

EXPERIENCE A NEW CLASS OF BUSINESS

BUSINESS CLASS NOW
AVAILABLE ON TRANS TASMAN
AND PACIFIC ISLANDS FLIGHTS.

The Business Class you've been waiting for is arriving 31 March 2015*. With a stylish cabin, luxurious leather seats and a mouth-watering Luke Mangan designed menu, you'll feel at home from the moment you step on board. Add our brilliant people and you'll see that we've truly brought the romance back into flying.

Available for bookings now.



*Sydney to Auckland commenced 28 February 2015

 virgin australia

Ü+3 FRIENDS

could tackle Eastern Europe

LEARN MORE >

Travel Daily

First with the news

Tuesday 10th March 2015

Penny joined because she realised that the quickest way to increase her earnings was to take control

Every agent has a reason to join

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



HLO network restructure

HELLOWORLD has restructured the leadership of its non-branded networks, with head of Associate Networks David Padman having his role expanded to also incorporate the Affiliate and Concorde Agency networks.

Three dedicated "National Network Managers" will report to Padman - Michelle Ryan as National Manager Affiliates and Concorde Agency Network; Kate Cameron as National Manager of Helloworld for business; and

Steve Brady - formerly Travel Indochina/Insider Journeys gm commercial - as National Manager Associates.

Helloworld said the move was a recognition of the importance of the independent agency models, with the non-branded portfolio comprising 1200 members.

"We continue to listen and work closely with our independent agents to ensure they are deriving maximum benefit and support as part of Helloworld," Padman said, highlighting the group's scale and negotiating power.

He said major initiatives to be unveiled in coming months "will further entrench the advantage our independent agents enjoy".

VA Tasman Business

VIRGIN Australia is now operating a Business class cabin on its flights between Australia and New Zealand as well as to Pacific island destinations - see the **cover page** for details.

Today's issue of TD

Travel Daily today has seven pages of news & photos, including a front cover page for **Virgin Australia** plus full pages:

- AA Appointments jobs
- inPlace Recruitment jobs
- Railplus

Win by going green!

TODAY we feature another entry in this month's **TD** comp, in which a lucky reader will win a trip to Ireland courtesy of Tourism Ireland & Insight Vacations.

To enter, you have to "green" yourself **before St Patrick's Day on Tuesday 17th March**, and then answer a series of questions.

Today's entry is on **page seven**.

Business Class. Everyday fares.

New year-round published and combinable fares with Lufthansa Group.

Return from:

\$5190

Plus taxes and charges



 Lufthansa  Austrian  SWIRE

STAR ALLIANCE MEMBERS

INCREASE YOUR BOTTOM LINE



Revenue generating live booking tools with full BSP commission plus segment bonuses.

To find the best solution for your business call **1300 JET MAX** or visit jetmax.com.au now.



JETMAX

USA Your Way



SALE NOW ON!

Exclusive deals from L.A to New York, and everything in between.

Offer ends 17 April 2015

For more information visit www.qhv.com.au



Holidays

TravelManagers. Grow with a network full of individuals



P:1800 019 599

E: suzanneL@travelmanagers.com.au
join.travelmanagers.com.au

Perth non-stop to South Africa

Go to flysaa.com.au, call 1300 435 972, or contact the SAA Sales team

 **SOUTH AFRICAN AIRWAYS**
A STAR ALLIANCE MEMBER



BEST AIRLINE IN AFRICA



I found my job on jito

“ employers reach targeted job seekers. job seekers receive alerts to your mobile ”

view jobs post a job jobs in travel online www.jito.co

Travel Daily

First with the news


Tuesday 10th March 2015



Immediate Confirmation on selected Silversea Cruises!

Fully inclusive luxury cruising.
From **\$1,740*** per person
* Conditions Apply.

CLICK HERE for further details



NATURAL FOCUS SAFARIS

Our 2015/16 South America Brochure Is Out Now!

We are the experts in tailor made safaris and tours.

Contact
Natural Focus Safaris
on 1300 363 302
email info@awsnfs.com
www.naturalfocussafaris.com.au

Order brochures:
www.tifs.com.au

LIC NO: 30248

CX to offer A350 internet

CATHAY Pacific has confirmed it will equip its new Airbus A350 fleet with in-flight internet, with the carrier's gm product Toby Smith saying it has been slow to implement the technology until now due to restrictions which apply in Chinese airspace.

Smith is currently in Australia to launch CX's new "Life Well Travelled" branding (see **page 5**) and said the new aircraft, to be delivered from Feb 2016, will offer the facility, with trials to be undertaken after launch.

