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**IMPORTANT INFORMATION:** As at 19 April 2013, parts of the Qantas-Emirates partnership (including Qantas codeshares on some Emirates services) remain subject to government and regulatory approval and will be rolled out progressively in 2013.



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# Travel Daily

First with the news

Monday 22nd April 2013

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## 65 QF/EK destinations

QANTAS and Emirates are today promoting their new alliance which currently offers one stop flights to 65 destinations across the globe, with "visit your travel agent" as the call to action.

For details, see the special front full page of today's *Travel Daily*.

## Big boost for Tourism NZ

**TOURISM** New Zealand hopes to lift the country's inbound visitor spending, with a range of initiatives targeting business events and high spending luxury travellers announced yesterday by NZ Prime Minister John Key.

Speaking at the TRENZ trade show in Auckland, Key said that although visitor numbers had increased over the last decade, spend per tourist had fallen, with a huge NZ\$158m injection (TD Tue) including \$34m over four years to "significantly expand our focus on international business events, including conferences, conventions and exhibitions".

\$20m over four years will aim at "very high value visitors" via a tailored marketing approach in partnership with premium NZ tourism operators.

Funding will also see TNZ boost promotions, strengthen its staff numbers and ramp up existing activity in core markets including

Australia such as the 100% Pure campaign, currently underway.

Tourism New Zealand chief exec Kevin Bowler said the extra funds will allow TNZ to invest in "specific initiatives which have been identified as having the greatest potential for delivering extra value".

**MEANWHILE**, also at TRENZ, Air NZ and Virgin Australia this afternoon announced a strong boost to ski season capacity (TD breaking news), with at least five additional weekly flights to be operated under their trans-Tasman alliance to Queenstown from Sydney, Melbourne and Brisbane over the winter peak.

### Seven pages of news

*Travel Daily* today has seven pages of news & photos, a front full page for **Qantas Airways** plus full pages: (click)

- AA Appointments
- Travel Trade Recruitment

## Juicy Orange video

**TODAY *Travel Daily* TV**

features an exclusive video from last weekend's F.O.O.D. (Food of Orange District) culinary extravaganza which took place in the central NSW town of Orange.

To view click on the logo or see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



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## Sheraton tops poll

SHERATON has taken out the top accolade for Customer Satisfaction for the 12 months to Feb 2013 in the latest Roy Morgan Research survey.

Sheraton achieved an 89% satisfaction score, and was followed by Sofitel, Marriott, Crowne Plaza & Grand Mercure.

Singapore Airlines was voted as the best International Airline and Virgin Australia the top Domestic airline for the three months from Dec 2012 to Feb 2013.

## AirAsia returns to Darwin

AIRASIA Indonesia has today confirmed the return of services between Bali and Darwin, slated for 01 Jul, revamping flight times to be more convenient for pax.

In affirming the LCCs return to the Top End, AirAsia Indonesia's Bernard Francis admitted regret the route was suspended last Apr.

"We acknowledge the inconvenience caused by our withdrawal from this market a year ago," AirAsia Indonesia's director of commercial said.

"However, we have worked hard to resume the service and we are committed to working with our industry partners to make it a success," Francis commented.

NT Airport's Director Airline and Airport Services Jim Parashos said

the aviation hub was "absolutely thrilled" to have AirAsia return to the Top End.

"While we understood the reasons for the withdrawal previously, we always felt that AirAsia Indonesia would resume ops when the time was right," Parsons said, adding the new schedule will appeal to families & the growing Fly-In Fly-Out sector.

Flights will now depart Darwin for Denpasar on Mon, Wed, Fri and Sun at 7:30pm, arriving at 8:40pm, and return services will leave Bali at 2:50pm, touching down in Darwin at 6:55pm.

AAI ceo Captain Dharmadi said Darwin Airport and the NT govt had "worked hard to get us back" to provide locals with more choice and competition.

