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Travel Daily

First with the news

Thursday 4th April 2013

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Lest We Forget
(Sandakan - Ranau Death March)
Sandakan Memorial Day
15th August
www.sabahtourism.com

Joint pricing for Qantas/EK

QANTAS and Emirates will tomorrow release new joint fares for point of sale Australia, reflecting coordinated tariffs and fare conditions under their newly minted alliance.

The joint pricing proposition initially applies to Economy class flights from Australia to the UK and Europe, as well as for all cabins on flights from Australia to the Middle East, and Australia to Bangkok.

Under the changes, the Qantas long-haul/mid-haul fares will be restructured, with S, Q and O inventory classes no longer dedicated to selling long-haul Australia-UK/EU itineraries, while L, V and N inventory classes will no longer be dedicated for mid-haul flights to SIN/HKG/BKK.

There won't be changes to the current Qantas Fare Family branding, with N, Q and O classes part of the Sale fare family and S and L class part of the Red e-Deal fare family.

One-way fares are available in the Red e-Deal, Super Saver and Flexi-Saver families, amounting to 65% of the return fare.

Infant fares will continue to be 10% of the applicable adult fare, while child fares in Economy will continue as 75% of the adult fare.

Child fares in Business will increase to 90% of the adult fare, while in First Class the child fare will increase to 100% of the applicable adult fare.

Fares on the joint routes will be combinable between Qantas and Emirates, but the EK fares are not combinable with oneworld fares.

There will also be changes to the fare structure for group travel, with Qantas and Emirates to now offer a joint "streamlined group proposition".

Travel agents will be able to see the new QF and EK fares in GDS effective Fri 05 Apr.

Another great issue

Travel Daily today has nine pages of news, including a page of photos from **Austrian National Tourist Office** plus full pages from: **(click)**

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Travel Daily

First with the news

Thursday 4th April 2013



SUN ISLAND TOURS
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MAKE IT OUR SPECIAL DAY

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Best Niche Wholesaler!

6 days for 'Best Jobs'

POTENTIAL candidates for Tourism Australia's 'Best Jobs in the World' competition are being urged to enter as soon as possible.

Six dream jobs are up for grabs in NSW, Vic, Qld, WA, SA and the NT, with 540,000 expressions of interest already received.

Brits and Americans have made up the lion's share of entries, with TA md Andrew McEvoy insisting "you have to be in it to win it."

Application close on 10 Apr - enter at australia.com/bestjobs.

Gray urges domestic focus

NEWLY appointed Federal Tourism Minister Gary Gray has credited Tourism Australia's ongoing 'There's nothing like Australia' campaign for helping drive the nation's domestic and international visitor expenditure.

Speaking earlier this week in WA, Gray said the "very successful" campaign was worthy of acclaim, assisting the government to reach the Tourism 2020 target of lifting overnight visitor expenditure to between \$115b-\$140b by 2020.

Gray said the latest National Visitor Survey for the Dec quarter (TD 21 Mar) revealed the industry has demonstrated "outstanding resilience, with strong growth in both domestic day and overnight travel contributing to increases in domestic travel expenditure."

Total visitor expenditure rose 8% in 2011/12 - the fastest rate of growth since 2000/01.

"The stand out was domestic tourism," where trip expenditure increased 11%, the fastest since the National Visitor Survey began in 1998, he said.

Overseas visitor numbers in the year also reached a record 6m.

"This is cause for optimism in the industry, although challenges do remain," Gray warned.

He urged Australians to support the domestic tourism scene, that employs over 500,000 people, by holidaying locally.

The Minister also encouraged tourism businesses to put their hands up for government-backed funds to assist with distinguishing themselves, including up to \$7.5m in the next round of T-QUAL Grants - Tourism Quality Projects.

VA/DL Mexico c'share

VIRGIN Australia has revealed plans to expand its codeshare partnership with Delta Air Lines on 11 new routes into Mexico, no earlier than within 30 days.

According to an application by Delta to the US Department of Transportation, Virgin wants to add its 'VA' code on routes from Atlanta to Mexico City, Cancun, Cozumel, Guadalajara, Puerto Vallarta and San Jose del Cabo.

Other routes incl Los Angeles to Cancun, Guadalajara and Puerto Vallarta & New York to Mexico City.

