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First with the news

Friday 29th June 2012

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ISSN 1834-3058

VN YQ commissionable

VIETNAM Airlines advises that effective 01 Jul it will begin paying travel agents a commission on the YQ fuel surcharge amount on VN-738 tickets sold in Australia by IATA accredited agents.

For complete terms & conditions email sales@vietnamair.com.au.

VN joins the growing list of airlines which now pay commission on fuel surcharges following the May 2010 Slater and Gordon court victory over Qantas.

QF social marketing move

QANTAS has taken a bold step into new media with the launch of its new marketing campaign this morning (**TD** breaking news), which will replace the iconic long-running "I Still Call Australia Home" advertising which has been in place for over 12 years.

The new campaign, unveiled by Executive Manager Marketing, Lewis Pullen, will eventually include TV commercials and other collateral, but in this initial launch phase is inviting the participation of Australians via a special smartphone/tablet App, a Facebook application and a website at qantasyou.com.

Participants are being invited to upload their photo and details, for the opportunity to potentially have their name on the side of a QF A380 or B737 and to win one of five lots of 500,000 Qantas Frequent Flyer points.

Two planes will also have the letters 'NS' added to the *Spirit of Australia* tagline, which will thus become *Spirit of Australians*.

Pullen said the new campaign was a "leap of faith," utilising a range of unique new technologies which are world firsts.

These include linking the uploaded profiles to users' internet activity, meaning that when they browse to particular websites such as those operated by Fairfax or News Limited they will see a "personalised" banner advertisement with their name and photo and the 'You're the reason we fly'.

Photos of customers will also feature on the background of the website, and users even get a shareable personalised URL with

their own campaign picture on it, and a selection of pictures will also eventually appear in the final frames of the upcoming TVC.

Qantas "really needs to get on the front foot" in terms of marketing, with so much airline advertising having been around in the last year such as campaigns by Virgin Australia, Emirates and Etihad, Pullen said.

Pullen said that Qantas research had found that Australians love the Qantas choir campaign, which will still have an important role at various official occasions, but it was now time for something new.

The campaign will be launched to Qantas staff today, who are being encouraged to participate as major stakeholders before the public rollout this weekend.

For photos from this morning's launch see our website and www.facebook.com/traveldaily, while click on the **Travel Daily TV** logo for a video which also launched this morning detailing the campaign.

Delta to add wi-fi for Australian flights

DELTA Air Lines overnight announced an expansion of its in-flight internet capabilities, with the current US ground-based offering to be expanded to provide global coverage on international flights starting from next year through to 2015.

The carrier already partners with GoGo for its US services and will expand this relationship to cover its entire long haul fleet including the 777s it flies daily between Los Angeles and Sydney.

Sun Island competition

TODAY is the final day for our fantastic June Sun Island Tours competition, in which a lucky **TD** reader will win a trip for two to Greece courtesy of Sun Island Tours and Etihad.

Each day the competition has featured a new photo to be identified, and the comp wraps up today with a final question - see **page eight** for details.

Eight pages of news

Travel Daily today has eight pages of news and photos, plus a full page from: (**click**)

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Friday 29th June 2012

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VS to shed AirAsia X?

A NUMBER of media reports are stating that Virgin Atlantic Airways is planning to sell its 10% stake in Malaysian low-cost long haul carrier AirAsia X.

The Edge financial newspaper claims the \$21 million deal will see the VS stake "taken up by Aero Ventures and AirAsia on a pro rata basis".

SYD parking discounts

SYDNEY Airport has flagged car parking discounts of up to 73% as it nears completion of a new \$47 million eight-storey car park at the Int'l Terminal, due in Aug.

The airport is encouraging users to use the online booking system for reservations, with a range of new special offers available.

Deals offered include: \$69 long weekend at T2 & T3; \$95 for up to 15 days at the Domestic long stay; \$22/day for a seven day minimum at T1; \$199 for up to 1 month at T1 or \$20 for up to 3hrs at T1.

Each of the offers have a limited allocation and are valid for travel until Dec - www.bit.ly/SYDparking.

Skywest flags 25% growth

PERTH-based Skywest Airlines has issued a stock market update, advising investors that its turnover for the financial year ending tomorrow is up 25% to approximately S\$300 million.

However the carrier has been hit by "significant abnormal aircraft cross hire charges" which related to the need to hire planes from competitors to fulfil fly-in fly-out charter client business.

The carrier has recorded costs of S\$10 million year to date for these leases - up 250% on the previous corresponding period.

That means that for 2011/12 Skywest is expecting a lower profit than the previous year of about S\$47 million EBITDAR.

