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First with the news

Tuesday 5th May 2015

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Philippine capacity boost

THE Australian and Philippine Governments have agreed to boost capacity between the countries by 55% over the next 12 months.

The move, revealed by Minister for Infrastructure & Development Warren Truss yesterday, follows talks with Philippine budget airline Cebu Pacific Air (**TD** 24 Mar).

Under the new arrangement, capacity entitlements between Australia & the Philippines will be boosted to 8,300 seats each week (from 6,000), rising by a further 1,000 seats from Mar next year.

Currently, the route is flown by Qantas, Philippine Airlines and relative newcomer, Cebu Pacific.

CEB previously indicated it wants to add additional frequencies from Manila to Sydney and potentially introduce new services to either Melbourne or Brisbane.

Truss said the new arrangement expands codesharing opportunities for Australian airlines, "providing potential for our airlines to expand their global networks and connectivity through cooperative marketing arrangements with overseas partners".

The refreshed agreement will allow growth of 10.5% over the past five years to be sustained for another four years, "recognising the potential of Australia as a prime tourism destination within the Asia-Pacific region," he said.

Cebu Pacific gm long-haul Alex Reyes welcomed the move, telling **TD** the new capacity will assist the carrier "meet increasing demand in the long term".

CZ agent incentive

CONSOLIDATED Travel will reward top selling agents of China Southern flights in May with a \$2,000 voucher - details on **pg 11**.

Scenic wonderment

SCENIC is spruiking its identity change to **TD** readers, again taking out the **cover page** in celebration of its new branding.

Today's issue of **TD**

Travel Daily today has nine pages of news, a photo page for **Excite Holidays**, a front cover page for **Scenic**, plus full pages from: (**click**)

- AA Appointments jobs
- Consolidated/CZ promo

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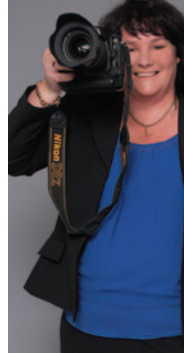
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Industry "under pressure"

TRADITIONAL tour operators in Australia need to reinvent themselves in order to compete against a booming international low-cost fly/drive market, says the global head of The Travel Corporation, Brett Tollman.

Speaking with **TD** last week at an AAT Kings event in Sydney, Tollman acknowledged brands within the TTC have, or are about to, undergo a "massive reinvention program" to ensure they remain competitive with OTAs.

Tollman said visitors coming to Australia from traditional markets don't necessarily need to do escorted tours anymore due to the fly-drive deals and low-cost airline options available.

He said cheap domestic airfares available now compared to what was in market five or 10 years ago, has seen demand for escorted touring drop.

"Even 10 years ago, there wasn't even huge demand for touring in Australia," Tollman said.

To address concerns, AAT Kings has focused on more short breaks, developing the Inspiring Journeys product and formed

strategic pacts, such as ties with Down Under Tours.

"We've spent the last several years trying to reinvent the business from branding to the quality of experiences we've got coming out", he told **TD**.

Tollman admitted the rapid growth of river cruising meant TTC's broader touring model was under "significant threat."

Trafalgar and Insight Vacations have already been through the "reinvention," with other brands such as AAT Kings and Contiki also heading down the same path.

"Our industry is under significant pressure from OTAs, whether that's Expedia or Priceline, but competition is always great," he commented.

"For those who respond timely enough, it helps you to look at your business to determine 'are you doing enough to engage your customers, deliver great value & experiences' and to be able to compete in this very competitive, disruptive business," Tollman said.

"I think competition is fantastic and we are certainly not scared by it, but rather challenged."

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Tuesday 5th May 2015

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Serko buys Arnold from Wotif

EXPEDIA has jettisoned the Arnold Travel Technology business it acquired as part of the Wotif takeover (**TD** 17 Jul), selling it to New Zealand-based Serko Limited for a "nominal sum".

Arnold Travel Technology became part of Wotif.com when it in turn took over travel.com.au in 2007 (**TD** 17 Oct 07).

Arnold is a technology operation which develops online booking engines for travel agencies and corporate travel programs across Australia and New Zealand.