"AirAsia Indonesia is back in town and we're bigger and better than ever," Dharmadi said.

Re-launch fares on the route are priced from \$129 to Bali.

Darwin's addition boosts AirAsia Group's Australian network to five, behind Perth, Melbourne, Sydney and the Gold Coast - the latter 3 serviced by AirAsiaX.

## Cover-More free SIM

TRAVEL insurer Cover-More is providing a free Global SIM for new int'l policyholders, spruiking the initiative as a world first.

Cover-More's Global SIM is free to activate & can be used in more than 100 countries, compatible with the most recent mobile phones and tablet devices.

Policyholders must prepay the amount of calls and data required to be loaded on the SIM.

Rolled out on 17 Apr, the SIM is offered when purchasing a policy via Flight Centre, Harvey World Travel, Escape Travel, Travelscene American Express, Student Flights and other retail travel agents.

## Xiamen 787s to SYD?

SYDNEY has been short-listed as one of five possible destinations for Xiamen Airlines to launch Boeing 787 Dreamliner services.

According to Xiamen's gm Che Shanglun, MF has earmarked Sydney, New York, Vancouver, Paris and Amsterdam as likely 787 routes when the Chinese carrier begins to take delivery of the jets mid next year.

Xiamen is expected to join the SkyTeam airline alliance in 2014.

## German airport strike

LUFTHANSA is warning of flight chaos expected today as it grounds operations to nearly all flights within Germany & Europe due to union strike action.

"Massive flight cancellations & delays are expected for long-haul flights," the carrier is advising - see [lufthansa.com](http://lufthansa.com) for the latest.

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## Belgrade. Daily.

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## Trafalgar Europe strong

TRAFALGAR is expecting strong consumer response to its new Autumn Winter Spring brochure, after exceptional demand for 2013 summer programs - particularly in the UK and Italy. MD Matthew Cameron-Smith

told TD travel agents and clients had reacted well to new early payment deadlines this year, and similar arrangements will apply for the new program including a 7.5% discount for bookings paid in full by 10 Jul 2013.

There's also an exceptional Singapore Airlines offer for flights booked in conjunction with a Trafalgar holiday, with a return flight priced at \$1999 and a companion fare of just \$899, for bookings made before 31 Jul.

New itineraries for 2013/14 include a 6-day *English Countryside* trip from \$1,399 - including an experience making festive mince pies and puddings in the picturesque Peak District.

There's also the 8 day *German Christmas Markets* from \$1,599 and the new 8-day *Swiss Delight*.

The program includes a wide range of Trafalgar's "Be My Guest" insider experiences, and pricing on the Autumn Winter & Spring program is up to 23% cheaper on average than for the Trafalgar summer programs.

See [www.trafalgaragent.com](http://www.trafalgaragent.com).

### Accor NZ China focus

ACCOR has responded to a call from NZ Prime Minister John Key for its Chinese Optimum Service Standards program to be launched in New Zealand hotels.

The move follows consultation with Chinese tour operators and follows a similar program rolled out in Australia in 2011.

### QF, DNSW \$15m tie-up

QANTAS and Destination NSW have today announced a \$30m partnership aimed at promoting Sydney and regional parts of the state to visitors from key markets abroad, and for Aussies to visit NSW for business & leisure travel.

The three-year pact will see QF invest \$15m into the state's tourism group - the largest tie-up between the airline and a state govt ever - with the sum matched dollar-for-dollar by the NSW govt.

Overseas markets targeted incl the US, UK/Europe, New Zealand, China, south-east Asia & Japan.

### 787 battery fix begins

BOEING has received a green light from the US Federal Aviation Administration for battery system modifications for the *Dreamliner*, enabling the beleaguered aircraft to take to the skies again soon.

The aircraft manufacturer said more than 100,000 hours had been committed to development test plans, building test rigs, conducting test and analyzing the results to ensure the proposed solution met all requirements.