However with so many CX flights taking place across mainland China where the inflight internet cannot currently be turned on, he's not convinced it

will be implemented widely.

Smith said there had also been anecdotal opposition from top tier frequent flyers who said that being in the air is the only time they can enjoy being disconnected from work.

Despite this, CX will undertake "technology and pricing model trials" on the A350s once they start to arrive.

The new aircraft provide CX with significant additional flexibility.

"They are very fuel efficient, and will allow us to access new destinations which we can't get to with 777s or A340s," Smith said, suggesting CX is considering a number of currently unserved secondary ports in Europe for the new aircraft.

MEANWHILE, CX gm Australasia Nelson Chin also confirmed an 8% capacity boost on the carrier's Sydney flights from 01 Oct, when a 777-300ER will be deployed on CX100/101.

The upgauge means two of the carrier's four daily Sydney services will use the larger jet, with Chin saying the expansion was a response to strong loads.

EU looking at ESTA?

TOURISM authorities across Europe are considering banding together to offer a combined tourist visa, with money collected from an associated fee to be used for visitor promotion - similar to the ESTA system for tourists to the US which funds Brand USA.

Believed to be in the concept stage, currently the proposal was discussed at the ITB trade show in Berlin last week, with AFTA ceo Jayson Westbury taking part in the discussions.

He urged officials not to proceed with such a move which would create another impediment to travel and the benefits it brings to economies across the globe.

For more, see Westbury's exclusive **Travel Daily** column on **page six** of today's issue.

Qantas ZQN boost

QANTAS yesterday announced it will lift capacity to Queenstown during the upcoming Easter holidays and peak ski season.

A fourth weekly Sydney flight will be added over Easter, while daily SYD-ZQN flights will operate from Jul until the end of Aug.

Twice weekly BNE-ZQN flights will operate from 08 Jun-26 Sep.

CZ Perth adjustment

A FOURTH weekly 787 service between Guangzhou and Perth will be launched by China Southern Airlines from 15 Jul, GDS displays indicate.

Other adjustments will see the *Dreamliner* fly overnight from Perth on Tue and Fri, departing at 2330 and arriving in CAN at 0740.



Imagine the stories

BOOK BEFORE 31 MARCH AND A COMPANION

FLIES FREE

ON SELECTED SMALL GROUP JOURNEYS



Previously
TRAVEL INDOCHINA

CLICK HERE | CALL 1300 362 777

Why JC Holidays?

We have unbeatable prices that will secure your customer loyalty and drive high volume.

THE GULF STATES & EGYPT SPECIALISTS

jcholidays.com.au



JCHolidays

Tired of earning low wages?

PHONE A
friend
to start earning more
03 9034 7071

travel counsellors



With us...it's personal



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

Tuesday 10th March 2015



US\$39m ticket settlements

EIGHT airlines accused in a US class action involving the price of Trans-Pacific tickets will contribute more than US\$39 million to settle the long-running case, with affected passengers able to submit claims for compensation later this year.

Last year, settlements were agreed with Qantas for \$550,000 and Singapore Airlines for a whopping \$9.2 million (**TD** 24 Sep), with other participating carriers now incl Japan Airlines (\$10 million), THAI Airways (\$9.7 million), Cathay Pacific (\$7.5 million), Vietnam Airlines (\$867,000) & Air France (\$735,000).

Passengers will be able to claim if they bought a ticket which included at least one flight segment from the carriers between the US and Asia or Oceania between 01 Jan 2000 and the present.

The settlement moneys will be

distributed pursuant to a "plan of allocation" approved by a court in San Francisco hearing the case.

Purchasers will need to submit a claim form online or by mail, with the earliest deadline to file a claim being 19 Sep 2015.

Anyone who wants to exclude themselves from the settlement and retain the right to sue the airlines can do so by 17 Apr 2015.

The lawsuit continues against a number of other carriers which have not agreed to settle, including Air New Zealand, ANA, China Airlines, EVA Airways and Philippine Airlines.

See airlinesettlement.com.

EY 787-9 to Zurich

ETIHAD Airways has temporarily deployed its new 787-9 aircraft on the Abu Dhabi-Zurich route this week, with GDS showing the *Dreamliner* flying between the cities for seven days.

DVI ASX query

DISRUPTIVE Investment Group, the parent company of BYOjet, has responded to a "financial condition query" from the Australian Securities Exchange, saying the firm is confident its recent half year report "gives a true and fair view of the financial performance and position of the company".

The ASX highlighted a "Qualified Conclusion" in the results where DVI's independent auditor was unable to confirm the value of the firm's \$900,000 convertible note investment in Professional Performance Systems (PPS) - the BYOjet holding company.