Serko said that as long as it retains the majority of Arnold's existing client base, its revenues will increase 7-8% for the six months to 30 Sep 15.

Overall, the transaction is expected to boost Serko's Australasian "transactional volume" by a minimum of 20%.

"This is an important strategic investment for Serko given we

now expect around US\$4 billion of Australia's corporate travel spend to be booked through Serko's platforms," said Serko ceo Darrin Grafton.

He said the transaction, combined with Serko's ongoing relationship with Expedia, would allow Serko to continue to serve Arnold's corporate clients and government accounts and "to affirm our commitment to our TMC resellers, which we maintain are crucial to our ongoing success in the region".

AW world roadshow

AGENTS in Sydney, Brisbane, Melbourne and Perth are invited to attend Adventure World's '2015 Experience the World' roadshow, which kicks off from next week.

A swag of prizes are up for grabs at each event including an Alaska cruise for two - for venue info and to register to attend - **CLICK HERE**.

FC Mexico expansion

FLIGHT Centre Travel Group has signed a preliminary agreement to purchase Mexico City-based corporate travel management firm Koch Overseas de Mexico.

The firm has over 100 staff at its HQ and offices in Monterrey, Puebla and Cancun and is closely aligned with FLT and its FCM Travel Solutions network.

FLT md Graham Turner this morning said the legally non-binding deal will enhance Flight Centre's ability to "compete for and win corporate travel accounts throughout the Americas".

"Having a company-owned presence in Mexico is a natural extension of our business in North America, which now includes more than 550 shops and businesses in the United States and Canada, and will provide a springboard for further growth in the region," he added.

Details of the transaction value have not been disclosed as yet.



Window Seat

SPACE tourism crossed another "final frontier" this week when an Italian astronaut became the first barista in space.

Samantha Cristoforetti, who is currently residing at the International Space Station, cranked up the first espresso machine in space and made herself a coffee, sipping from a special cup designed for use in a zero gravity environment.

The special coffee maker, dubbed ISSpresso, was delivered to the space station last month, after being specially created by coffee firm Lavazza and Italian space engineering firm Argotec, which teamed up with the Italian space agency for the mile-high coffee project.

The special machine uses "pods" to create its tasty brew.



Quest Albury on Townsend – NOW OPEN

Quest Albury on Townsend, located in the historic Woolstores building, is set to continue to deliver the high standard of premium accommodation business and leisure travellers have become accustomed to on the border. Conveniently located within close proximity of Albury's vibrant retail, dining and business precincts, the property comprises brand new studio, one and two bedroom serviced apartments.

Visit questalburyontownsend.com.au
or Search "QG" on the GDS



Today's issue of **TD** is coming to you from Arabian Travel Market in Dubai, courtesy of Dubai Tourism and Emirates.

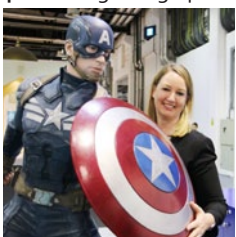
FAMILY travel will be a key focus for Dubai from this year, with the planned opening of a variety of new theme parks.

Attractions will include Legoland Dubai, Dubai Safari Park, the Hollywood-themed Motion Gate park as well as Bollywood Parks Dubai.

Also new is the so-called IMG Worlds of Adventure - a huge project which will be the world's largest indoor themed entertainment destination.

Four areas within IMG World will showcase Cartoon Network, the IMG Boulevard, the Lost Valley Dinosaur Adventure and characters from the MARVEL franchise - with Dubai Tourism's Julie King pictured getting up

close and personal with none other than Captain America!



Aussies strut the ATM red carpet



ABOVE: This group of Australian buyers at Arabian Travel Market last night enjoyed an opening night cocktail party at the Taj Dubai, on a balmy evening overlooking the stunning cityscape including a twinkling Burj Khalifa.

Dubai Tourism is hosting about twelve Australians from suppliers such as Sun Island Tours, Qantas Holidays, Touchdown Tours, MSC Cruises and Greece & Mediterranean Travel Centre.

Two more buyers - from Infinity Holidays and eCruising - are being hosted by Arabian Travel Market itself, which yesterday opened ATM with a "speed dating" session so they could meet suppliers from across the globe.