Commercial Airplanes President and ceo Ray Conner said he was "very grateful" affected airlines had been patient while a solution to the battery issues, stemming back to Jan, were determined.

"We know it hasn't been easy on [customers] to have their 787s out of service and their deliveries delayed, but we look forward to helping them get back into service as quickly as possible."



## Window Seat

A HOTEL manager in Austria has been rescued after being trapped in the faulty lift of his property for four days.

The ordeal took place in the off season at the spa destination of Bad Gastein near Salzburg.

A bread deliveryman fortunately heard his cries for help and managed to alert emergency services.

After being rescued, the man who was originally from Sweden told police that he had done a hunting course with survival training in the Swedish military.

"This stood him in good stead in this case," the police said.

AND while we're on the subject of being trapped, a mischievous Chinese tourist had a lucky escape when a two-tonne temple bell crashed down on top of him last week.

According to the UK *Sun* newspaper, Lin Wang was with friends visiting a Buddhist temple in eastern China's Shandong province, and they were reportedly "vigorously" ringing the ceremonial bell when it fell from its mountings and trapped him inside.

Firefighters spent more than two hours rescuing him by setting up a series of winches.

Lin was unrepentant after being freed, saying "It's a bell, it's supposed to be rung".



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## Air NZ 777s AKL-SFO

AIR New Zealand is planning to deploy new 777-300 aircraft on the Auckland-San Francisco route, replacing its aged 747-400 jumbo jets operating daily between the two cities.

The new 777s will arrive in Jul and Oct and feature Air NZ's Economy Skycouch and Premium Economy Spaceseat.

Further, the carrier will begin a 12-month NZ\$100m retrofit of its eight 777-200 fleet from mid-2014, aligning the product across its three long-haul fleet types.

## NZ welcomes TRENZ delegates



**TOURISM** Rendezvous New Zealand, more commonly known as TRENZ, kicked off in emphatic style last night, as hundreds of delegates from around the world were welcomed - Kiwi style.

Taking place at the Viaduct Events Centre on the Auckland Waterfront, organisers put on a number of interesting displays for the entertainment of attendees, including a quartet, colourfully painted to look like a number of

New Zealand landscapes.

The main welcome took place early in the evening with a truly thundering performance of an engaging Maori tribal singing and wacry combination, complete with spear-carrying warriors.

More photos of the displays and entertainment from the opening evening on *TD's* Facebook page at [www.facebook.com/traveldaily](http://www.facebook.com/traveldaily).

## CHC changes its name

**CHRISTCHURCH** Airport has unveiled a new logo in line with a modified name, new corporate image and overall rebranding in which it has dropped the word "International" from its title.

The move was unveiled in conjunction with the launch of its new terminal building late last week and the announcement of new seasonal direct services to Perth (*TD* Fri).

With a new slogan of "Bringing the world south", Christchurch Airport CEO Jim Boulton said it was time for a refreshed brand, with a new logo as part (*pictured* below).

"We are an international airport, but don't need to state the obvious," Boulton said.



**Travel Daily**  
on location in  
New Zealand

Today's issue of TD is coming to you from the 2013 TRENZ tourism showcase, courtesy of Tourism New Zealand.

**KICKING** off today at a new harbourside centre in downtown Auckland are three days in which the entire nation of New Zealand will be on show to more than 1000 delegates representing 290 travel buyers from 27 markets.

During TRENZ, more than 12,000 scheduled appointments of 15 minutes between buyer and exhibitor will take place in addition to extra networking events taking place elsewhere.

Descending on Auckland's Queens Wharf will be no fewer than 252 exhibitors showcasing products, services, experiences & destinations New Zealand-wide.

Everything from hotels ranging from luxury to budget, to air, road, rail and ocean transport, adventures ranging from the extreme to the more serene, traditional Maori experiences & culturally immersive journeys, plus much more is all on show. Last night saw attendees gather at the nearby Viaduct Events Centre for the official welcome soiree, complete with a rousing Maori greeting.