Skywest said that the cross hire charges ceased on 14 Jun and it doesn't expect future material requirements in this area.

The airline has also signalled further strong growth in its wet lease agreement with Virgin Australia, under which it already operates six ATR-72 turboprops on east coast regional routes.

A further six new aircraft on firm order are expected to be delivered in the next 12 months which will double the ATR fleet.

The company has received \$8.3 million in proceeds from Virgin Australia's investment in the firm, which if converted to equity on a fully diluted basis would represent an \$11m investment for 10% of Skywest.

The update also details the "realignment" of certain scheduled services including the Feb addition of five times per week services between Perth and Derby, and the debut next month of double daily weekday services to Kalgoorlie.

"Given the rapid growth of the company the current trading is as expected, with the benefits of scale and growth anticipated to be enjoyed in the 2013 financial year," the carrier said.

Vale John Collyer

THE tourism industry is mourning the death of John Collyer, who was last year appointed as chair of ATEC's first National Indigenous Tourism Task Force.

He was also ceo of Victoria's Worn Gundidj Aboriginal Cooperative, and "worked tirelessly for the wellbeing of Indigenous people and for the tourism industry broadly," according to Australian Tourism Export Council md Felicia Mariani.

Ridout out of Randall

HOTEL representative Randall Marketing this morning announced a major restructure which will see the departure of its business development directors, Charlie Ridout and Jonathan Milburn effective immediately.

From 01 Jul, executive director Randall Lui, who has spent much of his time in recent years operating the company's offices in Asia, will resume responsibility for day to day operations in Australia and overseas.

"This will realign our activities to the changing nature of the industry and assist our clients to contain their costs and help generate more value to their businesses," he said.

Ridout and Milburn have worked with Randall for five years.

Sofitel industry deals

SOFITEL Luxury Hotels has today released a new selection of "industry and preferred partner rates" for bookings and stays until the end of the year.

The special pricing is available to eligible industry partners, conference planners and travel consultants, with deals available at selected properties across Australia, China, Fiji, Cambodia, India, Macau, French Polynesia, Vietnam, Thailand, The Philippines and New Zealand.

Guests who book under the deal in Australia, NZ and Fiji will also receive complimentary breakfast for two - sofitel.com.



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Travelscene: TMC efficiency key

A SURVEY by Travelscene Corporate has found that the key most desired attribute of a travel management company is efficiency, defined as “getting the right information to the right person at the right time”.

Travelscene surveyed attendees at a number of corporate events and trade shows, and found that by contrast just 12% placed importance on TMC industry contacts, and only 10% said that a TMC’s longevity in the industry was what mattered most.

GM David Padman said many business travellers were now doing ‘more with less’ - taking fewer trips but doing more during their time away.

“The current global economic situation is starting to have an

impact on the travel industry here in Australia and we are now seeing signs of pressure from companies to thoroughly assess the returns from their travel spend,” he said.

Padman said that Travelscene was not expecting the same dip as in 2007/08, but “there is increasing caution in the business sector and with that travel budgets can be expected to come under increasing scrutiny”.

More pet reporting

THE US Transportation Dept has flagged an expansion of airline reporting requirements relating to pets which are lost and injured in transit, to include all carriers operating 60 seat planes or bigger rather than the current rule which only covers the 15 largest airlines.

Ferris wheel for NYC?

NEW York City’s Staten Island Ferry Terminal is being considered as the site of the world’s biggest Ferris Wheel, to out trump the London Eye & Singapore Flyer.

Although an announcement is yet to be made official, the *Wall Street Journal* claims the observation wheel will measure 600-ft (183 metres) tall, and offer views of the New York Harbour and the Statue of Liberty.

WA Facebook promo

TOURISM Western Australia has launched a Facebook campaign giving fans a chance to track the movements of whale sharks which frequent Ningaloo Reef.

The state tourism authority will seek support from its 80,000 Facebook community to support tagging the whale shark, with their movements then able to be tracked and updated online.

In partnership with research & conservation company ECOCEAN, goals incl sharing and supporting research into experiences, such as swimming with the fish.

Director of domestic marketing at Tourism WA Toni O’Donnell said: “The campaign is a chance for Tourism WA to give back to its highly engaged online community.”

HAL expands Grand Asia & Australia

HOLLAND America has added three new segments to the upcoming 75-day *Grand Asia & Australia Voyage* by its *ms Amsterdam*, which sets sail from Seattle on 21 Sep.

The new segments include a 30 day cruise from Beijing to Sydney departing 12 Oct; a 20-day segment from Hong Kong to Brisbane from 20 Oct; and a 27-day Brisbane to San Diego voyage joining the cruise 09 Nov.