DVI said it's currently in discussion with its auditors about the issue, saying it believes the carrying value is accurate based on similar acquisitions.

Disruptive Investment Group's record of its share of the net loss of PPS for the period to 31 Dec totalled \$406,818.



Window Seat

SOME canine contraband surprised US security officers at New York's La Guardia Airport earlier this week.

After a suitcase heading for an American Airlines flight set off an alarm, Transportation Security Administration agents checked the contents and found a seven year old chihuahua.

When they contacted the owner she was apparently just as surprised as the officers.

"The woman said that the dog must have climbed into the suitcase and curled up in the clothing while she was packing for her trip," said a TSA spokeswoman.

The passenger contacted her husband who came to the airport to collect the pet and take it home.



HOTEL IL PELLICANO
PORTO ERCOLI, ITALY



THE LEADING HOTELS
OF THE WORLD®

DISCOVER THE UNCOMMON

Created for the traveler who thrives on discovery and is captivated by culture, our portfolio is a curated collection of luxury hotels, each as authentic and distinct as the destinations in which they are found.

Help uncover your clients Remarkably Uncommon experience.

Request your copy of the 2015/2016 Leading Hotels of the World directory today. Email kirsty.mcguire@lhw-offices.com or contact (02) 9377 8414



/leadinghotels



/leadinghotels



/leadinghotelsvideo



/leadinghotelsoftheworld

LHW.COM/EXPLORE
#LHWTraveler

IATA: 2014 a safe year to fly

DESPITE the tragic loss of MH370 and MH17 last year among others, the "2014 global jet accident rate" was the lowest in history according to a report released overnight by IATA.

During the year there were 12 fatal accidents worldwide involving all aircraft types, with a total of 641 fatalities.

That compared with a five year average of 19 fatal accidents and 517 fatalities annually between 2009 and 2013.

"Any accident is one too many and safety is always aviation's top priority," said IATA ceo and director general, Tony Tyler.

"While aviation safety was in the headlines in 2014, the data shows that flying continues to improve its safety performance".

Because MH17 was destroyed by anti-aircraft weaponry, it was not included in the figures as an accident, but Tyler said even if it had been part of the total, 2014 still saw a reduction in fatal accidents.

During the year more than 3.3 billion people flew safely on 38 million flights, Tyler said, with IATA continuing to focus on safety via a six-point data-driven approach to identify "organisational, operational and emerging safety issues".

Royal Rendezvous

THE historic crossing of *Queen Mary 2* past *Queen Victoria* on Sydney Harbour this Thu will be celebrated with a firework display scheduled for 9:15pm.

It will be the first time the two Cunard ships have spent the day together in Sydney.

The Royal Rendezvous will occur when the *QMII* leaves Circular Quay and sails past QV which will be anchored at Athol Buoy.

Powell to Trafalgar

FORMER Avis Scholarship winner (2002) and NTIA finalist Anna Powell has been recruited by Trafalgar as the company's sales manager for Queensland & Northern NSW.

Powell has more than 20 years industry experience, with prior roles as senior sales executive for Singapore Airlines, Queensland business development mgr for GSA Airline Marketing Australia & manager Australia Zoo Travel.

Virgin ship deal soon

SIR Richard Branson says his new cruise enterprise is "in the final throes of negotiation" with a ship builder, likely to be based in Germany or Italy.

According to the UK *Telegraph*, Branson's Miami-based Virgin Cruises offshoot will spend US\$1.7 billion on an initial order for two ships in coming weeks.

Sydney Olympic Park parkland accom plan

NSW Planning & Environment has closed submissions for the development of tourist and visitor accommodation within the Newington Armory precinct at Sydney Olympic Park.

Proposed changes cover about 25 hectares of land at heritage listed site that covers 80 buildings in the Armory, formerly used to house weapons and equipment for the Australian navy.

"Our proposed changes could increase access to the Armory on weekends, and allow for a greater range of new uses including cafes, restaurants, markets and tourist and visitor accommodation," the NSW Government said.

"These potential new uses would allow more people to experience a part of the parkland that has been largely off-limits to the community," the govt added.

Avis Italy purchase

ITALY'S fourth-largest vehicle rental business Maggiore Group has been purchased by the Avis Budget Group for approximately US\$170 million, with the sale tipped to close during Q2 2015.

Maggiore has a network of over 140 locations, offering a selection of car and van rentals.

The conglomerate says it plans to launch a Budget-Maggiore dual-branding strategy to strengthen its presence in Italy, at the same time building scope for its outbound business ex Italy.

Hainan to BOS, ROM

CHINESE carrier Hainan Airlines is adding new twice weekly flights from Chongqing to Rome from 27 Apr and three weekly Shanghai Pu Dong-Boston frequencies from 20 Jun, GDS displays indicate.