More coverage from TRENZ 2013 this week in *Travel Daily*.

## ZQN boom off TRENZ

**ANNUAL** TRENZ events each year prove to be a major boost to local tourism economies for the duration of the showcase itself.

2013 host city, Queenstown, saw a contribution from attendees and buyers alone in the region of \$384,000 for the four day event.

Functions aside, exhibitors alone displaying their wares at last year's event spent a collective \$1.39m on accom and meals, staying an average of 4.7 nights, compared to international buyers, who stayed 5.1 nights on average.

Significantly more than half of all exhibitors showcasing at TRENZ 2012 reported increases of 10% or more customers and pax travelling to New Zealand in the year following the event.

## Travelmarvel NZ brox

**TRAVELMARVEL** has released its new 2013/14 touring brochure featuring 108 departures spread over four tours, with savings of \$710/couple if booked by 31 Jul.



## Public Relations & Marketing Executive

The Walshe Group, appointed representative for the Sultanate of Oman Tourism in Australia is looking to fill the above role.

### Key responsibilities will include;

- To write press releases and by-line articles;
- Develop and implement communication & marketing strategies;
- Build strong relations with media in the travel & tourism sector.

### Applicants must possess the following;

- Previous experience working in a PR and/or marketing role preferably in the travel industry;
- An established rapport with Australian media primarily travel focused;
- Exceptional written and verbal communications skills;
- Demonstrate a creative flair and a strong understanding of social media;
- Demonstrate a passion for the destination of Oman and an understanding of the cultural; sensitivities required in representing the destination to the Australian market;
- A formal qualification in PR/Marketing and/or Communications.

**Applications including a cover letter and CV should be forwarded via email to [applications@walshegroup.com](mailto:applications@walshegroup.com)**

**Applications close Monday 29 April 2013.**



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PS. Register for free at the site in order to view the deals.

**AFL Rd 4 Results**

**CONGRATULATIONS**

**Natalie Hudson**  
from *Concorde Agency Network*

Natalie is the top point scorer for Round 4 of *Travel Daily's* AFL industry footy tipping competition has won a complimentary pass for two people to Sydney Tower Eye, 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 & Iriki Island Resort Vanuatu

**AAA anti ABS change**

**RICHARD** Munro, the ceo of the Accommodation Association of Australia, says proposed cuts to the collection of hotel data by the government has the potential to impede "vital" new hotel infrastructure.

Proposed changes by the Australian Bureau of Statistics (ABS) would see tourism accom stats published annually, instead of the current quarterly schedule.

The switch would save the ABS \$600,000 each year, but the AAA was "strongly opposed" to such a move, with Munro suggesting it will cost the accommodation sector billions of dollars.

Munro said without regular data the industry will not manage.

"For the accommodation industry, the proposed change would be like driving a car without a fuel gauge.

"It would compromise efforts to further increase the standard of existing tourism accommodation businesses and the development of new ones, due to a lack of data for investors and potential investors to analyse," he said.

Dransfield Hotels & Resorts md Dean Dransfield echoed the remarks, saying a lack of short-term accom figures would lead to reduced confidence in hotel investment.

**Viva teaches the Hula**

**A NEW** Hawaii Island Sale with Viva! Holidays has kicked off, with specials including inter-island flights between Oahu, Maui, Kauai and the Big Island priced from \$5 per person.

As part of the sale, agents have the ability to win 1 of 5 Red Balloon vouchers of \$1,000 value if depositing a Hawaii package before a 10 May cutoff date.

Deals start from \$1698 per adult family-share - phone 13 27 87.

**More Hertz Porsches**

**HERTZ** has expanded its range of Porsche vehicles on offer in California, Florida and Nevada to include the 911, Boxster and Cayenne, priced from \$250/day.

