



# Qantas' Biggest Early Bird Incentive.

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- 2 x Return Business Class tickets on Qantas to Santiago.
- 2 x Return Business Class tickets on Qantas to Johannesburg.

Plus three 12 month Qantas Club memberships to be won.

To enter, simply book any Qantas International Early Bird flight with a 'QF' flight number (081 ticket stock) to any Early Bird continent during Early Bird travel periods of 1 February – 30 September 2015. Valid for bookings made and ticketed between 23 September – 19 November 2014 when a specific OSI code is entered into the booking.\*



OSI CODE:  
Amadeus: OS QF EARLY/AGENCY CODE/CONSULTANT NAME  
SABRE: 30SI QF EARLY/AGENCY CODE/CONSULTANT NAME  
Galileo: SI.QF\*EARLY/AGENCY CODE/CONSULTANT NAME



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# Travel Daily

First with the news

Wednesday 8th October 2014



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## Qantas incentive

**QANTAS** is offering travel agents the opportunity to win a First Class return trip for two to London as part of its "Biggest Earlybird Incentive" this month.

There are also Business Class tickets to New York, Santiago and Johannesburg up for grabs.

Consultants can enter by making bookings between 23 Sep and 10 Nov 2014 and entering a particular OSI code into the booking - for details see the **front full page** of today's **TD**.

## SQ JetBlue codeshare

**SINGAPORE** Airlines has today launched a new codeshare pact with US carrier JetBlue, initially covering 15 routes from New York JFK, as flagged by **TD** on 30 May.

Effective immediately, the SQ code is being placed on JetBlue services to ports such as Washington Dulles, Austin, Boston, Fort Lauderdale, Chicago, Orlando and New Orleans.

## ATAS supports travel show

**THE** Travel Industry Exhibition next year will incorporate significant educational components for attendees under a new alliance between the show and the AFTA Travel Accreditation Scheme announced today.

ATAS will be designated an "official industry partner" of the show, which will take place 16-17 Jul 2015 at the Sydney Exhibition Centre @ Glebe Island.

AFTA ceo Jayson Westbury said he was delighted at the move.

"We believe that the exhibition gives AFTA a tremendous opportunity to meet face to face with our travel agent community to inform, to support and to share ideas through the ATAS sessions," Westbury said.

Under the new relationship, ATAS will provide content for the seminar program at the event.

"The exhibition is an important contributor to the professional development of the industry,

and the partnership with ATAS ensures we provide sessions that will really benefit visitors and exhibitors," said event director Pascal Ibrahim.

The 2015 Travel Industry Exhibition will showcase the latest innovations in hotels, destinations, air products, cruises, tours, packages, technology, agency groups, recruiters, industry organisations and more.

## Tom Tate at Skäl

**GOLD** Coast Mayor Tom Tate will be the guest speaker at next month's meeting of Skäl International Southern Gold Coast, taking place on Tue 18 Nov from 7-9am at the Currumbin RSL.

The club - Australia's 22nd Skäl International - was formed in Feb and now has about 50 tourism and travel industry members.

It costs \$25pp to attend - email [larry.seburn@oceanplazaresort.com.au](mailto:larry.seburn@oceanplazaresort.com.au).

## V&T changes hands

**LONGSTANDING** Australian quarterly consumer travel magazine *Vacations & Travel* (V&T) has been purchased by US firm Morris Media Network.

Morris, which is setting up an office in Sydney, has also purchased the licenses for the *Where* portfolio of publications - *Where Sydney*, *Where Melbourne* and *Where Brisbane* from Tony Hutton's Carrington Publishing.

V&T's former owner Anthony Gallagher has been appointed as general manager of Morris Media Network Australia.

Plans include creating a US version of *Vacations & Travel*.

## Ten pages of news!

**Travel Daily** today has ten pages of news and photos, a front cover page for **Qantas** plus full pages from: (**click**):

- AA Appointments jobs
- Travel Trade Recruitment
- Consolidated/SQ promo



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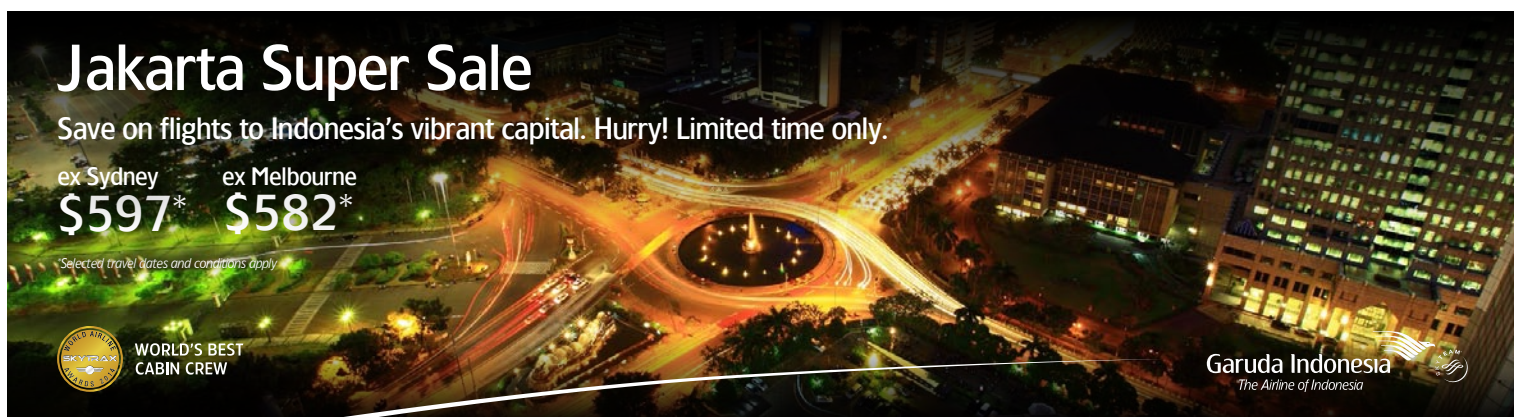


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2015 BROCHURES OUT NOW!

