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# Travel Daily

## First with the news

Monday 8th April 2013

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## Evergreen 2014 brox

EVERGREEN Tours is spruiking the full release of its new 2014 Deluxe Europe River Cruising and Touring brochure - see **cover wrap**.

The program provides seamless links between Evergreen's cruising and touring programs - see **pages three and six** for further details.

## QFFF rejig JQ redemption

**MEMBERS** of Qantas Frequent Flyer will be able to book flights on sister-carrier Jetstar for 20% less points under a new Classic Award points pricing structure.

Launched today, the "improved

points structure" enables QFFF members to redeem points on flights to over 20 new Jetstar Classic Award destinations across Asia, through the Jetstar Japan and Jetstar Asia networks, but has no impact on QF Classic Awards.

JQ seat redemptions begin from 6,400 points, plus taxes and fees.

The new structure aims to give "greater clarity, more choice and better value," Qantas Loyalty ceo Lesley Grant said.

"We are responding to demand from our members who have told us they want better redemption options on Jetstar," Grant added.

## Morrison to head TTF

**THE** Tourism & Transport Forum will be headed up by former chief operating officer of the Property Council of Australia, Ken Morrison effective 20 May, the lobby group confirmed today.

The announcement follows an "extensive search" for a replacement to John Lee who stood down late last year, TTF chairman Bruce Baird said.

"Ken has led initiatives which have delivered great results for the property sector and we look forward to his leadership of TTF's policy and advocacy agenda as we work towards the Federal Election in September," he added.

## Seven pages of news

*Travel Daily* today has seven pages of news & photos, a full page from **Evergreen Tours**, plus full pages: **(click)**

- AA Appointments
- Travel Trade Recruitment

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## A slice of Devon!

**TODAY** *Travel Daily TV* features a special report on the stunning Devon region of the UK, filmed following the recent VisitBritain Hosted Buyers Market.

Click on the logo to view the video or visit [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



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Monday 8th April 2013

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## Travelport conference

**INSPIRING** Travel will feature as the theme for the first Travelport Pacific Customer Conference, in Ayers Rock from 06-08 May.

Bob Ansett, Jayson Westbury, Graham Turner & Jessica Watson will all serve as guest speakers.



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## Dedicated JTG cruise team

**A JUMP** in consumer demand for cruising has prompted Jetset Travelworld Group to establish a dedicated team of specialist cruise agents, named The Cruise Team.

Launched over the weekend (**CW** breaking news) the new group will comprise of 500 agents from 150 agencies across Australia, backed by a new consumer portal at [www.thecruiseteam.com.au](http://www.thecruiseteam.com.au).

The site will allow customers to search for their nearest cruising deals based on their preference for a particular ship, voyage style, experience, destinations, regions and last minute special deals, and to help find their nearest expert.

"As cruise experts, members of The Cruise Team are committed to connecting travellers with their perfect cruise holiday," The Cruise Team gm Alastair Fernie said.

### 40% off Carnival Spirit

**CARNIVAL** Cruise Lines is celebrating its 100,000th passenger booking this week, launching a seven day sale today and offering up to 40% off brochure rates.

Deals include an eight-day New Caledonia voyage aboard *Carnival Spirit* from Sydney priced at \$699pp in an interior cabin, a saving of nearly \$400.

Director Jennifer Vandekreeke thanked travel agents for "the extraordinary work" in selling the product since its debut locally.

The sale ends on Sun 14 Apr.

"We want to provide travellers from across the country with a one-stop cruise shop for hassle-free planning and booking".

More details in tomorrow's edition of **Cruise Weekly**.

### G'day China week

**AUSTRALIAN** Prime Minister Julia Gillard has announced the creation of a "G'Day China" style week of events centered around a tourism campaign aimed at China.

The move to further boost Australia's profile to Chinese travellers has been welcomed by Tourism Australia md Andrew McEvoy, who said TA was "very excited at the prospect".

