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Travel Daily

First with the news

Friday 10th October 2014



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QF to add fee for unaccompanied kids

QANTAS is set to introduce a new \$50 domestic/\$90 international "Unaccompanied Minor Supervision Fee," with the impost aiming to "recover some of the additional costs of the extra services and facilities provided for the comfort and safety of children travelling without a parent or guardian".

The new charge is effective for bookings ticketed in Australia/NZ from 03 Nov - and higher prices will be charged at the airport on check-in if it hasn't been pre-paid.

QF said the change brings it into line with many of its competitors.

Today's issue of TD

Travel Daily today has nine pages of news, including a photo page for **helloworld** plus full pages from: ([click](#)):

- AA Appointments jobs
- Travel Trade Recruitment

Allianz insures wholesalers

ALLIANZ Global Assistance has this morning released further details of the new wholesaler and tour operator insurance which is now available through CHI and Aussietravelcover (*TD* yesterday).

Allianz said the enhancement has been developed in response to industry concerns, and will provide benefits to Australian travellers if one of the covered wholesalers or tour operators becomes insolvent.

The insurance group has also confirmed that they will not direct customers with the new benefits to request credit card chargebacks in cases where the travel agent is the merchant.

"We're delighted to provide customers, and the wider travel industry, with a safety net of protection to help ensure that the experience of travel is as seamless and stress-free as possible," said Allianz ceo John Myler.

"The concerns of our partners

and customers are at the forefront of our business...we take industry anxieties extremely seriously," he added.

AFTA ceo Jayson Westbury said the new insurance product was another example of the industry developing its own commercial solutions in the post-TCF era.

New airline guide

AN UPDATED edition of *Travel Daily's* popular Business Class Airline Guide will be released next month - and for the first time it will be available in print.

To be distributed with the Nov/Dec edition of *travelBulletin* as well as online with *TD*, the guide is an essential reference to the premium offerings of carriers operating in the Australian market.

Carriers wanting to be part of the guide should contact Lisa Maroun on 0405 132 575 or lisa@travelbulletin.com.au.

Travel Daily on location in Norfolk Island

Today's issue of *TD* is coming to you courtesy of Norfolk Island Tourism & Air New Zealand.

WE'LL be spending the weekend here enjoying the sights and tastes of Norfolk.

Today we'll be visiting the Kingston World Heritage area, where in 1825 the very worst convicts were sent to toil in hard labour. Later tonight we'll get to dress up like them (luckily we're not going to be put to work though) and enjoy dinner at the Paradise Hotel.

Over the rest of the weekend we'll delight in a breakfast bush walk, check out a small sample of the Norfolk's accommodation, taste the local wine, participate in a cooking class and test our driving skills in a fun car rally.



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Delta fares to the UK

DELTA Air Lines has released through fares to London Heathrow and Manchester from Sydney, via Los Angeles or other major US cities, priced starting at \$1,530 (plus taxes and surcharges). Fares include one free stopover in Los Angeles each direction. Additional stopovers beyond LA are also available for \$150 each. Services to LHR and MAN can be on aircraft operated by Virgin Atlantic using the 'DL' flight code.

Capacity war over - CAPA

A NEW "big data" analysis of Flight Centre ticketing information has indicated the end of the ongoing capacity war in the Australian domestic air market. The *Australian Aviation and Airfare Analysis* report, prepared by Flight Centre's new 4th Dimension consulting business (TD 13 Jun) and CAPA Centre for Aviation provides an in-depth review of the sector incl a key airfare benchmarking analysis. Fares are expected to trend upwards for the rest of the year and into 2015, with fleet plans for both Qantas and Virgin Australia showing minimal capacity growth, the report says.

section of the travel industry, including corporate procurement departments, TMCs and airlines. "The report will also interest those working in the retail travel industry as it clearly highlights how retail or 'holiday' airfares have been performing and when is the best time to purchase fares," she said. A follow-up report, to be released in Feb 2015, will include a full year analysis as well as further 2015 predictions.

Border scanning

AUSTRALIAN immigration authorities are believed to be laying the groundwork for the collection of fingerprint and retina scans for incoming passengers to the country. The move is revealed in a provision of the new security legislation currently under consideration, which stipulates that any data collected would be allowed to be accessed across various government departments.

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Domestic corporate airfares have dropped an average of 2.8% during the last 18 months, while retail fares have dropped 3.2%. The creation of the report was flagged during the recent CAPA conference in Sydney (TD 06 Aug), with Flight Centre providing a "huge volume" of de-identified fare and ticketing information. 4th Dimension gm Virginia Fitzpatrick said the detailed report will appeal to a wide

For more info **CLICK HERE** or see centreforaviation.com/shop.