**Rails lead Infinity to the outback**



**QUEENSLAND'S** harsh but equally enthralling outback and desert drew this group of Infinity Rail agents, who checked out the towns of Longreach and Winton as part of a famil trip recently.

Hosted by Queensland Rail Travel, Infinity Holidays and Outback Aussie Tours, the group took in a number of the areas' local attractions, with the comfort of the rail getting them around.

Highlights of the trip included the Stockman's Hall of Fame, Camden Park Station, the Qantas Founders Museum and a river cruise with the Heartland Theatre Diner, all in Longreach, with the Waltzing Matilda Centre a favourite attraction in Winton.

The group are **pictured** above at Longreach railway station prior to boarding their train for another journey through the landscapes.

**Greek Island savings**

**TEMPO** Holidays has slashed the price of its 10-day Mykonos & Santorini Greek Island hopping tour, with accom and ferry tickets priced from \$1,103ppts.

Available for travel until 31 Oct, the offer is valid when paid in full by 30 Apr - call 1300 362 844.

**Crowne Plaza where?**

**INTERCONTINENTAL** Hotels Group has opened its first Crowne Plaza resort property in China.

Located in the Yunnan Province, the 520-room Crowne Plaza Resort Xishuangbanna is the first 5-star resort in the UNESCO World Biosphere Reserve.

**Abercrombie & Kent**

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Abercrombie & Kent is recruiting for a Product Executive, based in South Melbourne.

We are seeking a highly motivated Product Executive with sound knowledge of Australia and New Zealand. Applicants should have the following attributes: attention to detail, the ability to multi-task, organisational and analytical skills, and a creative flair to match.

Key responsibilities include; creation, pricing and maintenance of content for brochures; brochure production; competitor analysis; new product development, staff and agent familiarisations; support for reservation & sales teams; staff training.

This role would suit someone looking to move into a product role or looking for the next step up from Product Coordinator. Previous experience working for an Inbound Tour Operator will be looked upon favourably.

Please submit your CV by email to Kathie Sikkes at [ksikkes@abercrombiekent.com.au](mailto:ksikkes@abercrombiekent.com.au) by Monday 29th April 2013.

**QR is not so Nice**

**QATAR** Airways is set to cancel its current thrice weekly flights to Nice in the south of France, operating via Milan, with the move effective 01 Jun.

**Foodies flock for slice of Orange**



**ORANGE** was a food lovers' paradise at the weekend when hordes of tourists flocked to the central west NSW town for the annual F.O.O.D Week Festival.

A special XPT train brought many from Sydney and they were served breakfast and bubbly on board by noted TV chef, Lyndey Milan.

Staged by Taste Orange which promotes the district, the visitors picked apples at orchards, attended Farmers' Markets in Cook Park which was ablaze in spectacular autumn colors and went on a 'forage' through colourful vineyards, stopping along the four kilometre route to taste seven courses of local foods and matching wines.

It cost \$850pp, worth every penny they said.

"This is the 3rd year we've staged the 'forage', it's such a hit, we have a waiting list of over 1,000 for next year's event," said James Sweetapple, vp Food for the event, who's pictured

above with Rhonda Sear of Taste Orange.

He said Orange has become renowned for its cool climate wines and delicious treats, and is now regarded as an essential stop for discerning foodies.

"People have travelled here from almost every state, that's how popular our food fest has become. They love it," added Sweetapple.

The Food of the Orange District festival runs till 21 Apr.

**New Queenstown cat**

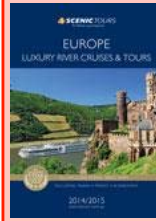
**NZ** tourism operator Southern Discoveries has announced the launch of a new catamaran and nature experience on Queenstown's Lake Wakatipu.

A purpose built 26m high speed catamaran will carry up to 150 pax to the normally inaccessible Mt Nicholas Station for a range of land-based activities including day walks, cycling and authentic high country experiences.



**Brochures of the Week**

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday 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).