The Shanghai-Boston route was flagged exclusively by *Travel Daily* earlier this year (*TD* 16 Jan).

Four weekly services between Shanghai Pu Dong and Seattle are also now able to be booked, with reservations open starting 22 Jun.


Tuesday 10th Mar 2015

Mantra distribution

SITEMINDER has been selected to take on the online distribution duties for Mantra Group and its portfolio of three property brands BreakFree, Mantra and Peppers.

Under the deal, which saw SiteMinder selected via a tender process, the firm will power the Mantra MAX Distribution Hub once integrated through 250 of the world's largest sales channels both online and through industry.

"With SiteMinder, we have the opportunity to grow effectively in new markets," Mantra Group revenue director Luke Moran said.



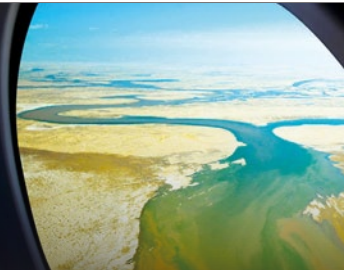
Australian Air Holidays®
stunning flightseeing

F50 aircraft

LAKE EYRE

with

WATER!



COOBER PEDY, LAKE EYRE and BIRDSVILLE


CLICK HERE for INFO

Phone 1800 815 906

Full commission on total package fare

CONSULTANT Gift Card per booking* **\$100**


*Conditions apply



Australian Air Holidays®
stunning flightseeing

F50 aircraft

ALICE and ULURU



DIRECT TO/FROM PERTH
4 days

Sounds of Silence Dinner

CLICK HERE for INFO

Phone 1800 815 906

Full commission on total package fare

CONSULTANT Gift Card per booking* **\$100**

*Conditions apply

BROCHURE OUT NOW

VOYAGES TO SOUTH AFRICA, INDIA & SOUTHEAST ASIA

NOVEMBER 2015 - MARCH 2015

book early and save! plus free air on selected sailings




VOYAGES to ANTIQUITY

Tuesday 10th Mar 2015

Tassie Autumn promo

TOURISM Tasmania has rolled out the latest version of its *Go Behind the Scenery* campaign aimed at enticing travellers from Sydney, Melbourne and Brisbane to the state during autumn,

Valued at approximately \$4.7m, the campaign focuses on visitors exploring Tasmania's "nooks and crannies, offbeat and original places, filled with unusual experiences and an invitation to personally go deeper behind the scenery," CEO John Fitzgerald said.

The print, online and billboard campaign runs until 19 Apr - see www.gobehindthescenery.com.au.

**BECOME A
100% PURE
NEW ZEALAND
SPECIALIST.**

CLICK HERE >

traveltrade.newzealand.com

**100% PURE
NEW ZEALAND
SPECIALIST**

Delve deeper in Cuba

AUSTRALIAN-BASED Latin and Central America specialist Contours Travel says interest from agents and travellers keen to visit Cuba has "sky-rocketed" following the easing of travel restrictions between the island country and the United States (**TD** 16 Jan).

MD Ted Dziadkiewicz said Cuba has consistently been a popular destination for Aussie travellers but the re-establishment of diplomatic relations with the USA has "clearly intensified" interest.

Dziadkiewicz welcomed renewed interest in Cuba but urged agents & travellers to look beyond the capital or typical activities and experiences.

"Travellers should know that there is much more to Cuba than Havana, music, cigars, rum and salsa. The appeal of the island & people really does stretch far beyond what is already iconic."

He suggests tourists should visit the sugar mill township called 'Australia', sample fresh lobster for only \$10 and meet locals in a unique home-stay experience.

Carlson ceo resigns

THE CEO of global hospitality & travel firm Carlson, Trudy Rautio has confirmed she will depart the Minnesota-based business in May.

Rautio took to the chief executive officer position in 2012.

Last Aug, Carlson acquired full ownership of retail travel group Carlson Wagonlit Travel.

Rautio's departure will see the business split into hospitality and travel divisions, headed by Carlson COO David Berg - who will become Carlson Hospitality CEO - and existing CEO of travel management at Carlson Wagonlit, Doug Anderson.

JW Marriott LA upgr

JW MARRIOTT Los Angeles L.A. Live is set to expand inventory by 755 rooms with a new tower to be built by owner AEG at the site. The project will boost the total room count to 1,756 rooms.

#Cathay gets social



ABOVE: Cathay Pacific's general manager product Toby Smith visited Sydney yesterday to highlight the carrier's new "Life Well Travelled" campaign.