BEYOND TRAVEL

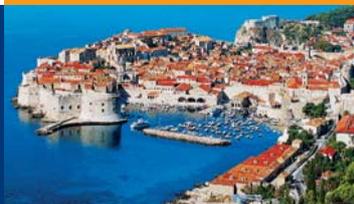
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Qantas expands China links

AN EXPANDED codeshare deal between Qantas and China Eastern Airlines (**TD** breaking news yesterday) will see the QF code applied to MU's daily Melbourne-Shanghai services.

The Melbourne codeshare is effective from 01 May, with the pact also seeing QF codeshare on MU's thrice weekly Sydney-Nanjing-Beijing flights as well as domestic services between Nanjing and Shanghai.

It's part of QF's broader strategy to strengthen its Asian presence, according to Qantas International Manager China, Andrew Hogg.

"We are building on our strong relationship with China Eastern to support growing corporate travel and tourism between Australia and China," he said.

QF's codeshare relationship with China Eastern has been in place since 2008 and the carriers are also partners in the Jetstar

Hong Kong joint venture.

Hogg said Qantas now offers 130 flights to Asia every week, with direct flights to ten cities and fares available with partner airlines to 120 further ports.

"We're investing in the customer experience, with new lounges in Singapore and Hong Kong to open later this year and an A330 reconfiguration program to commence in late 2013," he said.

BA to get 18 787s

BRITISH Airways' parent firm International Airlines Group has converted options for 18 Boeing 787 *Dreamliner* aircraft for the British flag-carrier.

The carbon-composite aircraft will be delivered to BA between 2017 and 2021 as the airline phases out ageing 747-400s.

IAG is also allocating *Dreamliner* delivery slots for Iberia's needs.

Tiger SYD/CNS debut

TIGER Airways today launched services between Sydney-Cairns, initially operating as four weekly return services, prior to ramping up to daily by Jun (**TD** 06 Feb).

TT's head of communications Vanessa Regan said early sales on the route were pleasing, with momentum expected to continue now the service is operating.

MEANWHILE, the no-frills carrier is deferring customers departing after 15 Apr from contacting its booking centre as a result of "high call volumes dues to the seasonal changes in our network."

P&O Cruise webinars

TRAVEL agents are invited to sit in on two webinars to coincide with the launch of P&O Cruises 2014/15 program that will go on sale from next Fri 12 Apr.

The webinars are being held on Wed 10 Apr and Thu 11 Apr - register at www.bit.ly/powedweb or www.bit.ly/pothuweb.



Window Seat

AS IF everyone hasn't had their fill of sugar with all of the Easter chocolate splurges, spare a thought for a group of people who have spent a night in the world's first "edible hotel".

The property was temporarily created in London's Soho by manufacturer Tate & Lyle Sugars.

A team of 14 bakers spent more than 2,000 hours and over 600kgs of sugar to decorate a room with all sorts of edible items, including a windowsill made of fudge, a bath filled with caramel-coated popcorn & even edible books on a bookcase.

Over 100 pieces of edible art were on show across three floors and eight rooms, each featuring a different type of sugar.

Combined, it ensured nobody left the hotel hungry or without a sugar-induced headache.

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- ★ Points redemption for Qantas Frequent Flyer points
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- ★ More Bonus Points Promotions – helping you to reach your reward goals faster!

sunlover HOLIDAYS 

Virgin withdrawal a shock for Tas tourism

THE Tourism Industry Council of Tasmania says the loss of Virgin Australia's nonstop Canberra-Hobart service (**TD** Tue) was a blow to the state.

Chief executive Luke Martin said VA's decision to shelve the six weekly services was "disappointing" however not unexpected.

"I understand this service has been marginal for Virgin," he said.

Tasmania's Tourism Minister Scott Bacon said the govt had been working with airlines to help fill empty seats on flights over the short term to try maintain as many services as possible.

VA cited a lack of demand for the Tassie route for its demise.

Liberal leader Will Hodgman said the suspended VA service "was bad news" and showed why tourism marketing was so vital," *The Mercury* reported.

Guests booked on the service & the Sydney-Rockhampton route effective 29 Apr, will be rebooked on alternative services via Sydney or Melbourne to Hobart, or via Brisbane to the Queensland regional gateway.

Xmas markets tour

ALBATROSS Tours has introduced a new 10-day European Christmas Markets trip which incorporates visits to nine markets throughout Germany and Austria.