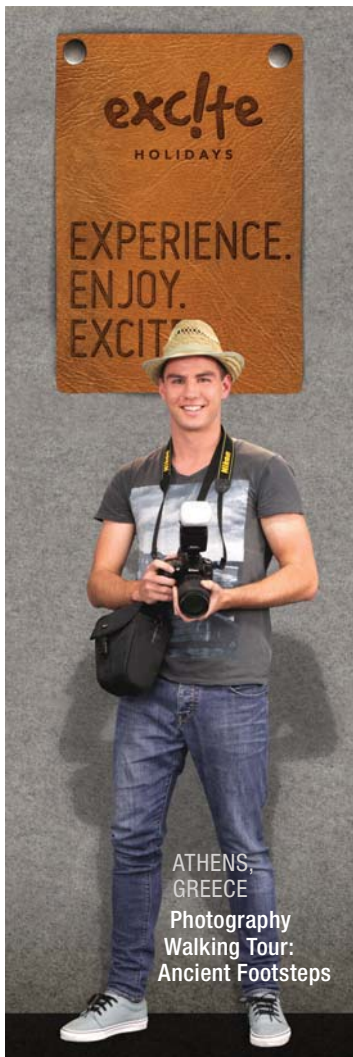
Window Seat

QANTAS Executive Manager Marketing, Lewis Pullen, admits he’s a bit nervous about the possibility of the new QF social media-based marketing campaign (see p1) going “feral” and attracting rogue entries.

However asked whether Qantas would let someone like Richard Branson upload his photo to the site, he said “that would be great”.

In fact, Pullen said that during last year’s Rugby World Cup in New Zealand he had spotted Branson boarding a Qantas flight back to Australia.

“I tried to get a photo of him on board but missed out,” he said.



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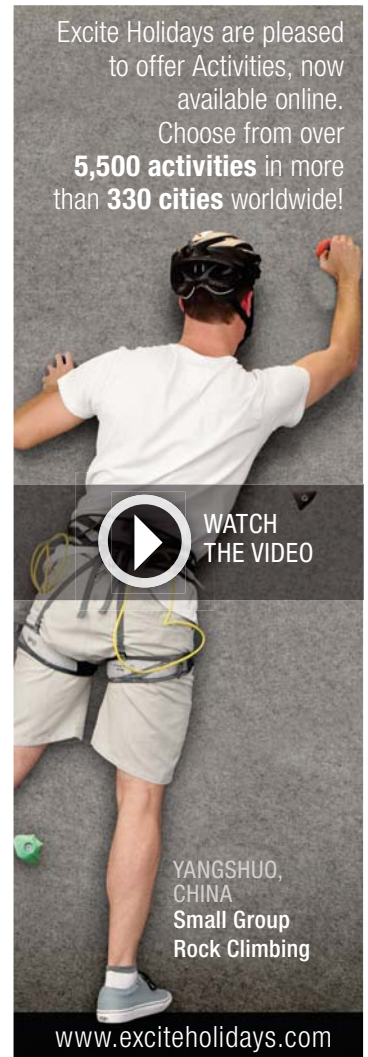
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TAA slams planned MIT tax hike

THE Tourism Accommodation Australia has urged the Greens party to refer the Federal gov't's doubling of Managed Investment Trusts to a committee inquiry.

TAA md Rodger Powell criticised the spike saying the jump from 10% to 15% would detract off-shore investors from developing

properties here, adding "no new hotel would be built in Australia, green or otherwise," when there's a withholding tax on MITs.

"If this measure goes through it will effectively slam the door in the face of potential overseas investors in the Australian accommodation industry."

Aircalin goes to pieces

AIRCALIN will replace its weight checked baggage system to the 'piece concept' from Sun, bringing it into line with standards used by growing numbers of airlines.

Economy class passengers will be permitted one 23kg piece of luggage and Business (Hibiscus) class pax two x 23kg pieces.

Flights to/from Wallis will retain the 'weight' system but with the increased allowance of 23kgs.

Changes take effect for all tickets issued from 01 Jul 2012.

MEANWHILE, Aircalin will begin offering one-way fare options to Noumea from Sydney & Brisbane effective 01 Jul, with lead-in fares ex BNE also reduced 12%.

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Land of the long white peak



AAT Kings and Air New Zealand recently hosted this group of 14 Flight Centre and Escape Travel agents from Victoria & South Aus on an eight-day famil through the North Island of New Zealand.