More pictures from ATM at facebook.com/traveldaily.

The Address growth

DUBAI-BASED hotel group

The Address is spreading its wings internationally, yesterday announcing new management agreements for properties in Nigeria and Bahrain.

A division of Emaar Hospitality Group, the expansion will complement previously announced The Address projects in Turkey and Egypt, with ceo Philippe Zuber also confirming strong interest in developing The Address properties in Europe - particularly London and Paris if the right opportunity appears.

The group's portfolio of brands includes The Address, Vida and Manzil, plus the "value-conscious" Rove Hotels which has six Dubai hotels in development.

Tech key for Dubai

THE rise of mobile devices is a key focus for Dubai Tourism, which is working hard to develop a range of smartphone apps to enhance the visitor experience.

One of the first cabs off the rank is a travel-trade focused app which will simplify the complex process of hosting famil groups.

Dubai Tourism brings in hundreds of trade partners and media each year, with groups requiring complex coordination of activities and transfers from the huge variety of hotels.

The new in-house "Dubai City Operations" app looks set to revolutionise things, with delegates invited to download it before departure and enter a personal ID code.

That in turn loads their full individual itinerary into the software, along with key contacts, transfer details and attraction information.

Changes can be automatically pushed out to users who are also able to rate each activity using the app.

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Changi shopping

TRAVELLERS flying to Singapore will be able to buy goods from Changi Airport retailers online through iShopChangi by the end of the year, it has been revealed.

Skal Mel enjoy meals on wheels



THE view kept changing for this group of Skalleagues during a recent meeting of the Melbourne SKAL chapter, dining out on the city's famed restaurant tram.

The Colonial Tramcar Restaurant hosted the monthly lunch meeting of the Melbourne travel industry networking group, which coincided with the welcoming of two new members.

John Lengacher and Brett Ray, both long-time Personal Travel Managers with home-based network TravelManagers, became

official members of the group.

The Melbourne Skalleagues are **pictured** above prior to boarding.

Rail Plus gift cards

TRAVEL agents booking a Eurail Global or Eurail Select pass with Rail Plus during the month of May will receive a \$20 Coles Group & Myer Gift Card.

Passes are valid for six months after the date of issue, meaning agents can have tickets issued now for travel as late as Nov.

Air India shuffles Aus routes

CITING losses on its Australian operation, Air India will this month tweak its services to Sydney & Melbourne, abandoning its current triangular route in favour of nonstop flights.

AI has suffered huge losses on the routes as most bookings are sold to the first point a flight lands in Australia, and because the carrier cannot sell seats on the domestic connector flight.

To combat losses, effective 16 May, Air India will operate four

weekly nonstop return Delhi-Sydney rotations & thrice weekly return Delhi-Melbourne services - a schedule initially slated by the carrier a number of years ago.

Both routes will be operated using Boeing 787 *Dreamliners*.

Air India commenced flights to Australia in 2013, and has been flying four times weekly from Delhi to Sydney, connecting onto Melbourne, and back to Delhi.

The route is complemented by thrice weekly direct flights to Melbourne, with a tag-on flight to Sydney, which then returns to DEL.

According to India's *Financial Express*, the Star Alliance carrier has lost over Rs 300 crore (AU\$60m) on its Australian route in the first 10 months of the FY.

QR adds 3 US routes

QATAR Airways has announced the next phase of route expansion to the United States will see it introduce daily nonstop services to Los Angeles, Boston & Atlanta.

The Doha-based airline plans to commence flights to LAX from 01 Jun using Boeing 777s, flights to BOS from 16 Mar using Airbus A350 XWBs & flights to ATL from 01 Jul 2016, also using 777s.

Capacity will also be boosted to New York JFK, with QR to induct a second daily frequency using A350 XWBs effective 01 Mar.

With the addition of the new routes, QR will offer daily nonstop services to 10 US destinations, which include MIA, ORD, IAD, IAH, DFW and PHL.

Dalian to market OOL

CHINESE hospitality & tourism conglomerate Dalian Wanda Group will market the Gold Coast to China in a tie-up with Jetstar backed by direct flights from OOL to Wuhan (**TD** breaking news).

