

**TAKE YOUR
WORLD WITH
YOU WITH
SABRE VERO**

Sabre
pacific



Travel Daily

First with the news

Friday 3rd July 2015

**JOIN TRAVEL CONCEPTS
AT THE SYDNEY TRAVEL
TRADE EXPO 16-17 JULY 2015**

VISIT OUR STAND AND FIND OUT HOW
TO JOIN OUR DYNAMIC TEAM OF
FREELANCE TRAVEL CONSULTANTS

PROUDLY EXHIBITING

THE TRAVEL INDUSTRY EXHIBITION

No set-up costs
No monthly admin fees
80/20 commission split
Full back office support

TRAVEL CONCEPTS

Win a LAN 787 famil

CONSOLIDATED Travel and LAN Airlines are offering five top-selling agents the chance to win a famil to South America in Oct based on Quickticket sales made between 29 Jun and 26 Jul. See the **back page** for details.

Premium Economy + Economy Mixed Class fares.

Mixed Class Special Fares on sale until 31AUG2015. Autopriced in your GDS.

- Download fare sheet
- Watch the video

**Europe from
\$2049**
plus taxes
& charges

**Nonstop
you**

Lufthansa

lufthansa.com

Air NZ dubious of AA/QF

THE proposed launch of daily flights between Los Angeles and Sydney by American Airlines from Dec and a tighter alliance between it and Qantas is being contested by Air New Zealand.

In a submission to the ACCC this week, Air New Zealand urged the competition watchdog to stave off providing interim authorisation to its trans-Pacific competitors, insisting a "considerable" amount of information on the venture has been redacted from the public to gauge the proposed conduct.

Air New Zealand said there is "no compelling reason why the agreement has to commence in Dec, given existing arrangements".

AA and QF's five-year alliance in its current form expires next Jun.

The Kiwi carrier said if either party wants to launch a Sydney-San Francisco service, "it can do so alone or with the support of the other" through a codeshare or other arrangements, until deeper cooperation is obtained.

Air NZ urged the Australian Competition & Consumer Comm not to be rushed into a decision on interim approval, saying AA/QF are themselves to blame for

"not allowing sufficient time for the authorisation process".

Chief of strategy networks & alliances at Air NZ Stephen Jones said further consideration by the ACCC was necessary.

"Given the changes to the operating environment since the 2011 authorisation, and the successful reorganisation of American Airlines since that time, the ACCC should carefully consider whether American Airlines would enter any of the joint venture routes in the absence of the alliance."

Jones also highlighted interim authorisation is not an option in New Zealand and the USA.

"We cannot see how the proposed 'close and immediate collaboration' between the parties could avoid breaching competition laws in these two jurisdictions," he suggested.

In a response today, AA/QF said Dec "is the optimal time" to launch the joint services between Sydney and both Los Angeles and San Francisco "as it coincides with peak season for trans-Pacific travel" and when AA has access to the relevant aircraft.

AA/QF added interim authority is "entirely appropriate".

Tech Summit lauded

SABRE Pacific's Tech Summits held around the nation recently have been deemed a resounding success - coverage on **page six**.

FC/Travelport renew

TRAVELPORT has overnight announced the signing of a new multi-year agreement with the Flight Centre Travel Group as one of its GDS intermediaries.

The organisations' relationship spans more than two decades.

EvergreenTours
A World of Discovery

**Earn
\$50
Reward
Points
Now**



Inspect the newest
Starship on the rivers

Click here to Learn &
Earn \$50 reward points >

Today's issue of TD

Travel Daily today has seven pages, a photo page for **Sabre Pacific** plus full pages: **(click)**

- AA Appointments jobs
- Travel Trade Recruitment
- Consolidated/LAN

Your holiday begins
when you board

中國東方航空
CHINA EASTERN

Singapore saver holidays

Experience vibrant Singapore

from just **\$1065*** per person

*Conditions apply. Sale ends 20 Jul 15.

PLUS YOU CAN EARN
**2 QANTAS
POINTS PER
\$1 SPENT***
FREQUENT
FLYER

**DOUBLE
QANTAS
POINTS***

QANTAS Holidays



Travel Daily

First with the news

Friday 3rd July 2015

www.jito.co

passively looking... don't miss your dream job, register and set up job alerts today

jobs in travel, hospitality & tourism

post a job

view jobs

JQ Bali cancellations

JETSTAR last night cancelled all flights to Bali due to volcanic ash from the eruption of Mount Ruang which had drifted towards Denpasar airspace.

Flights from Darwin and Adelaide were cancelled while services from Sydney and Melbourne were forced to turn back, with the moves in accordance with Qantas Group volcanic ash policy guidelines for the Boeing 787s & Airbus A320s.

This afternoon, JQ said it would resume flights after determining with the Volcanic Ash Advisory Centre "it was safe to fly again".

Scenic sponsor Gaté

SCENIC has signed for a second season sponsoring SBS's coverage of *Taste Le Tour with Gabriel Gaté* running nightly during the three-week telecast of the Tour de France, starting from Sat 04 Jul.

Velocity credit on SA

MEMBERS of Virgin Australia's frequent flyer scheme Velocity can now earn status credits in addition to points (**TD** 21 Nov) to redeem on Reward Seats with newest airline partner, South African Airways.

