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# Travel Daily

First with the news

Wednesday 3rd April 2013

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ISSN 1834-3058

## Explore with C&K

COX & KINGS is promoting its new representation deal with Explore Worldwide (TD Thu) with a special front full page on today's issue of *Travel Daily*.

Previously, Explore Worldwide was represented by South Australia-based Venture Holidays, but C&K purchased the UK-based parent company last year.

Cox & Kings also has a new 2013-14 brochure available for Explore Worldwide - see **front page**.

## MANCHESTER UNITED v A-LEAGUE ALL STARS

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## VA plot Air Berlin codeshare

VIRGIN Australia has confirmed plans to allow Air Berlin to start codesharing on services on the United Arab Emirates route.

In an application to the IASC lodged yesterday, Virgin Australia said it intends to commence commercial cooperation with the German carrier on flights between Abu Dhabi and Sydney.

Virgin currently operates thrice weekly return services to Abu Dhabi out of the NSW capital.

The move comes just days after rival Qantas launched its newest international route to Dubai in the UAE from both Sydney and

Melbourne, in cooperation with new alliance partner, Emirates.

VA's manager, Government & International Relations Lee-Anne Tomkins told the IASC the pact with oneworld's airberlin is still being drawn up by the carriers.

"The confidential code share arrangement between Virgin Australia & Air Berlin is currently under preparation," Tomkins said, adding a copy of the joint venture would be submitted to the Int'l Air Services Commission before "the proposed code share services are implemented."

Submissions regarding VA's UAE application close on 10 Apr.

## Happy Birthday AA

TRAVEL recruitment specialist AA Appointments is this month celebrating its 14th birthday.

Industry staffers registering with AA this month will automatically go into a draw to win \$1000 worth of Myer vouchers - see **page 11**.

## Nine pages of news

*Travel Daily* today has nine pages of news, a front full page for **Cox & Kings** plus full pages:

- AA Appointments
- AA Appointments jobs
- inPlace Recruitment jobs

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## EY launch DC route

WASHINGTON Dulles has been added to the Etihad Airways route network following its inaugural service to the US capital.

The new daily service from Abu Dhabi has been introduced to meet strong demand for govt and business travel, Etihad says, and is operated by A340-500 aircraft.

EY will open a new premium lounge in Terminal A this week.

Washington DC becomes EY's 4th North American gateway.

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Wednesday 3rd April 2013

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[agents.sunloverholidays.com.au](http://agents.sunloverholidays.com.au)

## QF premium enhancements

QANTAS has rolled out a series of upgraded first and business class offerings in conjunction with the launch this week of its new Dubai hub (**TD** yesterday).

The enhancements for first class pax include newly designed Sleeper Suits, along with slippers and socks, as well as SK-II skincare products which are part of a newly designed First amenity kit.

The new kits are offered on QF international flights to Dubai and London, with availability across other First routes by Jul this year.

First Class passengers will also enjoy new Champagne offerings including Pol Roger Sir Winston Churchill 2000, alongside Taittinger Comtes De Champagne Blanc De Blancs 2000.

Business class meals have been enhanced with new Rockpool-inspired 'small plates' and 'main plates,' with QF saying the redesigned menu "offers a more flexible dining experience" giving the option of simpler dish choices alongside a three course meal.

Amenity kits have also been changed in business class, with the Kate Spade and Jack Spade

kits which were introduced on QF107/108 to New York in Oct now available on Dubai/London services, and will progressively be rolled out on all international routes from next month.

These kits include Malin+Goetz skin care plus an eye shade, ear plugs, socks and toothbrush.

The upgrades complement the new business class Sleep Service, now offered on all A330, 747 and A380 international flights, which provides customers with a mattress-style seat cover and duvet (**TD** 15 Oct) and QF's chauffeur drive offering for business and first customers on Dubai/London flights.

Also new is the Select on Q-Eat online meal selection service, allowing business customers to pick their preferred dining option from an expanded menu 12-72 hours before departure.

Select on Q-Eat is offered on QF12, QF16, QF94, QF8 and QF108 as well as the new Dubai-London routes from Sydney and Melbourne, and will be progressively rolled out on other international routes from May.



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# Travel Daily

First with the news

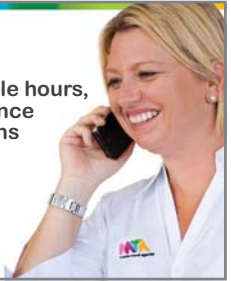
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## Expedia now connected to TXA

A NEW agreement between Expedia and Tourism Exchange Australia (TXA) means that Aussie tourism product can now be distributed to the more than 50 million travellers who shop for and book travel on Expedia group

### AAT Kings experiences

RECENTLY appointed AAT Kings global md Anthony Hayes says the company's latest NZ programs (TD Thu) incorporate more tailored and authentic activities.