Jetstar will operate the direct service twice weekly using existing 787 *Dreamliner* aircraft.

Dalian Wanda is investing in real estate in Australia, developing its luxury Wanda Vista hotel brand in Surfers Paradise and in Sydney.



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SYDNEY 13 May

BRISBANE 19 May

MELBOURNE 20 May

PERTH 21 May

DOORS OPEN AT 5.30PM WITH PRESENTATIONS STARTING AT 6.00PM. PLACES ARE STRICTLY LIMITED

SWISS ups 777 order

THE Lufthansa Group and Swiss International Air Lines have been confirmed as the mystery buyers of three Boeing 777-300ER jets.

The additions join a prior order for six -300ERs made in 2013 for LX, which will form the backbone of SWISS's long-haul fleet.

Win tickets to BRING IT ON THE MUSICAL

Everyday this week **Travel Daily** is giving readers a chance to win a double pass to BRING IT ON THE MUSICAL on 28 June, playing at NIDA Theatres from 27 June to 9 July.

Bitingly relevant, sprinkled with sass, and inspired by the hit film, BRING IT ON THE MUSICAL takes audiences on a high-flying journey filled with the complexities of friendship, jealousy, betrayal and forgiveness.

To win, be the first person to correctly answer the following question:

When does BRING IT ON open?

Send your answers to bringiton@traveldaily.com.au

Congratulations to yesterday's winner, Kirsty Small from Wendy Wu Tours, with the correct answer NIDA Theatres



Travel Daily

First with the news

Tuesday 5th May 2015

Load&Go China card

AUSTRALIA Post has rolled out a new prepaid reloadable travel card for Aussies heading to China.

Launched in partnership with UnionPay International, Load&Go China is a widely accepted form of payment that provides travellers with easy and secure access to cash & making payments.

Load&Go China can be used at almost all ATMs & POS terminals across China and can be used on the global UnionPay network.

Customers can lock in currency value prior to travel and can be registered and set up with a PIN for added security.

Australia Post md & Group ceo Ahmed Fahour said the Load&Go China card provides travellers with peace of mind about financial transactions when in China.

"It makes things like paying for a meal at a local restaurant or shopping at markets much easier," Fahour said - for info, see auspost.com.au/loadandgochina.

VA LAX Clubhouse

VIRGIN Atlantic has opened a brand new Clubhouse at Los Angeles Airport Terminal 2, just days ahead of the launch of new 787-9 Dreamliner flights to LAX.

Almost \$4m has been invested into the 4,000sqf lounge.



San Fran best apps

SAN Francisco Travel Assoc has developed a guide to the best mobile travel-related apps, focused on dining, transportation, arts & culture, shopping, nightlife, hotels & lodging, activities, tours and more - [CLICK HERE](#).

Exclusive QF/HW fare

HELLOWORLD and Qantas have joined forces to introduce an exclusive companion airfare in Premium Economy and Business to select QF destinations.

The fare is valid for sales until 12 May on flights from SYD, BNE, MEL, ADL & PER to cities such as Johannesburg, Tokyo, London, New York, LAX and more, with pricing from \$3,398 per couple.

FRENCH Travel Connection recently treated its team (above) to a night out in Sydney to watch the French musical *Les Misérables*.

The wholesaler is this month rewarding one lucky agent with a chance to win a double pass to the classic show, playing at Capitol Theatre.

To enter, tell the firm why you would like to attend in 25 words or less before 31 May - email marketing@entiretravel.com.au.

Star Wars WDW days

DISNEY'S Hollywood Studios in Florida's Disney World will host its annual *Star Wars Weekends* on Fri, Sat and Sun from 15 May to 14 Jun, with most activities included in general admission.

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Valley of the Kings and Queens



FUNKY tour firm G Adventures engaged in a four-day party in Egypt recently with 120 of its staff from around the world, including 12 from offices in Australia & NZ, aimed at showing gratitude for the efforts of its Egyptian ground staff during difficult times of late.

The celebration included a visit to the pyramids of Giza, an overnight train to Luxor including a 'onesie' party, hot air balloon rides over the Valley of the Kings

and a galabeya party.