MEANWHILE, Virgin Australia has added international toll free contact numbers in over 10 new countries, including Denmark, Fiji, France, Germany, Greece, Hong Kong, Ireland, Netherlands, Norway, Singapore & Switzerland.

Intrepid splits from TUI

INTREPID Travel and TUI Group have announced they will end the PEAK Adventure Travel Group strategic venture after four years (**TD** 18 Feb 2011), with the move said to "allow each group to best serve their respective adventure market segments".

PEAK, which was 60% owned by TUI and 40% by Intrepid, was set to be a "global leader in adventure travel" combining both group's portfolios of brands.

However now in a "mutually agreed decision", Intrepid founders Darrell Wade and Geoff Manchester will take back full ownership of Intrepid as well as Adventure Tours Australia, Geckos Adventures, Peregrine, The Family Adventure Company, Urban Adventures and the company's on-ground DMCs.

In turn, TUI will create a new Adventure Specialist Division comprising Exodus, Headwater, TrekAmerica, Grand American Adventures and Sawadee along with Quark Expeditions, Zegrahm Expeditions and International Expeditions.

Wade said the adventure sector had grown hugely over the last four years.

"Whilst the formation of PEAK served all brands well at the time, we now recognise that we have different priorities and business philosophies," he said.

The new TUI division will be run by Hans Lagerweij, who said "it

has become apparent that two increasingly distinct styles have emerged," with the business to focus on "more unique, higher-end active experiences".

Wade said Intrepid would come out of the venture in a "really exciting position," with the now privately-owned operation able to work quickly with its DMCs and industry partners "to grow the market for authentic local experiences that truly benefit both travellers and the places they visit".

He said Intrepid would continue to work closely with TUI in a number of areas to ensure that it is business as usual for the group's industry partners.

AIME advisors

A NEW Advisory Board has been appointed to "shape the vision" for the 2016 Asia-Pacific Meetings and Incentives Expo (AIME) which is set to take place in Melbourne next Feb.

The board met for the first time last month comprising 16 members from across the sector including corporate and association event buyers as well as senior representatives of hotels, venues and suppliers.

Sallie Coventry, who is portfolio director for ibtm events including AIME, is also on the board.

More details in Mon's issue of **Business Events News**.

QF honours glitch fare

A QANTAS spokesperson has confirmed to **Travel Daily** it is "happy to honour" cheap tickets that were sold between Australia and the USA earlier this week.

The glitch (**TD** yest) saw return fares sold as low as US\$444.



TRAVEL AGENTS

Get a **\$50**

GIFT VOUCHER!*

When you book selected AAT Kings Guided Holiday departures

Click here for deal ➔

Hurry – offer ends 6pm Fri 10 July.

AATKings
Bringing Australia & New Zealand to life

*Conditions apply.

Christmas in July!

\$25* GIFT CARD

for EVERY booking made with

Creative Cruising

*Conditions apply

Discover our family holiday offers

DISCOVER MORE

Kids stay, eat and play for **FREE**

Waterparks • Kids' Clubs • Award winning spas

THAILAND • BALI • MALDIVES • SRI LANKA • VIETNAM

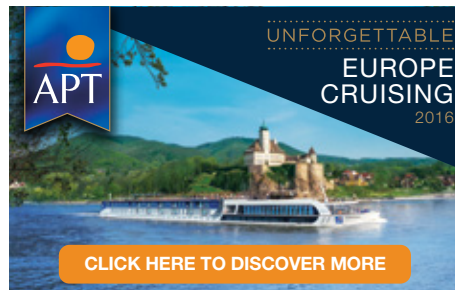


FOR THE HOTTEST EXECUTIVE ROLES
CONTACT OUR DEDICATED
EXECUTIVES DIVISION ON
02 9231 2825
OR VISIT US AT
www.aaappointments.com.au

Travel Daily

First with the news

Friday 3rd July 2015



Bonus for 28,000 QF staff

QANTAS staff are set to share in a \$90 million bonus, with 5% of base salary to be paid as a one-off reward for their support through the carrier's transformation program (**TD** breaking news).

Initially 7,500 employees will receive the bonus which will be paid to those covered by finalised enterprise/collective agreements (EBAs) that include an 18 month wage freeze.

So far that applies to 15 groups: Qantas TWU, Qantas ALAEA, Jetstar Pilots, Qantas Short Haul Pilots, Jetstar ASU, Team Jetstar Cabin Crew, Qantas NUW, Qantas Tech Salaried Staff, AaE TWU, Sunstate ASU, Express Freighters, Q Catering, Qantas Road Express Ops, Unite/Cabin Crew UK and AWU/United Voice.

There are a further 4,000 whose EBAs could close in the next month or so, and the EBAs for the remaining 16,500 will open

and close between now and the end of the 2017 financial year - making a total of about 28,000 staff who will benefit.

Everyone who is already eligible for the payout will receive it shortly after the carrier releases its full year results on 28 Aug, and the remainder will get it once their EBA is finalised, a spokesperson told **TD** today.

Qantas said the response from employees this morning had been "hugely positive".

"The rapid turnaround of the Qantas Group has only been made possible through the dedication and hard work of all our people," said ceo Alan Joyce.

"Our ability to make these bonus payments reflects a bright future for the Qantas Group, provided we stay focused on fully delivering the transformation program that has brought us this far," he added.

Monaco incentive

FRENCH Travel Connection has launched an incentive offering agents the opportunity to win one of three stays in Monaco.