As well as three new TVCs, the wide-ranging Life Well Travelled theme also resonates internally across the CX business, with

other initiatives including a long-awaited website makeover.

Social media is also part of the mix, with Smith posing above in a giant novelty Instagram frame together with Nelson Chin, CX general manager Australasia.

To view the new TVC see traveldaily.com.au/videos.



We Love Changing People's Lives! Do you?

Managing Director, Australia & New Zealand - Melbourne

Working for G Adventures is a lifestyle choice that will give you the chance to work for an organization that is focused on leading with service and proud of being market leaders. We are a "work hard, play hard" company that is dedicated to entrepreneurial spirit.

The Managing Director for Australia & New Zealand is responsible for achieving the company's short term and long-term commercial, cultural, and brand objectives within the region. As the outbound travel market represents a large commercial opportunity for G Adventures this role is committed to the continued growth and development of current and new outbound markets with the aim of making G Adventures the most recognizable and dominant brand in the adventures space.

The ideal candidate will possess:

- 5+ years in a similar strategic or director-level role in the travel industry with specific experience in partnership/account management
- Post secondary degree in a related discipline
- Proven track record of winning new business and delivering consistent business growth in Australia & Zealand

Are you ready to embrace the bizarre? If so please email your resume, cover letter, and salary expectations to talentagency@gadventures.com. Please mention MD, Australia/New Zealand in the subject line of your email.

Mixed Business Class & Economy Class Fare

ECONOMY / BUSINESS CLASS

London \$ 3,444*

Paris \$ 3,102*

call 1300 332 077 for more details or [Click here to find out more.](#)

Sales Period: Now - 31 March 2015

Travel Period: Now - 30 September 2015

AIR MAURITIUS

*Ex Perth. Terms & Conditions apply.





AFTA UPDATE

The latest updates from AFTA's
Chief Executive, Jayson Westbury

LAST week during the ITB travel show in Berlin I was able to take part in a very important debate about the way in which countries and in particular Europe, may look to fund their tourism promotional activities.

Many would be aware that the USA has taken on the idea of using ESTA visa waiver fees to fund the Brand USA operation and it appears that the EU might have considered a similar concept.

Clearly there is some merit in the policy settings that have brought about the US model, but as the point was made at the ITB conference, governments should fund national tourism promotion from consolidated revenue - as Australia does both federally and at a state level - rather than charge the very tourist that has gone to the country in question and supported the country's economy.

The suggestion of adding more taxes and charges to tourists across the globe is not one that is welcomed by the travel and tourism industry globally. Nor indeed by the travelling public as it simply makes what is already a costly exercise even more expensive and, one could argue, with little return on the investment for the tourist.

Further to this point, the UNWTO is on a mission to introduce the notion of the "Freedom of Travel". In a nutshell they are arguing that the requirement of countries to impose visas for entry to a country should be reviewed and as much as possible removed to make travel easier, simpler and more cost effective.

As all Aussies know when you go to an EU member country in Europe, all you need is your passport, you don't need to apply for a visa or do anything other than turn up. Oh, apart from filling in the green departure card in Australia which we continue to talk to the federal government about - bringing that green departure card into the 21st century either by way of an online process or other form of collecting the data that is deemed necessary.

This process falls further into the push by the UNWTO for the "Freedom of Travel". I don't think anyone has a problem with governments all around the world protecting their borders and implementing processes to do this, but the simple message at ITB this year was, make it simple and remove costs at every level.

A very interesting exchange as to how different countries are approaching these many vexed and complex issues. Time will tell, but I think the notion of the EU introducing a fee system like the USA is unlikely.



Air NZ Apple Watch

AIR New Zealand customers will soon be able to receive flight info and notifications sent to their wrist via the new Apple Watch which was unveiled overnight.

The device will also provide Air NZ customers a flight departure countdown feature, electronic boarding pass and ability to order barista-made coffee at lounges.

Nyepi Bali black out

DESTINATION Asia Indonesia is advising its operations in Bali will be restricted during the annual observance of the Hindu celebration, Nyepi (Day of Silence), taking place between 20-22 Mar.

The day is marked by strict silence, fasting and meditation.

The firm says it will resume normal office hours on 23 Mar.



The Lido Group are the leaders in providing TMCs as well as corporate and government clients with global hotel booking and payment solutions. We are currently undergoing rapid expansion and are seeking enthusiastic and ambitious candidates to fulfil either part-time or full-time roles in our Sydney office.

- **Accommodation Consultants**
- **Contracting Specialists**

To apply, please send your resume to careers@lido.com.au

QR A350 FRA boost

QATAR Airways has launched its second Airbus A350 XWB, with the jet deployed on the Frankfurt route, boosting capacity with the aircraft ex Doha to double daily.