Final QF 767 flight

QANTAS has rescheduled its last ever commercial Boeing 767 service which will now operate as QF452 from Melbourne to Sydney on 27 Dec 2014. The flight will depart MEL at 1700 and arrive into SYD at 1825. Previously, the historic flight was set to be QF490 on 27 Dec (TD 19 Sep), but this service will now utilise a Boeing 737 aircraft. Qantas is allowing booked passengers to change to the new B767-300 "last flight" at no cost.

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| Zanzibar | AUD 1500* | AUD 5440* |
| Kilimanjaro | AUD 1700* | AUD 5440* |
| Kigali | AUD 1700* | AUD 5440* |
| Juba | AUD 1500* | AUD 5600* |

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Friday 10th October 2014

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ASIC analysing cash cards

THE Australian Securities and Investments Commission (ASIC) is conducting a review into 13 travel cash cards from nine issuers, with one provider already responding to concerns with dramatic action.

In response to questions, the Commonwealth Bank has agreed to return \$2.2 million in leftover funds remaining on expired cards to more than 45,000 customers.

The move has also seen the CBA amend its travel cash card Terms & Conditions, with any remaining funds to be available indefinitely.

Funds on expired cards will be held and remain available to claim from the CBA for three years.

If it is not claimed in that time, it will become unclaimed money and can be returned at any point in the future - it will never disappear.

Prior to the hasty T&C change, any money remaining on an expired CBA travel cash card was forfeited to the bank.

"Consumers should make sure they understand the fees and charges that apply to their reloadable cards," ASIC deputy chairman Peter Kell said.

"Withdrawing funds as soon as the card is no longer needed is one way to avoid paying these fees."

As part of its review, ASIC will be examining similar policies from issuers about how expired funds are dealt with, including looking at ongoing fees which chip away at balances until they reach zero.

"ASIC is reviewing the operation of other travel cards in the market, with a particular focus on identifying any unfair contract terms or deficient disclosures."

"We will take action where appropriate," ASIC warned.

Consumers who believe they may have unclaimed amounts over \$500 on old cards can check to see if these can be claimed - [CLICK HERE](#) for more information.

BW adds 'Vib' brand

BEST Western International has announced the development of a new boutique brand prototype designed for "urban markets" called 'Vib'.

Pronounced "vibe" and short for 'Vibrant', the brand is a "stylish and technology-centric concept created to meet the needs of today's connected traveller," the group announced at its North American Convention in Toronto.

Best Western Vib properties will be based on a high-density model featuring "vibrant and modern designs with a focus on convenience, technology and social engagement."

Vib hotels will provide plenty of USB and power ports for tech savvy guests, along with inroom smart TVs to stream on-demand content.

The new Best Western brand shares a very similar name to that of TFE Hotels' Vibe Hotels brand which operate in Darwin, Gold Coast, Melbourne and Sydney.

Meanwhile, Best Western has also introduced a soft brand for non-aligned hotels around the globe to be marketed under the BW Premier Collection moniker.

Each member within the group will be listed and bookable on the Best Western website and must maintain a TripAdvisor rating of four or above.

President and ceo David Kong said the new initiatives represent a "major move by our brand to meet the growing and shifting needs of customers and travellers in general."



Window Seat

A BRITISH restaurant has just revealed what is being claimed as the world's most expensive hamburger.

Available from Honky Tonk in Chelsea and costing a whopping £1,100 (AU\$2,019), the so-called "Glamburger" is delicious to the last bite, with a 280g meat patty made with New Zealand venison and Kobe Wagyu beef.

In the centre of the meat is a "liquid pocket of black ruffle brie," while the flavour is complemented with a mango and champagne jus and a sprinkle of white truffle.

Seasoning includes smoked Himalayan salt and the bun is covered with gold leaf.

It weighs in at 2,618 calories - or about an adult man's average daily dietary allowance.

StayWell o'seas reno

SYDNEY-BASED StayWell Hospitality Group will plough \$3 million into the refurbishment of two properties abroad.

The Park Regis Singapore will receive a new conference facility, have its food & beverage offering extended and a new open-plan reception will be developed.

Park Regis Dubai renovations will focus primarily on upgrading conference & event facilities.

Both properties will remain fully operational during the refurb.

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Kenya feel the magic?



THIS group of excited Aussies are clearly enjoying the Magical Kenya Travel Expo, taking place in Nairobi this week.