The three top sellers of 3 night packages between 22 Jun and 30 Sep will win the prize which includes one way helicopter transfers, a three night stay and "special attention" at your hotel.

The Monaco Government Tourist Office is continuing to offer its "Passport to Monte Carlo" for clients which includes free helicopter transfers (one-way 01 Apr-31 Oct and return from 01 Nov-31 Mar) and entrance tickets to museums and attractions.

UA expand NZ c'share

UNITED Airlines has sought approval from the DOT to place the designator code of Air New Zealand on flights from Houston, Texas to Cancun, Guadalajara and Mexico City in Mexico, Belize City, Belize and Quito, Ecuador.



Window Seat

FOR a truly deathly experience on your next visit to Maine, consider the newly opened Hotel Crypt, where as the name suggests, guests can indulge in their passion for the macabre.

The crypt is located at The Inn at the Agora in Lewiston, with bids being accepted on eBay to be the first living couple to spend an evening in a crypt once occupied for 100 years by the body of the parish priest.

Monsignor Thomas Wallace died in 1907 but his body was moved and reinterred in 2009 to a nearby cemetery before being turned into a room for viewing horror movies.

Guests can rent the crypt until 2am, watching horror movies from inside a pine coffin big enough for two before heading back to their room at the Inn.

SELL. EARN. WIN.



aviatorsclub.virginaustralia.com

21 MAY - 8 JULY 2015

Virgin Australia's Aviators Club is an exclusive online auction rewards experience created just for our travel agent partners. Sell and ticket flights on Virgin Australia (795) ticket stock to earn Points. The more you sell, the more Points you have to bid on a great range of auction items.

THIS WEEK'S FEATURE AUCTION

RETURN LONG HAUL BUSINESS CLASS FLIGHTS FOR TWO



YOU COULD WIN

\$10,000 CASH*

Top our High Sellers Leaderboard by selling and ticketing the highest base fare revenue on Virgin Australia (795) ticket stock between 21 May and 8 July 2015 and you'll win our major prize of \$10,000 cash!*

Terms and conditions apply. Open to Aust. residents 18+ employed as a travel agent at a travel agency in Australia (excluding Online Travel Agents), with valid individual work email address (generic agency or shared emails are invalid). Agency/group registrations are not allowed. Must still be employed by the same employer at the time of the relevant draw. Programme commences on 21/05/2015 and ends at 11:59pm AEST on 08/07/2015 ("Programme Period"). Participants will earn Programme Points when they sell and ticket flights on Virgin Australia (795) ticket stock through a Global Distribution System during the Programme Period ("Eligible Flights"). Individuals who register by 11:59pm AEST 27/5/15 will automatically receive an entry to the Early Registration Draw. Draws at L5, 492 St Kilda Rd, Melbourne 3004, at 3pm AEST. Participants will receive 1 entry to the Second Chance Draw per 100 Participation Points remaining at the end of the Programme Period. Second Chance draw prizes: 15 x 12 Month Magazine Subscriptions (RRP \$107.40 per prize), 13 x Iconic Gift Vouchers (RRP \$250 per prize) and 11 x Double Gold Class Movie Vouchers (RRP \$79.80 per prize) redeemable at Event, Village, Greater Union or Birch Carroll & Coyle cinema with Gold Class Facilities in Australia. Standard Voucher use terms and conditions apply at http://cdn.eventcinemas.com.au/Content/images/giftcards/EventWeb_GCvoucherTCS.pdf. The Participant who achieves the highest sales, calculated on Base Fare in Australian dollars, of ticketed revenue for Eligible Flights (on a single valid account) ticketed during the Programme Period, will receive AU\$10,000, awarded in the form of electronic funds transfer into their nominated account. "Base Fare" means a fare exclusive of Ticket, Taxes and GST. If there is a tie, the cash prize will be divided equally between the tied Participants. The winner will be announced on 31/07/2015 at Virgin Australia offices, Level 5, 7-15 Macquarie Place Sydney, NSW Australia. Promoter: Virgin Australia Airlines Pty Ltd (ABN 36 090 670 965) of 56 Edmondstone Rd, Bowen Hills, Qld 4006. Permits: NSW Permit No. LTPS/15/03284, VIC Permit No. 15/952, ACT Permit No. TP15/05701, SA Permit No. T15/724. See <http://aviatorsclub.virginaustralia.com> [MD1] for full terms and conditions.



australia
aviators club

Friday 3rd July 2015

APT waving the red, white & blue



APT is celebrating American independence a day early in line with the release of its 2016 brochure for the destination.

The guide features new content including New England cruising, touring the Deep South in the 'Grand Southern Charm' itinerary, paddling the Mississippi River or exploring national parks & canyons. To celebrate the launch, APT is

offering up a packed hamper of American goodies to give away to one lucky **Travel Daily** reader.

Contents of the hamper include chocolates such as Reese's Puffs, Hershey Kisses, Peanut Butter Cups; drinks such as Country Time Pink Lemonade and all-round favourites such as Pop Tarts and Wing Time Buffalo Wing Sauce.

Plus, the hamper contains a fresh copy of the APT USA guide for its 2016 touring itineraries.

To enter, be the first to email usahamper@traveldaily.com.au with the correct answer to the following question:

What is the name of APT's new luxury journey in the Deep South in 2016?