Wendy Wu Tours

## SCENIC TOURS

LAST CHANCE TO FLY FREE TO EUROPE IN 2015

Earlybirds end 15 October



CLICK HERE for Earlybird offers

ONE WEEK TO GO

## WA agent licensing repealed

**DEREGULATION** of the Western Australia travel industry has today taken effect, with agent licensing legislation now repealed in all mainland states (**TD** 22 Aug).

An official statement from WA Commerce Minister Michael Mischin said the government was originally opposed to the move, but saw little point in going it alone with a standalone system which would have "put travel agents here at a distinct competitive disadvantage to their interstate and overseas counterparts, for little or no benefit to customers".

Of the 361 travel agents in WA, around 236 travel businesses

have already obtained ATAS accreditation which will "promote and maintain professional standards," the Minister said.

He said that consumers are still protected under the Australian Consumer Law, which mandates that travel services must be as advertised & agents must operate with an "acceptable level of skill".

### Greek office closure

**AFTER** 40 years of continuous operation in Australia, the Greek National Tourism Organisation (GNTO) has confirmed the closure of its Pitt Street office in Sydney.

Trade partners were yesterday informed of the move by email.

GNTO is providing an opportunity for partners to collect any Greece marketing & promotional material (brochures, maps, etc) from the office between 11am-3pm on weekdays, after prearranging an appointment.

The closure of the Australian office leaves GNTO with offices in Austria, China, Czech Republic, France, Germany, Italy, Israel, Romania, Netherlands, Russia, Sweden, UK/Ireland and USA.

### Special day for JQ?

**JETSTAR** Airways has filed three roundtrip Sydney "flights to nowhere" on 20 Nov using one of its Boeing 787 aircraft according to OAG Schedules Analyser.

It is unclear whether this will be for some sort of special occasion, with the flights numbered JQ1111, JQ1112 and JQ1113 set to depart at 1pm, 4pm and 7pm on the day.

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## Helloworld customer service focus

**HELLOWORLD** agents will receive "market leading training on building customer loyalty," under a program revealed last weekend in Los Angeles at the group's annual Owners Managers Conference.

Dubbed *hello You*, the program

for Branded and Associate members of helloworld is said to "empower customer-facing staff with the skills to positively influence and engage, and create strengthened, long-lasting customer relationships," according to Helloworld head of branded networks, Julie Primmer.

*hello You* has been created by PeopleInProgress ceo and "leading global training expert" Terry Hawkins.

"We want helloworld to be synonymous with quality and customer service excellence," Primmer said.

## The Altus going up

**GROUND** has been broken on a 37-storey tower in Melbourne's Docklands precinct which will be home to a new PARKROYAL hotel.

The 266-room hotel will feature within the tower, to be known as The Altus, and will be the second PARKROYAL in the Vic capital city.

## EY equity partners coo

**ETIHAD** Airways has appointed Bruno Matheu to the newly created role of chief operating officer Equity Partners in the Etihad Airways Aviation Group.

Matheu has nearly 30 years aviation experience and was most recently chief long haul officer at Air France-KLM.

## QF A380 turnaround

**A LIGHT** in the flight deck of a Qantas A380 indicating a fault with one of the aircraft's fuel pumps has seen the superjumbo turnaround 3.5 hours into its flight from Sydney to the USA.

QF7 was enroute to Dallas/Fort Worth on Fri when the incident occurred over the Pacific near Fiji, requiring the double-decker aircraft to return to its home port.

"The Captain decided to return to Sydney to have the fault inspected by engineers.

"The fault was rectified and customers departed 24hrs later," a Qantas spokesperson told **TD**.



## Window Seat

**SEAFOOD** is usually served on the plane as a meal, not often being rounded up by the crew.

Over the weekend, a US Airways flight from New York LaGuardia to Charlotte due to depart at 6:59pm was delayed due to a shipment of live crabs breaking free of their enclosure in the aircraft's cargo hold.

While some of the tweets from passengers relating to the delays were hilarious enough, the official line from the airline regarding the delay was due to "some seafood cargo problems".

One tweet read "Have to catch crabs before we can board plane. Seriously", with another saying "sound of @USAirways gate agent killing dreams".

The crustaceans were rounded up fairly quickly and the plane landed in Charlotte around half an hour behind schedule.

**AIRBERLIN** got right into the celebratory spirit of the Day of German Unity last week.

All passengers travelling on domestic flights on 03 Oct were treated to a complimentary portion of the nation's favourite snack, currywurst, to celebrate.

Normally available for pax to buy onboard, the airline normally serves more than 150,000 servings of the curried sausage snack each year, with 6,000 served last week alone.

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## Sheraton campaign

**DISCOUNTS** and bonus reward points are on offer at nine Sheraton beach resorts across Asia Pacific for new bookings made from 06 to 20 Oct.

The direct-to-consumer resorts promotion has been launched to mark the expansion of Sheraton's portfolio in this area which include Sheraton Melbourne Hotel, Sheraton New Caledonia Deva Resort & Spa, Sheraton Samoa Aggie Greys Hotel & Bungalows and others.

Savings of up to 50% and 1,000 bonus Starpoints are available for stays until 31 Mar, valid at beach resorts in Queensland, Fiji and New Caledonia when booking on the Sheraton website only.

Nightly rates start at \$160 - see [sheraton.com/australiapacific](http://sheraton.com/australiapacific).



**New Zealand**  
Small group touring



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## UA agent incentive

**AGENTS** have the chance to win a place on a famil to Los Angeles in Jan flying with United Airlines on its new 787-9 *Dreamliner* by selling seats to Tinseltown.

The month-long campaign launched on 06 Oct and is based on selling UA trans-Pacific flights from Australia to LAX and participating hotels in LA.