About 170 hosted buyers from

EY Hall of Fame deal

ETIHAD Airways has extended its sponsorship of the Sport Australia Hall of Fame until 2019.

Under the deal, EY will continue as the presenting partner of the Annual Induction and Awards Dinner, which also provides air tickets to five young athletes to further their overseas training.

across the globe are at the show which is now in its fourth year.

The Australian delegation is **pictured** back row from left: Jodie Weisser, This is Africa; Alisa Feillafe from Adventure World; Sandy Gosper of Destinations Africa; Wayne Hamilton, Swagman Tours; Kira Sachs from The Africa Safari Co; and Anne Morris, Kenya Tourism Board.

Front row: David Stogdale, Great Plains Conservation East Africa (represented in Australia by Africareps); Hank Holtzhausen of Inca Tours; and Craig McBey from Bunnik Tours.

TMC virtual payments

TRAVEL payment provider eNett International has signed a partner agreement with technology firm Cornerstone Information Systems to offer new software aimed as a direct hotel billing solution for Travel Management Companies.

The new solution utilises Virtual Account Numbers (VANs) in the form of automatically generated MasterCard numbers for each individual purchase, via the GDS to automatically relay payment info and data directly to hotels.

It aims to stamp out mistakes from manual steps for direct billing such as phone calls and faxes by building in a fully integrated online process.

ENett says manual processes are costing the travel industry more than US\$1.5 billion each year.

Philippine Food Week

FLAVOURS of the Philippines will be on show at the Shangri-La Hotel, Sydney's Cafe Mix from 11-19 Oct, marking the return of the popular Philippine Food Week.

The epicurean showcase will feature the foodie creations of Shangri-La Manila executive sous chef Gene Del Prado.

Philippine Airlines and the Philippine Department of Tourism have partnered with Shangri-La Hotel, Sydney for the festival.

Friday 10th Oct 2014

Hyatt Herald Sq NYC

THE 122-room Hyatt Herald Square New York has opened its doors in Midtown Manhattan amongst the heart of New York's fashion and publishing precincts.

The chic property is located near Macy's department store & Madison Square Garden, and is a few blocks from Times Square.

bmi adding capacity

CITING a spike in demand for its UK & European services, bmi regional will beef up capacity across its network by 16% during summer 2015, starting 29 Mar.

Routes to benefit from the flight upgauge include Newcastle and East Midlands to Brussels, and Bristol to Frankfurt & Aberdeen.

Aston into Pennsy

SPLIT Rock Resort & Golf Club and The Mountain Laurel Resort & Spa in Pennsylvania's (PA) four-season Pocono Mountains has been acquired by Aston Hotels & Resorts.

Collectively, the hotels feature more than 730 rooms.

2015 EARLY BIRD SALE

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| Barcelona | \$ 1,490 | \$ 6,380 |
| Budapest | \$ 1,495 | \$ 6,385 |
| Athens | \$ 1,520 | \$ 6,410 |

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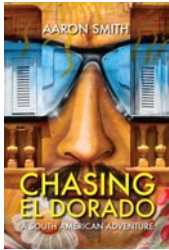


*Fares valid for Perth departures in Economy Class in low season from 1st February to 24th March 2015, 20th April to 27th May 2015, and 4th October to 31st October 2015. Sales until October 31st 2014. Business Class valid from 1st February to 31st October 2015. Other fares apply for other travel dates. Conditions apply.



Win a travel adventure book

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

Where was Adam Smith born?

Hint: www.transitlounge.com.au

MTA working through

MTA - Mobile Travel Agents has relocated its entire head office support staff to Melbourne for the weekend to ensure its agents receive uninterrupted service during its 2014 conference, which kicks off in the Vic capital today.

The three-day 'Imagine-Believe-Achieve' conference will see at least 75% of the group's agent force in attendance.

Presentations over the weekend will include a session on making the most of MTA Virtual Office and efficiently utilising the range of available modern technology.

RBA Asia fare savings

FARES on select routes to Asia in early 2015 flying with Royal Brunei Airlines from Melbourne are on sale until 31 Oct.

Return Economy class fares to Bali, Brunei or Ho Chi Minh City start at \$599 (\$1,850 in Business), valid for travel from 01 Oct-06 Dec, 19 Jan-19 Jun and 06 Jul-31 Aug.

Turkish night curfew

TURKISH authorities have imposed night curfews across a number of provinces in Turkey in the wake of violent protests which resulted in multiple deaths.

The demonstrations were in response to the situation in the bordering country of Syria.