Pictured above struggling not to tap the hamper themselves are Nadia Nasello, Claire Freeman, Chris Hodges, Alisha Howells and Ines Bryant from APT inside sales.

Tas Great East launch

A **WEBSITE** for Tasmania's Great Eastern Drive between St Helens and Orford has been launched.

The 176km route encompasses three of the state's most popular walks, including the Bay of Fires Walk, Freycinet Experience Walk and Maria Island Walk.

Browsers can request tailored info to assist with holiday planning - see greateasterndrive.com.au.

Exclusive to
Creative Holidays ★

\$100 CREDIT*

for Abu Dhabi stopovers
with Etihad Airways

*Conditions apply.

Book by 10 Jul 15



Fiji Air gets acting ceo

CURRENT chief financial officer at Fiji Airways David Bowden has been named as acting chief exec of the airline until the arrival of new boss Andre Viljoen.

Fiji Airways Group chairman Nalin Patel said: "David's appointment will ensure there's business continuity and alignment in the interim period before Andre takes up the role."

Viljoen is expected to take office by 01 Oct (**TD** 23 Jun).

Alex Perry Hotel

AUSTRALIAN fashion designer Alex Perry is preparing to launch into the hotel industry with his first property set to open in Brisbane's Fortitude Valley.

The 4.5-star "self-rated" 12-storey Alex Perry Hotel & Apartments will feature 143 units comprised of studio, one- and two-bedroom apartments.

According to the hotel's booking engine, it will open on 22 Sep.

Snow Conditions

WELCOME to **TD's** regular snow conditions update, providing info on the latest snow falls, depths and lifts in operation across key Australia and NZ ski-fields.

Here's the latest snow reports:

- Falls Creek - 7cm / 4 lifts
- Perisher - 8cm / 20 lifts
- Thredbo - 1cm / 8 lifts
- Charlotte Pass - 1cm / 2 lifts
- Mt Hotham - 8cm / 4 lifts
- Mt Buller - 0cm / 4 lifts
- Coronet Peak - 60cm / 8 lifts
- The Remarkables - 85cm / 5 lifts
- Mt Hutt - 60cm / 2 lifts
- Cardrona - 75cm / 6 lifts
- Treble Cone - 97cm / 4 lifts

The Brando incentive

TAHITI Travel Connection is offering a \$150 gifts.com.au voucher to travel agents booking a minimum three night stay at The Brando for stays to 31 Mar, if booked & deposited by 31 Aug.

Regional Sales and Account Manager - ACT QBT

A member of the Helloworld Group



- **Canberra** based
- Develop and maintain critical business relationships
- Partner with our Government networks

Following on from QBT's success with being appointed the Sole Travel Management Provider for Whole of Australian Government (WoAG), this is a fantastic opportunity for you to manage a key account and look to further develop our business.

With our WoAG account transitioning from implementation into BAU you will be responsible for developing and maintaining critical business relationships with a primary focusing on our WoAG networks.

Through your 'Customer Management' and 'Business Generation' strategy and business plans, your team of Account Managers will proactively partner with your client bases, ensuring the appropriate QBT services are in place and being optimised. Additionally you and your team will be strategically seeking out fitting opportunities to grow the QBT footprint.

To be successful in this position, you will professionally foster strategic relationships, finding opportunity to truly add value to our customer's travel solutions. Additionally it is critical for you to apply your in-depth knowledge of the WoAG Deed to ensure QBT meets the Service Level Agreements and closely partner with TCMS to holistically manage the success of this key account.

Working at QBT will provide you the opportunity to be part of Australia's leading integrated group of travel businesses.

To apply please send your CV to

careers@qbt.travel

Only successful applicants will be contacted

QBT Business travel
made simple

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

Out with clunky hardware and in with virtualisation



Earlier this year, we launched Amadeus *Selling Platform Connect*, an industry-first online mobile

booking platform for travel professionals – from experts to those just setting up shop.

So what sets *Amadeus Connect* apart? Unlike other solutions, *Amadeus Connect* is 100 percent mobile-enabled, can be customised to your needs and requires no installation. All you need is an internet connection and you're set.

Amadeus Connect has been built with travel agents, for travel agents. We know our customers increasingly need to deliver real-time services and at Amadeus we're ready to support. That's why we're embracing the cloud, which removes the need for clunky hardware and enables us to continually update our software solutions.

Some may think that the term 'cloud computing' means installing a huge collection of servers – but it's really about virtualisation. This requires a shift from the old ways of thinking to an understanding where all of your business data – like travel itineraries and policies – are managed in a single, safe and secure virtual environment.

This month, we are pleased to announce the successful launch of **Amadeus Cloud Services**, a self-service, automated cloud platform on OpenShift Enterprise, Red Hat's award-winning private cloud application.

To find out more about Amadeus Cloud Services please visit [this link](#).

Tony Carter, Managing Director, Amadeus IT Pacific

AMADEUS

Friday 3rd July 2015

QF Anzac flight flop

A **SPECIAL** one-off flight from Sydney to Turkey (via PER) for the Anzac Day Centenary operated by Qantas failed to draw many pax, according to the latest govt stats.

The 747 service, announced in Jan (**TD** 05 Jan) which flew under the designator QF100, drew in a paltry 212 pax on the outbound sector, resulting in a load factor of just 60.4% and 139 unsold seats.