Tuesday 10th Mar 2015

AI marks Int'l Women's Day



ABOVE: Air India celebrated International Women's Day on Sun, operating all-female crew on a number of international and domestic air services.

The Star Alliance carrier also marked the occasion on the ground to highlight its pride of place for women employees, Air India commented.

On the day, AI also operated its

first all-women long haul Boeing 787 Dreamliner service from Delhi to Melbourne on flight AI302, with the crew (pictured) containing two of the world's first all female cockpit crew from 30 years ago which operated on the Calcutta-Silchar route under the former Indian Airlines brand.

EK bargain Kiwi fares

TRANS-TASMAN airfares with Emirates to Auckland have been slashed to lead in at \$199 one-way departing from Sydney, Melbourne & Brisbane.

To avail the offer, flights need to be ticketed by 14 Mar for travel between 06 Apr-25 Jun, 06 Jul-17 Sep and 05 Oct-30 Nov.

Business class fares are also discounted to \$699 one-way, for travel to 30 Nov.

Visit USA winners

CONGRATULATIONS to the winners of Visit USA's Disney Parks and Resorts questionnaire competition which was held during its recent National Expos in Brisbane, Melbourne & Sydney.

The winners were required to correctly answer 20 questions based on presentations from the various US suppliers on the night.

Winners were Kathy Wilson, MTA in Brisbane, Lauren Perrow, Escape Travel Bendigo, (Melbourne event) and Leslie Jennings, helloworld Emu Plains, Sydney.

Each agent won three nights accom at the Disneyland Hotel & two 4 Day Park Hopper Passes.



Sponsored by:



CONGRATULATIONS

Nicole Curtis

from **Maxims Travel**

Nicole is the top point scorer for Round 1 of *Travel Daily's* NRL industry footy tipping competition. Nicole has won a double admission pass to SKYWALK at Sydney Tower Eye, courtesy of Merlin Entertainments Group.



Major Prize:

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

Tuesday 10th Mar 2015

Canada/China visas

CHINA has continued its push to open up North America to its citizens, confirming it has reached agreement with Canada for dual visas with up to ten year validity.

The deal was reached at the end of Feb, taking effect next week, Foreign Minister Wang Yi said.

Under the pact, multi-entry visas for business, tourism or family visitation will be issued by visa offices in both countries, with each stay capped at 180 days.

It comes three months after China signed a similar deal with the United States which will allow multiple entries for student and exchange visitors (**TD** 11 Nov).

Counsellors in control

TRAVEL Counsellors commercial director Kirsten Hughes has urged its agents to "take control of the way they run their business," by placing value on the standards of customer service offered.

Hughes said the company was not about traditional ways of running a travel business through high sales at a low margin.

She added TCs should also enjoy benefits of in-house technology.

Points nearly gone

EXCITE Holidays says less than one million bonus points remain as part of its 2.5 million point giveaway (**TD** 18 Feb).

The B2B wholesaler is reminding the trade to get its hands on a share of the points, which can be earned with bookings of selected properties in the US and Canada.

Each booked night at eligible hotels earns 1000 bonus points.

Celebrating St Patrick!



CHERYL Ryan from Queensland-based 123 Travel Conferences sent in the above photo as her entry in this month's **Travel Daily** competition.

She's **pictured** in her Irish regalia with husband Michael and daughter Maggie, and told **Travel Daily** that "with a name like Ryan" her family always celebrate St Patrick's Day.

Cheryl is now on the way to win a trip for two to Ireland, including Economy flights for two people courtesy of Tourism Ireland and an Insight Vacations seven day guided holiday for two plus pre and post accom in Dublin.

We need your "green" photos by next Tue 17 Mar, and then there will also be a series of questions to help decide the winner of this massive prize.

For details see the competition box at left.

Territory promotion

THE Northern Territory has reported the highest number of visitors in five years, however Chief Minister Adam Giles has said there's "still more to do".

Aimed at boosting visitor levels further, the Territory is embarking on a month-long promotion blitz designed to drive new visitors.

The Territory has partnered with Qantas to promote its Walkabout Pass through a new digital marketing campaign going live in the United Kingdom, which highlights air connections to the Top End and Red Centre.

A \$250,000 campaign focused on the arrival of Virgin Australia to Alice Springs will also roll out.

Scoot Easter promo

BUDGET airline Scoot is getting in early to celebrate Easter, with fares on routes from Singapore to Sydney, Gold Coast and Perth priced from \$139 in Economy.

'Scootbiz' fares lead in at \$299 one way, inclusive of taxes.