Industry backs HA Challenge



JC supporting soccer

JC TRAVEL Professionals has signed on as a sponsor for two years of the national titles of the Christian Football Federation of Australia (CFFA) from this year.

The 2014 championships for the amateur competition was played last week, taken out by the NSW Churches Football Association.

Crowne Canberra gm

TINA Fisher has been appointed as the new general manager of Crowne Plaza Canberra.

She has over 25 years' hotel & travel industry experience.

ABOVE: Surfs up for Hawaiian Airlines and this group of Aussie travel industry surfing mates.

The group were among the 80+ competitors in last Fri's Corporate Surf Challenge at Duranbah Beach on the Gold Coast, with the event hosted by Brisbane Airport and Wyndham Resorts and raising \$30,000 for the FSHD Global Research Foundation (**TD** Wed).

Pictured from left are Kay Willett, Hawaiian Airlines; Cory Hansford, Flight Centre; David Streek, Consolidated Travel Group; Craig Herbett, Pinpoint; Donna Reed, Trafalgar and Julie McKinley, Hawaiian Airlines.

Stressed? Not With Us.



If you're a stressed out little monkey, we can give you all the bananas you need.

Cruise 1st requires more consultants to fulfil its ongoing growth. We are looking for consultants with a flair for cruise and cruise holidays. We supply full support with no set up costs and the most attractive commission share available. All systems and technology are browser based so work from anywhere. All training and leads are provided. All we need you to do is deliver a customer experience that converts these enquiries and for that you will receive up to 30% of all commission received.

This unique opportunity suits existing consultants either working in a traditional agency environment or consultants who are already working from home looking for something different but with similar flexibility.

We are also looking for salary based office Sales Consultants.



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Technology Update

Today's Technology Update is brought to you by Amadeus IT Pacific.

Shaping the future of LCCs



Since 2000, Australian air travel was reshaped by the introduction of low cost carriers (LCCs).

These airlines differentiated themselves on price over service and were the pioneers in finding new ways to make money through de-bundling and merchandising.

In the early days some more demanding travellers used to be critical of LCCs in favour of old fashioned service. But the business models have converged in recent years, with LCCs starting to offer more traditional features that are typical of full-service airlines.

This evolution brings a greater complexity to LCCs, which in turn drives a greater need for technology.

Last week AirAsia India joined the rest of the Air Asia group and a number of other global LCCs in moving toward a more traditional distribution model by implementing Amadeus Light Ticketing technology. As they eye a greater share of the business travel market, LCCs are seeing the benefits of the travel agency channel.

At Amadeus we have embraced the idea that to truly shape the future of travel we need to find areas where we can do things differently.

We are working together with LCCs like never before to shape a seamless, connected future of travel for travel agents and travellers. To find out more, check out www.amadeus.com/blog.

Tony Carter, Managing Director, Amadeus IT Pacific

amadeus

Travel Daily

First with the news

Friday 10th Oct 2014

Jetgo schedule launch

REGIONAL charter airline Jetgo Australia has today released details of its new commercial services between Sydney and Roma, as first flagged by **Travel Daily** this week (**TD Tue**).

Services to Roma will initially launch using Embraer 135 jets on 10 Nov, with the Brisbane-based airline offering fares from \$249 one way on www.jetgo.com.

Further, Jetgo direct flights between Sydney and Gladstone are slated to launch on 01 Dec, priced from \$199 one way, subject to regulatory approval.

It will boost capacity on the routes when it takes delivery of Embraer 140 jets from Dec.

To facilitate its commercial operation in the NSW capital, Jetgo is currently seeking Sydney-based cabin crew on its website.

Earlier this week, Jetgo md Paul Bredereck told *Fairfax* the airline was mulling listing on the Australian Securities Exchange.

Moorings overhaul

NEW owners of the 2.5-star Moorings Hotel in Vanuatu will carry out extensive renovations on the property in Feb during the traditional low season.

The ownership change has also seen the permanent closure of the resort's notorious nightclub, new gm Yorick Nicholls said.

OMC to Wellington

HELLOWORLD has this week confirmed it will host next year's Owners Managers Conference in Wellington, New Zealand.

Head of associate networks David Padman told delegates after a successful conference in Los Angeles last weekend "we're already planning to make our 2015 OMC in Wellington even bigger and better."

Rice takes dual Insight gongs

INSIGHT Vacations recently hosted its Top Achievers Dinner in Perth at the highly acclaimed Must Winebar.

The night was an intimate affair with approximately 30 guests invited to attend.