Things were much more rosy on the return, flying at 96.3% full with only 13 seats going empty.

Overall for the month of Apr, total int'l pax traffic sat at 2.747m - a jump of 1.7% year-on-year.

The Qantas Group continued to claw back some of its market share thanks largely to subsidiary growth, with its total stake sitting at 26.2% - up from 24.6% last Apr.

Following the Qantas Group in market share were Emirates (10%), Singapore Airlines (8.6%) and Air New Zealand at 7.6%.

Delta live on Marriott

USERS booking hotels through Marriott.com in Canada now have 37 new properties available to select, with the recently acquired Delta Hotels & Resorts going live.

Delta now becomes one of the 19 brands in the Marriott empire.

New refuelling rules

HERTZ has implemented a new rule for its Gold Plus Rewards members on vehicle rentals in the United States, effective 15 Jul.

Renters who drive 75 miles or less without refuelling or handing over a fuel receipt on return will be hit with a US\$13.99 fee.

Customers are being advised to keep fuel receipts handy to present when returning the car.

UK Airport decision

BRITISH Prime Minister David Cameron says he will make a final decision on the future of London aviation capacity by year's end.

He added the government needed to fully assess the report handed down this week by the UK Airports Commission, which advocated a third runway at LHR.



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.

Cloudless 30° days are the norm for Broome in winter, with flights to the WA town on sale from \$680 return when booked with four nights accom through **Broome & The Kimberley Holidays**. A number of hotels are available to choose from, with each adding in late checkout, restaurant credits and more. Valid for travel 25 Aug-21 Mar 2016. Ph 1300 357 057.

Celebrating 40 years in business, **Contours Travel** is offering savings of up to \$690 on an eight-night Deluxe Chilean Patagonia tour, now priced from \$6,679pp twin share. The wildlife-heavy tour includes a three-night cruise on the *M/V Via Australis*, internal Economy flights, transfers and many meals, with departures from Oct through to Mar. Ph 1300 135 391.

For a last minute getaway to Vietnam, **Bhaya Cruises** has cut 15% off its Bhaya Classic itinerary and 20% from the Au Co & Legend Halong cruises on Halong Bay. Valid for new bookings only, with travel to be completed by 30 Sep 2015. More information at www.bhayacruises.com.

Set to open 01 Aug, the brand new **Outrigger Konotta Maldives Resort** has released special opening rates valid for stays until 31 Oct. A Beach Pool Villa starts from US\$516 per night, inclusive of all taxes and fees. Three excursions and other bonuses are also offered to guests staying a minimum of four nights. Email reservation.konotta@outrigger.mv.

Spend up in Kowloon

GUESTS staying at the Harbour Grand Kowloon Hotel in Hong Kong between 31 Jul and 30 Jun 2016 are being offered HK\$200 in hotel credit per day during a stay.

The offer is part of the hotel's 20th birthday celebration promo.

Steer clear of borders

TRAVELLERS to Oman are now being urged by DFAT to reconsider their travel to areas of Oman bordering with Yemen.

The bulletin issued this week does not affect other areas of the country, including Muscat.

Pointy end HA travel for Alfina



HAWAIIAN Airlines' NSW/ACT business development manager Meredith Salotto recently made the day of Alfina Maugeri from Flight Centre Castle Hill, chosen as the winner of an incentive.

Maugeri was rewarded for selling plenty of HA seats and will soon experience her own taste of Hawaii with a luxury adventure to the islands awarded as her prize.

The holiday will begin at the pointy end of the plane with two

HA Business Class tickets to HNL, four nights at The Hilton Hawaiian Village, four nights at The Modern with lunch for two at Iron Chef Morimoto restaurant in Waikiki.

Topping things off will be a US\$500 cash passport to ensure some of the island's retailers, outlets and shopping centres also get a piece of the action.

Maugeri is **pictured** above left receiving her prize this week from HA bdm Meredith Salotto.

Overwhelming response to Sabre's Tech Summits

GLOBAL technology leader Sabre has just wrapped up its series of Tech Summits which have been happening for the past 5 weeks, saying they have been a huge success.

Over 500 agents from across the region attended the Summits which highlighted and explored the opportunities for travel agents to better leverage technology.

The Summits had a particular focus on data, automation, apps, cloud computing and the traveller experience and were the launch pad for several new critical developments. New solutions were revealed at the Summits including the launch of four new automation solutions, all new data options and a new service to enable agencies to access their agency info from a virtual desktop.

"I'm excited to partner with a company as progressive and dynamic as Sabre, who are constantly evolving their technology offerings to ensure my team have the tools they need to work efficiently, accurately, and profitably. The Tech Summit was a fantastic opportunity to survey the travel technology landscape to see what trends are evolving, and how we can maximise their potential through our partnership with Sabre," said Chris Cheyne from Goldman Travel Corporation.

Since the Summits started, 100 agents have registered to receive Sabre's new automation tools and 500 agents in Australia have downloaded the RoomDeal app which gives travel agents an expanded view of 350,000 pre-paid boutique and branded hotels while being able to add their own discretionary fee.

"The response to the solutions we are developing and releasing to market has been overwhelming," said Sabre Pacific Managing Director Jeremy van de Klundert. "It's great to see the strategies we have been working on for the past 6-18 months starting to come to fruition and the excitement it's generating from customers and non-Sabre customers alike.