"In the wake of recent domestic and trans-Tasman tourism challenges, it has become overwhelmingly apparent that today's travellers are looking for more value-based, immersive experiences when holidaying," he said, with the 2013/14 NZ Guided Tours range including a range of shorter itineraries for "quick escapes" such as the Bay of Islands, Rotorua, Milford Sound, Auckland and Queenstown.

There's also a 10% discount on all Guided Expeditions for bookings made and paid in full by 24 May - 1300 556 100.

sites around the world each month.

An interface from TXA to Expedia means that all property content, rates and inventory availability will be bookable in real-time and published to Expedia group sites automatically.

Consumers in almost 70 countries using more than 140 branded travel sites will be able to access and book the product.

Expedia joins the more than 200 other TXA distributors which include many local websites alongside AAA Tourism, Hooroo, Qantas, Jetstar, Orbitz, Virgin Australia, Webjet and Wotif.

### VA Indonesia renewal

VIRGIN Australia has applied for a renewal of its 720 seat capacity allocation on the Indonesia route.

VA's existing determination expires in Feb 2014 and the airline is asking for a five year renewal.

The International Air Services Commission is inviting other applications for the capacity, with a deadline of 10 Apr.



## Window Seat

WE ALL know that the world is getting smaller thanks to the internet, but this might be taking the notion a step too far.

JetBlue Airways, based in New York, has gotten in on the April Fools jokes, announcing its three newest destinations as Ilford Airport in Manitoba, Canada as well as April River Airport in Papua New Guinea and our very own Gold Coast at Coolangatta.

The carrier has set aside an Embraer E190 aircraft for its new services to the Gold Coast.

Previously, the record distance achieved by this aircraft on a single tank of fuel was 2,694 nautical miles, but to reach Coolangatta, would smash this by flying 16,864 straight miles.

The good news is customers flying on the route (if it were possible) would have 36 US cable channels to keep them occupied on the 36-hour flight, but reception is questionable.

### AFTA AWARDS - CLICK HERE TO VOTE



Category 18  
**Best Cruise Operator  
International**  
Compagnie du Ponant &  
Carnival Cruise Lines



Category 20  
**Best Tour Operator  
International**  
Tauck World Discovery



Category 27  
**Best Sales Executive**  
Sharon Hando  
Sales Manager QLD



Category 30  
**Best Hotel / Resort**  
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AFTA National Travel Industry Awards 2013

**Best Tour Operator  
International  
- Travel Indochina**

**Best Sales Executive  
Industry Supplier  
- Narelle Welsh**

## Student Flights fall for Africa



**G ADVENTURES** recently took this lucky group of Student Flights agents on its nine-day itinerary to Kenya and Uganda.

Highlights of the trip included spotting the Big 5 African animals in the Maasai Mara savannah and seeing wild gorillas in Uganda.

The agents were flown between Australia and Kenya on Etihad Airways, who sponsored the trip.

**Pictured** during a gamedrive, from left is Farie Bezuidenhout, SF Chadstone; Glenda Tam, EY;

Anthony Buccat, SF Hawthorn; Matt Drummond, G Adv; Hollie Maynard, SF Innaloo; Prue Eltringham, SF Charlestown; Jodie Heathcote, SF Alexandra Headlands; Andrew Malon, SF Product Qld; Sophie Wilson, SF Sydney Central; Sarah Miller, SF Flinders St; Luke Witteveen, SF Randwick; Nicole Rodgers, SF Knox City; Gemma Carlaw, SF Newtown; James Johnson, SF UQ; Edmund Kiprono G Adventures chief experience officer & Nick Potter, SF Oxford St.

## HIA indefinite delay

**DOHA'S** Hamad International Airport has had its official opening delayed indefinitely after the facility failed security standards.

The decision to postpone the opening of the new state-of-the-art facility came hours before services were due to commence.

Qatar's civil aviation authority head said the delay was due to the new airport "not meeting the newly introduced safety and security requirements of the civil defence department," with no new date for opening fixed.

## South Pacific training

**TREASURES** of the South Pacific will hold training seminars for agents in Frankston & Geelong on 09 and 10 Apr respectively.

The group comprises of tourist bureaus for the Cook Islands, Samoa, Vanuatu, PNG, Tonga, Tahiti, New Caledonia and Niue.

For more info on the seminars visit [www.tosp.com.au](http://www.tosp.com.au).

## AA settles with Orbitz

**AMERICAN** Airlines has reached a settlement agreement with online travel giant Orbitz over the display of information on its fares and products on Orbitz's websites.

The carrier has been at odds with several travel distribution firms in recent times, but has settled similar suits with Sabre & Travelpport recently (**TD** 14 Mar).

## Turkish Air into Texas

**STAR** Alliance carrier Turkish Airlines yesterday inaugurated new services between Istanbul & Houston George Bush Int'l.

In Texas, TK chairman Hamdi Topcu flagged potential growth plans for the USA included new routes to San Francisco & Atlanta.