Agents and agencies were recognised by Insight Vacations for their efforts promoting the brand and more than 20 awards were presented to worthy winners.

Cathy Rice, owner of Cathy Rice Travel, received two prestigious accolades - Top Selling Agency and Top Selling Perth Consultant.

Rice is **pictured** receiving her award from Insight Vacation's Perth sales manager Lee Evanson.



CATHAY PACIFIC

Corporate Account Manager VIC Melbourne Sales Office

Cathay Pacific Airways is looking for a highly motivated and experienced Corporate Account Manager to join our Melbourne sales team.

Reporting to the Business Development Manager VIC, the successful applicant will be managing corporate sales in VIC and be responsible for:

- Identifying and converting new corporate opportunities.
- Maintaining and growing the potential from an existing corporate client base.

The successful candidate will need to demonstrate the following:

- Experience in working with Corporate Travel Management Companies
- Experience in dealing with Travel Procurement Managers from medium and large Corporate businesses
- Highly motivated to actively source, identify and convert new corporate clients
- Proven ability to manage existing accounts to maximise revenue opportunities
- Demonstrates a solid sales background with proven results
- Good analytical skills
- Excellent negotiation, presentation and communication skills
- Proven ability to manage own time, with minimal supervision
- Excellent problem solving skills including evaluation, information gathering, interpretation

What we offer to the successful candidate:

- Competitive salary
- Travel benefits, comprehensive medical insurance, superannuation

If you have the above skills and are confident of achieving complete success, please send your resume, detailing salary expectations to:

Business Development Manager VIC
email: jason_aghan@cathaypacific.com

Applications close 17 October 2014.

Please note:

Only those applicants who are successful in gaining an interview will be notified.

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New NZ Spice villas

STAR Lane and Kerry Drive, both in Queenstown have been added to the range of luxury villas on offer from New Zealand private accom firm A Touch Of Spice.



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.

A 'Stay & Play Package' has been released by **Rendezvous Hotel Perth Scarborough** for stays until 30 Nov. Priced at \$259 per night (on any weekday), the package includes overnight accom, breakfast for two and 18 holes of golf including cart hire.

Celebrity Cruises has announced the return of its '1, 2, 3 go!' promotion on more than 385 cruises globally. The special provides guests either 1) a free classic beverage package for two; 2) free gratuities for two, or 3) up to US\$300 onboard credit. To activate the deals, use the promo codes of BEV123GO, GR123GO or OBC123GO respectively and book before 10 Nov.

Ethihad Airways is offering a special range of earlybird fares for travel in 2015 to destinations across Germany. Prices start at \$1,553 to Munich ex Perth and are under \$1,600 from EY's hubs in Sydney, Brisbane and Melbourne. Other ports include Dusseldorf, Stuttgart, Berlin, Frankfurt, Nuremberg and Hamburg with some flights operated by partner airline airberlin. Fares are on sale until 31 Oct, for travel 01 Feb to 26 Sep.

One-way seats from Sydney to Manila aboard **Cebu Pacific** are on sale priced from \$199 until 13 Oct, for travel from 01 Nov to 15 Mar. Connecting flights to beach destinations including Palawan & Boracay are also on sale valid for the same sale and travel periods.

Instagram to carry travel ads

TOURISM Queensland and Flight Centre will be among the initial range of travel companies to display advertising via social media juggernaut Instagram.

The popular image and video sharing platform has followed its US and UK contemporaries this week in adopting image-based, flip-book style advertising from a variety of different corporations.

A suite of campaign measurement tools are in development with plans to measure the effectiveness of different campaigns via a range of metrics.

Tourism and Events Queensland director digital marketing

Chris Chambers said the TEQ partnership with Instagram was a way for the state to increase the state's reach into social media to influence decisions of travellers. "Instagram is the perfect

platform to showcase Queensland's holiday credentials, allowing fans to share authentic images in real time."

Flight Centre head of customer experience Keith Stanley said the platform was a way to engage with a community of passionate and aspiring travellers.

"Flight Centre's mantra is to open up the world to those who want to see it.

We are very excited to be a part of this Australian-first."

Instagram users will retain control over their feeds, able to hide ads if they wish & to provide feedback if the approach didn't feel right to them.

All sponsored advertisements will be clearly marked as such, according to the platform.

Other firms lined up to promote through Instagram in Australia include Toyota and McDonald's.



Mega-famil to Cairns

YOUTH and adventure travel wholesaler Livn Holidays will host 45 Student Flights agents, store managers & area leaders across Australia to its second annual mega-famil, this year in Cairns.