**Scenic Tours - Europe 2014/15**

The new Europe brochure from Scenic Tours features voyages on eight Scenic 'Space-Ships' and new itineraries, including the World Heritage-listed Danube Delta on the Black Sea, as well as the Seine River in northern France. Scenic's signature all-inclusive product includes FreeChoice experiences in each destination, all meals, unlimited complimentary beverages, butler service, airport transfers plus tipping and gratuities.



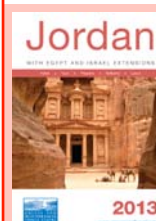
**Oceania Cruises - Explore Your World 2013**

Shipboard credits of up to US\$500 per stateroom, plus much more are on offer via this new brochure release from Oceania Cruises, which is celebrating its tenth year at sea. Featured within are details on 28 itineraries, with other benefits including free unlimited internet access on selected sailings to help stay in touch with home. Other specials on sale until 30 Jun.



**AAT Kings/Inspiring Journeys - New Zealand 2013/14**

Everything from First Choice holidays to Best Buys and many new Short Breaks are packed into a monster brochure from AAT Kings & Inspiring Journeys on NZ. Several new itineraries ranging in length from 8-21 days and journeying to the most diverse and popular places in the country are on offer. New "Included Experiences" include Segway, golf and spa adventures.



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

For such a diverse and unique part of the world, the history and wonder is summed up well in this brochure. Featured is a wide selection of independent and guided touring, both single and multi-day as well as a variety of hotels to suit all tastes and budgets. The nation of Jordan offers highlights such as Amman, the Dead Sea and Petra, and this guide contains all of this, plus tour extensions to add on Egypt and Israel in one complete itinerary.



**Albatross Tours - Christmas & NY Tours - Europe 2013**

Images of snow-covered Europe in the festive winter season evoke feelings of magic and wonder, and the widest variety of very real experiences that can be visited and enjoyed feature in this new guide. Escorted tours ranging from 3-10 nights include stays in specially selected hotels. New tours include a 10-day "Christmas Markets in Austria & Germany" tour.



**Avalon Waterways - 2014 River Cruises**

So much is new for Avalon in its latest release guide. Recently christened in Europe is the newest river vessel *Artistry II*, the latest boost to the company's Suite Ship fleet. A new destination is perhaps the biggest addition, with voyages on South America's Amazon river to begin aboard the *MV Aria* as part of an 11-night Peruvian adventure. An expanded range of themed cruises will also feature, with full details on themes and departure dates inside the guide.



**Abercrombie & Kent - Australia & Papua New Guinea**

Many Australian states feature in the new guide to local experiences by A&K. Everything from short breaks, longer holidays and weekends away can be catered for. New options include "glamping" or luxury camping, as well as walking options, adventure cruising, outback touring as well as food and wine itineraries. Adventure cruising around the islands of PNG is also featured.

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## Fiji Air jet BNE debut

AIR Pacific, soon-to-be named Fiji Airways, will today operate its maiden flight to Australia using its new Airbus A330 aircraft.

CEO Dave Pflieger confirmed the rebrand will occur after it has rebranded two existing 737-800s and taken delivery of its second of three A330s in Jun.

## Canada ever popular

AUSTRALIAN arrivals to Canada surged 6.3% in Feb to 11,460, compared to the corresponding period 12 months ago.

Year-to-date figures from the Canadian Tourism Commission show a 0.7% fall in overall visits, but Aussie arrivals were up 8.5%.

## 'Car Free LA' push

LA TOURISM has rolled out its latest eco-friendly initiative today aimed at getting more vehicles off the road.

Dubbed 'Car Free LA', the goal of the green movement is to have more travellers explore the city by foot, bike or public transport.

A series of themed itineraries through Hollywood, Downtown, LA's Waterfront and Beaches areas make up the program - see [www.discoverLosAngeles.com](http://www.discoverLosAngeles.com).