Points will be accrued for all sales with the top 10 selling consultants earning a place on the educational, which includes 5-star hotels, fine-dining, theme park passes, tickets to watch the LA Lakers and more.

Agents will also experience UA's EconomyPlus inflight product.

The campaign is a joint initiative between United and the Los Angeles Tourism & Convention Board, running until 07 Nov.

See [www.flyunited.com.au/LA](http://www.flyunited.com.au/LA).

## Tassie passes online

**TASMANIA'S** self-drive tourist market will soon be able to buy Parks & Wildlife Service Park Passes over the internet.

A new system to purchase the PWS Park Pass via mobile devices or from desktops will be rolled out next month in time for the busy summer season, in addition to through Tasmanian Visitor Information Centres.

Wednesday 8th Oct 2014



**THIS** group of top performing travel agents have just returned from a 10 day famil to South East Asia, travelling from Cambodia along the Mekong into Vietnam.

Their itinerary included three nights in Siem Reap, a spectacular sunrise at Angkor Wat, four night cruise on the Mekong River and two nights in Ho Chi Minh City.

Agents sampled a *ScenicEnrich* experience and a number of Scenic FreeChoice activities.

**Pictured** at Angkor Wat from left are Leanne Willmot, Scenic Tours; Vanessa Pine, helloworld Strathpine; Philip Lyne, HWT Tamworth; Brian Bennett, Travel & Cruise Professionals; Jan Welch, Sorrento Quay

Travel & Cruise; Scott Mcglynn, helloworld Winston Hills; Lesley Johns, United Travel Westgate; Rosie Sharvin, Escape Travel Rockhampton; Carol Shaw, Tour de Force Travel; Petr Mikeska, Check Us Out Travel; Dallas Bendt, helloworld Winston Hills; Ann Bridgewater, Ballarat Travel & Cruise; Frances Mendham, Atour Travel; Leisa Davis, helloworld Biloela; Emma Sullivan, Weston Cruise & Travel; Michelle Everson, Jamison Travel; Kylie Cameron, HWT Miranda; Deb Long, Weston Cruise & Travel; Karen Mackay, Scenic Tours; Lyn Spain, Yarra Travel Junction; Ros Johns, Escape Travel Glendale and Anusha Chhotubhai, HWT Travel Carousel.

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## Hydeaway Bay tour

**AIRLIE** Limos has introduced a new bus tour of Hydeaway Bay on the Whitsunday coast, with three 6-hr tours operating from Airlie Beach priced at \$50 per person.

## Surf Challenge raises \$30K



**WYNDHAM** Vacation Resorts Asia Pacific and Brisbane Airport raised \$30,000 for the FSHD Global Research Foundation at an event on the Gold Coast on Fri.

Held at Duranbah Beach, the Corporate Surf Challenge involved seven-time world surfing champion Layne Beachley and fellow Aussie surfing greats, Mark 'Occy' Occhilupo, Shane Powell and Gary 'Kong' Elkerton.

Each joined 16 teams of surfers who swapped their business suits

for boardshorts in the challenge, with the 80 participants coming from 14 Queensland and interstate businesses, including Wyndham Vacation Resorts, Ray White, National Australia, Clayton Utz and Brisbane Airport Corp.

Barry Robinson, president & md Wyndham Vacation Resort Asia Pacific is **pictured** (left) with Layne Beachley, Mark Occhilupo and Jacinta Messer, public affairs officer from Brisbane Airport Corporation.

## Turkey advisory

**DFAT** has raised its travel advice level for areas in southern Turkey to 'Reconsider you need to travel', the same warning provided to Australians travelling near the Iraq and Iran borders.

The elevated advisory comes in direct response to kidnapping of westerners in regions bordering Syria, the Smartraveller site said.

"We now advise Australians to reconsider their need to travel to within 50kms of the borders with Syria," the Department of Foreign Affairs & Travel (DFAT) warned.

The current overall advisory level for Turkey is 'Exercise a high degree of caution'.

## Finnair opens Split

**ONEWORLD** member Finnair has confirmed it will add seasonal services to Split in Croatia during the northern summer.

The twice weekly service from Helsinki will operate from 05 May to 03 Oct on Tue and Sat.

## Alamo free upgrade

**ASIA** Pacific Travel Marketing Services is offering earlybird free upgrades for USA rentals booked before the end of Mar.

The deal will provide customers booking a compact car with an upgrade to intermediate at no extra cost - call 1300 300 913.

## ILGTA Australia pact

**THE** International Gay & Lesbian Travel Association (IGLTA) has signed a new two-year partnership with Gay & Lesbian Tourism Australia (GALTA) and Sydney Gay & Lesbian Mardi Gras.

IGLTA president & ceo John Tanzella said the formal pact will assist its members from around the world promote Australian destinations and better connect with events held in the country.

GALTA consists of 240 tourism professionals committed to LGBT travel domestically.

In partnership with Sydney Gay & Lesbian Mardi Gras, the three organisations will cross-promote members and activities.

"These are exciting times and while general tourism in Australia has somewhat stagnated, the potential to grow the LGBT inbound travellers to Australia is perfectly timed, especially with the lower Australian dollar making us a more attractive destination", GALTA president Rod Stringer commented yesterday.

## AS buys 10 737-900s

**ALASKA** Airlines has announced a fresh order for 10 Boeing 737-900ERs aircraft valued at a market price of US\$990 million.

The deal takes AS's order book of 737-900ERs to a total of 37.

## Early Bird Sale to Europe

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London: <sup>From</sup> 1,614\*

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\*\* Includes accommodation, meals and airport transfers when flights don't connect in Mauritius. Conditions apply.

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Every day this week, **transit lounge** is giving **Travel Daily** readers the chance to win a copy of the new book **Chasing El Dorado**.

In **Chasing El Dorado**, writer Aaron Smith shares his hilarious chronicle of love, danger and enlightenment, set in the one of most vibrant places on earth, South America.