The tour includes two nights in Rothenburg, three nights in Oberammergau and two nights in Salzburg, departing from Frankfurt and concluding in Munich.

Priced from \$2,789ppts, the journey sets out on 08 Dec 2013 - phone 1300 135 015 for more.

Brolga nominations

NOMINATIONS are open for the NT's 2013 Brolga Awards, to be held in Alice Springs on 16 Nov.

Submissions close on 16 Sep - see www.bit.ly/2013brolgas.

Japan pricing drop

JAPAN gurus JTB has released its 2013/14 Experience Japan & Korea brochure, with the firm reporting a drop in prices on last year due to strong buying power, coupled with the strong Australian dollar.

JTB has also revamped its online presence, with a "much more user friendly" web platform now at www.jtbtravel.com.au.

Getting High Tea on BA's 777



BRITISH Airways unveiled its new Boeing 777-300ER aircraft to the trade at Sydney yesterday and said despite going it alone on the Kangaroo Route without its long-time code-share partner Qantas, it was getting good support from the market.

"Our flights and advance sales are looking good & we'll be doing everything we can to make it a success," said BA regional gm South West Pacific Nicole Backo.

She told **TD** the 777 aircraft (**pictured** below) opens an exciting new chapter for the airline in the local market which BA has been serving for the last 77 years and it will continue to fly daily from Sydney to London, via Singapore.

BA partnered the event with The Langham Hotel who provided a stylish High Tea aboard the jet, served by BA cabin crew, complete with a fashion show with models parading up and down the twin-aisles and a guest appearance by renowned British model, Georgia May Jagger.

Backo stressed BA is constantly improving its service to its Australian

customers with the new plane arriving and departing from Terminal 5 at Heathrow.

"It's the gateway to our extensive European network and our Australian pax will now be able to take advantage of faster, seamless connections," she added.

The B777 is fitted with the new World Traveller Economy Class, World Traveller Plus, Club World and First Class and produces 23% fewer emissions than the previously used Boeing 747-400.

Pax also get a better ride with seats featuring the latest cushion technology, softer furnishings and individual power sockets.

The 777s in-flight entertainment system offers more than 230 TV programs, 17 films, 400 CDs, and 60% bigger TV screens.

Pictured above on the aircraft from left are Sharon Byrne, Langham Hotels; Digby Warren, The Journey Masters; Nicole Backo, British Airways and Sonia Lefevre, Langham Hotels.



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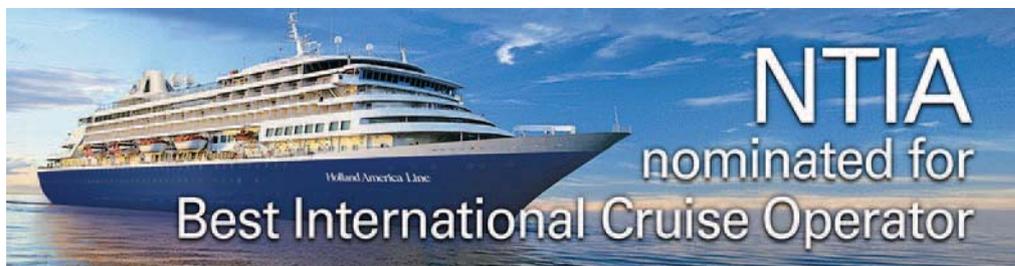
Sales Account Manager - Melbourne

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Kings Aus earlybird

AAT Kings is reminding agents they have until 12 Apr to take advantage of its Early Payment Discount of 7.5% on Australian Guided Expeditions in 2013/14.

World's biggest hotelier in 2013

INTERCONTINENTAL Hotels Grp has outstripped Hilton Hotels to earn the acclaim as the world's biggest hotelier in terms of room count (as of 01 Jan 2013), with just shy of 676,000 rooms across 4,602 properties globally.

Hilton's room tally was 652,378 rooms in 3,993 hotels.

Accor's sale of the US Motel 6

brand saw its position on the Top 10 hotel groups slide one spot, from 5th to 6th, with 450,199 rooms at 3,515 properties.

According to the study by MKG Hospitality, at 7,342 properties, Wyndham Hotel Group held the largest number of hotels.

IHG's Holiday Inn/Holiday Inn Express brand has the most dominant single hotel brand in terms of room numbers, holding a staggering 424,612 rooms at 3,392 hotels.