## SAA names new ceo

SOUTH African Airways has appointed Monwabisi Kalawe as the carrier's new ceo, taking the reins in a few weeks time.

## Virgin sale through

VIRGIN Australia has completed the payment of the Scheme Cash & Securities consideration for the acquisition of 100% of the issued share capital of Skywest today.

## Contiki turns on its Latin charm



YOUTH tour operator Contiki has launched its Latin American program for 2013-15, introducing two brand new itineraries as part of 13 in the entire range.

Six countries feature in the program - Peru, Argentina, Costa Rica, Brazil, Ecuador and Mexico, with trips visiting landmarks such as Iguazu Falls and Rio de Janeiro's Copacabana Beach.

Highlighted itineraries are both new and include the 26-day Galapagos & Andes tour, along with the 37-day The Latin Quest itinerary, priced from \$10,399pp.

Pictured above celebrating the launch of the new Latin America program with some flavours and colours are some members of Contiki's Sydney team, who

## 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 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).



## Taiwan visitor boost

TAIWAN Tourism Bureau has reported a near 43% year-on-year spike in Aussie visitor numbers in Mar 2013, with 9,389 arrivals achieved during the month.

## MG lands Air Tahiti

AIR Tahiti Nui has appointed MG Media Communications as its public relations representative in Australia and New Zealand.

pictured from left included Chantal Wild, Talia Willis, Michelle Sims, Ryan Lewis, Jessica Smith, Kiera Sawyer & Kristy Lovegrove.

## SE Rd 10 Winner

### CONGRATULATIONS

**Mark Howden**

from **Banksia World Travel**

Mark is the top point scorer for Round 10 of *Travel Daily's* Super 15 Rugby industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental**.



### Major Prize Sponsors

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



*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](http://www.traveldaily.com.au).

Postal address: PO Box 1010, Epping, NSW 1710 Australia  
Street address: 4/41 Rawson St, Epping NSW 2121 Australia  
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

**Advertising and Marketing:** Christie-Lee Lachance, Lisa Martin and Magda Herdzik  
Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

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**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon  
**Contributors:** Chantel Housler, Jenny Piper and Barry Matheson  
Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)



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## READY FOR THAT NEXT STEP IN YOUR EXECUTIVE CAREER?

### SELL AN AUSTRALIAN ICON

#### INDUSTRY SALES MANAGER SYDNEY – SALARY PACKAGE \$80K

Love the idea of selling an Australian Icon?  
This is your chance you use your extensive existing connections within the inbound, cruise, PCO and wholesale sectors to promote this amazing destination. You will enjoy building relationships with international and local trade accounts via regular sales calls; conducting famils; contract management, pricing, credit and invoicing.

### TAKE THE HELM OF THIS PCO

#### SENIOR OPERATIONS MANAGER SYDNEY - SALARY PACKAGE CIRCA \$120K

This award winning conference and events travel specialist is searching for a talented operations manager to manage their talented team. Key responsibilities will include increasing profitability, staff leadership, mentoring and development and account management. Essentially you will come from a strong PCO management background with excellent business acumen + full profit & loss accountability.

### GOOGLE THIS

#### INDUSTRY SALES/PRODUCT MANAGER SYDNEY – SALARY PACKAGE \$120K

If you are passionate about product and have established key relationships, this dynamic online provider needs you! Due to recent success and expansion they are looking to expand their team. Your primary objective will be to develop and secure dynamic travel products from new and existing clientele for their direct consumers. You will be rewarded with a fun, funky office environment, social events & top \$\$\$.

### 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.

### 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 that rewards personal success.

### LOVE THE THRILL OF THE CHASE?

#### CORPORATE TMC SALES MANAGER X 5 SYDNEY, MELB, BRIS - SALARY PACKAGE \$100K+

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 now to watch your career soar.