For your chance to win, simply be the first person to email the correct answer to the question below to: [eldorado@traveldaily.com.au](mailto:eldorado@traveldaily.com.au)

**What nationality is Aaron Smith's wife?**  
Hint: [www.transitlounge.com.au](http://www.transitlounge.com.au)

**USJ overnight deal**

JTB Australia has introduced a new overnight Universal Studios Osaka package which includes rail travel from Tokyo and accom.

The package is available to book from Jan and includes Economy class JR rail tickets to Osaka, one night at the Hotel Granvia Osaka at Osaka Station and admission to Universal Studios, priced from \$377ppts.

For more info, call 1300 739 330.

**Anantara Medjumbe**

A **SECOND** luxury property in Mozambique has been welcomed into the Anantara Hotels, Resorts & Spa portfolio.

The 12-key Anantara Medjumbe Island Resort & Spa is located in the Quirimbas Archipelago off the of Mozambique, accessed by light air transfer from Pemba Island.

**AY Signature Menus**

**FINNAIR** is partnering with a group of top chefs from some of Finland's top restaurants to design new menus for Business class travellers on its long-haul flights.

The menus will be designed in collaboration with Matt Jämsén from G.W. Sundmans, Ari Ruoho from Nokka and Kari Aihinen from Savoy, debuting in late Jan.

AY's 'Signature Menus' will rotate on a three-monthly basis.

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**GCIR CST consultation**

**ASF** Consortium has begun the next stage of community consultation for the proposed Gold Coast Integrated Resort (GCIR) & Cruise Ship Terminal.

Over the next six months, Gold Coast residents will be educated by developers and invited to share views & opinions, while a revamped website provides the opportunity to undertake a 'Community Benefit Survey' at [www.goldcoastevolution.com.au](http://www.goldcoastevolution.com.au).

**MEANWHILE**, Tim Poole has been appointed as local project director for the GCIR & CST.

Poole previously led the Gold Coast Light Rail project.

**ABOVE:** Voted by his peers as the winner of a swag of internal accolades, TravelManagers Personal Travel Manager Luke Vaughan from Hawthorn, Victoria says he is truly chuffed at being recognised by his fellow PTMs.

"Being able to share experiences, knowledge and work collectively with the other personal managers simply comes naturally to me."

TravelManagers gm Michael Gazal said Vaughan's efficiency and 'can-do' attitude was testament to his success.

Holding his prizes with pride, Vaughan is **pictured** above with TravelManagers head of operations Kum Wudko.



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Wildlife expert Caroline Warburton at Loch Shiel



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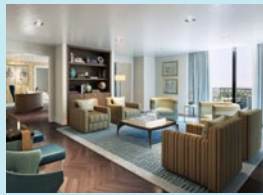


## Accommodation Updates

**WELCOME** to Accommodation Updates, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



School holidays may be finished but come around again soon enough, with a brand new Kidszone awaiting at the **Fairmont Resort Blue Mountains (MGallery)**. Highlights of the new area are a mysterious mirror maze designed in the USA and a mini bowling alley. Arcade games and pinball machines are also available. The new features are on top of existing facilities such as the popular hotel train, merry-go-round, outdoor maze and segways for kids.



The first phase of a US\$23 million renovation at **The London West Hollywood** has been unveiled, with progress on the property well underway & progressing well. Redesign work will see new suites created by the hotel's original designer added to the ninth floor. In addition, 16 Royal Vista Suites & five specialty Gate Suites reflecting London's Hyde Park will also be introduced. Part of the first phase also included a new gym facility next to the first floor lobby.



Adopting a nautical theme and open plan design, **Rydges Tradewinds Cairns** has pulled back the curtains on Drift on the Esplanade, its new waterfront restaurant and bar. Design of the facility capitalises on the property's waterfront location, with seating available on the terrace, the garden and on the verandah. A stainless steel bar and timber textures create a beach style during the day and contemporary elegance when backlit for night time gatherings.

### RCI earlybird offer

**ROYAL** Caribbean International is offering up to US\$500 in bonus onboard credit for Europe cruises in 2015 booked by 30 Nov.

The offer applies to most sailings departing & returning to/from a European hub from 01 Apr-30 Nov.

### NYE in NYC rates

**MANHATTAN** at Times Square has released group rates for New Year's Eve in the Big Apple.

Rates are from US\$299 per night based on a seven night stay arriving on 28 Dec, or from US\$320 for arrivals on 25 Dec.

For stays of five nights and checking in on 27 Dec, the nightly rate is priced from US\$372.

The deals apply for groups booking eight or more rooms. Contact [NYCgo.com](http://NYCgo.com) to book.

### Belgrade or bust

**AIR** Serbia is offering Economy class fares to Belgrade priced from \$1,599 ex Perth & \$1,699 ex Sydney, Brisbane and Melbourne for travel between 01 Jun-25 Oct.

Through fares to 13 cities including Budapest, Dubrovnik and Split start at \$1,699 and an extra \$40 will enable pax to fly to seven European hubs such as Vienna, Rome, Milan, Istanbul, Prague and Zurich.

Blackout dates apply from 04 Jul to 03 Aug, valid for sales until 30 Nov - phone 1300 722 499.

### AA DFW/PEK approval

**AMERICAN** Airlines has been given a green light by regulators to launch new services between Dallas/Ft Worth and Beijing for a two year period, starting 07 May.

### Rotorua fee cut

**ROTORUA** Airport in NZ will remove its \$5 domestic/\$15 international departure charges effective 01 Feb, with the imposts to instead be part of ticket prices.

## WWT off the beaten track

**FEEDBACK** from past travellers to Indochina looking for a more in-depth, immersive experience has led Wendy Wu Tours to launch a new tour taking pax into less visited areas of the region.

The 16-day Laos and Cambodia Unveiled itinerary combines the company's all-inclusive hallmarks with a more off-the-beaten-track approach to regional and rural areas of the two countries.