The chain was followed by Best Western (311,611 rooms/4,024 hotels) & Marriott Hotels Resorts (204,917 rooms/558 hotels).

Accor's Ibis 'megabrand' - the result of Etap Hotel & All Seasons being repositioned under Ibis - had an 11.6% y-o-y growth to 182,496 rooms at 1,667 hotels.

Extraordinary QH/WA

CHANCES to earn up to 5,000 bonus Qantas Frequent Flyer points through a new campaign promoting WA close this Fri.

The "Discover Western Australia" promotion is being run by the wholesaler in conjunction with Tourism Western Australia, which focuses on highlighting the state's unique experiences such as Broome & The Kimberleys.

A number of special packages have been put together especially for the campaign, with bonus QFF points available by quoting the word "bonus" at time of booking. Call 1300 443 272 for details.

The Mulia Preferred

PREFERRED Hotels & Resorts has added Bali's The Mulia, Mulia Resorts and Villas in Nusa Dua as the newest member.



Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Alice Brennan has joined the team at **Agoda**, working with the online hotel retailer as their new Product Coordinator. Brennan, formerly of a similar role at Creative Holidays, will be representing the Domestic market, primarily the Gold Coast, Byron Bay and Northern NSW regions.

The newly opened **Fraser Suites Perth** has named **Alice Lyons** (nee Dixon) as its new Director of Sales and Marketing. She has extensive hospitality industry experience including representing the Radisson Edwardian London properties in Sydney for three years.

CWT Meetings & Events has named **Pauline Houston** as director global supplier management, moving from her previous role heading up the group in the UK and Ireland. **Patrick Lukan** has also joined CWT Meetings & Events as senior director global operations.

Tjapukai Aboriginal Cultural Park in Cairns has named **Saskia Wrobluskie** as Sales Executive C&I and Domestic, along with **Troy Bassani** as its new Sales Coordinator Tour Desk and Education.

787 battery testing

BOEING is continuing with the testing of a proposed battery fix for the 787 *Dreamliner* (TD 26 Mar), with more than half of the planned test flights complete and results in line with expectations.

"We are all working toward returning the 787 fleet to service in the most expeditious manner possible, but we are being thorough and won't shortcut the test & certification process," Boeing spokesman Marc Birtel said.

Thanks for nominating Alaska Airlines.

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Alaska Airlines



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Triumph breaks free

CARNIVAL Cruise's infamous *Carnival Triumph* ship broke away from its moorings at its Alabama-based shipyard overnight due to strong winds, resulting in scrapes and damage to the vessel.

The ship grabbed international headlines last month when an engine fire caused a black-out, stranding guests in the Gulf of Mexico for five days, and resulting in mass departure cancellations.

Triumph has since been secured and moved to the Mobile Cruise Terminal, Carnival said today.

Vinpearl local reps

VINPEARL Luxury Nha Trang and Vinpearl Luxury Danang have inked a representation deal with HRA in this market.

The upmarket properties offer 84 luxury bungalows and 200 rooms respectively.

Norfolk gets outdoors

AUDIENCES in Sydney and Brisbane are being targeted by a new major "awareness campaign" promoting Norfolk Island as a short-haul destination.

The marketing push runs until the end of Sep and covers outdoor advertising at central and suburban railway stations, on buses and on digital billboards.

Norfolk Island Tourism gm Glen Buffett said the island's relaxed & friendly environment held a long standing attraction for Aussies.

See www.norfolkisland.com.au.

Business back in flight

STRONGER business confidence has translated to an increase in global air passenger demand for Feb, official IATA stats show.

Year-on-year pax traffic climbed 3.7%, with IATA director general Tony Tyler upbeat on the result, saying: "Much of the growth is concentrated on emerging markets - Europe continues to be a laggard," he said.

Locally, Asia-Pacific carriers saw a 4.5% jump in carriage for the month, with improvements in Chinese trade playing a big part.

Packing scrums in Hong Kong



THIS group of rugby aficionados from the Travelscene Corporate and JTN Business Select networks recently travelled to the Hong Kong Rugby 7s tournament, one of the biggest events for the game on the global sporting calendar.

Flown by Qantas Airways on the A380 and hosted by Marco Polo Hotels in Hong Kong, the group also enjoyed two days worth of games at the rugby spectacle.