Departing from Wellington, highlights of the trip included a Maori Hangi feast in Rotorua, the Waitomo glow worm grotto, the spectacular Bay of Islands in the north and Orbit Restaurant at the top of Auckland's Skytower.

Pictured from left with Mt. Ruapehu in the background, are:

Rosy Graham, FC West Lakes; Joanne Maslin FC, Tea Tree Plaza; Melissa Costanzo, FC Modbury; Whitney Petty, FC Munno Parra; Jocelyn Bennett, ET Unley; Melissa Rayner, FC Firlie; Bill Hawking, ET Bendigo; Josephine Baldassarro, FC Airport West and Caitlin Ghiller, FC Broadmeadows.

Front: Victoria Turnbull, AAT Kings; Sally Bonython, FC Burnside; Kara Kennedy, FC Seaford; Asha Anthony, FC Bourke Place; Rebecca Maclagan, FC Frankston & Jordan Newton, FC Northland.

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 New Zealand ski-fields.

Here's the latest snow reports:

- Falls Creek - 53cm / 9 lifts
- Perisher - 82cm / 38 lifts
- Thredbo - 82cm / 13 lifts
- Mt Hotham - 70cm / 8 lifts
- Mt Buller - 23cm / 8 lifts
- Coronet Peak - 65cm / 5 lifts
- The Remarkables - 60cm / 6 lifts
- Cardrona - 55cm / 5 lifts
- Mt Hutt - 97cm / 4 lifts
- Whakapapa - 92cm / 2 lifts

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SIN transit night tour

SINGAPORE Changi Airport has introduced a new night tour and revamped its existing Free Singapore Tour for passengers transiting in the city/state.

Available to travellers with at least 5-hours up their sleeve at Changi, the newly introduced 'City of Lights' tour departs at 6:30pm nightly, taking in views of the Singapore Flyer, Marina Bay Sands and the Helix Bridge.

There's also a short stop at the Marina Bay Waterfront and a visit to the Bugis Village and world famous Raffles Hotel.

The 2-hr Heritage Tour departs four times daily (9am, 11:30am, 2:30pm & 4pm), and now visits "must see" attractions such as the Singapore Flyer, Gardens by the Bay, Marina Bay Sands, Esplanade, Merlion Park, Colonial District, Chinatown, Little India and the Singapore CBD.

Transit pax can register to join one of the trips at the registration booths located in Terminals 2 or 3 at Changi Singapore Airport, an hour prior to the departure time.

Village exec retires

VILLAGE Roadshow Limited has announced executive director John Kirby will retire from his post effective 30 Jun 2012.

He will however remain on the board as a non-executive director & deputy chairman of the firm.

HHonors Triple points

HILTON Worldwide is offering members of its loyalty program HHonors the ability to double or triple points for stays at eligible hotels between 01 Jul - 30 Sep.

Double points are accrued for stays between Mon and Thu and triple points when overnighting between Fri and Sun.

More info on the Triple Your Trip promo at HHonors.com/Triple.

HA 9th A330 launch

HAWAIIAN Airlines 9th 294-seat Airbus A330 aircraft went into service this week out of Honolulu.

Named Keali'iokonaikalewa, its HA's 4th A330 delivered this year.

Rhine on Getaway

TOMORROW night's episode of Channel Nine's *Getaway* program at 5:30pm, features stories on the Rhine River from aboard a Scenic Tours 'Space-Ship', Cairns, Mudgee and Lake Taupo in NZ.



Travel Specials

TRAVEL INDUSTRY CLUB



Travel, for travel people

THIS week's *Travel Specials* is brought to you by **Travel Industry Club**. 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.

Airfares to South America have hit crazy levels this week though **Travel Industry Club**, with limited seats from Sydney to Buenos Aires, flying with Aerolineas Argentinas, on sale from \$699pp plus taxes. Sales and departures to 30 Nov 2012. To book, phone TIC on (02) 9700 8711.

Get in quick for a last minute special on Greek Island cruising through Adventure World. A second passenger can cruise for free on a 7-night voyage, departing Athens on 12 Oct, if booked and paid by 30 Jun. That's a saving of \$2573 on the second passenger. Travelling aboard the luxurious *Harmony V*, the price includes accommodation in a cabin with private facilities, breakfast and one main meal daily and use of fishing and snorkelling equipment. To book, call Adventure World on 1300 295 049.

Escape to the luxury afforded at the **Emirates Wolgan Valley Resort & Spa** this winter with the property's Winter Escape indulgence package. Valid for stays from 01 Jul to 15 Sep, receive two nights in a luxury suite, heated pool, all meals and two nature-based activities daily for \$1,420ppts. To make a booking, email reservations@wolganvalley.com.