"Indochina has been such a strong destination over the last few years and is a constantly growing market, so it made sense for us to increase our touring options in the region," Wendy Wu Tours md Alan Alcock said.

### Kidnapping advisory

**THE** Federal Govt is reminding travellers venturing into countries where there is a high risk of kidnapping that it does not make payments or concessions to kidnapers.

A bulletin identifying regions of concern has been released by the government - **CLICK HERE** for info.

### New Bench brochure

**AFRICAN** safari operator Bench International has released its new brochure, covering departures on the continent for 2015.

Headlining the release are three fully escorted small group journeys in Southern Africa, East Africa and Oman designed for travellers more willing to travel in a group rather than independent.

Variations have been made to the company's flagship Grand Tour of South Africa, with hotels improved, more excursions added and a limit of 16 passengers.

**MEANWHILE**, Bench is offering 10% off the price of selected tours travelling in 2015 if booked before the end of this month.

With the discount, the 22-day all-inclusive Northern Experience tour from Cape Town is priced from \$4,720pp twin share.

Phone 1300 237 422 for details.

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37 CRUISES ON SALE | UP TO US \$300 SHIPBOARD CREDIT | ALL NEW PREMIUM COLLECTION



## Partnership in parties

**YOUTH** oriented travel brands Student Flights and Busabout have joined forces once again to promote a specially designed European music festival package.

Travellers can again guarantee tickets to the three-day Ultra Europe Music Festival in Croatia through booking of a ten-day Croatia Sail Busabout itinerary inclusive of tickets to the festival.

The pact follows a successful tie-up between the two organisations involving last year's inaugural running of the event.

"The plan for this year is to make it even bigger and better with two departures exclusive to Student Flights and increased allocation with a capacity across ten boats," Student Flights general manager Darren Lloyd said.

Last year's package sold out within days of release, he added.

The land-only itinerary is priced from \$1,799 per person and includes accom during the festival.

For more info, ph 1300 019 130.

## RM early book bonus

**ROCKY** Mountaineer has re-released its early booking bonus offers on select 2015 departures, with up to \$1,200 per couple in credit to use on enhancements, valid for booking until 22 Nov.

Packages of seven nights or more in GoldLeaf class must be booked in order to be eligible for the full credit, with amounts to vary based on the service booked.

Credit can be used on further Rocky Mountaineer itineraries, Rail & Cruise extensions, pre and post hotel nights and more.

## DFW upgrade grant

**DALLAS/FORT** Worth Airport in Texas has received US\$15 million in grants from the US Federal Aviation Administration under its Airport Improvement Program.

The majority of funds (US\$13m) will support the rehabilitation of one taxiway at DFW while the remaining funds will help to buy new equipment and infrastructure for Terminal B.

Wednesday 8th Oct 2014

**Travel Daily**  
First with the news



**SEALINK** Travel Group last week hosted 15 agents specialising in the backpacker travel segment to a two-day experience of South Australia's Kangaroo Island.

The agents from Adelaide, Melbourne and the UK undertook Sealink's two-day Kangaroo Island Adventure Tour, which included a variety of activities on the island.

British agents on the trip got a particular kick out of a visit to a sheep shearing station, with other quintessentially Australian experiences including a visit to a Eucalyptus Distillery.

The group also wandered with sea lions, visited the Remarkable Rocks and Admirals Arch in the Flinders Chase National Park.

Each night, the agents retreated to the luxury Vivionne Bay Lodge where platters of gourmet food and wines were served up with each meal along with first-class

hospitality, leaving a positive and lasting impression on attendees.

The group are **pictured** above and was made up of Raymond Atchison, STA Rundle Street; Emily Sloggett, STA UK; Laura Swannie, STA UK; Aino Vehola, Wildlife Tours; Isabelle Van Den Bekerom, Wildlife Tours; Brad Holtzman, Backpack Oz Hostel; Julia Munro, Adventure Tours Australia; Denise Schilk, YHA Adelaide Central; Natalia Yang, YHA Adelaide Central; Gary Locke, Adelaide Travellers Inn; Kathryn Garvis, Australian Holiday Centre; Yihang Wang, Shakespeares Hostel; Shaliza Ferragamo, South Australian Tourism Commission; Lisa Bachmayer, South Australian Tourism Commission; Krystel Partridge, Glenelg Visitor Information Centre and Amy Martin-Smith from the Sealink Travel Group.

**Sabre**  
pacific

## Business Development Manager (Vic, Tas & Qld) based in Melbourne

At Sabre Pacific, we connect people with the world's greatest travel possibilities. We are progressive technological thinkers and innovators of IT solutions for the travel industry.

In the role of Business Development Manager, you will use your sales management and business development skills to drive sales growth in Australia. This includes initiating contact with potential clients and managing a pipeline of sales activity through both corporate and agency channels. You will also work closely with the Account Management team and the National Account Managers to achieve sales targets and profitable solutions on the Sabre GDS.

A key responsibility will be procurement of new travel industry clients, lead generation and the sourcing of prospective clients and identifying the commercial needs of prospective clients with a view to developing appropriate solutions that provide a targeted ROI to Sabre Pacific.

As someone with a history of business development management success, you will have strong organisational, networking and negotiation skills plus a demonstrated ability to build and maintain strong customer relationships. A travel industry background is essential and a working knowledge of Sabre GDS functions and products is preferred.

If you meet the above criteria and would like the chance to show your strategic thinking and business development skills, please apply by forwarding your cover letter and resume to [spcareeropportunities@sabrepacific.com.au](mailto:spcareeropportunities@sabrepacific.com.au). Applications close 24th October 2014. Please note, only successful applicants will be contacted.

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# Agents dancing with the stars



**ABOVE:** Scenic Tours treated some of its key agent partners to a fabulous evening out at the live telecast of Channel 7's *Dancing with the Stars* last night.

Scenic is a proud sponsor of the show, with viewers who vote for their favourite celebrity performer given the opportunity to win an all-inclusive 15-day Jewels of Europe river cruise from Amsterdam to Budapest.