The promotion is based on departures between 13 Mar and 15 Jun (excl blackout periods).

Fares go on sale at 3pm AEDST on Fri 13 Mar until 3pm Tue 17 Mar.

Flights to Sydney and Perth are operated using brand new 787 aircraft, with the Gold Coast route switching to 787s in Apr.

Jump into Ireland
ireland.com

INSIGHT VACATIONS
The Art of Touring in Style

WIN a trip to Ireland

This month **Travel Daily** is giving the travel industry a chance to win a trip to Ireland, courtesy of **Tourism Ireland** and **Insight Vacations**. The prize includes:

- Return economy flights from Australia to Ireland for two people (including taxes)
- Pre and post-tour accommodation in Dublin, courtesy of Tourism Ireland
- Insight Vacations 7-day "Focus on Ireland" guided holiday for two (twin share)

To win this amazing prize you'll need to do two things:

1. Send us a photo that celebrates Ireland's national day by greening yourselves, your business, whatever you want, for St Patrick's day before COB 16th March and,
2. From 17th March answer the daily question correctly and have the most creative answer to the final question

Send your 'going green' photo by COB 16th March to:
irelandcomp@traveldaily.com.au

Having some trouble thinking how you can go green? Check out these guys for some inspiration:

Terms & conditions

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 CRUISE WEEKLY **travelBulletin** business events news **Pharmacy DAILY** **Travel Daily TV**

**AUTUMN HAS BLOWN GREAT
ROLES OUR WAY!
BREEZE INTO AA TODAY**



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

NSW & ACT – 8/6 O'Connell St, SYDNEY – (02) 9231 6377 – apply@aaappointments.com.au

VIC, WA & SA – 1/167-169 Queen St, MELBOURNE – (03) 9670 2577 – recruit@aaappointments.com.au

QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – employment@aaappointments.com.au

**A NEW DIRECTION IN YOUR TRAVEL CAREER
TRAVEL RECRUITMENT CONSULTANT
SYDNEY & MELBOURNE
SALARY PACKAGE circa \$70K + BONUSES**

Due to the current demand, AA is expanding our Sydney and Melbourne offices. As a result we are in need of talented travel professionals to service the recruitment needs of our exclusive client accounts. You will enjoy interviewing candidates and assessing their career opportunities, short-listing talent, reference checking, account management and business development.

You will be rewarded with an excellent salary plus bonus structure, advanced on the job and professional training, opportunity to work with the best names in the industry and long term career prospects; as well as access to team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent industry knowledge, strong communication and interpersonal skills and the ability to work well in a team.

Interested? Apply now on apply@aaappointments.com.au
Want to know more? Contact our MD today 02 9231 6377.

**2 x DOMESTIC ROLES JUST CALLED IN
DOMESTIC CORPORATE TRAVEL EXPERTS X 2
PERTH - SALARY PKG UP TO \$49K (DOE)**

Just in, 2 x domestic corporate roles in Perth for a leading TMC. If you are a retail travel consultant who has been dreaming of moving into a dedicated corporate role we can help you make the transition. This global travel company now requires 2 new domestic consultants for 8 month contracts with the view of going perm. You will book interesting and intricate travel itineraries while working as part of a large team. This role will see you earning a high base salary and moving away from the time wasters.

WHAT ARE YOU WAITING FOR?

**BUSINESS DEVELOPMENT MANAGER
MELBOURNE – SALARY PKG UP TO \$70K (DOE)**

Calling all sales focused consultants in Melbourne. Here is your chance to move away from consulting and into a lead in business development role in Melbourne. This role is with an expanding innovative global technology company in the travel industry. You will join their sales team in Melbourne and drive the business forward while trying to gain more business and manage existing clients. With Monday – Friday hours on offer and a high base salary let us help you step into this junior business development role.

LOVE ALL THINGS CRUISE?

RETAIL TRAVEL CONSULTANT

MELBOURNE – SALARY PKG UP TO \$55K (DOE)

We are currently recruiting for an experienced travel consultant to join this well-established boutique office in the heart of the CBD. This role will see you selling all aspects of high end leisure arrangements with a strong focus on cruise. If you have at least 5 years retail experience, strong cruise knowledge (ICCA accredited) then we would love to help you secure this role. With Monday – Friday hours on offer and high base salary you would be crazy not to apply to this role. Call us today and never look back.

FUN WITH NUMBERS

CUSTOMER ACCOUNTING CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$65K (DOE)

Our client is a leader in online travel and due to growth is in need of a committed, hard-working travel accountant to join their growing team. This is a newly created role will see you working with a back log of reconciliation, ledgers and accounts. Ongoing you will be responsible for ensuring files are correct, monies are paid to suppliers and all reconciliation is correct at the end of each month. If you have a keen eye for detail, strong Galileo and are ready for a behind the scenes role then we want to hear from you.