Australian celebrities will likely form part of the campaign and participate in a week of cultural and performance events in China.

"The concept has worked well for Australian tourism in America, with G'Day USA, and makes a lot of sense when you consider that China is now our fastest growing and most valuable inbound tourism market," McEvoy said.

### Century in Oz 2014-15

**CELEBRITY** Cruises this morning announced the deployment of a second vessel in Australia in 2014-15 (**TD** breaking news).

*Celebrity Century* will join *Celebrity Solstice* (which returns for her third season) - more info in tomorrow's **Cruise Weekly**.

## Aus industry safe: FC

**FLIGHT** Centre head Graham Turner says Australia's travel agents are well placed to avoid any fallout from mergers or alliances being implemented locally and in the US, or any decline experienced by the sector overseas.

Speaking to *Business Spectator*, Turner praised Qantas' alliance with Emirates, saying it will boost Qantas' overseas business and offer more business for agents.

"It's pretty obvious that Qantas is struggling, particularly in the European market, and Emirates is such a big player there now that an alliance like this should help both airlines," Turner said.

The FC boss added his company's blending of its online offering with in-store services (**TD** 26 Feb) will ultimately be viewed as value-add compared to online only sellers.

"I think you are seeing the trends change to a sort of plateauing of online," Turner concluded.

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## Etihad strongest Q1

ABU Dhabi-based Etihad Airways has posted its strongest first-quarter results in its 10th year of operation, recording passenger revenues of US\$900m (AU\$868m).

The result was up 19% for the same period last year, with an average load factor of 80.5%.

Passenger numbers for Q1 were up 18% year-on-year to 2.8m - a record result for the carrier.

## Evergreen ramps up in Europe

EVERGREEN Tours has released a host of new cruising options as part of the launch of its 2014 Deluxe Europe River Cruising & Touring program that's out now.

Complementing the debut of its custom-built Riva Waterways fleet that will cruise the Rhine, Main, Danube & Moselle rivers, Evergreen will offer a seven-day France River

Cruise, along with an 11-day Russian River Cruise from St Petersburg to Moscow.

Both itineraries are paired with land touring arrangements.

Also new is a 19-day Paris to Venice & Mediterranean Cruise that combines exploration of the best of France and Italy with a seven-night Med cruise to Greece, Turkey and Croatia.

For those with time, there's a 46-day World Discovery Tour with the Canadian Rockies that dovetails a seven-night Alaskan Cruise, Eastern Canada, a 15-day Europe river cruise and stopovers in both Prague and Hong Kong.

Other new products include a 12-day Magical Rhine & Moselle River Cruise, sailing between Amsterdam and Basel.

"For 2014, we're introducing France cruising on the Rhone and Saone rivers, as well as an exciting new Russian river cruise with extensions to Dubai and Kiev for those with a taste of adventure," gm Angus Crichton said.

Further details in **Cruise Weekly** this week and in our 'Brochures of the Week' feature - see **page six**.



## Window Seat

**RUSSIAN** businessman Alexander Lebedev has given a one-finger salute to local aviation officials, announcing he has sold his airline Red Wings for a paltry 1 rouble (AUD \$0.03).

According to a Tweet from the entrepreneur, Lebedev said he was getting out of the airline "because of the fears of the bureaucrats in charge".

The carrier was grounded in Feb by Russian civil aviation authorities after a crash late last year at Moscow's Vnukovo Airport which killed five crew, although entirely different reasons were given by air officials for the airline's grounding, including safety violations and a lack of financing.

Lebedev is apparently quite widely known in Russia also for his anti-authoritative stance against Kremlin officialdom.

"I did everything I could to save the company," he added, with the identity of the airline's buyers not made public.

## Sydney's ICC gathers pace

### DARLING

Harbour Live, the project to transform Sydney into a new world-class exhibition, convention & entertainment zone, has revealed further images of what the future holds.