**MEANWHILE**, TK ceo Temel Kotil last week reiterated plans for non-stop services between Istanbul & Sydney may be introduced by 2014, as exclusively revealed by **Travel Daily** at a Star Alliance event late last year (**TD** 03 Dec).

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**Virgin** australia

## Tassie China refocus

**THE** Tasmanian Government has stepped up its appeal to visitors from China, with Asian-language signs at Hobart airport and state government-owned attractions to be developed.

The renewed focus comes as new data showed a more than 40% uptick in the number of Chinese travellers to Tasmania in 2012 compared to the year prior.

Minister for Tourism Scott Bacon said a 'White Paper on Tasmania's Place in the Asian Century', revealed late last week, addresses "exciting opportunities available to the tourism sector."

Under the paper, attractions like Port Arthur and the Botanical Gardens will also have signage introduced for Asian markets.

In May, Tourism Tasmania will be leading a delegation of tourism operators on a 10-day mission aimed at boosting awareness of the Apple Isle as a destination in key Asian markets.

"The Tasmanian Government remains a strong supporter of the tourism industry, and we will continue to work collaboratively with sector to promote our state as a world-class destination, and grow this important market into the future," Bacon said.

## MAS A330s only to Aus

**MALAYSIA** Airlines has adjusted its aircraft operation to Australia, with every flight between Kuala Lumpur & its five local ports now operated by Airbus A330-300s.

The upgrade to the 283-seat A330s follows the cessation of Boeing 777s on the Sydney route, which wound up on 31 Mar.

Head of Network & Revenue Management, Shihaj Abdulla Kutty said Aussie guests would be able to experience a mix of new A330s to Kuala Lumpur and new A380s on to London and Paris.

MAS currently operates twice daily flights to Melbourne and Sydney, ten weekly services to Perth, daily services to Adelaide and five weekly to Brisbane.

## Bridgeman for Advito

**BCD** Travel's consultancy unit Advito will be headed up by April Bridgeman, the firm's senior vice president, as the corporate travel management commits to an "aggressive" development of new travel-related solutions.

"Advito will lead the corporate travel industry in helping companies apply 21st century innovations to the real world of business travel," Global President and chief operating officer John Snyder said.

Opportunities cover technology, marketing and social media, such as mobile, data, location services and just-in-time communications which "could vastly increase the value of travel programs," he said.

# Strategy sessions in Cambodia



**TRAVEL** Indochina's senior team balanced a week of meetings as they set the strategy for the int'l business for the 2014 FY while exploring Cambodia by foot, helicopter and an arduous 15km off-road mountain bike adventure.

**Pictured** at the West Gate of

Angkor Thom from left are: Lesley Wright, UK team; Alex Hepworth, Saigon team; Ruth Golden, Sydney team; tuk tuk driver; Manda Churchill, UK team; Bronwyn Cook, Sydney team; Arun, local guide Siem Reap; Mark Yacker, US team & Steve Brady, Sydney team.

## Fraser on Chinese TV

**AN ESTIMATED** audience of 20 million Chinese residents will have a better taste for Fraser Island after the destination was aired across 30 channels in China.

The footage for the Queensland island was collaborated between Kingfisher Bay Resort, Tourism & Events Queensland and China's travel production company, World Traveller Media.

**MEANWHILE**, Fraser Coast's Paradise Seaplanes has launched new flight-seeing tours around the island priced from \$99pp.

## New Maldives resort

**CENTARA** has officially opened its second resort in the Maldives in the form of the Centara Ras Fushi Resort & Spa Maldives.

The property consists of 140 suites located approx 15 mins by speedboat from Male Airport.

## Plantation stay pay

**FIJI'S** Plantation Island Resort is offering 'Stay 7, Pay 5' and 'Stay 5, Pay 4' deals in Apr and May, inclusive of the Easter school holidays, priced from \$475ppts.

**BEYOND TRAVEL**

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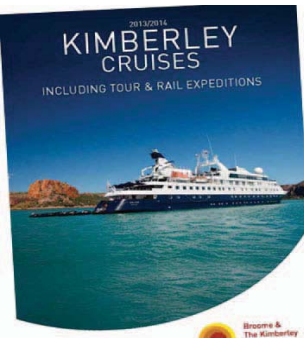
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# HWT famil of the Millennium



**ABOVE:** This group of Harvey World Travel agents enjoyed five days in Dubai last month, taking in the many sights and sounds of the booming Arabian city.

Sponsoring the famil trip was Emirates, Octopus Travel and Dubai Tourism, with the photo above taken at The Millennium Airport Hotel in Dubai.

**Pictured** above in the back row from left is Issam H. Zaarob from the Millennium Airport Hotel; Veronica Senadheera, Millennium Airport Hotel; Darlene Santler, HWT Company Agencies; Lesley Moore, HWT Mona Vale; Kylie Fisher, HWT Miranda; Narelle Gausam, HWT Emu Plains; Amanda Washington, HWT Eastgardens; Alison Uphill, HWT

Forbes; Jeanie Markham, HWT Canberra Centre; Katherine Blanch, HWT Port Macquarie; Josimar Delfin, Millennium Airport Hotel and Glenn Nobbs from Millennium Airport Hotel.