Hosted by Julian Barry from Qantas Airways and Craig Davies from Marco Polo Hotels, the group consisted of Peter Carmichael, Jetset Newcastle; Richard French, Platinum Travel Management; Garry Dryburgh,

Elite Travel; Matt Inman, Maxim's Travel; Ian Jeffress, Hunter Travel Group; Steven Pike, The Travel Authority; Kerby Reimer, Complete Business Travel; Geoff Fairall, Atlantic Pacific Travel; Jason Denisenko, MTA and Jo Brown from The Journey Masters.

Le Meridien makeover

STARWOOD says it will make a contribution along with the owners of 13 Le Meridien hotels towards hotel upgrade projects in Africa and the Middle East.

A total of \$200m will be spent over the next three years on hotels in Dubai, Abu Dhabi, Saudi Arabia, Gabon, Cairo & Mauritius.



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.

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Service Delivery Leader
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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.
Alternatively, send through your Cover Letter and CV to recruitment.au@hrgworldwide.com.



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Interested applicants should have:

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For further details, and on-line application process, please visit our website www.emiratesgroupcareers.com Ref No. CS&SA/CC/24272

Telephone and postal applications will not be entertained.

Applications close on Sunday 14th April, 2013.

Only candidates that meet the minimum requirements will be considered and contacted.

St Patrick's Ireland famil trip



IN THE year of The Gathering Ireland, this group of Aussie agents jetted off to Dublin to see the Irish capital in all of the glory surrounding St Patrick's Day.

Hosted by Tourism Ireland and flown with Etihad Airways, the group enjoyed quick connections between flights in Abu Dhabi and arrived in Dublin shortly afterward.

The unanimous highlight voted by the attendees was having the opportunity to participate in the first-ever Peoples' Parade during the official St Patrick's Day parade.

Also on the agenda was the Etihad Skyline rooftop tour, a visit to the Little Museum of Dublin on St Stephen's Green and partying the evening away at the Irish

House Party on Francis Street.

The group also paid a visit to Newgrange and the Brú na Bóinne Visitor Centre in Co Meath, as well as to the Battle of the Boyne Visitor Centre in Oldbridge and Glendalough in Co Wicklow.

Pictured above is Avia Schuster, Gullivers Sport Travel Pty Ltd; Maria Lamotta, Jetset Hurstville; Peter Greenland, Travel Phase; Alina Sithideth, Flight Centre Groups NSW/ACT; Marc Innemee, The Travel Authority; Kathryn McLean, Mary Rossi Travel; Louise Allen, Etihad Airlines and Fiona Clelland from Tourism Ireland.

VA/DL fare alignment

DELTA Air Lines has altered its fare class structure for its Economy cabin, effective immediately.

According to a Virgin Australia agent update, eight VA marketed flight classes operated by Delta have been realigned.

Classes impacted include H, K, L, E, N, V, Q and T which have now swapped on the fare ladder to M, S, H, Q, K, L, U and T respectively.

Delta marketed classes M, S, Q, K, L, M, U & T have switched to H, K, E, N, V, Q & T Virgin operating classes.

For further information, go to www.bit.ly/VADLfareladder.

Marvelous Asia offer

TRAVELMARVEL is providing free return flights and two extra free nights accommodation when booking its Discover Vietnam and Cambodia tour-cruise between Jul and Sep 2013, priced from \$4,395 per person twin share.

The 15-day itinerary includes a seven-cruise on *RV La Marguerite*.

Bonus nights can be taken pre or post tour-cruise.

Back-Roads out early

FLIGHT Centre-owned Back-Roads Touring has pushed out its UK & Europe Winter 2013/14 five months early "off the back of an exceptionally strong" first quarter of sales from Australasia.

Global sales and marketing mgr Anna Kemp said bookings are up 80% in Australia, and 77% in NZ.

The new program features a new trips in Austria, Germany and Eastern Europe, along with extending its touring options in the UK - phone 1300 100 410.

New CZ A330's in Aus

CHINA Southern Airlines has commenced services to Brisbane & Perth from its Guangzhou hub using its newest A330-200 aircraft.

Special fares have been released to celebrate the launch of the aircraft on the Australian routes, with return fares starting at \$760 ex PER or \$3,230 in Business Class, valid for sale and travel in 2013.