TAKE A LEAP

RETAIL TRAVEL CONSULTANT

GOLD COAST – TOP SALARY PACKAGE

Are you an experienced sales focused travel consultant who loves networking and bringing in new business? At this leading agency you will handle enquiries from a loyal referral & returning client base whilst using your own exceptional sales skills to build your own base including networking & local promotion. A minimum 3 years' experience, strong sales & customer service skills, exceptional product knowledge & be personally well travelled. Enjoy a fantastic office location, strong salary package and incentives. Apply now!

TAKE YOUR PICK

WHOLESALE TRAVEL CONSULTANTS

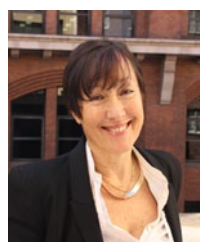
BRISBANE CBD – UP TO \$55K ++ OTE

Looking for a role where your hard work is rewarded. Want to sell a product you are passionate about? This global wholesaler has roles available in both their domestic & international teams. You will sell a range of destinations and packages in this dynamic office and every day will bring a new challenge. Great career development, superb \$\$ package and the best benefits the industry has to offer! All you need is a min 12 months consulting or reservation experience, proven sales skills, a great attitude!



7 Steps to succeeding at your next Skype interview!

Read our latest inPlace Blog



Cristina Gines

Temp Assignment Corporate Leisure - Syd

- ▶ Monday to Friday 9-5pm
- ▶ Sydney North Shore location
- ▶ Excellent \$\$ starting end March

Add a prestigious Corporate Leisure assignment to your CV. A two month contract opportunity is available for an experienced Corporate Leisure Consultant to handle arrangements for discerning clients.

Minimum 3 years' corporate leisure experience and excellent airfare knowledge is required within the Australian marketplace including:

- ▶ Amadeus CRS essential, with Tramada Next Gen desirable
- ▶ Up-to-date product and ticketing knowledge
- ▶ Superior customer service

So if you are looking for work flexibility and the variety that temping brings, why not consider this or other roles with inPlace Recruitment?

We also have a variety of other temp roles available in Corporate, Events, Leisure and Retail Travel.

Call Cristina or [click here](#) for more details

Client Relations Coordinator - Sydney

- ▶ Popular wholesaler with excellent staff benefits
- ▶ No face to face or phone contact!
- ▶ Salary from \$45K + company incentives

Resolve both agent & customer concerns in writing, make compensatory recommendations to team leader, monitor quality control & enhance the customer relations database.

Call Ben or [click here](#) for more details

Airfares, Res & Ticketing Cons - Sydney

- ▶ Fares, Ticketing & Airline liaison specialist
- ▶ Potential bonus to increase your income
- ▶ Great employee benefits

Variety plus in this part Airfares/Ticketing part Reservations role with this prestigious travel wholesaler specialising in European tour packages.

Call Ben or [click here](#) for more details

Corporate Multi-Skilled Consultant - Sydney

- ▶ Salary to \$55K + super doe
- ▶ Sabre / Tramada Next Gen
- ▶ Monday to Friday only

Boutique corporate travel agency is seeking an experienced consultant to handle a dedicated portfolio of accounts both domestic and international itineraries.

Call Cristina or [click here](#) for more details

Inbound Travel Consultant - Luxury Products

- ▶ Join a team of domestic travel specialists
- ▶ Great company with career growth potential
- ▶ Based in Melbourne or possibly Sydney

Known for their high end, luxury products our client seeks an experienced travel consultant with a love of Australia to handle bookings from agents and the direct public.

Call Ben or [click here](#) for more details

Senior Retail Cruise Specialist - Sydney

- ▶ Stable & prestigious cruise agency
- ▶ Various office incentives to keep you rewarded!
- ▶ Salary to \$55K + super

Fast paced office working with unique high end tours, this position offers a great opportunity to expand your cruising knowledge. Dealing with direct customers - limited walk-ins.

Call Cristina or [click here](#) for more details

rail  *plus*

Great Train Journeys

OF THE WORLD

EUROPE | ASIA | NORTH & SOUTH AMERICA | AFRICA | INDIA | RUSSIA | AUSTRALIA

Ever dreamt about an adventure on one of the World's many Great Train Journeys?
Rail Plus can help to make your dream a reality.



Contact our dedicated Luxury consultants for further enquiries:
Call (03) 8779-4828 or railjourneys@railplus.com.au