Pictured above in the back row from left is the Australian contingent, which included Egypt office ceo Mudi Mahrous, Sophia Cogan, Allie Burns, Sandy Erskine, Shailey Hewlett, Chelsea Kappeler, Simon Patton, Adam Clancy and Rachelle Uhlmann.

Middle row: James Duffy, Louise Miller, Kate Croucher, Bruce Poon Tip, Ben Field, with Juan Cedena sitting in the front row.



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Infants flying for free

BRITISH Airways is celebrating the birth of Princess Charlotte by offering free flights to London for infants travelling with parents, for sale by 11 May & travel by 30 Nov.

Travel Daily
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AFTA update

From AFTA's chief executive, Jayson Westbury



A BIG congratulations to all involved in the hosting of the "helloworld for business" summit in Hong Kong held this past weekend. There was an excellent lineup of speakers across a range of topics including the very informative Ross Greenwood who spoke of the Australian economy and of course the Federal Budget that is due to be handed down a week from today (Tuesday 12th May).

The second Tuesday in May has a chequered history over the years with governments of all political backgrounds doing all sorts of crazy things with the Federal Budget that have a direct, and in some cases, immediate impact upon the minds of Australians. We can only hope that the current Federal Government have learned a thing or two from the disaster that was last year's budget.

In fact, some of the measures have still not passed the parliament and so we wait and see what is dished up this year.

For the travel and tourism industry, one tax that governments love to play with is the Passenger Movement Charge (PMC). The Abbott government said prior to the election (which does not always mean much these days) that the PMC would be frozen for the first term. That means we should not see any change in next week's budget.

But then, who knows these days when a pre-election promise is just a "suggestion".

AFTA along with many of our travel and tourism industry colleagues will be ready to strike back if the promise becomes only a suggestion.

What is really needed with next week's budget is to ensure that consumers and businesses have a feeling of confidence or good reason to be confident.

We are in good economic times. Housing, home loan rates and even unemployment are all in reasonable shape. There is plenty of money floating around and the travel industry should not take a second chair to others (the government for example by way of more taxes) to get some of the money in peoples' wallets.

The government needs to manage its own wallet better and live within its means. Waste is something we all see and feel on a daily basis and in business, if the revenue is not flowing and you can't come up with a new product that people want, you cut costs. Simple.

So prepare yourself for next week. I am sure there will be plenty of talk leading up to the announcement, but what we need post budget are smiles on peoples' faces & confidence within the community about the future.

Tullamarine widening

A PLAN by the Victorian Govt to widen the Tullamarine Freeway from the Melbourne CBD to the airport has been applauded by MEL chief exec Chris Woodruff.

Featuring in the 'Project 10,000' document by the Labor govt, Woodruff said the commitment was "good news for Victoria".

OzFocus to the Shire

DOMESTIC tourism advocacy group OzFocus NSW will host its next industry networking and presentation event at the Gympie Bowling & Sporting Club.

The event will take place on 27 May from 5:30pm, with a swag of prizes able to be won on the night - visit www.ozfocus.org to RSVP.

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Agents get excited about Washington DC

LAST Wednesday (29 Apr) Excite Holidays hosted some of its top travel agents in Melbourne for an exclusive event to promote its collaboration with Washington, DC! It was a truly capital time as the consultants were treated to drinks and canapés fit for a president as they found out about Washington, DC.

Excite Holidays is giving agents 1000 bonus rewards points for every night they book in Washington, DC, plus agents are eligible for a free Washington, DC activity worth \$67 when they book three nights or more in a single booking. Travel agents enjoyed taking photos of themselves dressed up as some of Washington, DC's most famous characters – the agents who took the best photo of the night were each awarded with a \$250 travel voucher.



ABOVE: Letting their hair down in front of the Capitol building - and in the process winning the photo competition (**below**) - are Amie Bushell of Flight Centre with Meagan Wood and Anna Whatford from Lidstrom & Clyne Travel.



ABOVE: Yes We Can send our clients to Washington DC!



BELOW: Excite Holidays sales manager Amanda Reynolds with Angus Cuthbertson and Ivan Miculcic from CT Connections.



LEFT: There was no sign of Hilary (perhaps she was out kissing babies on the campaign trail for the next election?) but husband Bill Clinton worked his mojo (maybe serving some Le-wine-sky?) behind the Excite Holidays bar.