### FEEL THE ADRENALIN RUSH

#### TRAVEL INDUSTRY BDM SYDNEY - SALARY PACKAGE to \$80K

This adventure specialist travel company has a top BDM role with your name on it. Use your ability to get out to market and sell this product to the retail travel agency networks. 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 famils, car allowance & bonuses await you.

### COME FLY WITH ME

#### AIRLINE REVENUE MANAGER SYDNEY BASED - SALARY PACKAGE \$75K

Are you a talented Revenue Manager looking for a work life balance? Or are you a senior Revenue Analyst looking to step up? This popular airline is looking to employ your talents. You will be responsible for achieving revenue targets across assigned routes by developing and implementing revenue management strategies to optimise pricing and seat inventory. Previous airline experience essential.

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## Finding talent within the Australian Travel Industry

### Corporate Travel Consultant

**Brisbane - Competitive - Ref 2611E**

Experienced Corporate Travel Consultants are needed for expanding travel management company based in Brisbane CBD. This much loved company have a multi-skilled Corporate Travel Consultant vacancy. With a solid training scheme, realistic career progression offered and monthly paid incentives, this is a role not to be missed. Call me directly today for a confidential discussion on your next career move and let me help find you your dream role.

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

### Bus. Development Manager - Corporate Sydney - Salary package of \$70K - Ref 4594

Amazing new opportunity for experienced Business Development Managers to take a 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](#)**

### Travel Consultant

**N. Sub Melbourne - \$DOE + Super - Ref LMA123**

Are you sick of commuting to the CBD? Work close to home in the leafy Northern Suburbs. Are you passionate about selling worldwide holidays and working in a busy team? If you have a minimum 2 years as a Travel Consultant and proven sales experience, this may be your lucky day. This award winning agency is looking for a dynamic and experienced Travel Consultant who is fluid in a GDS, well travelled and can offer customers outstanding service skills.

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

### Senior Travel Consultant

**Adelaide - \$DOE+ Super +Incentives - Ref NCA 469**

Adelaide is booming with new fantastic travel roles available. If you have a minimum of 3 years experience we have the job for you! We need candidates with fantastic product knowledge, excellent GDS systems experience and sales focused! Bring your brilliant customer service experience to these roles and reap the rewards! Exceptional bases, fantastic commission and travel benefits! We have the perfect roles available for immediate starts in all areas of Adelaide.

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

### Travel Consultant

**Gold Coast - Competitive + Uncapped OTE - Ref 2055G**

Are you a travel industry professional looking for a fresh challenge? I have a dream Travel Consultant position based in beautiful Townsville. Uncapped earning potential, recognition and rewards are offered in return for your hard work. You will ideally have international and domestic travel industry experience, be well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

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

### Travel Consultant - African Specialist Sydney- \$Negotiable + Super - Ref 477

Dreaming of African Safari's? Do you love planning African Itineraries and have you visited the Continent yourself? We are looking for an African Travel Reservations Consultant. You must have at least 1 year experience as a Travel Consultant and a passion for selling Africa. The ideal candidate will be outgoing and confident who can speak from their own personal experience and knowledge about African destinations to our clients! If this sounds like you, apply today

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

### South America Travel Specialist Consultant Outskirts of Melbourne - \$DOE - Ref 462PCA2

Travel Consultant - Melbourne outskirts. How much is your love for South America? Travel Consultant required to provide exceptional travel advice and create elaborate itineraries to South America & beyond. Use your knowledge to help others explore the vibrance that South America brings. Essentially, you would have experience selling South America and have had the opportunity to of travelled there. Wholesale and/or Retail experience required.

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

### Product Development Officer

**Perth - \$50-55K + Super + Benefits - Ref 536**

Have you worked in marketing? Do you have experience in updating company internet systems? Want to make the move into Product? We have a fantastic role for you! This is a well-established travel company who will offer exceptional support, travel benefits and room to grow your career! Bring your negotiation, sourcing and product knowledge to this fantastic role! Excellent organisational skills are needed for this rare role, be well rewarded with a great salary package.

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



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