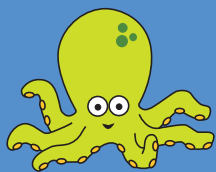


A "central element" of the Sydney International Convention, Exhibition and Entertainment Precinct is the International Convention Centre (pictured),

earmarked to be open in 2016 & offering 40,000sqm of space.

View additional new images of the Darling Harbour Live project at [www.bit.ly/DHLImages](http://www.bit.ly/DHLImages).

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Sales Manager QLD



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## QF/EK national sales blitz



**LAST** week saw the start of the historic Qantas/Emirates alliance, with the first QF flights departing from Sydney and Melbourne to London, via Dubai.

The partnership marks a new era for QF and EK, and a seismic change for global aviation, as the carriers collaborate to deliver the best network, lounge, frequent flyer benefits & travel experiences. Over coming weeks, the sales

team of the carriers will be visiting agents nationally as part of a joint sales blitz to highlight the benefits of the venture for agents and customers.

Giving the pact the thumbs up at Corporate Travel Management's office above, from left are: Craig Smith, CTM; Ashley Howell, Qantas; Tim Harrowell, EK; Laura Ruffles, CTM; Kim Wethmar, CTM and Peter Collins, Qantas.

## Tahiti brox revamp

**TAHITI** Travel Connection has rolled out a new bigger & better brochure for 2013, dubbed the "most comprehensive" of its kind in the Australian market.

Over 48-pages, the brochure details greater coverage on hotels, island activities & tours in Tahiti than ever before, and is designed to act as a quick reference tool for travel agents.

New features include an intro on the islands that make up the destination, a Honeymoon Gift guide, a larger range of budget hotels and a brand new section featuring diving, surfing, spa treatments and car hire.

TTC has also involved its resident experts in the brochure content, with a new 'Why we love it!' section focused on the most popular Bora Bora properties, along with a new 'Tips from the Team' page that's aimed to help agents in selling Tahiti.

Email [info@tahititravel.com.au](mailto:info@tahititravel.com.au).

## Leap year impacts VA

**VIRGIN** Australia posted a 2.5% drop in passenger numbers for Feb, with the result blamed squarely on the extra day in the month during the 2012 leap year.

Despite the lost day, Available Seat Kilometres climbed 2.4%.

In total, 1.25 million people flew domestically on VA over the month, with floods in Queensland partly blamed for a 1.3% drop in passenger load factors.

International operations posted a 1.4% drop in traffic, again due to the lost day, however long and mid-haul loads grew by 3.1%.

## North Korea warning

**THE** Dept of Foreign Affairs & Trade is urging Aussies travelling on the Korean Peninsula to "monitor developments closely" due to increasing tensions from the Demoratic People's Republic of Korea (North Korea) & threats against international interests.



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## Wellington promo

**TOURISM** New Zealand has rolled out phase two of a campaign to promote Wellington as a top notch wine and food destination to Australian travellers.

The campaign provides a stronger call to action to book than featured in phase one.

Run in partnership with Flight Centre, the marketing push is focused on locations including Hawke's Bay, Wairarapa, Wellington and Marlborough.

All activity is driven to the [www.newzealand.com](http://www.newzealand.com) website.

## Club Med stay pays

**ALL-INCLUSIVE** holiday gurus Club Med is offering 'Free Nights' at a select range of resorts in the region, providing savings of nearly \$2000 for families.

The Stay 7/Pay 5 deal is valid for bookings made before 30 Jun and available at Cherating Beach in Malaysia, Bali and Bintan Island in Indonesia and Phuket in Thailand.

## Watch out SWISS



This week **Travel Daily** and **SWISS** give you the chance of winning a Swiss Swatch each day.

Celebrate **SWISS** growth in Asia by joining our

promotion to win a Swiss Swatch each day of the week.

To win this great prize today, simply be the first person to send through the correct answer to the question below to:

[swisscomp@traveldaily.com.au](mailto:swisscomp@traveldaily.com.au).