The five-day trip running from 06 Nov will combine a few conference sessions and training seminars with the city's broad array of local tours, nightlife and adventure activities.

AA flying LAX/ATL

AMERICAN Airlines will launch new thrice daily services between Los Angeles and Atlanta starting 05 Mar with flights operated using Boeing 737-800 aircraft.

Vistara with Altea

AMADEUS' Altea Suite of airline technologies has been employed by startup Indian carrier Vistara, the first airline in the country to operate the systems.

The IT solutions will manage the fledgling carrier's reservations, inventory, accounting and airport departure control systems.

Photo clarification

HELLOWORLD advises the 'Best helloworld Associate Local Area Marketing' award, presented at the Owners Managers Conference, was incorrectly identified in yesterday's issue.

The award was taken out by WA-based Northam Travel.

DESTINATION COMMUNICATIONS MANAGER

- \$83,749 - \$101,330 (Plus 9.5% Superannuation)
- 121 Exhibition Street, Melbourne

The Department of State Development, Business and Innovation (DSDBI) is the Victorian Government's lead agency for the promotion and facilitation of the State's economic development. The Department develops and implements a diverse range of programs and projects designed to attract and facilitate investment, encourage exports, generate job opportunities, stimulate innovation, and promote Victoria nationally and internationally.

The position of Destination Communications Manager sits within the Tourism Victoria – Destination Marketing Branch of the Tourism and Airline Services Division (Tourism Victoria).

Tourism Victoria is the leading State Tourism organisation with a key role in promoting and developing Victoria as a tourist destination in the domestic and international markets.

Tourism Victoria is seeking to appoint a Destination Communications Manager to a small team responsible for the development and implementation of Tourism Victoria's destination communications and consumer public relations functions.

This is a challenging and dynamic role, where you will provide your skills in public relations, media, communications and writing to coordinate and manage strategic destination communication activities to enhance the profile of Melbourne and Victoria as a destination of choice.

For a confidential discussion, please call Lisa Hunt, Group Manager Destination Communications and Public Relations on (03) 9653 9745. For further information on the position, including a position description, and to apply please visit www.careers.vic.gov.au.

Successful candidates will be required to comply with the 100 point Proof of Identity Check prior to commencing employment with the Department.

Applications close midnight 20 October 2014 and must address the Key Selection Criteria outlined in the Position Description.

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TRAVEL INDOCHINA
Share the Experience

Prime time for *helloworld* in LA

HELLOWORLD'S annual Owner Managers Conference in Los Angeles last weekend kicked off in style with a major event at Universal Studios. There were characters a-plenty, including Lisa Harrison from Sunlover and Marc Letourneau of Club Med, **pictured** right with Bumblebee and Optimus Prime.

LEFT: Kristen Mason of American Express cuddles up with Mike Thompson, *helloworld* Head of Strategic Partnerships.

BELOW: There was also a Mexican-themed Olvera Street celebration hosted by Qantas Holidays/Viva! Holidays.

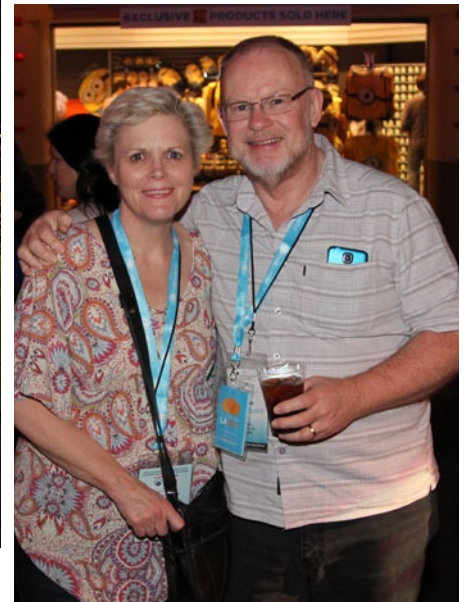
The team is **pictured** below with *helloworld* ceo Elizabeth Gaines and MC Larry Emdur.



BELOW: Chris Bashinelli and Andrea Slark, *helloworld* Head of Corporate Development.



BELOW: Amanda and Geoff Doyle from *helloworld* Browns Plains.



LEFT: Julie Primmer, *helloworld*; Tammy Fitzgibbon, *helloworld* Narellan; Alison Powers, Pinpoint Travel Group; Debbi Ashes, *helloworld* Lane Cove; Elizabeth Gaines, *helloworld*; and Janette Davie, Pinpoint Travel Group.



RIGHT: Attendees were enthralled with a presentation by Steve Limbrick of Qantas and celebrity chef Neil Perry.