"I was very impressed with the huge range of innovations Sabre has been working on, a few of which I am already looking at implementing into my business," said Karen Kenter from The World @ Braeside Travel.



ABOVE: Shane Lowe, Sabre Account Manager shows Bin Wong, Mahsuri Travel; Jo Allen, RAC Travel; Stacey Lekias, Northline Travel; Aznon Omar, k&n Holidays and Suzanne Baker from Broadway Travel some of the 180 apps now available in the Sabre Red App Centre.



ABOVE: Giselle Pereira, Sabre's Product Manager shows Marguerite McMahon, Julie Brown, (both from Kym Taylor Travel) Val Carson from Ucango Travel and Jatupon Kosila from Travel Addict the new developments in the Sabre Red Workspace.



ABOVE: Summit attendees learning about the latest tech trends that will impact their business in the coming years.



ABOVE: Sabre Account Manager Arthur Athanassiou showing customers the latest in mid-office systems.

BELOW: Sabre developer Glenn Banks explains the advantages of cloud computing.



Travel Daily
First with the news
Friday 3rd July 2015

Reinforcing its place at the forefront of technology innovation, Sabre gave away an Apple Watch to one lucky attendee at each Summit. The winners (below) included:



IN Melbourne, Lynn Liu from Goabout Travel, who is pictured with Victoria State Manager Ian Bevan and Sabre MD Jeremy van de Klundert.



IN Perth, Stacey Lekias of Northline Travel, with Jeremy van de Klundert and Head of Productivity Solutions Anne-Marie King.



IN Sydney, Zlata Savic from Air Travel Services with Anne-Marie King and Jeremy van de Klundert.



IN Brisbane, Denise Truong from Happy Travel Service, with Jeremy van de Klundert and Queensland account manager Skye Collie.

Friday 3rd July 2015

Oyikil appoints UTC

SOUTH American DMC Oyikil has signed The Unique Tourism Collection as its representation firm for Australia and NZ.

The company provides tailored touring to the continent, mainly to Argentina, Chile and Uruguay.

Tyler's cloud warning

IATA director general Tony Tyler has warned of "possible storm clouds forming on the horizon" in relation to aviation performance stemming from the Greek default.

The organisation's official air demand results for May showed a 6.9% jump in demand against a 6.5% capacity climb, leading to a flat 0.3% spike in loads to 79.3%.

Weak trade activity failed to dull May demand in the Asia-Pacific, which jumped 9.4% year-on-year.

China departure boost

TRAVELMARVEL has increased the number of available dates for its popular 13-day Imperial China tour in its fresh 2016 China guide.

Released this week, the program features 12 departures of the tour, priced from \$3,995ppts.

In total, six different itineraries ranging from 13-29 days duration feature in the season, double that of last year due to the addition of the Yunnan province and Hong Kong to its destination range.

Highlights of visits to Yunnan include the Stone Forest, the Jade Dragon Snow Mountain & more.

Electric London buses

LONDON Mayor Boris Johnson has announced the city's iconic red double-decker buses will be converting to electric power.

The fleet's operator has been contracted to manufacture a new electric battery, with all newbuild buses automatically fitted.

Zero-emission buses will begin to enter service from Oct this year, Johnson added.

Ladies loving the high life in SA



TWELVE domestic agents from Sydney, Melbourne and Canberra were shown around South Australia during a recent famil.

Each agent won their spot on the trip through their attendance at roadshows put on by domestic wholesaler collective OzFocus.

Sponsored by the South Australian Tourism Commission, the group spent the weekend touring the sights of Adelaide, the Adelaide Hills & Kangaroo Island.

These included the famed Adelaide Central Markets, Seal Bay Conservation Park, MGallery Mount Lofty House, Remarkable Rocks and many more.

A favourite activity enjoyed by the agents included an exciting cheese and wine flight tasting experience at Shaw & Smith.

Pictured above at Admiral's Arch from left is Katey Dyer, Flight Centre; Skye Kirne, TravelManagers; Lauren Garrett, helloworld; Sally Johnson, Travel Counsellors; Emma Wood, Flight Centre; Diane Kaplan, Danube Travel; Natalie Succar, NRMA; Pam Dawson, NRMA; Breanna Ewen, Flight Centre; Alana Tippins, SATC; Sharlene Ramirez, AAT Kings; Kristin Richmond, Escape Travel and Natasha Vasserman from Flight Centre.

SCENIC°

LUXURY CRUISES & TOURS



WIN A LUXURY RIVER CRUISE

This month, Travel Daily and Scenic are giving readers the chance to win an amazing luxury European river cruise. The prize, valued at up to \$24,060 includes:

- 15 day Jewels of Europe river cruise for 2 people
- 2 x return economy class fares to Europe
- Return airport transfers
- Complimentary beverages all day, everyday, all meals, private butler service and all tipping and gratuities

To win, answer every daily question correctly and have the most creative answer to the final question.

Send your answers to scenic@traveldaily.com.au

3. On which deck on board a Scenic 'Space-Ship' will you find Crystal Dining?

Need a hint? [CLICK HERE.](#)

INSIGHT VACATIONS

The Art of Touring in Style

SALES MANAGER VIC

FIXED TERM

Insight Vacations, one of the world's leading operators of premium and luxury escorted journeys is looking for a results driven and energetic sales person to grow and manage a sales portfolio in Victoria.