Front row: Anna Caldmoski, HWT Belconnen and Natalie Sloane, HWT Menai.

## HHonors promotion

**HILTON** Worldwide's loyalty scheme HHonors is offering 1,000 Bonus Points per night for stays between 01 Apr-30 Jun at select hotel across the firm's portfolio.

Guests staying on a Fri, Sat or Sun will receive an extra 1,000 Bonus Points under the 'Daily Grind' campaign - [HHonors.com](http://HHonors.com).

## Yo Yo Hols joins TCF

A **GROUP** of 13 new head office agencies have joined the Travel Compensation Fund in recent weeks, including a company trading as Yo Yo Holidays from World Square in Sydney.

Other agencies include Amazing Worldwide Tours & Travel Traders in Sydney, Himalaya Travel of Granville, Victory Travel in Leichhardt, Cheapest Travels of Strathfield and Air Travels of Wentworthville, all in NSW.

In Vic, new agencies included Encore Journeys in South Yarra, Lightning Travel in Glen Waverley, Jungfrau Travel in Box Hill South and Danesh Travel & Exchange in Dandenong.

## Tauck singles specials

**TAUCK** has announced that it will continue its "no single supplement" offer for category 1 cabins on any of its 2014 river cruises.

In category 3 there's also \$1000 off the single supplement on selected departure dates of some Tauck tours including trips in Europe, USA, Canada, South America, India and Indochina.

A list of the discounted tours available has been updated effective from 01 Apr, and can be obtained from Travel The World by calling 1300 950 622.

## Food & Wine by bike

**FORMER** Creative Holidays marketing mgr Damian Cerini has launched a new touring operation aimed at soft-adventure lovers.

Dubbed Tour De Vines, the brand is a cellar-door cycling tour aimed at filling a gap in the market for a niche adventure, combining food and wine with an immersive experience taking in the scenery of Australia's wine regions.

Itineraries are currently on sale in North-East Vic, Mudgee in NSW & SA's Clare Valley, with tours in the Mornington Peninsula & Yarra Valley, McLaren Vale & Margaret River regions coming soon.

Tours start from \$199pp for a self-guided journey to \$449 for a multi-day guided group tour - see [www.tourdevines.com.au](http://www.tourdevines.com.au).

## UK/Ireland car deals

**DRIVEAWAY** Holidays has rates starting from \$25 a day in both Northern Ireland & the Republic of Ireland, and from \$30 a day in England, Scotland & Wales, based on a seven-day rental collecting before 30 Jun - call 1300 363 500.

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# Explore YOUR WORLD

ISSUE 2

## NEW BROCHURE OUT NOW!

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**RIVIERA**  
BARCELONA 2012

**MARINA**  
MIAMI 2011

**NAUTICA**  
ISTANBUL 2005

**INSIGNIA**  
MONTE CARLO 2004

**REGATTA**  
BARCELONA 2003

## Accommodation Updates

**WELCOME** to *Accommodation Updates*, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



Sydney's **Intercontinental Hotel** will serve as the second location for the Meat & Wine Co restaurant brand, with lease negotiations recently being completed. The property at 117 Macquarie Street will occupy the former site of Etch Restaurant within the hotel.



Accor has recently opened two new hotels in Bangkok- the **Ibis Bangkok Siam** and the **Mercure Bangkok Siam**. Both properties share the same physical building and each offer 189 rooms close to the city's MBK shopping precinct. The Mercure boasts a signature restaurant entitled "The Eight", accessible by guests of both hotels.



Thirty-five guest rooms at the **Crescent Hotel Beverly Hills** in Los Angeles have been refreshed to deliver a new welcome experience. Located close to Rodeo Drive, the new rooms evoke classic 1920's Hollywood, with colourful decals adorning walls combined with dark wood panels. Sleek bath designs are among many features of new bathrooms.

## Action plan for regional aviation

A PAPER calling for Australia's political parties to firmly outline their position on the development of regional aviation has been released by the Regional Aviation Association of Australia (RAAA).

The "Call for Action on Regional Aviation Policy" paper, outlines the position of the RAAA on matters affecting regional aviation.

Regulatory reforms, the carbon tax and the En-Route Rebate Scheme all form part of the paper, as well as recommendations on policies to be adopted by the Federal Government.

The points made by the RAAA in the document have received the

support of Regional Express, which has long trumpeted the shortcomings of the Federal govt relating to regional aviation.

"Regional air services are critical for ensuring the well-being of the socioeconomic fabric of regional communities and the regional voters deserve to know the positions of their local candidates and their parties so that they can make informed choices in regards to regional aviation policy at the elections, and thereafter hold the MPs & their parties accountable for the promises they make," Regional Express chief operating officer Garry Filmer said.