LEFT: Annette Simpson, Qantas Holidays/Viva! Holidays; Chris Moloughney of Emerald Travel; and Nicola Strudwick of Qantas Holidays/Viva! Holidays.



LEFT: Eliana Martinez, United Airlines; Alison Espley, United Airlines; Steve and Sandy Limbrick from Qantas; *helloworld* ceo Elizabeth Gaines; and Kevin Manuel.

Agents buying up big

EXCITE Holidays says it plans to form partnerships with tourism boards and hotel chains to offer double or triple point promotions as part of its loyalty program.

The B2B wholesaler has seen over 85% of its agents sign up to the program in just over a year since its launch (**TD** 11 Jun 2013).

More than 65% of agents have redeemed their points balances for accom and activities from the Excite Holidays product range.

Apply for Corroboree

APPLICATIONS are now open for Australian-based tourism attractions & suppliers to exhibit to hundreds of European agents at the 2015 Corroboree Europe.

The Aussie Specialist training event will take place in Adelaide from 26-29 Apr next year and is part of Tourism Australia's Destination Australia Partnership.

Exhibitors will have the chance to showcase their product to at least 300 agents from a variety of European countries.

Applications close on 07 Nov and for more details, **CLICK HERE**.

After the three-day exhibition, delegates will then embark on one of 27 famil programs taking in every state and territory.

Agents mix city life with luxury



BOTH extremes of the activity spectrum were experienced by this group of Western Australia agents during a recent famil to Singapore and the Maldives.

The group was hosted by WA wholesaler New Horizons Holidays and Singapore Airlines.

After turning the hustle & bustle meter down to zero through four nights of luxury at the Anantara Dhigu Resort & Spa Maldives, the agents were plucked from their paradisiacal atoll & whisked to the action packed city of Singapore.

Over the next three nights, the group ventured to Chinatown and the theme park district in Sentosa before heading home to Perth.

Pictured above at the Anantara from left is Amanda Deurloo, Travel Our World; Gemma Goddard, New Horizons Holidays; Melissa Healy, FC West Perth; Alisha Thomson, FC Cottesloe;

Elisa Trotter, RAC Travel Perth; Andrea Cameron, Alpha Travel; Olga Shrewsbury, helloworld Joondalup; Rebecca Scaffidi, Singapore Airlines; Diane Roach, Tour De Force Travel and Jennifer Gibbons of Jetset Travel Bunbury.

New TC Gold member

TRAVEL Counsellors has elevated Victoria based agent Matt Schmitz to Gold Status after he achieved gross commissions of \$146,000 in a 12-month period.

The accolade sees Schmitz join the ranks of the top 10% of agents in the company, with Australian agents Nadine Kutz and Michelle Tavli retaining their Gold status.

Gold tier agents are also rewarded with an exclusive trip to celebrate their achievement, with last year's Gold agents travelling to Orlando, Florida.



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

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



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Family trips & child-friendly activities in Hawaii

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WHOLESALE RESERVATIONS

MELBOURNE (INNER) - SALARY PKG UP TO \$65K (OTE)

Are you dreaming of making the move to a wholesale role? We have an exciting wholesale reservation role that will see you stepping behind the scenes and into a role where you will sell worldwide holidays to your loyal agents inclusive of accommodation, transfers and more! You will be rewarded with uncapped commissions, amazing famils and the chance to join a fun and social team! If you have at least 2 years travel consulting experience then we can help you land this dream job! Call us today to find out more.

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Make the move to this well-established retail office and manage your own team! This well-known office now requires an experienced retail travel consultant to join their team and manage the successful team. You will be responsible for looking after a mixture of wholesale and retail clients and creating unforgettable experiences for your loyal client base. With Monday – Friday hours on offer and high base salary of up to \$65K plus bonuses you would be crazy to miss this! Call us today to find more.

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We are urgently seeking a Portuguese speaking travel expert to provide a service like no other! With an exclusive high end membership base located across the world. You will be servicing their high-end exclusive clientele to arrange their travel and lifestyle needs. No two days will be the same; from securing a yacht in Monte Carlo to a private Safari tour in South Africa, the world is your oyster. If you have at least 3 years high end travel consulting experience and strong Portuguese language skills we want to hear from you

NO MORE TIME WASTERS!