Achieve budgeted sales targets whilst identifying new growth opportunities and developing strategies with travel agents and travel resellers to exploit opportunities in the VIC market.

- Fantastic opportunity for an experienced sales professional already in – or looking to break into the exciting travel industry.
- Autonomous role whilst supported by a national team.
- Great base + uncapped incentive scheme, fully maintained company car and amazing travel benefits!

Proven experience in consistently increasing sales year on year & innovative negotiation skills are essential along with a strong track record in communication, presentation & stakeholder relationship skills. We are looking for an individual with a strong desire to succeed, and above all a passion for travel!

For more information & to apply, log onto our recruitment website <http://recruitment.travelcorporation.com.au>



TRAFALGAR
see the world from the inside

contiki

INSIGHT VACATIONS
The Art of Touring in Style

Creative
Holidays

AATKings

UNI WORLD
DISCOVERY TRAVEL

ADVENTURE
WORLD

BUSABOUT

new horizons
holidays

Travel Daily is Australia's leading travel industry publication.

Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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

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

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

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

Publisher/Managing Editor: Bruce Piper **Editor:** Guy Dundas **Assistant Editor:** Matt Lennon

Contributors: Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** info@traveldaily.com.au

Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au

Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Travel Daily **WEEKLY**

CRUISE

travelBulletin

business events news

Pharmacy
DAILY

Travel Daily TV



STAY INFORMED

Want to know the buzz on new travel roles?
Curious to know what positions are coming up?
Register for exclusive opportunities today.

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com.au

NSW & ACT - 02 9231 6377 - apply@aaappointments.com.au
VIC, WA & SA - 03 9670 2577 - recruit@aaappointments.com.au
QLD - 07 3229 9600 - employment@aaappointments.com.au

BREAK FREE OF TRAVEL CONSULTING JOIN AA - TRAVEL RECRUITMENT CONSULTANT BRISBANE

GENEROUS SALARY PACKAGE

Tired of booking holidays? Want to stay in the industry but work behind the scenes? Now you can!
Join our fun team where you will enjoy interviewing candidates and assisting their careers, account management and business development. You will be rewarded with an excellent salary + bonus structure, as well as team perks including shopping vouchers, paid time off, full training and the opportunity to recruit for the best names in the industry.

LIFESTYLES OF THE RICH & FAMOUS! VIP LEISURE TRAVEL CONSULTANT

SYDNEY CBD – SALARY UP TO \$65K PLUS INCENTIVES

This premium customer service company organises both travel and events for their VIP clientele. Enjoy organising tailor-made exotic worldwide itineraries over phone & email; from a yacht in Monte Carlo to a private South African Safari tour. Known for employee retention due to a top salary, bonuses, extra days off & other benefits. If you have min 3 years exp, solid GDS, customer service skills & understanding of luxury brands; apply now. With a modern CBD office & work flexibility these roles won't be around long!

CONTRACT THAT WILL ENHANCE YOUR CAREER JUNIOR TRAVEL CONSULTANT

NORTHERN SYD – SALARY PKG UP TO \$40K PRO RATA

A boutique retail agency is searching for a passionate junior for a maternity contract. Service their loyal client base who organise private consultations as well as their walk-in clientele with worldwide high-end leisure and corporate requests. As part of a small team, you will be exposed to all areas of the business so this is a wonderful opportunity to learn & gain valuable experience. If you have min 1 years exp, passion & drive you will be rewarded with M-F only & working closer to home; it's the true work/life balance.

LOVE THE THRILL OF PRESENTING? PROMOTIONS DEVELOPMENT EXECUTIVE

MELBOURNE – SALARY PACKAGE TO \$63K +CAR + COMMS

This company focus on group travel to various worldwide destinations for select specialty markets. You will utilize your strong presentation skills to promote this unique brand to the market, maintain the well-established relationships and build new business. Previous sales executive experience is essential along with strong presentation skills and the flexibility to travel interstate (QLD). You will be offered a competitive salary, fully maintained car and a friendly team environment that have a fantastic staff retention rate.

SET SAIL – YOU WONT EVER LOOK BACK WHOLESALE CRUISE CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$70K OTE

Looking for the next step? Wanting to progress from retail and join the wonderful world of wholesale cruise.
Well this opportunity is it! You will use your expert cruise knowledge to assist agents with all bookings and enquiries for some of the world's leading cruise operators. You must have a min 2 years' experience, passion for everything cruise and flexibility to work a 7 day rotating roster. In return you will be offered a competitive salary with uncapped earnings, amazing incentives and fantastic famil opportunities!

A FRESH START FOR THE NEW FINANCIAL YEAR SENIOR TRAVEL CONSULTANT

PERTH – SALARY PACKAGE UP TO \$60K DOE

This independent agency is seeking a travel professional to join their boutique office. Predominantly servicing the high end leisure market and working off repeat and referral business this team offer a unique and tailor made service. You must have a min. 4 years industry experience with a following of clientele along with strong destination, product & GDS knowledge. You will join a very experienced and supportive team, enjoy Monday-Friday hours, great office located in Perth CBD and best of all luxury famil offerings.