**Pictured** above enjoying the

live show last night are, from left: Colin & Lyn Spain of Yarra Travel Junction; Melissa Sperrer from Scenic Tours and Virginia Farrell of Jetset Moonee Ponds.

## AA tarmac service

**AMERICAN** Airlines has formed a partnership with classic luxury carmaker Cadillac to launch a new range of airport tarmac transfer services for ConciergeKey guests.



## Destination NSW

### Domestic Partnerships Specialist

- Ongoing, Full Time
- Sydney CBD – The Rocks
- Total Remuneration Package (\$107,182- \$118,110)

#### About the Organisation

Destination NSW is a Public Service Executive agency with responsibility for developing and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

#### About The Role:

Under the leadership of the Domestic Partnerships Manager, the Domestic Partnerships Specialist is responsible for the delivery of partnership programs to drive overnight visitation to Sydney and NSW. A key objective of the role is to work with the Domestic Partnerships Manager to secure investment in Destination NSW marketing and event related activities as well co-operative marketing funds invested with tourism and trade partners, under their own brands, to gain greater distribution and sales of NSW products, destinations and experiences.

#### Applying for the Role:

Please submit your application via Jobs NSW (reference number 000037VO).

**Closing date:** Sunday 12 October 2014

**Enquiries:** Alessandra Higgins 9931 1178 on or [alessandra.higgins@dnsw.com.au](mailto:alessandra.higgins@dnsw.com.au)

Applications must be lodged electronically via Jobs NSW website. Applications submitted via email will not be accepted.

# Travel Daily

First with the news

Wednesday 8th Oct 2014

## Alitalia earlybirds

**ALITALIA** is offering return flights from Australia to Europe from \$929 plus taxes and fuel surcharges, valid for departures 01 Feb-26 Sep 2015 (with some blackout dates).

The offers must be ticketed before 31 Oct, and combine Etihad codeshare flights between Sydney and Abu Dhabi with Alitalia services to Rome and onwards to other parts of Europe.

AZ/KL codeshare flights are also permitted under the deal, with a total of 53 European destinations available - more information from [alitalia@aviationonline.com.au](mailto:alitalia@aviationonline.com.au).

## Tour Vegas on Google

**INTERNET** users worldwide can now take a tour of dozens of Las Vegas attractions through a new virtual tour site dubbed GeoVegas.

The site is the result of a collaboration between Google and the Las Vegas Convention and Visitors Authority and uses similar technology as Google Maps to generate 360° views of both the inside and outside of Vegas sites.

Six categories are presented on the GeoVegas homepage such as 'Vegas by Day', 'Vegas by Night', 'Explore on your own' and more.

After "walking through" a hotel or casino, users can then click a link to make a real-life booking.

## Easyjet cancellations

**EUROPEAN** LCC Easyjet has suspended some flights to and from Italy today due to industrial action by Italian cabin crew.

## A&K Moroccan spices

**FORMER** *What's Cooking* host Geoff Jansz will host an exclusive Abercrombie & Kent culinary tour to Morocco on 01 Nov next year.

Limited to 24 pax, the nine-day itinerary will see guests dine with locals, learn about authentic cultural flavours, produce and dishes and stay in five-star hotels.

Guests will visit local markets, enjoy cooking demonstrations and tour Casablanca, Fes, Rabat and Marrakech, with the tour priced from \$6,895pp twin share.

## HOT DESTINATIONS

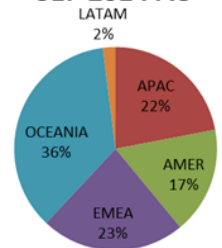


### THE TAAP TOP TEN

Brought to you by Expedia

### Expedia TAAP Destinations

SEP 2014 AU



Asia is full of deals right now on Expedia TAAP right through to the 12th of October. TAAP recognised another fabulous month for September with great YOY growth. 553 different destinations booked through Expedia TAAP in September and with school holidays Oceania took the lion's share of the bookings. The top Expedia TAAP destinations booked were Sydney, Melbourne, Singapore, New York, Kowloon, Brisbane, Paris, Los Angeles, London, and Kuta. Surfers Paradise, Dubai and Cairns were just outside the top 10 as Aussies are searching for some sunshine while Oahu, Auckland and Perth performed well. Oceania was the dominant region rising from 34% to 36% consistent with seasonal norms. EMEA dropped from 26% to 23% compared to last month. USA was steady at 17% of the destination mix while APAC rose 1% from 21% to 22%.

Some of the out of the way destinations last month included Ushuaia in Argentina, Topeka KS, Sofia Bulgaria and Niederoesterreich Austria. Your great service and our great rates, keep your customers coming back.

Expedia TAAP

Keep your customers coming back





Throughout the month of October, *TD* is giving readers the chance to win a luxurious French prize pack, courtesy of Avalon Waterways.

The prize includes his and hers Louis Vuitton weekend bags, three nights in a Junior Suite at the Sofitel Sydney, a bottle of Dom Perignon Champagne, gift voucher for L'Occitane products, and a dinner voucher to Felix fine dining French restaurant, valued at over \$5,500.

Every week this month *TD* will ask a different question about Avalon. The subscriber with the best answer to all of the questions will win this fabulous prize pack.

Email your answer for this week by COB 10th Oct to: [avalonwaterways@traveldaily.com.au](mailto:avalonwaterways@traveldaily.com.au)

In 25 words or less tell us: What makes Avalon's Suite Ships in France for 2015 stand out from the rest?

Hint: see pages 12, 13, 14, 15, 24 & 25 of the 2015 Avalon Waterways River Cruises brochure



## VUSA airline switch

**BRAND** USA wishes to advise the trade that Hawaiian Airlines will offer a return fare to LA as a major prize during the two final Visit USA roadshows instead of Fiji Airways as previously stated.