Peppers, Mantra and BreakFree hotels in Tropical North Queensland are celebrating the total solar eclipse on 14 Nov this year. A number of deals are available in Cairns, Palm Cove and Port Douglas to witness this astronomical alignment. Minimum stays apply to some deals and are valid between 12-15 Nov. Call 1300 987 600, 13 15 17 or 132 007.

Air Tahiti Nui has fares between Melbourne and Papeete on sale until 09 Jul, priced from \$1,270 in Economy Class, for travel until 31 Mar. Fares ex Sydney start at \$1,288, or ex Brisbane from \$1,292.

Hello Spain Hello Portugal

With new services including double-daily flights to Madrid from 1st July, daily flights to Barcelona from 3rd July and daily flights to Lisbon from 9th July, connecting your clients with the wonders of the Iberian Peninsula is easier than ever.

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JAL cargo NZ \$2m fine

NEW Zealand's High Court has today ordered Japan Airlines to pay NZ\$2.275m (AU\$1.784m) for its part in an air cargo price fixing cartel on services operating from Europe, the US & Asia, to NZ.

JAL had its penalty slashed by 35% for its ongoing cooperation.

Friday 29th Jun 2012

MEA into SkyTeam

THE SkyTeam airline alliance has had its member numbers swell to 17 after Beirut-based carrier Middle East Airlines officially joined the portfolio yesterday.

It's addition strengthens the SkyTeam's position to and from Lebanon, as well as its links to the Gulf Region, Asia, Africa and the Americas.

Effective immediately, MEA pax can now earn and burn miles on services of other SkyTeam member airlines.

Accor Vietnam boost

ACCOR has signed three new hotels in Danang while introducing its Ibis brand to the Vietnamese market, launching the 160-room Ibis Saigon South.

The addition of the Ibis sees Accor spread its offering to cover all segments in Vietnam - luxury, upscale, midscale and economy.

The new Danang properties include the rebrand of the Danang Beach to the Pullman Danang Beach Resort (opening Q3 2012), the new-build Ba Na Hills, MGallery Collection (Q3 2013) and Mercure Danang French Village Ba Na Hills (Q4 2013), which join 13 other Accor branded hotels under development in the country.

HKG IMAX opening

HONG Kong International Airport is this weekend expected to open the world's first IMAX theatre at an airport (TD 07 Mar).

The 2D/3D 358-seat cinema will become Hong Kong's third IMAX.

Queens face off in Norway



CUNARD's *Queen Elizabeth* and *Queen Victoria* came together in Norway for the first time this week while sailing through the country's largest fjord, the Fjords at Flaam, near Sogenfjord.

In true Cunard style the sisters saluted each other several times with the echoes of their whistles reverberating through the mountains for long periods after the initial blasts.

Cosmos Americas '13

COSMOS has rolled out its 2013 United States & Canada program including a new 11-day itinerary celebrating the 50th anniversary of Martin Luther King's 'I Have a Dream' speech, travelling from the American South to Washington DC.

The 15-day Circle the American West and 13-day Texas - The Lone Star State tours are also new.

Hainan 787 to Chicago

HAINAN Airlines has requested authority from US regulators to introduce new services between Beijing and Chicago.

The Chinese carrier says it hopes to launch 787 *Dreamliner* aircraft to Chicago from Q2 2013, initially operating four times weekly.

It's 787s will be configured in a two-class configuration.

WIN WITH QANTAS HOLIDAYS



This week *Travel Daily* is giving 2 lucky readers the chance to win some amazing prizes.

The first prize includes 2 night's accommodation at the Novotel Sydney on Darling Harbour and 2 tickets to The Chronicles of Narnia: The Exhibitions at the Powerhouse Museum, Sydney.

The second prize includes 2 night's accommodation at the Ibis Darling Harbour and 2 tickets to The Chronicles of Narnia: The Exhibitions at the Powerhouse Museum, Sydney.

For your chance to win one of the prizes, email your answer to the below question by Friday to: narniacomp@traveldaily.com.au Two most creative responses will win - to be announced in *Travel Daily* next week.

In 25 words or less what was your favourite scene in any of The Chronicles of Narnia movies (name the movie) and why?

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Reservations Consultants

Asia Escape Holidays seeks reservations consultants for our Perth Office.