**What is the new SWISS Asian destination starting May 2013?**



## AirAsia India OK

**MALAY** low-cost carrier AirAsia has won approval by India's Foreign Investment Promotion Board of a joint venture company in India (**TD** 21 Feb).

The new business, to be called AirAsia (India) Pvt Ltd, is a pact with Tata Sons Limited and other investors, with AirAsia to hold 49% of the firm.

According to a statement issued on Fri, the approval will enable the company to apply with the Indian Directorate General of Civil Aviation for authority to operate as an Indian airline.

"AirAsia is confident that it can replicate its unprecedented success across Malaysia, Thailand, Indonesia and other joint ventures," the company said.

The plan is to operate from Chennai, focused on providing domestic connectivity to Indian travellers to second and third tier destinations across the country.

AirAsia's other operations already provide connections with Chennai, Bangalore, Kolkata, Kochi and Thiruchirapalli.

## Scotland homecoming

**VISITSCOTLAND** has announced a collection of about 100 events as the country prepares to welcome the world for the 2014 'Year of Homecoming'.

Events include celebrations to mark the 700th anniversary of the Battle of Bannockburn, the Aboyne Highland Games, the 10th Clan Munro Int'l Gathering and an all-star concert to mark the opening of the Ryder Cup.

Activities are centered around five themes - active, food & drink, creative, natural and ancestry.

Scotland's First Minister Alex Salmond said the calendar of events would offer "something for everyone in every corner of the country."

See [www.bit.ly/scothome14](http://www.bit.ly/scothome14).

## CDG streamlined

**PASSENGERS** transferring between terminals 2E and 2F at Paris Charles de Gaulle Airport will benefit from reduced connection time after the facility opened a new pedestrian route.

The upgrades mean pax on Air France or SkyTeam carriers using Terminals E and F can now avoid security screening when moving between the terminals, saving at least 10 minutes.

# SCDL markets across the ditch



**TOURISM & Events Queensland** and Sunshine Coast Destination Ltd recently took a delegation of nine tourism operators from the state's south-east on a trade mission to New Zealand.

Although not a new market by any means, continued strength in visitation numbers warranted the mission to meet with local agent reps and product managers.

Over the duration of the trip, the delegation met with over 360 members of the NZ travel trade, visiting Auckland, Tauranga, Hamilton, Wellington and Christchurch, hosting wholesale training sessions and a series of specialist networking events.

"It was fantastic to see local operators supporting the mission & events such as the Queensland Garden Expo successfully contracted with wholesalers as an outcome," SCDL marketing manager Veronica Rainbird said.

"This trade and PR activity complements our consumer campaign running concurrently in the New Zealand market and also assists to increase awareness of the direct Air New Zealand flights

## AY names new CEO

**PEKKA** Vauramo has been named as the new chief executive officer at oneworld carrier Finnair.

Vauramo joins the carrier with extensive business experience in Asia, a market that has been key to the growth of the carrier in recent years.

Finnair's former ceo Mika Vehviläinen resigned earlier this year (**TD** 01 Feb).

## Swans new sponsor

**EUROPCAR** has signed a new partnership with the Sydney Swans AFL club, becoming an Associate Partner and the official hire vehicle supplier for the team for the 2013 and 2014 seasons.

from Auckland to the Sunshine Coast, scheduled from June to October 2013," she added.

The Sunshine Coast delegation is **pictured** above and consisted of Keith Murray, Glass House Mountains Eco Lodge; Corinne Mikkelsen, Culinary Tourism; Louise Terry, Tourism Noosa; Kate Wright, SCDL; Peter Blashki, Off Beat Eco Tours; Janelle Pettit, SCDL; Anita Clark, Qld Garden Expo; Polly Studiman, Caloundra to Kawana region; Deon Johnson, Kingfisher Bay Resort; Kelly Cattanach, Sun Air Bus Service; Marion Beazley, Qld Garden Expo & Kate Wilkie, Dreamtime Resorts.