Thursday 4th Apr 2013

Niue entries closing

LESS than two weeks remain for competition entries to be received for a seven-night holiday in the small Pacific island nation of Niue, on the back of the launch of its first brochure & self-famil program.

Australian marketing manager for the Niue Tourism Office Richard Skewes said the number of entries received so far had been "overwhelming", however there was still an excellent chance for new entrants to win the prize.

To be in the running for seven nights at the Matavai Resort, with flights on Air New Zealand, send an email to niue@ptm.net.au advising "Why you need a holiday in Niue?" in 25 words or less.

Entries close on Mon 15 Apr.



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- Extensive knowledge of the retail and wholesale travel industry.
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The successful applicant will enjoy a competitive salary package as well as a fully maintained company car, laptop and mobile phone.

To apply for this fantastic opportunity, email your covering letter and resume, quoting reference number 09/12 to careers@aotgroup.com.au

Applications will close 5pm Friday 12 April 2013

More Coolum comm

PALMER Coolum Resort is offering agents 15% commission for packages booked directly with the Sunshine Coast resort during the month of Apr.

The deal can be applied to 'Advance Purchase' specials made within seven days, as well as Stay Longer, Golf & Spa and Advance Rewards promotions.

Allianz acquires CTI

ALLIANZ Global Assistance has this morning announced the 100% acquisition of New Zealand travel insurer Comprehensive Travel Insurance (CTI) 2004 Limited.

Chief zone executive officer Roland Rykart said the buyout was a "logical & natural expansion" of Allianz's insurance business, which will double in the market.

CTI's current product offering will remain unchanged until 01 Jun 2013, at which time it will switch underwriters from Vero to Allianz Australia Insurance Ltd.

Two world premieres in Dirndl & Lederhosen?

IN the final weeks of Austria. Dirndl Temptation, the Austrian Dirndl Ambassadors got to try the best Sydney can offer: from sailing Sydney Harbour, to flirting with Manly's iconic Surf Life Savers, indulging in excellent food at the "Taste of Sydney" festival, and - as a glamorous highlight - visiting the opening night of "Carmen", Live Opera on Sydney Harbour.

Resembling the open-air lakeside stage of Austria's Bregenz Festival, Opera on Sydney Harbour was the perfect place for the Dirndl Ambassadors to inspire the audience to visit Austria to enjoy its rich cultural heritage and tradition of classical music.

Two of their recent outings took the Dirndl Ambassadors even to what we believe are world's firsts: the brave attempt to do stand-up paddle boarding in Dirndl and Lederhosen was a huge success. Needless to say that it was also quite unusual for Manly's Surf Life Savers to take girls dressed in Dirndls out on the water in their boat!

The Ambassadors are pictured **right** all glammed up and ready for Opera on Sydney Harbour. To find out more or watch their adventures see <http://dirndl.austria.info>



LEFT: A sweet treat for Manly's Surf Life Savers: Austria's equivalent of Tim Tams, "Manner" hazelnut wafers.



LEFT: A blissful day for the "Dirndl sailing crew".

BELOW: Sailing Sydney Harbour "Dirndl-style".



LEFT: Flying the flag: Austrian National Tourist Office's regional manager Michael Gigl with ANTO director, Astrid Mulholland-Licht and Manuela Mödlhammer.

RIGHT: Enjoying a refreshing Trumer Pils in some comfy and practical Lederhosen.



BELOW: Another world first: Manly's Surf Life Savers took the Dirndls out in their boat.

RIGHT: Who'd have thought it? Stand-up paddle boarding in Dirndl and Lederhosen.



BELOW: Red carpet celebrities - the Dirndl Ambassadors at "Carmen".



BELOW: Dirndl Ambassador Alex and Austrian Airlines gm Marlene Sanau at "Taste of Sydney".



LEFT: The Dirndl Ambassadors turned heads walking along Manly Beach.



TD winners sling into Singapore



ABOVE: The major prize winner of *Travel Daily's* exclusive Jan competition hasn't taken long to redeem her prize, last weekend staying at the Grand Park City Hall in Singapore.

Flight Centre Ltd Corporate's Sneha Maharaj and her husband were given First Class treatment at the property, which included enjoying Park Signature dishes -

Bak Kut Teh and Hokkien Mee.

Their prize also included return economy class flights between Sydney and Singapore, courtesy of British Airways.