The events on the Gold Coast and Sunshine Coast (*TD* Fri) will take place on 21 and 22 Oct, enabling agents in the local area to learn more about American attractions, hotels and regions.

## EY B777 all hooked up

**ETIHAD** Airways has announced its entire fleet of 24 B777 aircraft is now enabled for mobile and internet connectivity in the air.

The carrier says the remainder of its 89-strong fleet - made up of A320s, A330s and A340s will be hooked up in coming months.

The full suite of connectivity includes wi-fi, mobile services and live TV as part of its inflight entertainment offering.

## Deal for the Danube

**TRAVELMARVEL** has cut \$1,500 from the price of its eight-day Delightful Danube river cruise on 20 Apr & 27 Apr priced from \$1,995ppts, when sold by 30 Nov.

**Travel Daily**  
First with the news  
Wednesday 8th Oct 2014

## Thumbs up for Travelport in Asia



**SIX** members of the Travelport Asia-Pacific management team were in Bangkok last week to represent the GDS at the TTG Asia Travel Awards gala for 2014.

For the sixth time in succession, the travel tech firm was named as the best GDS in the APAC region.

**Pictured** above with their award from left is APAC marketing director Mike Yates, APAC managing director Mark

Meehan, global distribution APAC vice-president Damian Hickey, Galileo Thailand general manager Steven Skilbeck, Galileo Thailand assistant general manager Thanat Nuasuwan and commercial director Asia Jason Ong.

## Air India 787 compo

**AIR** India has been offered US\$24 million in compensation by Boeing for purported losses incurred relating to last year's four-month *Dreamliner* grounding.

The amount is approximately half of what Air India was seeking, with negotiations ongoing.

AI says the amount being sought is the actual cost of servicing the financial loan on the aircraft during its grounding, retraining of pilots and commercial costs.

Boeing's 787 *Dreamliner* was grounded by all airlines operating the aircraft globally in line with an American FAA directive resulting from a series of auxiliary battery fires (*TD* 08 Jan 2013).

## Canterbury Tales lure

**SEVEN** short break itineraries to the south island of New Zealand using the characters of Geoffrey Chaucer's *Canterbury Tales* are being promoted by Christchurch and Canterbury Tourism.

Aimed at Sydneysiders, the pitch sees the ancient Canterbury Tales take a modern form, retold as the 'Canterbury Tales yet to be told'.

The campaign will run until 20 Oct, with a Town Crier to roam Sydney's streets next week - see [www.canterburytales.com.au](http://www.canterburytales.com.au).



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The atmosphere in this office is funky, vibrant and has a serious buzz about it. You'll love stepping into this fun and supportive team each morning whilst having the chance to earn serious dollars as business is booming. This job is not for someone who likes to sit still as you will need to be motivated, passionate, hungry for success and above all really love selling travel. In return not only will you earn great \$\$ but enjoy super career progression, famils and more. All you need is min 12 months industry experience.

**SMOOTH SAILING AHEAD  
CRUISE WHOLESALE CONSULTANTS  
BRISBANE CBD - \$55K**

This is your chance to secure a long term career within the travel industry. If career progression, top training, superb \$\$, fun team environment and amazing educational sound good – then this is for you. This leading wholesaler requires experienced travel consultants to come and join them in their cruise division. Liaising with travel professionals you'll be booking worldwide cruise packages along with pre and post arrangements. All you need to be in the running is min 12 month travel industry experience.

**\*NEW\* ENTERTAINMENT CONSULTANT  
CORPORATE CONSULTANT  
SYDNEY – SALARY PACKAGE UP TO \$70K**

This exciting role is working within the entertainment industry. Do you love music, bands and touring? This is your opportunity to book your favorite band on their latest concert tour. Working in a fun and trendy office just out of the CBD, you will be rewarded with great bonuses and many free gigs. Do you have 2 years corporate / entertainment travel experience, strong GDS skills and the ability to think outside the box? Apply for this exciting role today and be rubbing shoulder with the stars.

**\*HOT\* FLY INTO AN EXCITING NEW ROLE  
WHOLESALE TRAVEL CONSULTANT  
SYDNEY – SALARY UP TO \$60K OTE**

Do you love to travel? Do you love selling your favorite destinations? This is the role for you. This award winning wholesale company is looking for some consultants to up staff their friendly team. With offices base in the heart of the CBD you will be close to transport and shops. Do you have 12 months travel experience, a passion for travel and want to make the move to an exciting wholesale company. Apply for this exciting opportunity today and you will be off on an exciting famil in no time.

**TIRED OF WEEKENDS AND LATE NIGHT TRADING  
CORPORATE TRAVEL CONSULTANT  
PERTH (INNER) - SALARY PKG UP TO \$65K (OTE)**

Are you looking for a change? Want to do something exciting and new? This is a great opportunity to work for a global travel management company and take a step into corporate travel. You will service a variety of exciting accounts with their worldwide travel arrangements. Working Monday – Friday hours with a fun team, you will benefit from uncapped commission, excellent staff benefits and awesome famils! If you have at least 3 years international consulting experience we want to hear from you!

**\* WE HAVE YOUR PERFECT ROLE!\***  
**ZIC MULTI-SKILLED CORPORATE CONSULTANT  
MELBOURNE – SALARY PKG UP TO \$65K (DOE)**

This well-established Travel Management Company is looking for a talented corporate travel consultant to join their dynamic team and become their new ZIC. Working Monday – Friday Hours on a large range of corporate accounts, you will be responsible for booking worldwide travel itineraries for your corporate clients and assisting the team leader in managing the team. Be rewarded with a fantastic salary package, work in a bright & modern office space & receive on the job training and ongoing support. Call us today!

**NO MORE SALES TARGETS!  
CUSTOMER SERVICE CONSULTANT  
MELBOURNE – SALARY PKG UP TO \$53K ++**

We are currently recruiting for an experienced travel consultant to join this well-known online travel company. No more sales targets! Instead you will be assisting customer with booking enquiries such as flight changes, schedule changes and special requests. This role will see you working a sensational rotating roster and being a part of a fun a social team environment. With a high base salary of \$53K plus bonuses you will love this role! Minimum 18 months experience using Galileo and a car essential. Call us today!