As the ideal candidate you will possess the following minimum requirements :

- Fully trained on the Calypso native reservations system is highly desirable
- Previous reservations team experience or a minimum of 2 years retail travel experience
- Excellent attention to detail
- Sound knowledge of South East Asia
- An understanding of customer needs first and foremost

If you would like to be considered for this role please forward your resume with a covering letter to jobs@asiaescapeholidays.com



Business Development Executive Brisbane Sales Office

Cathay Pacific Airways is looking for a highly motivated Business Development Executive to join the Brisbane sales team.

The successful candidate will need to demonstrate the following:

- Ability to identify key incremental revenue opportunities
- Proven ability to achieve sales revenue targets
- Analytical skills that can develop profitable revenue opportunities
- Proven problem solving skills including evaluation, analysis, information gathering, interpretation
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We will offer the successful candidate a competitive salary and company benefits.

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

Business Development Manager QLD
Cathay Pacific Airways
400 Queen Street
BRISBANE QLD 4000

or email: howard_field@cathaypacific.com

Applications close 09 July 2012

Please note:

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

NHH agents leg it to Bali



ABOVE: New Horizons Holidays treated these agents to a four-night family to Bali last week.

The group enjoyed two-nights at the Furama Villas & Spa Ubud in a Royal Pool Villa & two-nights at the tropical Sanur Beach Hotel.

Trip highlights included a sunset cruise and cabaret show along with a number of culinary delights with hosted meals at the Royal Pita Maha, Uma Ubud's Kemiri Restaurant, renowned for its inventive cuisine, as well as the beach-front Puri Santrian.

Pictured at the Champlung Sari, Ubud from left are: Corgan Castillo, Flight Centre North Perth; Nicole

Osborne, subject matter specialist and Sarah Nazzari, marketing exec - both from New Horizons Holidays; Ewa Abend, Travelworld Kingsway; Kirsten Pattullo, Northam Travel and Susana Da Silva Pimenta, Harvey World Travel Carousel.

Scenic expands Alaska

SCENIC Tours has expanded its 2013 Alaska touring program to include Kenai Peninsula and Copper River as new destinations.

The region is included in its 28-day Rockies, Voyages of the Glaciers, Kenai Peninsula & the Arctic Circle trip, from \$14,225ppts.

Advertising Assistant - Temp 3 month contract

Travel Daily, Australia's favourite travel industry publication and its associated titles **Cruise Weekly**, **Pharmacy Daily** and **Business Events News** are looking for an advertising assistant on a short-term basis to fill in for an annual leave position on a three month contract.

The role will involve liaising with our extensive client base, using desktop publishing programs to help with daily production of our newsletters, coordinating advertising and competitions for our various titles.

Requirements:

- Desktop publishing experience is essential, preferably with Adobe Indesign.
- Excellent written and verbal communication skills.
- Sound knowledge of Microsoft Office also essential.
- Ability to work to deadlines, with a keen eye for detail.
- Friendly, well presented and outgoing team player.

Join the fun and friendly team at our office in Epping NSW from July 2012. This is a chance to get valuable experience in the dynamic publishing industry.

Applications, which will be treated in strict confidence, should be made in writing to jobs@traveldaily.com.au by Mon 2nd July.

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Friday 29th Jun 2012

GBTA 1st Government Travel Symposium

THE Global Business Travel Association will hold what it says is the first of its kind Government Travel Symposium in Canberra.

The one-day event is tailored to the specific needs of buyers from the government and NGO sector, and will co-incide with the build up to a government review of the approved panel of TMCs which govt buyers must select from.

The event is being backed by Carlson Wagonlit Travel and will take place at The Brassey in Canberra on 06 Mar 2013.

GBTA Aus/NZ chair Chris Tefler called for government & NGO buyer members to be part of the steering committee.

MEANWHILE, early registrations for the GBTA Aus/NZ Conference 2012 providing a \$200 discount end at close of business today.

See www.bit.ly/GBTAform.

OS upgrades easier

AUSTRIAN Airlines has introduced a new 'red|up' service which enables travellers to purchase upgrades to Business class using either cash or Miles & More loyalty points.

The system allows passengers who don't need full ticket flexibility but want business class comfort to book an economy ticket with an upgrade in a single process at the carrier's website.

Business class upgrade prices start at €149 or 10,000 points.

Austrian said travel agents are also able to organise upgrades, and red|up will also be available when checking in online.

Upgrades purchased this way offer premium security lane access at Vienna Airport and lounge access, but still include the Economy class luggage allowance and bound by the T&Cs of the chosen economy fare.

Tiger low fuel burn

TIGER Airways in Singapore and Australia have chosen the low-cost fuel-performance tracking system, Aviation Fuelsaver, to power its fuel efficiency program.