While on-site, the couple (pictured centre) met with Park Hotel Group vice president Melvin Lim (left) and Grand Park City Hall assistant marketing communications mgr Jean Ng.

Vintage Wine w/end

FOUR Seasons Resort Maui is offering a unique three-day wine and culinary event as part of its Unforgettable Event series in 2013.

Wine experts and master sommeliers will take part in the Vintage Wine Weekend on the Hawaiian island, which is being held from 24-26 May.

An array of fresh ingredients from Maui's land and sea will also play a prominent part of the "farm to table" culinary experience.

See www.bit.ly/4Swinewe.

4-night Missi cruising

AMERICAN Cruise Lines has added a range of shorter duration cruises on the Mississippi River to its 2013 schedule.

Operating round-trip from New Orleans, the four-night sailings on *Queen of the Mississippi* are designed for a quick getaway or extended weekend holiday.

Accommodating 150 guests, the paddlewheeler will offer historic exploration of the plantations on the Mississippi, such as Nottoway Plantation, Houmas House, Oak Alley and Laura Plantation.

Voyages are planned for 30 Nov, 04 and 08 Dec 2013.

1770 lighthouse tour

QUEENSLAND'S Bustard Head Lighthouse located near the town of 1770 has become the state's only still operating lighthouse to open for public tours.

The full-day tour operates on Mon, Wed and Sat from 9am-4pm & is priced at \$153 per adult and \$93 for children - full details at www.1770LarcTours.com.au.

QF at eTravel summit

QANTAS manager Digital Communications Michael Curry will speak about the importance of engaging with customers thru social media at the eTravel Summit in Melbourne this month.

Curry will use the platform to discuss how QF's investment in social media is allowing the carrier to communicate with a wide range of audiences, respond faster to conversations and build loyal communities.

The eTravel Summit is being held on 17 Apr, part of the three-day eCommerce Conference and Exhibition that starts on 16 Apr.

For more info on the event see www.bit.ly/eTrvlsummit.

TDU record result

SOUTH Australia's Santos Tour Down Under pro-cycling event in Jan created an economic impact of \$43.6m for the state, Tourism Minister Leon Bignell has revealed.

The race was attended by over 760,400 spectators - up 9.7% on the 2012 result - 40,000 of whom visited SA from interstate or internationally specifically to view the event, illustrating the TDU's "strength & popularity," he said.

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.**



Click here for terms & conditions

Entries have already started rolling in. For some inspiration check out the photo send in to us by Graham Muldoon of Travelscene American Express (left). He would love to be "taken back to Palm Springs..."

Send your entry by COB on 30th Apr to: palm Springs@traveldaily.com.au.

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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READY FOR THAT NEXT STEP IN YOUR EXECUTIVE CAREER?

IS STRATEGY YOUR MIDDLE NAME?

CLIENT RELATIONSHIP MANAGER
BRISBANE - SALARY PACKAGE CIRCA \$100K

Are you an experienced senior client relationship manager looking for a new challenge? This fantastic role will see you managing a key national account, where you will be responsible for strategic account management of this primary client. Ideally you will have an extensive background in travel at a management level, with excellent negotiation skills, strong commercial and business acumen.

TAKE THE HELM

CORPORATE OPERATIONS MANAGER
SYDNEY - SALARY PACKAGE CIRCA \$120K

This successful leader in corporate travel is searching a talented operations manager to manage an established role. Key responsibilities will include increasing profitability and efficiencies, human resources management, staff leadership, mentoring and development. Essentially you will come from a strong travel management background with excellent business acumen and full profit and loss accountability.

LARGE MARKET – PREMIUM CLIENT PORTFOLIO

CORPORATE ACCOUNT MANAGER
SYDNEY - SALARY PACKAGE \$85K+

This is your chance to manage a portfolio of premium blue chip clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to this established global brand who celebrates and rewards personal success.

DELUXE DELIVERY

INDUSTRY BDM – PREMIUM PRODUCT
SYDNEY - SALARY PACKAGE \$85K+

Have a passion for first class, luxurious destinations? Have established relationships with the top end agents? This on the road sales manager role will see you utilising these networks to promote this key luxury travel brand. Essentially you will have a minimum 5 years on the road sales experience, excellent presentation and negotiation skills with the objective to grow revenue from your target market.

ATTRACTED TO THE BIG BUCKS?