**HUKUNA MATATA!  
WHOLESALE TRAVEL CONSULTANTS  
MELBOURNE- SALARY PKG UP TO \$60K (DOE)**

Are you just crazy about Africa? Have you travelled throughout Africa extensively and sold the region? From the Kalahari Desert to the Egyptian pyramids and everywhere in between this wholesaler does it all. No two days will be the same as you book camping trips, tented safari's and luxury lodges for loyal agents. Imagine the FAMILS with this role, you could soon be walking with the lions. If you have travelled extensively through Africa and have 3 year consulting experience then apply today to find out more!





*Our Brisbane office is now open, pop in to meet one of our consultants today!*  
**300 Queen St. (07) 3023 5023**

**Travel Technology Solutions Consultant**

**\$90K - \$100K per annum + super, Ref: 1344AW1**

This is an independent role suitable for a technical expert who has vast experience within travel technologies space and who perhaps worked for a global distribution company. You will provide solutions from technical and platform perspectives. You will have good understanding of database structures, modern programming languages, Citrix, operating systems, browser solutions and networking technologies. GDS native commands skills and point of sale exposure would be an advantage.

For more information please call Anna on (07) 3023 5023 or click [APPLY](#) now.

**Travel Consultant**

**North Shore - Sydney, Salary - up to \$70,000 + Super, Ref: 1317MB1**

Don't miss this rare opportunity to work closer to home with an added option of driving to work. We are looking for an experienced retail travel consultant who is looking for their next adventure up and stay closer to home. Work for a well-established company a picturesque surrounds of the North Shore. Enjoy a new role with supportive flexible management, where no two days will be the same with a mix of face to face and over the phone consulting with repeat and new business.

For further information please call Marissa on (02) 9113 7272 or click [APPLY](#) now.

**Regional Travel Sales Manager**

**Melbourne, \$70-75k pkg, Ref: 1204KF2**

Sales manager opportunity for a fantastic and well respected touring company! Do you have sound Business Development or Sales Manager experience? This leading tour company are looking for an experienced Sales Manager to assist with their ongoing expansion across the travel market based primarily in Victoria but also Tasmania and South Australia. Excellent benefits are on offer, you will receive a fantastic salary package plus superannuation & company benefits.

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

**Travel Consultant**

**Adelaide, DOE, Ref: 1309LB2**

Join a great team and earn fab incentives with this rapidly growing travel agency in Adelaide CBD! Currently there is a fantastic opportunity for an experienced Travel Consultant with at least 1-2 years' experience in a similar role, looking to expand on their knowledge and grow their career! You will be a part of a fun and dynamic team working with both domestic and international product. Ideally you will have Sabre GDS experience and love hitting sales targets.

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

**Niche Travel Consultant**

**Inner Suburbs -Brisbane - Competitive + Comm. Ref: HB50551**

Are you high achieving sales minded travel lover? Do you have expert knowledge of a niche travel sector in either ski, boarding, cruise, rail or luxury experience? Do you pride yourself on your exceptional customer service skills? Then this may be the role you have been waiting for. With excellent incentives up for offer being just the tip of the iceberg! You can now stop dreaming about having a sales career selling something that you are passionate about & make it a reality!

For more information please call Helen on (07) 3023 5027 or click [APPLY](#) now.

**Cruise Consultant**

**CBD - Sydney, \$45 - \$50K + Super, Ref: 1155SZ1**

Amazing office based opportunity has come up for an experienced travel consultant to get into the cruising market! Selling worldwide ocean liners domestically and internationally, you will possess a high passion for the cruising industry as well as having a strong customer service and sales focus. This role does also require you to book airfares + packages to worldwide destinations in conjunction with selling cruises so GDS knowledge (preferably Sabre) is essential.

For further information please call Serena on (02) 9113 7272 or click [APPLY](#) now.

**Travel Consultant**

**North Shore - Sydney, To \$70K + Super, Ref: 1317MB1**

Don't miss this rare opportunity to work closer to home with an added option of driving to work. We are looking for an experienced retail travel consultant who is looking for their next adventure up and stay closer to home. Work for a well-established company a picturesque surrounds of the North Shore. Enjoy a new role with supportive flexible management, where no two days will be the same with a mix of face to face and over the phone consulting with repeat and new business.

For more information please call Marissa on (02) 9113 7272 or click [APPLY](#) now.

**Travel Supervisor**

**Perth, \$50K, Ref: 1331LB2**

A hands on, fantastic Travel Supervisor is currently required for this leading travel company located in the south of Perth! Do you have strong travel industry experience and know how to use Sabre? Then this is the rare opportunity you have been waiting for! Working for this company you will enjoy generous educational and fun product nights. If you have loads of energy and senior consulting experience, then don't delay as this position is interviewing NOW!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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Quiktravel



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 06 October – 02 November 2014 on 100% SQ/MI itineraries ex Australia plated to SQ (618). Child, Infant, Group sales, Wholesale and Cancelled or Refunded tickets are not eligible. \*States are defined as (VIC/TAS, NSW/ACT, QLD, SA/NT, WA). The agents with the highest International SQ/MI sales (minimum \$30,000.00 applies to qualify) and an increase of 30% compared to the previous year will win the major prize. The Major prizes are valid on SQ/MI services only. Bonus Prizes will be calculated on the airfare only, excluding taxes and surcharges. Vouchers are capped at \$50,000.00 and all claims are to be emailed to [promotions@consolidatedtravel.com.au](mailto:promotions@consolidatedtravel.com.au) by COB 7 November 2014. All winners must be an international travel consultant and full time employee of the agency in Australia. Consolidated Travel and Singapore Airlines reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 03 October 2014