RIGHT: An impressive line-up of ex-presidents backed each other up in front of Washington DC's Capitol Building.



Light up the Bridge

CLIMBERS will again form moving lights on the Sydney Harbour Bridge during the 2015 Vivid Festival, with BridgeClimb relaunched its Vivid experience.

Night climbs will see guests don a "Vivid Climb Vest" which will illuminate them on the arch, as they ascend and descend the iconic landmark.

A special installation will also be placed at the summit during the festival for climbers to be pictured in for a souvenir photo.

The original BridgeClimb as well as the Express and Mandarin climbs will all be available during Vivid 2015, which runs 22 May to 08 Jun, adults priced from \$218.

Choice Hotels revamp

A **NEW** corporate identity has been revealed by Choice Hotels International which is set to be rolled out company-wide.



The new logo features on Choice websites and is activated across all public relations, social media and other channels.

It "reflects the new direction and growth of the company as it realises opportunities with business travellers across the portfolio, particularly in the upscale segment, and among millennials," Choice commented.

Analysis on Badgerys

A **SECOND** phase of geotechnical drilling works has begun on the proposed site of Sydney's second airport at Badgerys Creek.

Kicking off yesterday, the analysis will last six weeks and will see more than 100 boreholes at depths of 40m excavated.

"Work is well underway to develop a commercial proposal for an airport which could be expected to operate from the mid-2020s," Minister for Infrastructure and Regional Development Warren Truss said.

NY CityPASS add-ons

DISCOUNTED entry to the National September 11 Memorial and Museum & the Intrepid Sea, Air & Space Museum has been added to the New York CityPASS.

The ticket booklet provides visitors to New York City with cut price access to six city attractions, priority access to others as well as special souvenir offers.

See www.citypass.com/newyork.

Expo Milano opens

MORE than 20 million visitors are expected to flock through the doors of Expo Milano 2015, which officially opened late last week, running for the next six months.

A grand opening ceremony was held at the Open Air Theatre, a central piazza which will also host concerts and other meetings.

The theme for Expo Milano 2015 is 'Feeding the Planet, Energy for Life', with dozens of stalls from global participants showcasing global foods and sustainable methods of crop cultivation and regeneration.

Etihad Airways and Alitalia are the Official Global Carriers of Expo Milano 2015, with tickets available through both carriers.

Tuesday 5th May 2015

CX launch HKG/BOS

ONEWORLD member carrier Cathay Pacific has launched new services between Hong Kong and Boston Logan Int'l Airport.

CX is operating the four-weekly service to BOS using Boeing 777-300ER aircraft, complementing its existing US services to LAX, ORD,

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Le Mauricia • Le Canonier • Le Victoria • Shandrani
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Win a trip to Egypt

This month **Travel Daily** and **On the Go Tours** are giving the travel industry a chance to win a trip to Egypt.

This awesome prize includes:

- Return flights for two
- 14 day King Ramses Tour for two



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

Send your answers to onthegotours@traveldaily.com.au

In your Middle East 2015-16 brochure, what is the main picture of on page 37?



Terms & conditions

KIDS FLY HALF PRICE!

Vanuatu - Fiji - Phuket - USA

CLICK FOR MORE INFO OR CALL 1300 665 470



*Conditions apply. Freestyle Holidays is operated by Pinpoint Travel Group

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.

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AA APPOINTMENTS

RECRUITMENT CONSULTANTS

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Sick of chasing your own tail trying to find a new role?
Put your paws up and relax. Why not let us do the digging around
for you? Register with AA for a brighter pawspective today.

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THE TRAVEL INDUSTRY IS BOOMING TRAVEL RECRUITMENT ACCOUNT MANAGER SYDNEY & MELBOURNE SALARY PACKAGE circa \$70K + BONUSES

Great news - the travel industry is booming! AA is currently assisting our top clients to fill over 100 exciting vacancies. As a result, we are expanding our successful teams in Syd & Melb to keep up with demand. This is your chance to take your travel industry knowledge into a whole new direction within your career as a travel recruitment account manager.

Your day to day

You will enjoy interviewing candidates and assisting their careers, account management and business development.