Park Plaza bonus

PARK Plaza Hotel Group is giving the first 20,000 people to register for its Ultimate Night Giveaway & then stay at a property between 28 Jun-28 Aug, 50,000 bonus Gold Points - enough for a free night at another Park Plaza hotel globally.

Technology Update

Today's Technology Update is brought to you by Excite Holidays.

Excite asks, is your database protected?

As the online market continues to grow at a rapid pace, privacy concerns should be at the forefront of agents minds, warns George Papaioannou CEO of Excite Holidays. "Agents should be aware that their valuable consumer database is left vulnerable when dealing with some consumer and B2B sites". The question that agents need to ask themselves is what information is being given to these third party sites? Could they be targeting your clients directly? Your client database is one of your most important assets and additionally your customers need to feel confident that their personal details are not subject to unauthorised access.

At Excite Holidays protecting your client database is something we take very seriously. "As we focus solely on the B2B market, we understand that your database is your most important competitive resource and therefore we only take your client names and do not store any other details such as addresses, credit card details, phone numbers and other sensitive information" said George. Excite's advanced technology systems include a Secure Socket Layer (SSL) to connect from the browser to the website, secure passwords using SHA-1 algorithm and a strict permission system restricting access to sensitive information. These measures ensure that sophisticated safeguards are in place to keep consumer data confidential.

1300 733 858
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HOLIDAYS

InterCon Danang

INTERCONTINENTAL Hotels Grp has announced the opening of the InterContinental Danang Sin Peninsula Resort in Vietnam, home to 197 rooms, suites and villas.

Sydney taxis easier for Chinese

DESTINATION NSW has today revealed a new agreement between the National Australia Bank, Cabcharge and Chinese payment network Union Pay which will enable visitors from China to pay for Sydney taxis using their home-grown cards.

DNSW ceo Sandra Chipchase said the Memorandum of Understanding will significantly simplify travel around the state capital for Chinese tourists.

"The number of Chinese visitors to NSW is increasing and we want to ensure that our state is a safe,

attractive and appealing destination," she said.

The initiative will see a new Chinese-language sticker saying 'Welcome to Sydney' placed on taxis, to raise awareness of the new payment method.

The new China Union Pay expansion follows the recent introduction of a Chinese-language smartphone App offering visitors information about visiting NSW in Mandarin.

"Destination NSW is committed to working closely with the domestic tourism industry and business to improve cultural awareness and language skills and to better understand travellers' needs," Chipchase said.

She flagged further significant investment in the coming year to take "full advantage of the extraordinary growth in visitor numbers from China to Australia".

EK getting playful

EMIRATES has revamped its onboard offerings for younger travellers, with a new collection of onboard toys aimed at both pre-school and older children.

Younger kids can collect a range of original characters from the 'Fly With Me Monster' collection in the form of Blanket Buddies, Seat Belt Critters and Magnetic Sketchers.

And for older children EK has partnered with surfwear brand Quiksilver to offer travel-inspired products such as surf wallets and fun-fact game cards.

Flydubai to Basra

DUBAI-BASED low cost carrier Flydubai is set to launch operations to Basra in Iraq, with four weekly services from 08 Aug.

Basra becomes Flydubai's fifth Iraqi destination, with ceo Ghaith Al Ghaith saying the formerly war-torn country had been identified as an "emerging and underserved destination".

Moorings special deal

YACHTING specialist The Moorings is kicking off the new financial year with a 24 hour sale next Mon 02 Jul.

A special 15% deal is on offer for all 2013 bookings to every destination excluding Tonga, Italy, NZ and the Pacific Northwest.

Bookings must be deposited by 06 Jul - details on 1800 803 988.

Totally Wild for Sigatoka



ABOVE: Top rated kids program *Totally Wild* has recently returned from Fiji which included a visit to the 'heart & soul' of the country - visiting the people and children of the Sautabu Village.

The village is made accessible via the popular Sigatoka River Safari - www.sigatokariver.com.

Melbourne-based reporter Natalie Hunter and her film crew are pictured here with the locals.

LAST CHANCE TO WIN A TRIP FOR TWO TO GREECE!!!

Throughout June, **Travel Daily** has been giving travel consultant readers the chance to win an amazing 7-day escorted "Highlights of Greece" tour, courtesy of **Sun Island Tours** and **Etiihad Airways**.

The prize includes two return economy airfares to Athens with Etihad, airport transfers, six nights' accommodation, six breakfasts, three dinners, tours with licensed guide as per itinerary, entrance fees and local taxes.

Every day **Travel Daily** has been featuring a photo of a Sun Island Tours' staff member enjoying a different destination from their brochures, where you had to identify the city or landmark and email us your answer. Today we feature the final (creative) question below.