### LEISURE/CORPORATE CONSULTANT Boutique Office – Port Melbourne



Port Travel is a small boutique agency located in Port Melbourne enjoying continued growth and success and we are looking to appoint an experienced consultant who will enjoy the mix of leisure and some small corporate accounts.

Previous experience with Galileo/CCT would be ideal but not essential. A proven ability to be self-motivated and help develop new business as well as participating in innovative small group tours the agency runs.

If you are feeling uninspired in your current role and need a change of scenery, we look forward to meeting you.

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Confidential enquiries – please send a copy of your current resume to Vivien Agosta  
[Vivien@porttravel.com.au](mailto:Vivien@porttravel.com.au)

## AY Arlanda T switch

**FINNAIR** has confirmed it will relocate from Terminal 5 to Terminal 2 at Stockholm Arlanda Airport when the facility reopens on 09 Apr after a refurbishment.

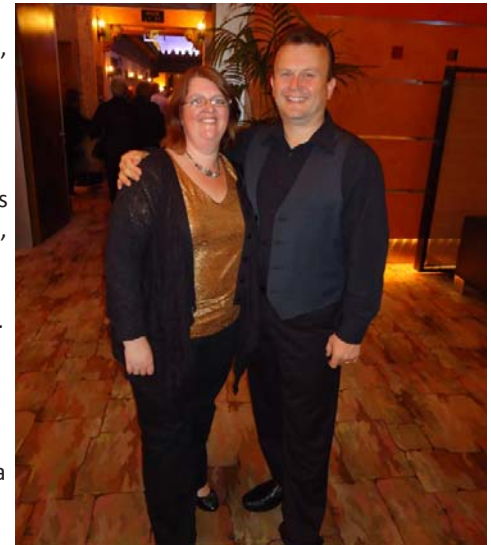
## A night of Addams kookiness

**RECENTLY** opening at Sydney's Capitol Theatre, *The Addams Family* stagemusical is playing to rave reviews city-wide.

Viva! Holidays recently treated a group of agents to attend a performance, to encourage them to promote the production to their friends & clients.

Packages including flights, hotels, tours and show tickets are on sale from Viva Holidays.

Darren Evans from Viva Holidays is **pictured** above prior to the show with Aneeta Curtis from Travelworld Campbelltown.



## La Vie Accor launch

**MEMBERS** of Accor's Advantage Plus loyalty program will be given access to a new online magazine featuring research about what inspires people to travel.

Formulated by strategic content firm Edge, the online publication *La Vie*, will include content about destinations, cuisine, experiences and updates from Accor hotels worldwide.

The magazine will be delivered to over 130,000 Accor Advantage Plus members via a quarterly email notification.

## Free Topdeck NZ flight

**GUESTS** booking a combination of any of Topdeck's Australia & NZ tours of 10-days or longer before 30 Apr will earn themselves a free one-way flight across the Tasman.

The offer applies to a single one-way sector between Sydney, Brisbane or Melbourne in either direction to Auckland or Christchurch, for travel by 01 Dec. Conditions apply - 1300 886 332.

## Hyatt brand into India

**HYATT** Hotels Corporation has introduced its fifth brand to the India market following the rebranding of five hotels to Hyatt.

The properties include Hyatt Bangalore MG Road, Hyatt Pune, Hyatt Hyderabad Gachibowli, Hyatt Amritsar & Hyatt Ahmedabad.

## Marvel Frontier deal

**TRAVELMARVEL** has dropped the cost of its 18-day Last Frontier trip between Darwin and Perth by \$900 per couple, valid on nine departures from May to Sep.

The trip is now priced from \$6,545ppts - call 1300 300 036.

**GLOBUS**  
family of brands



Globus family of brands is proud to be nominated in three categories for the NTIA 2013 Awards.

Thank you for your nominations and continued support.

**CLICK HERE TO VOTE NOW!**

**GLOBUS COSMOS.**

**Best Tour Operator International**  
Globus Cosmos



**Best Cruise Operator International**  
Avalon Waterways

**Best Sales Executive Industry Supplier**  
Chris Le-Roux – NSW  
Melinda Robilliard - VIC



## Sunlovers bunker down in WA



**SUNLOVER** Holidays and Tourism Western Australia joined forces recently to send this group of six staff to enjoy Perth and the

Margaret River region.

The group visited a number of Perth's hotels before embarking on a self-drive itinerary to the wine region south of the city.

While there, the six ladies saw Busselton Jetty, Ngigli Caves, as well as enjoying some local wine and food experiences.

**Pictured** above at Bunker Bay is the group, which included Jodie Home, Danielle Cramp, Kathryn Salkield in the back row from left.

In front row is Monique Morris, Lauren Heck and Amanda Deyes.

## Dubai visitors hit 10m

**VISITOR** numbers to Dubai surpassed 10 million arrivals for a full calendar year for the first time, Dubai Tourism has reported.

The city saw a 9.3% increase in tourist arrivals for the year, along with an 18% climb in hotel revenues and guest nights up 14%.