CORPORATE SALES MANAGER X 4
MELBOURNE – SALARY PACKAGE OTE \$125K

If you have the determination & resilience of a successful BDM this exciting opportunity with a leading Brand is available now. If you can articulate your proven ability to build new business through your initiative, relationship skills and target-driven attitude this company has a place for you on their growing team. Your success will ensure their continued growth and you will be rewarded with a fantastic salary + bonus & benefits

LOVE THE THRILL OF THE CHASE?

CORPORATE TMC SALES MANAGER
SYDNEY - SALARY PACKAGE \$85K+ BONUSES

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining this leading corporate TMC offering long term career advancement and the real opportunity of progression. With a winning brand supporting you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. Apply for this role and watch your future career soar.

LEAD BY EXAMPLE

WHOLESALE LEISURE TEAM LEADER
SYDNEY - SALARY PACKAGE \$60K PLUS INCENTIVES

This leading international wholesale organisation has a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success. Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

OFF THE BEATEN TRACK

TRAVEL SALES REPRESENTATIVE
SYDNEY - SALARY PACKAGE to \$80K

This fantastic sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great families, car allowance & bonuses await the perfect individual.

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Travel Trade Recruitment is delighted to have been nominated in category 26 for 'Best Agency Support Service' at this years AFTA National Travel Industry Awards for Excellence, and we now need your vote to help us make it to the finals!

[Click here](#) if you work for an Australian Travel Agent and would like to vote for Travel Trade Recruitment or any of your other favourite travel suppliers in the Best Supplier categories.

VOTE TRAVEL TRADE RECRUITMENT IN CATEGORY 26:
'BEST AGENCY SUPPORT SERVICE'



Cruise Consultant

Brisbane - \$35-55K + Super + Commission - Ref 405A

Want to become a cruise expert and specialise in this niche travel product? If you have a passion for cruising and travel sales then apply now! You will be working towards targets within a sales and service focused environment, and earning uncapped commission in return. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

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

Senior Travel Consultant

Canberra - \$45-50K DOE + Super + Comm - Ref 459

A fantastic NEW opportunity for top Travel Consultant to take the next step up in your career! Come and sell the world from a lovely office base in Canberra. If you love face-to-face interaction with clients and thrive working in a fast paced, friendly and fun environment, this is the role for you! Working to realistic targets for uncapped commission, this role needs sales savvy consultants who have a genuine passion for travel. Apply Now!

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Travel Specialist Consultant

Melbourne - Up to \$60K - Ref 121171pca

I SPECIALIZE IN If you can fill in the dots, I want to hear from you! I am looking for Travel Specialist Consultants who specialise in Cruise, Africa, South America, Honeymoons, and maybe you speak another language? Been there - done that? Let your speciality make you money. Utilise your expertise and put it to good use by creating bespoke and vibrant itineraries using a GDS for your discerning clients. Call me today!

For more information, please call Patrizia on (02) 9113 7272 or click [APPLY](#)

Sports Travel Consultant - Central Coast Central Coast - \$DOE + Super + Commission - Ref 494

Are you an experienced Travel Consultant who loves sports and is looking for a more niche career path? Get on side with this unique & successful company who specialise in sporting group's international travel. Work in a luxury office with a professional team Monday to Friday with no face-to-face consulting. If this role is exactly what you have been waiting for, don't wait any longer. Call me today as this role will go fast!

For more information, please call Briarna on (02) 9113 7272 or click [APPLY](#)

Cruise Consultant

Victoria - \$45K + Super + Bonus Scheme - Ref 483

All aboard the cruise ship! Are you a passionate Travel Consultant and love all things cruise? If you are an experienced Travel Agent and have excellent knowledge of cruises around the world, this may be your lucky day. Ideally you will have been on some cruises, have sold plenty of them, and have a bubbly & enthusiastic personality. Work in a team with great fun dynamics and really get more out of your career with this leading tour company. Jump ship today and call me!

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Corporate Travel Consultant

Perth - \$50-60K + Super + Benefits - Ref 0455

Do you have brilliant product knowledge, exceptional GDS, and a passion for travel? This is a lovely role working for a well-established travel agency, who has built its reputation on fantastic customer service & exceptional travel deals. An experienced Corporate Consultant with bubbly personality and great personal travel experiences is needed. An excellent opportunity for a customer service & sales orientated Corporate Consultant. Exceptional training provided.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

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