Benefits

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.

What you need to succeed

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? Contact our MD to know more or apply directly at apply@aaappointments.com.au

NEW CORPORATE ROLE JUST CALLED IN CORPORATE TRAVEL CONSULTANT SYDNEY - SALARY PKG UP TO \$75K (DOE)

Stop wasting your talents & make the move working for this global TMC. This well-known company, who has built a reputation in the industry for looking after their staff, is now seeking a multi skilled consultant with a minimum of 18 months industry experience to join the team. Servicing a variety of accounts, you will book intricate & interesting itineraries to worldwide destinations. If this sounds like the role you have been searching for & you are ready for your next challenge in the industry we want to hear from you.

WORK BEHIND THE SCENES WHOLESALE CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$43K PLUS BONUS

This award winning client is looking for a Junior Reservations assistant to join their friendly team. You will enjoy supporting the reservations department with all administration and visa processing requirements. If you enjoy an excellent salary package with no sales targets and going overseas on educational every year, then this job is for you. A minimum 1 years travel industry experience, exceptional attention to detail and a friendly positive attitude is a must to apply for the great opportunity. Don't delay.

THE WORLD OF ONLINE TRAVEL CUSTOMER SERVICE TRAVEL CONSULTANTS x 3 MELBOURNE - SALARY PACKAGE OF \$56K + BENEFITS

This role will see you working a sensational rotating roster and being a part of a fun & social team environment. You will be assisting customers, via phone & email, with booking enquiries such as flight changes, schedule changes and special requests. This role will see you earning a high salary package of \$56,000. You will also be offered a rotating roster where you can finally fit everything into the days you can't now! Fantastic office environment with chill out room, social activities, monthly lunch celebrations, and more.

THE WORLD OF SPORTS AND SHOWBIZ VIP TRAVEL CONSULTANTS x 3 MELBOURNE – SALARY PACKAGE \$85K+ (OTE)

This company has been providing travel services for over 500 performance and sporting events, including various music tours, feature films, commercial and television projects and major sporting events. You will be responsible for all the day to day travel needs for your clients which include music tours, TV & Film productions as well looking after some sporting teams and corporate entertainment clients. A minimum 2 years international corporate consulting experience with ticketing knowledge is required. Apply now.

CHAMPAGNE TASTES 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. You will require a min 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.

WANTED! WHOLESALE TRAVEL CONSULTANTS BRISBANE CBD – UP TO \$55K ++ OTE

Looking for a role where your hard work is rewarded? Want to sell a product that 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!

CHINA SOUTHERN AIRLINES CONNECTING YOU TO THE WORLD

China Southern Airlines has more than 1,930 daily flights to 190 destinations in 40 countries and regions across the world giving you many reason to take advantage of these Grand prizes on offer from Consolidated Travel.

Major Prizes:

\$2,000.00 voucher will be awarded to the highest selling agents per state* during the month of May 2015, also the agent with the highest Premium sales^ compared to the previous year will win **\$2,000.00**

Bonus Prizes:

\$50 voucher for every First/Business Class return ticket

\$30 voucher for every Premium Economy/Economy return ticket beyond CAN

\$20 voucher for every Premium Economy/Economy return ticket to CAN

Additional Promotional Fares exclusive to Consolidated Travel only, Quikfares reference CZ73

Economy Class from \$280.00 gross

Business Class from \$2,600.00 gross



中国南方航空
CHINA SOUTHERN AIRLINES



Quiktravel

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 01-31 May 2015 on 100% CZ itineraries ex Australia plated to CZ (784) in *VIC/NSW/QLD/WA. CZ codeshare or SPA add-on sectors are allowed. Inbound flight between China and Australia must be booked on CZ services only. Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. All winners must be an international travel consultant and full time employee of the agency in Australia. The major prizes will be awarded based on a minimum \$40,000 in international ticketed sales plus a minimum of 20% growth compared to the same period last year to qualify. ^Premium Sales relate to First & Business Class tickets only. The same agent cannot win more than one major prize. Ticket claims must be emailed to promotions@consolidatedtravel.com.au by COB 04 June 2015. Consolidated Travel and China Southern Airlines reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 24 April 2015.