### HRG People going further

Our clients are successful and dynamic people. So are we.

HRG is the international corporate services provider specialising in travel, expense and data management underpinned by proprietary technology.

'People going further' is an initiative and expression of what makes us unique and special. In an increasingly competitive world, it highlights our real point of difference and our advantage: HRG People who continue to deliver a service that truly sets our business apart. It is something that has long been present within our business and is evident in every one of us.

Due to business growth we are looking for some great candidates to join the HRG Team in the following areas:

#### Adelaide

Multi-skilled Business Travel Consultant

#### Brisbane

Service Delivery Leader  
Domestic/Multi-skilled Business Travel Consultants

#### Canberra

Service Delivery Leader

#### Perth

Service Delivery Leader  
Multi-skilled Business Travel Consultants

#### Sydney

National Administration Support Coordinator  
Airfare Bureau Coordinator  
VIP Business Travel Consultants

For more information about these roles and to apply, please visit the Vacancies page at [www.hrgworldwide.com/au](http://www.hrgworldwide.com/au).

Alternatively, send through your Cover Letter and CV to [recruitment.au@hrgworldwide.com](mailto:recruitment.au@hrgworldwide.com).

## Marshall markets Aus

**THE** small Pacific island nations of Kiribati and the Marshall Islands have kicked off a three-month tourism promotion pitch aimed at the Australian market, in conjunction with local airline partner Our Airline.

The campaign will be aimed at the fishing, diving & surfing travel sectors as well as Adventure seekers, and will be advertised in a number of mediums as well as [www.gotomarshallislands.com.au](http://www.gotomarshallislands.com.au) and [www.gotokiribati.com.au](http://www.gotokiribati.com.au).

## Domestic aviation rise

**NEARLY** five million passengers travelled on domestic services in Australia during Jan, according to latest statistics from the Bureau of Infrastructure, Transport and Regional Economics.

The total of 4.9m travellers was a 4.6% year-on-year jump, while Australian airspace saw 56,556 flights by major Aussie carriers.

Melbourne to Sydney remained the nation's busiest route, posting a 7.4% increase in passengers, with capacity on this route also climbing 5.8% to 4,202 aircraft frequencies, an indication of the domestic battles between Qantas and Virgin Australia ramping up.

Brisbane to Sydney came in second, also reporting 4.7% more passengers than the year before.

Routes posting the biggest swing in traffic included the mining sector of Newman to Perth, which was up 55.3%, while Brisbane to Canberra went in the opposite direction - down 17.4%.

The Melbourne to Sunshine Coast route also fell, down 14.8%, however this result is likely to rebound due to Tiger Airways last week relaunching services on the route (**TD** yesterday).

## Rd 4 Winner

**CONGRATULATIONS**  
**Alana Paul**  
from *Travelscene Swansea*

Alana is the top point scorer for Round 4 of *Travel Daily's* NRL industry footy tipping competition, and has won a complimentary pass for two people to Madame Tussauds, courtesy of Merlin Entertainments Group.

## Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



## Dollar brekky at BWI

**PARTICIPATING** Best Western International properties across Australia, New Zealand and Fiji are offering breakfast for \$1 via a special rate available online.

The \$1 breakfast room offer can be booked until 24 Apr for a stay anytime up to 10 Apr next year.

For a list of participating hotels, visit [www.bit.ly/dollarbrekky](http://www.bit.ly/dollarbrekky).

**Sales Representative - SYDNEY**

Malaysia Airlines State Sales Division requires the services of an experienced Sales Representative.

Primary responsibilities include: responsible for acquiring new corporate client accounts, responsible for the development and retaining of these corporate client relationships, effectively servicing and prospecting for new business with corporate agents/TMC's in NSW/ACT, ensure maximum corporate client retention and return maximum profit levels for Malaysia Airlines in NSW/ACT.

Please email your application to the HR/Administration Manager at [sydh@malaysiaairlines.com](mailto:sydh@malaysiaairlines.com) applications close 09 April 2013.

## Norfolk living for these TC's



**PEACEFUL** island living is only a short flight from Australia, with Norfolk Island one of the best kept secrets in the South Pacific.

This group of Travel Counsellors spent three nights on the island recently, taking in the history of the island as well as learning about its recent transformation and promotion as a holiday spot.

The group were hosted by the Norfolk Island Government Tourist Bureau, Omniche Holidays, Unique Tourism Collection and Air New Zealand, who flew the group to the island.

Indulging in their peaceful surroundings, a highlight for many of the attendees was a serene

## AA launches DFW/LIM

**AMERICAN** Airlines has rolled out new services between Dallas/Fort Worth and Lima, Peru.

The daily service departs DFW at 5:25pm, arriving at 12:20am.

## New Railway opening

**BLUE** Mountains attraction, the Scenic Railway, will today unveil its brand new train and reopen the world's steepest incline railway.

The Katoomba attraction closed in Jan this year (**TD** 16 Jan) as part of a \$30million renovation and upgrade of its train carriages.