RISE AND SHINE

SENIOR RETAIL TRAVEL CONSULTANT GOLD COAST – TOP SALARY PACKAGE DOE

Fancy a role in retail travel that's close to home? Well now you can have it all! This wholly owned agency located on the sunny Gold Coast is currently looking for an experienced Senior Retail Travel Consultant to join their team. Working mainly Mon to Fri hours your role will see you servicing repeat and referral customers and helping them plan the holiday of a life time. The perks include a strong base salary plus generous commission structure, famils, educationals, uniform allowance plus loads more! Interested? Apply now!

WHY NOT GIVE IT A WHIRL?

LEISURE GROUPS TRAVEL CONSULTANT BRISBANE CBD – SALARY PACKAGE UP TO \$55K OTE

Are you tired of face to face sales and boring itineraries? Why not enter the world of Group Travell This global travel company is expanding and they are searching for an experienced travel consultant to join their leisure groups department. Arranging group travel for events such as weddings and sporting groups will never see you yawning at work. Enjoy a strong salary package, Mon to Fri hours, uncapped commission and loads of industry benefits and discounts. Previous experience is essential, call AA today.



Working in partnership with the Australian Travel Industry

Leisure Travel Consultant

Gold Coast, \$Base + Commission, Ref: 1790SZ1

A great opportunity has become available for a strong Leisure Travel Consultant with a min of 2 plus years experience to build a strong network of clients within an established agency. Working with 2 other consultants, you will be servicing existing customers and taking in new enquiries predominately through phone and emails however, there will be foot traffic so great self presentation is a must. You will need a positive can do attitude with preferably some good client following.

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

Leisure Travel Team Leader

Sydney, \$65-75K + Incentives, Ref: 1801SJ1

I have a fantastic opportunity to work within a leading travel company as their Team Leader. This small team of experienced consultants are looking for a motivated & proactive leader. You will ideally have excellent experience in people and sales management as well as a passion for travel & cruise. This is a hands on role, you will enjoy the diversity of reservations & leading a professional team. Be rewarded well with a great salary, plus bonuses, modern offices & a central location.

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

Entertainment Travel Consultant

Melbourne, \$55-60k, Ref: 1780KF4

Would you like to work with the bright lights of entertainment? This successful agency is looking for someone to join their team, booking entertainment travel. From music artists to national sporting teams, they've been the travel manager behind more than 400 performance-related and sporting events, worldwide. This is a unique opportunity for savvy entertainment consultants who know how to think outside the square and are a creative problem solver. Interviewing now for an immediate start!

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

Corporate Travel Consultant

Perth, \$55-60k, Ref: 1803DV5

A leading independent agency are looking for another amazing person to add to their team! Looking for an experienced consultant that is happy to work on a split of 75% corporate and leisure! Ideally you will have experience working with VIP clients and be solid at ticketing! This company is a Corporate specialist in the market and has over 60 years of global travel experience to be able to help provide it's clients with tailor-made travel advice, solutions and corporate travel management!

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

Luxury Cruise Consultant

Brisbane, \$Competitive, Ref: 1345SZ2

High end, luxury, 5 star service! This is your opportunity to be apart of an ever growing company selling cruises around the world! You will need a minimum of 2 years experience in cruise consulting with a good background in the travel industry. Fantastic GDS knowledge is required for the role as well as a good understanding of the Australian cruising market. Fantastic customer service is required along with strong attention to detail and a positive attitude. Brisbane CBD location!

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

Travel Sales Manager – NSW/ACT

NSW, \$Attractive Package, Ref: 1541MB1

A leading Touring Travel Company is looking for a Sales Manager to help promote their specialist product across the NSW market. This role is perfect if you have Inside Sales experience or if you are an experienced Travel Consultant looking for your next career move. Predominantly on the road you will visit clients while also sourcing new business as well as brand awareness. A rare golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your career.

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

Luxury Corporate Travel Consultant

Melbourne, Up to \$66K DOE, Ref: 1741MD5MD1

Looking for a juicy new challenge? Fancy a Monday to Friday role with a fantastic salary package? This role will be varied and fast paced with no two days being the same. You will be within a team of experienced travel professionals that enjoy working hard and still know how to have fun! If you believe you always go above and beyond for each of your clients and think you would be able to handle the challenges that come with services VIP corporate clients then please look no further!

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

Temp Travel Consultant

Perth, Competitive hourly rate, Ref: 1076DV4

Are you looking for a new temp travel consulting work?! This boutique travel agency is seeking a temporary consultant to join their exciting and successful store! Based in Perth this will be a nice change from the daily grind and offers potential permanent employment too! Only experienced travel consultants would be considered for this role as you need to be able to hit the ground running! The successful candidate will ideally be trained on Sabre and be confident in their travel background.

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch

Win a trip of a Lifetime to South America

Consolidated Travel & LAN Airlines are giving the 5 best agents the opportunity to attend this exclusive famil* in October by achieving the highest sales between 29 June & 26 July 2015.



Flying daily ex Australia to the world on the most modern aircraft, the Boeing 787.



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 29 June to 26 July 2015 on 100% LA itineraries ex Australia plated to LA (045). Infant, Group sales, Wholesale and Cancelled or Refunded tickets are not eligible. *The top 5 agents with the highest International sales will win the major prize. To qualify a minimum of \$10,000.00 in net International sales is required. *The Famil is valid on LA services and will depart in October 2015, a participation fee will be required. All winners must be an international travel consultant and full time employee of the agency in Australia. Consolidated Travel and LAN 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 26 June 2015.



— LATAM AIRLINES GROUP —