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**SiteMinder UK deal**

**WEB-BASED** accom distributor SiteMinder has inked a new deal with the Malmaison and Hotel du Vin brands in the United Kingdom which have 26 boutique hotels.

**Hong Kong comes to Sydney**



**SYDNEY'S** busy Town Hall railway station has been transformed into a slice of Hong Kong this week, in a Hong Kong Tourism Board campaign which showcases the destination's year round calendar of events.

New branding (pictured) highlights Hong Kong as "Asia's World City" and aims to entice commuters to experience its "vibrant, cosmopolitan culture and its unique blend of East meets West," the HKTB said.

Upcoming activities include the Hong Kong Summer Spectacular (21 Jun-31 Aug) and the Dragon Boat Carnival (21-23 Jun), while the HKTB is also hosting a Facebook competition in which a lucky shopaholic will win the ultimate Hong Kong shopping experience for four people.

Key trade partners including travel agents, OTAs and wholesalers will also promote Hong Kong summer packages as part of the promotion.

Some of the HKTB team are pictured with the colourful Hong Kong branding at Town Hall, from left are: Lisa Lee, Trade Marketing Manager; Andrew Clark, Regional Director; and Belinda Thomas, Marketing Services Executive.

**Airbus trumps Boeing**

**AIRBUS** has pipped Boeing in terms of first quarter aircraft orders, helped by a record aircraft order from Lion Air, taking total Airbus orders to 410 for Q1.

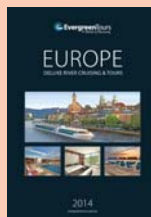
Boeing received 220 orders for the same period as it continues to work on getting its troubled B787 Dreamliners back in the skies.

**MEANWHILE**, Airbus has raised the production of its A330 aircraft to 10 per month to meet demand, stating it had sold 800 of the jet type since it was launched.



**Brochures of the Week**

**WELCOME** to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



**Evergreen Tours - Europe 2014**

Packed into 128 pages is everything you need to know about cruising and touring programs in Europe from Evergreen's extensive range. The development will be the introduction of the firm's new Riva Waterways ships as well as the launch of cruises on French and Russian rivers with sailings departing from Paris and Moscow. The company is also rolling out its "You're Invited" program that sees guests welcomed in port into the daily lives of locals.



**Broome & The Kimberley Holidays - Kimberley Cruises**

The most remote parts of Australia's north-west coast can be seen in comfort and style in groups of various sizes, with voyages detailed in this new brochure. New cruise product for this season is the *MV Oceania*, a small catamaran for up to 20 guests on a 10-night sail along the coastline and including daily excursions. Also new is a combination land and sea package taking in the Bungle Bungle's, Broome and El Questro with a four-night cruise.



**Greece & Mediterranean Travel Centre - Dubai 2013**

One week into the new Qantas / Emirates partnership, Dubai is rising in popularity and Australian wholesalers will be boosting their product ranges to meet the new demand levels. Featured in this new guide are dozens of hotels to suit all tastes and budgets, both in the city itself, in the desert and luxury properties on the Palm. Also included is product in Abu Dhabi and Oman, with hotels, sightseeing & transfer product making a one-stop holiday shop.



**Hurtigruten - Explorer Voyages 2014/15**

A wide range of voyages feature in the new Hurtigruten guide, from mixing with icebergs and frozen settings around Iceland, Greenland and the Northern Atlantic to the sun-drenched islands of Southern Europe. The latest range of "Explorer" voyages include a range of new itineraries and more departure dates to meet demand. Cruises also feature knowledgeable teams of experts delivering environmental lectures to complete the experience.



**Peregrine Reserve - Reserve Sicily 2013**

Travellers visiting the island just off the southern coast of Italy will have the opportunity to dine in a private palace occupied by one of the last Princesses of Palermo. Also, guests will sleep at a historical estate in the Medowie Mountains, with Peregrine's small groups allowing a more in-depth experience in Sicily.