ONLINE TRAVEL CONSULTANTS

MELBOURNE - SALARY PKG UP TO \$53K (DOE)

Travel Consultants in Melbourne, do not waste any more time in your current role. We have an exciting customer service position with a well-known online travel agency that will see you stepping behind the scenes and assisting online customers with their booking enquiries. You will be offered an amazing rotating roster while being paid a senior salary of up to \$53K. If you have at least 12 months Galileo experience and a car then we can help you land this dream job in Melbourne. Apply today

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SYDNEY – SALARY PACKAGE UP TO \$55k

This growing boutique cruise agency are looking for a cruise enthusiasts to join their sociable team. Located on Sydney harbour enjoy Friday night socials overlooking the water.

Working directly for a cruise line you will book exciting worldwide itineraries including flights from Cuba to Alaska and everything in between. In return you will be rewarded with a top salary, generous famils and on board inspections. If you have 2 years retail exp and solid GDS skills, apply now and become a cruise guru in no time.

CORPORATE PERKS FOR TRAVEL EXPERTS

CORPORATE TRAVEL CONSULTANTS

SYDNEY – SALARY PACKAGE UP TO \$65K

This award winning high end boutique agency is looking for a dedicated customer service consultant to join their growing team. Enjoy working across a varied portfolio of clients, specialising in film and entertainment, arranging their domestic flight and land requests. Known for their customer service focus and work/life balance ethic, you will also be rewarded with an excellent salary package and ongoing development. If you have 2 years current domestic corporate experience and strong GDS skills. Apply Now!



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

Business Development Executive

Brisbane, \$40k plus incentives. Ref: HB13511

Looking to further your career? Experienced travel agents, is it your dream to join a growing predominantly Asian touring specialist? Your key task will be actively develop business with key stake holders throughout QLD. Using your networking and sales skills you will be canvassing travel agencies across the region, marketing out this niche travel specialist. Travel consultants, do you want to make that break into the world of business development this is your big opportunity!

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

Travel Consultant

South Sydney, \$38 - \$50K + Incentives, Ref: 0890MB1

Don't miss a great opportunity to work closer to home and escape the daily commute. We are looking for experienced Travel Consultants who are looking for their next challenge but want to stay closer to home. Work for a well-established and very busy office in the Sutherland Shire where no two days will be the same with a mix of face to face, over the phone and email consulting with unlimited earning potential and industry perks. Interviews are commencing immediately.

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

National Sales & Reservations Manager

Melbourne, \$75k + super, Ref: 1329KF1

Want to progress in your career? A long standing, industry leading travel company has a new and exciting position on offer for an experienced Sales & Reservations manager. We are looking for an experienced travel professional to jump on board with this new position, bringing creativity, passion and enthusiasm in order to reap the rewards! An attractive package is on offer for the right candidate! You will also have access to fantastic benefits within this outstanding company!

For further 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.

Senior Travel Consultant

Sunshine Coast, \$COMPETITIVE, Ref:1355PS1

Do you consider yourself to be a worldwide destination and product expert with extensive Cruise experience? If you have at least 2 years retail travel experience, strong GDS skills and proven experience of working effectively toward targets then I may have the opportunity you have been waiting for! This reputable growing independent agency will reward you with excellent family friendly hours, a great team environment and one of the best commission schemes in the industry!

For more information please call Peta on (07) 3023 5024 or click [APPLY](#) now.

Inside Sales Coordinator

Sydney, \$40k-\$50K, + Comm. Ref: 4566SZ1

Are you experienced in Sales and Marketing? A great opportunity has come up for an experienced travel sales representative / Marketing Coordinator to work in an office based environment Mon-Fri. You will be working with exciting tour products & looking after the sales and marketing of the company's ever growing business. A competitive salary base + commission structure is on offer for the right candidate and best of all, there's potential to grow within the company.

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

Leisure Travel Consultant

Melbourne, \$40k-\$45k DOE, Ref: 1357MD1

Are you looking for a change? Want to develop your skills and knowledge to the next level as a Travel Consultant? And relocating out of the rat race of the city? An excellent opportunity has arisen with this successful and established Leisure Retail Travel Agency based in the Northern Suburbs of Melbourne, for a motivated, positive and experienced consultant to join their team. Successful candidates will be well travelled and working experience with GDS systems. Apply Now!

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

Wholesale Travel Consultant

Perth \$45-80K OTE, - Ref:1079LB1

Love travel but sick of face to face sales? Bring your destination and product knowledge to a fast paced role where you will be selling direct to agents only! Excellent uncapped earnings along with a base salary are on offer. To be considered for this role you will need to be able to work to a 7 day rotating roster, enjoying working in fast paced team environment and have proven experience of smashing your sales targets! Excellent benefits and remuneration are up for grabs!

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



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