted by media personality Andrew Daddo

Sponsored by Sabre



NOMINATIONS
OPEN

FROM 9AM 10TH FEBRUARY
TO 5PM 28TH FEBRUARY



afta

**NATIONAL TRAVEL
INDUSTRY AWARDS**

For more information
w www.afta.com.au/AFTANTIA
e ntia@afta.com.au
t 02 9287 9900

MAJOR SPONSOR



GOLD SPONSORS



SILVER SPONSORS



MEDIA SPONSOR



AFTA PARTY SPONSOR