Four hand-built Swiss design carriages have now been installed, with new tracks offering a varying degree of decline 415m into the Jamison Valley rainforest below.

The train takes 84 passengers on each journey and operates every ten minutes, with the redevelopment also including a permanent historical exhibition showcasing the story of the train and its life as a tourist attraction.

## Breakaway trials tick

**NORWEGIAN** Cruise Lines has carried out ocean-going trials for its new *Norwegian Breakaway* off the coast of Norway & Denmark.

*Breakaway* will now head for its christening ceremony and maiden voyage departing from New York.

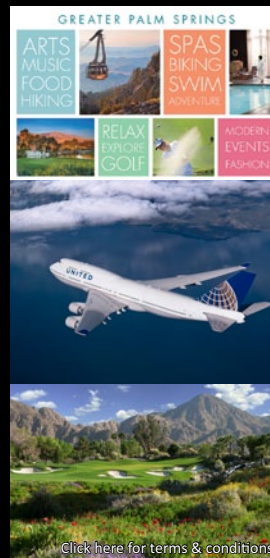
## APAC air demand up

**OFFICIAL** passenger traffic stats for Feb from the Association of Asia-Pacific Airlines has seen a 9.3% year-on-year increase.

A total of 17.1m pax were carried overall, with regional routes recording the strongest growth.

Route capacity increased only 3.6%, pushing average load factors up two points to 77.5%.

## WIN A TRIP TO GREATER PALM SPRINGS WITH UNITED



This month we're giving *Travel Daily* readers the chance to win a trip to Greater Palm Springs which includes:

- 2 United Airlines round-trip economy flights to LAX
- 3 nights at Westin Mission Hills Golf Resort & Spa, one round of golf and one spa treatment
- 2 nights at Hyatt Regency Indian Wells Resort & Spa
- 2 tickets on the Palm Springs Aerial Tramway

Greater Palm Springs, California is the perfect getaway for travellers seeking outdoor adventure, luxurious resorts, boutique hotels, pampering spas, championship golf courses, and a modern artist community with local designers and brand name shopping.

For your chance to win a trip to Greater Palm Springs with United, **SEND US YOUR BEST DESTINATION-INSPIRED PHOTO.**

Need some inspiration? Think Marilyn Monroe, Coachella-hipster or your best golf outfit!

Send your entry by COB on 30th Apr to: [palm springs@traveldaily.com.au](mailto:palm springs@traveldaily.com.au).



sunset dinner at the top of a limestone cliff, complete with a group of island dancers.

All in the group agreed the experience was invaluable to be able to speak first-hand on the island's offerings to their clients.

The Travel Counsellors attending the familar are **pictured** above, and in the back row from left is Heidi Smithers, Jane Rockliff, Jamie Cooper, Carol Mills, Karen Wolf-Thom, Mareesa Florek, Jacy Richards, Jonathan Garrett, Trish Hollis, Brooke Jackson and Matt Schmitz.

Front row: Debra Grandidier, Omniche Holidays; Debbie Oram, Carli Fergusson, Suzzelle Matillano and Annette Griggs.

## FJ A330 service begins

**AIR** Pacific operated a special "sneak-peek" preview commercial service using its newly delivered Airbus A330-220 between Nadi and Auckland yesterday.

"We think we will have a truly winning combination when we combine our superb people with fantastic new wide-body aircraft-the first wide-body planes our airline has ever purchased," FJ CEO and md Dave Pflieger said.

**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](mailto:advertising@traveldaily.com.au)

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**READY TO LEAVE RETAIL TRAVEL BEHIND?  
CORPORATE LEISURE & EVENTS CONSULTANT  
SYDNEY – SALARY PACKAGE TO \$65K**

Are you a leisure travel consultant looking to broaden your skills? Our Client is a Global, leisure & corporate TMC, seeking a experienced travel consultant to join their leisure, groups & events travel team. Enjoy being part of a Global company that will provide a top salary, no weekend work, training, & support, with excellent internal career progression opportunities. This role will give you great exposure to events, groups, & the corporate market.

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Enjoy working for a high-end travel company specialising in luxury touring holidays to unique worldwide destinations including Antarctica, Africa, USA & more! As a reservations travel consultant you will enjoy booking wonderful itineraries & special interest holidays for high-end clientele. Enjoy booking accommodation, airfares and transport right down to the finer detail of the tours booking champagne dinners, theatre and more! Mon-Fri only. GDS skills essential.

**JOIN THE BEST OF THE BEST  
CORPORATE CONSULTANT**

**MELBOURNE (CBD) – SALARY PACKAGE TO \$70K OTE**

The wait is over; we have a fantastic corporate role just called in seeking an experienced consultant for an immediate start. Consulting clients in the academic market, you must have minimum 2 years' experience in corporate consulting, knowledge of CRS and strong ability to multi task to apply. Working in a very unique office environment this is one corporate role not to be missed!