The subscriber with the most correct answers and the most creative response to the final question will win this fantastic holiday.

Final question:

Tell us in 25 words or less why you would book your next holiday with Sun Island Tours

Email all your answers by COB today to:
sunislandcomp@traveldaily.com.au

Click here for more information and to view all questions



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.com.au

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 for a free 14 day trial subscription at www.traveldaily.com.au.

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***HOT* CALLING ALL CANBERRA AGENTS CORPORATE CONSULTANT SYDNEY – SALARY PACKAGE TO \$50K + BONUS**

Tired of indecisive clients? Had enough of booking packages to Fiji and Thailand? Want to take the next step in your travel career? This is a fantastic opportunity for you. This position is working for a well respected corporate brand, where you will be looking after a variety of corporate clients. Be part of a friendly team. This role offer exceptional training and great career progression. If you have 1 year experience in the travel industry and a passion for customer service, please apply.

***HOT* SAIL AWAY SAIL AWAY CRUISE CONSULTANT**

SYDNEY – SALARY PACKAGE TO \$45K + BONUS

Do you have a passion for the seven seas? Want to be part of the fastest growing product in the travel industry? Are you ready to take your travel career to the next step? Work for a fantastic cruise wholesale company which will be the largest in Australia. Be part of a fantastic team with great opportunity for quick career progression in a fast pace environment. Superb educationals to exotic locations. If you have 1 year experience and calypso, this is the perfect role for you.

LUXURY AFRICA

WHOLESALE TRAVEL CONSULTANT

MELBOURNE (INNER) – SALARY PACKAGE TO \$55K +

This is the most sought after role in Melbourne. You could soon be selling your Africa experiences daily with this luxury wholesaler. The itineraries are exciting and interesting and will see you booking destinations from Zanzibar to Cape Town to Egypt, all in 5 star luxury of course! If you have travelled extensively through the region and sold Africa in your consulting career then we want to hear from you.

START THE NEW YEAR WITH A FRESH NEW ROLE

RETAIL TRAVEL CONSULTANT

MELBOURNE (STH EAST) – SALARY PACKAGE TO \$43K

Located in Melbourne’s Eastern suburbs in a popular shopping centre this boutique retail travel agency is so busy that they need to up their staff. Bring your experience over to this office and know that the bookings are guaranteed. With a generous base salary and an achievable commission structure you will soon see the bank balance soar! Enjoy free parking, a fantastic experienced team and exciting famils!

DO YOU HAVE TICKETS ON YOURSELF?

FARES AND TICKETING CONSULTANT

PERTH (CBD) – SALARY PACKAGE TO \$40K + INCENTIVES

Is attention to detail and efficiency two of your top attributes? We have the perfect role on offer for competent travel consultants looking for a position behind the scenes that will allow them to put these attributes to good use whilst earning an amazing salary. If you have a minimum 12 months travel consulting experience and would like to try your luck in a fares & ticketing role, we want to hear from you.

SICK OF PRICE BEATS TO BALI?

LEISURE TRAVEL CONSULTANT

PERTH (NORTH) – SALARY PACKAGE TO \$60K (DOE)

If you are an experienced travel consultant in Perth we have your next role! This role will see you working in a beautiful boutique agency assisting repeat clients and arranging luxurious travel itineraries. Book 5 star African Safari’s, River cruising in Europe and much more. If you have a minimum of 4 years retail experience why not make the move to this fantastic office and start living the high life! Apply today!

FIRST CLASS & CAVIER

HIGH END TRAVEL SPECIALIST

BRISBANE INNER SUBURBS – SALARY PACKAGE TO \$50K

Do you enjoy selling the finer things in life? Love tailoring unforgettable itineraries for your clients? Then this is the role for you. Based in the inner suburbs this five star agency is looking for a first class travel consultant to join them. Enjoy working Mon – Fri hours whilst earning a top set salary package, undertaking unbelievable famils and being encouraged to develop your industry skills and knowledge. Sound like the role for you? Then give us a call today!

LEISURE TO CORPORATE IN ONE EASY STEP

INTERNATIONAL CORPORATE CONSULTANTS

BRISBANE CBD – SALARY PACKAGE TO \$70K OTE +

Are you an experienced travel consultant looking to jump into corporate travel? Ready to earn the big bucks and set your career on fire? Located in the CBD this growing TMC is looking for dedicated and hard working travel consultants to jump in and join their sensational team. The benefits on offer are some of the best in the biz and include great \$\$, top industry training and achievable career development. Get your career on track – apply now!