**Creative Holidays - UK & Europe 2013**

London continues to lure big numbers following last year's Olympics. As such, Creative has released an expanded program to meet demand, with more hotels in the English capital & expanded ranges throughout the UK and popular European hotspots. For larger groups, new apartments have also been added. Creative has also added a two-night Gallipoli in Depth itinerary for history buffs.

**Park Clarke Quay sold**

**PARK** Hotel Group has agreed to offload the 336-room Park Hotel Clarke Quay property in Singapore for S\$300 million.

The hotel is located on the banks of the Singapore River and opened four years ago.

**10 days of 15% off cars**

**HOLIDAY** Autos is offering 15% of car rental rates in 10 regions around the world over 10 days, starting today and ending 14 Apr.

Discounts apply for rentals until 30 Jun - for each day's destination see [www.bit.ly/ha15off](http://www.bit.ly/ha15off).

**AFL Round 2**

**CONGRATULATIONS**

**Chris Daniels**

from *Pan Australian Travel*

Chris is the top point scorer for Round 2 of *Travel Daily's* AFL industry footy tipping competition has won a Lunch Cruise for two people, courtesy of **Captain Cook Cruises**.



**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 & Iririki Island Resort Vanuatu



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

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- 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 PALM SPRINGS 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: [palmssprings@traveldaily.com.au](mailto:palmssprings@traveldaily.com.au).



## Thai Smile new model

**THAI Airways** offshoot carrier Thai Smile is preparing to ditch its low-cost concept in favour of a mid-range "simplified" structure offering tiered pricing and discounted Business Class fares. The change in strategy will also aim to see a more fluid integration of its parent carrier's Star Alliance fare connections.

It is expected the new business model will be similar to that of Singapore Airline's Silkair & Cathay Pacific's Dragonair products.

Beginning later this month, Thai Smile will add a seventh A320 on its regional Asian network, at which point the new structure will take effect.

## Golden Gate e-toll

**ELECTRONIC** tolling has now been fully implemented on San Francisco's Golden Gate Bridge, charged US\$6 each way to users.

The toll will be available as an opt-in for travellers crossing in rental vehicles, but can be paid at any of more than 100 designated petrol stations in the city.

## Sixth Pattaya Centara

**CENTARA** Hotels & Resorts has signed a management agreement for its sixth property in the Thai beach destination of Pattaya.

The 215-room Centara Grand Modus Resort & Spa is on track to open in the third quarter of 2013.

## Berlin to Bohemia

**BACK-ROADS** Touring has a 5% discount on its new 8-day From Berlin to Bohemia journey thru Germany and the Czech Republic when paid in full by 31 May.

## Webjet / Travelpart work well

**RELATIONSHIPS** in the online world and their importance was the topic discussed by Webjet managing director John Guscic at a special AmCham business briefing.

The event, of which technology firm Travelpart was the event

partner, saw Guscic introduced by Travelpart Pacific general manager Alex Fitzpatrick, who also spoke about the firm's long relationship with Webjet.

Travelpart is a new member of the Australian chapter of the American Chamber of Commerce, joined to promote the travel trade and to interact and network



with leaders of other industries.

The Webjet md John Guscic is pictured above at the business briefing with Travelpart's Pacific gm Alex Fitzpatrick.

## PAL connect inflight

**PHILIPPINE** Airlines management will next month fly to Sao Paulo in Brazil for official talks on launching flights to the city from Manila.

However, no aircraft in current production is able to cover the distance between the two cities, with Abu Dhabi or Dubai being mooted as a possible stopover port on any new route established.

**MEANWHILE**, PAL will retrofit its Airbus A330 & Boeing B777 fleet with inflight mobile phone and wi-fi connectivity network-wide.

The services will be available for passenger use by mid-year.