**MOVE AWAY FROM THE SHOP FRONT  
WHOLESALE TRAVEL CONSULTANT**

**MELBOURNE – SALARY PACKAGE TO \$42K + BONUS**

Everyone wants to work in wholesale! Here is your chance to make the move and work with the industry's best! Our client is seeking a motivated consultant with strong sales ability and exceptional destination knowledge to join their call centre. In addition to sensational bonuses, you will be offered amazing famils & working with a very social and friendly team. Make the move today. Contact AA Appointments!

**SAIL AWAY WITH THIS TOP POSITION  
WHOLESALE TRAVEL CONSULTANT**

**PERTH (CITY) - SALARY PACKAGE TO \$45K + BONUS**

Here is your opportunity to join one of the country's most successful travel companies! Working in their wholesale division, this role will see you respond to a range of queries from direct clients to travel agents regarding cruising holidays. Previous experience selling cruises is highly desirable. With fantastic career progression opportunities, you would be crazy not to apply!

**FROM RIO TO PATAGONIA & BEYOND  
WHOLESALE CONSULTANT**

**MELBOURNE (INNER) - SALARY PACKAGE UP TO \$60K (DOE)**

Calling all South American Travel Specialists! This is your chance to step into wholesale & work with one of the best known wholesalers in Melbourne! Selling luxury high end product, you will be constructing tailor made itineraries & using your South American travel knowledge on a daily basis! To be eligible you must have min 2 years international consulting skills & extensive personal South American travel

**LOVE A SUNBURNT COUNTRY?**

**DOMESTIC WHOLESALE TRAVEL CONSULTANT  
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Want to work for a company where your hard work & desire to succeed is rewarded & recognised? Then come and join this global wholesaler in their domestic travel division. You'll love working for a company that puts its people first and rewards you with top \$\$, career progression, educationals, travel discounts and more. Sound too good to be true? It's not. All you need is a min 12 mnths travel industry experience & a positive attitude. Show us your Aussie spirit – apply now!

**CAST AWAY**

**CRUISE CONSULTANTS  
BRISBANE – SALARY PACKAGE OTE \$50K+**

We are currently looking for cruise experts for a number of roles across Brisbane. Whether you want to join a global travel leader or prefer an independent boutique agency – there is sure to be a role for you! Top salary packages, achievable incentive structures, free cruises, ICCA training, supportive management and top team environment are just the start of the benefits you'll enjoy. All you need is min 12 months travel industry exp & a passion for cruising.



# Ask us about talented people for your business



Find out how we work



Ben Carnegie

## Sales Manager - Global OTA

- ▶ Based in Melbourne
- ▶ Territory VIC, WA & NZ
- ▶ Salary OTE \$80K package

Our client is a global Online Travel company. They have been based in Australia for over 5 years now and have a strong existing portfolio of hotels across the country.

The growth of the business is now calling for a new Sales Manager. Being based in Melbourne, you will hunt for new hotel properties to sign up and be advertised across the website. This role involves a combination of existing client relations and the acquisition of new business.

Ideally you will have worked in a similar market targeting hotels, wholesalers and tour operators.

Send in your application today to be considered for this autonomous position!

Call or [email Ben Carnegie](#) for more details

## Luxury Air Cruising Consultant - Sydney

- ▶ Located near Sydney airport
- ▶ Small group journeys
- ▶ Salary paid on experience

Australia's leader for air cruising products. Any opportunity to join a high end tour operator such as this is rare so this could be your chance to make the move from retail travel!

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- ▶ Strengthen your career prospects in Bali
- ▶ Leading luxury DMC
- ▶ Salary up to \$90K USD negotiable

This leading Indonesian Tourism operator seeks a General Manager to run their Inbound operation in Bali. Operations & experience with building niche markets internationally.

Call or [email Kristi Gomm](#) for more details

## Adventure Travel Consultant - Brisbane

- ▶ Brisbane city fringe
- ▶ Interesting adventure itineraries, Galileo CRS
- ▶ Salaries \$45K - \$48K + commission + super

Established adventure agency with a small well-travelled team. Excellent product knowledge needed to sell off the beaten track destinations in Africa, South America & Antarctica.

Call or [email Kristi Gomm](#) for more details

## Specialist Reservations Consultant - West SYD

- ▶ Specialise in South Pacific, Hawaii & Micronesia
- ▶ Monday to Friday only!
- ▶ Earn up to \$60K (\$40K-\$45k + super + incentives)

Perfect opportunity to see your salary soar with uncapped earning potential. No face to face selling! Service your retail and wholesale clients via email and phone only.

Call or [email Kelly Wellsmore](#) for more details

## Business Development Manager - Sydney

- ▶ International hotel group
- ▶ Corporate and Inbound markets
- ▶ Sal to \$60K + super. Hotel experience highly regarded

Utilise your networking and negotiating skills representing a highly regarded Sydney hotel. Excellent opportunities for career advancement within the group. Supportive team.

Call or [email Peter Jackson](#) for more details