**AND**, Philippine Airlines will take a 49% stake in the establishment of a new airline in Cambodia.

Cambodia Airlines will compete with the state owned Cambodia Angkor Air, with the remaining 51% to be owned by banking and telecom businessman Kith Meng.

**Super Rugby Rd 8 Winner**

**CONGRATULATIONS**  
**Lucy Atkins**  
from **HWT Wynnum**

Lucy is the top point scorer for Round 8 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental**.

**COMPASSCARS**

**Major Prize Sponsors**

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

**Emirates** **Holiday Inn**

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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.

### \*NEW POSITION\*

**GENERAL MANAGER - OPERATIONS  
SYDNEY - SALARY PACKAGE CIRCA \$120K**

This successful leader in conference and events management is searching for a talented senior operations manager to lead their successful team. Key responsibilities will include increasing productivity, profitability & human resources management including staff leadership and development. Essentially you will come from a strong conference and events background with excellent people management skills.

### 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 familis, car allowance & bonuses await the perfect individual.

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## NATIONAL TRAVEL INDUSTRY AWARDS



**TRAVEL TRADE  
RECRUITMENT**

[WWW.TRAVELTRADEJOBS.COM.AU](http://WWW.TRAVELTRADEJOBS.COM.AU)

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'**



### **Corporate Travel Consultant**

**Brisbane - \$50-60k + Super - Ref 2790N**

To tie-in with ongoing success across the Brisbane corporate travel industry, we are on the look out for a Corporate Travel Consultant to join an independent travel management company in their luxurious offices in Brisbane. Dealing with SME corporate accounts, using your travel industry experience and excellent customer service skills this is the chance to progress in your travel career. Reap the rewards by working in a small team with a hands on approach.

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

### **Retail Travel Consultant**

**Central Coast - \$60K - Ref 508**

Attention Retail Travel Consultants, do we have a dream job for you! Are you looking for a Retail Travel Consultant role working Monday-Friday in a central boutique Sydney office for an extremely impressive salary of \$60K? Your dreams have come true! My client is looking to expand their team with a consultant who has experience working in a retail travel environment for a minimum of 4-5 years. This position will be filled quickly - don't wait, apply today!

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

### **Reservations Consultant**

**Victoria - \$Rewarding Package - Ref 500**

Are you passionate about worldwide travels? Can you persuade clients to book a great tour in Europe or USA? If you have excellent people skills, great ability to communicate and work part of a busy team, this could be the job for you. This leading travel company seeks a talented Travel Consultant to join their busy office. Work to targets and sell worldwide holidays. The successful candidate will receive excellent training and travel industry perks.

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

### **Business Development Manager - Corporate Sydney - Salary package of \$70K - Ref 4594**

Amazing new opportunity for experienced Business Development Managers to step into a leading Global Travel Management Company. If you have B2B sales experience of at least 3 years within a TMC and are looking for your next step up, I have a challenging role to sink your teeth into! The position involves sourcing and gaining new business for a large corporate travel company, territory NSW. Great salary package available for the right hunter!

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

### **Online Marketing & Web Analyst**

**Melbourne CBD - \$Attractive Salary - Ref 490**

Calling all Analysts! A fantastic opportunity to work with a leading travel company managing the agency who handles the search engine advertising to maximise business values from the existing website. A solid understanding of SEM & experience in the ability to analyse the performance advertising spend. A strong knowledge of Google Ad words is a must. Communicate & use analytics to create useful data driven insights around marketing performance.

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

### **Luxury Travel Consultant**

**Adelaide East - \$DOE + Super - Ref 505**

Diamonds & Pearls! Luxury Travel Consultant needed for a leading Boutique Retail Agency in Eastern Suburbs of Adelaide. Your excellent knowledge of worldwide high end destinations along with your sales skills will be your key for this vacancy. You'll have outstanding customer service skills, be well presented & min 1 years experience selling international & domestic high end destinations. You'll have ability to meet deadlines & want to create a itinerary for your clients.

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

*Start your job search at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)*