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# Travel Daily

First with the news

Monday 29th April 2013

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## China Southern SYD A380s

**CHINA** Southern Airlines has outlined a significant overhaul of its operations in Australia, including the deployment of its latest aircraft to every local port and A380 flights on the Sydney-Guangzhou route (**TD** 16 Aug).

CZ Executive vp Chen Gang told delegates to Australian Tourism Exchange on Sat that the A380 service would debut on the CZ325/326 service from 27 Oct.

Melbourne and Sydney A330 flights will also have the newest product by the end of Oct, with flat bed Business Class seats and personal TVs in all classes.

CZ's Brisbane and Perth flights already have the new products, with Chen saying that "Australia remains our most important overseas market and the test bed

for our global strategy".

He said the new superjumbo service would be only the second international route for China Southern's A380s, behind LAX.

Chen also reiterated Guangzhou would follow Beijing & Shanghai in offering a 72-hour visa free stay policy for Australians (**TD** 05 Apr) travelling on its Canton Route to Europe from the second half of 2013.

CZ plans to increase its Australian flights from the current 38 per week to 55 by 2015.

**What a great issue!**

*Travel Daily* today has nine pages of news & photos, plus full pages from: (**click**)

- AA Appointments
- Travel Trade Recruitment
- Rail Plus incentive
- Aerolineas Argentinas

### Aerolineas bargain

**AEROLINEAS** Argentinas is promoting fares on its non-stop flights from Sydney to Buenos Aires from \$1199 inc taxes, with immediate connections to major cities in South America.

See the **last page** for details.

### Win an iPad with RP

**RAIL** Plus has an incentive in which the top selling agent of Swiss Travel System product will win a 32GB Apple iPad 2.

For details see **page twelve**.

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## JTG drops direct hotel site

JETSET Travelworld Group's ReadyRooms online hotel site has morphed into an exclusively B2B portal, with the consumer-facing side shut down earlier this year.

A notice on the site states that it's currently "under maintenance and will not be taking any new direct bookings".

The ReadyRooms agent site, which has just undergone a major upgrade, is still accessible from a tab at [readyrooms.com.au](http://readyrooms.com.au).

ReadyRooms was repeatedly launched as a direct to consumer site, first in 2004 by Qantas Hols when it was still owned by Qantas, then relaunched by JTG in 2009 and again in 2011 as a key part of its online strategy.

Last year the 'agent' tab was quietly added (**TD 23 May 2012**) to give JTG a position in the online wholesale market, including content supplied by US travel giant Orbitz (**TD 28 Aug**).

**MEANWHILE** the B2B section of ReadyRooms now features new shopping cart functionality allowing agents to build itineraries with multiple items.

The ReadyRooms Shopping

Cart allows up to 20 items and nine travellers to be included in a single itinerary or booking, with a mixture of hotels and activities.

It also enables the combination of instant payment and deferred payment rates, sends email reminders for payment deadlines, and a flat \$4.95 credit card fee is charged only once per booking.

"With added flexibility, efficiency and convenience, this new enhancement strengthens ReadyRooms for Agents' position as a one stop shop for all your accommodation and activity needs," the company said.

Other new features include enhanced confirmation documentation - complete with online versions (with or without prices) accessible by clients.

That's in addition to the current ReadyRooms benefits, including price protection on bookings, activity and hotel price promises, and all commission paid the month after booking date.

All bookings also continue to contribute to the Qantas Holidays Global Achievers and Premium Agency programs.

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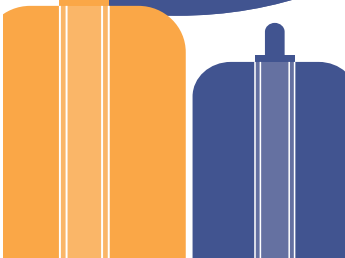
## Magical makeover

DISNEY Cruise Line has announced a refurbishment for its *Disney Magic*, including a major upgrade of its pool deck to add more waterslides and other water-themed activities.

The 15-year-old ship will undergo a six-week drydock later this year for the work which will also include a new colour scheme and the appearance of Disney's recently acquired Marvel characters for the first time at sea.

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## Chorus against fuel surcharges

**THE** Council of Australian Tour Operators has joined Flight Centre md Graham Turner in a call for airlines to reduce their fuel surcharges, due to a significant drop in the price of oil.

On Fri, Turner said recent jet fuel reductions had seen prices fall to their lowest levels in over a year, and said this "should lead to widespread changes to airlines' complicated fuel surcharge structures.

"At the very least, surcharges should be lowered immediately," Turner said.

However "a more sensible approach" would be to remove the levies entirely "and to treat fuel in the same way as other operating expenses are treated by simply incorporating it into this base fare," he added.

CATO gm Peter Baily said that when initially introduced the "surcharge" was thought to be a temporary measure to overcome

a sudden spike in the cost of fuel.

Now years later the surcharges represent the major part - and in some cases exceed the base cost - of the airfare.

There's also little consistency between airlines, leading to consumer confusion.

Turner said that QF's \$760 surcharge on a return flight to London had not decreased since Mar 2009, with the last five movements being increases.

Despite the falling oil price, Emirates recently began charging extra for the fuel surcharge as part of Skywards loyalty scheme points redemptions, bringing it into line with its new alliance partner QF where the fuel surcharge adds a significant cost component to flights redeemed.

Other carriers cited by Turner include BA, which charges \$763 in surcharges for London flights, MH (\$590), VS (\$580), SQ (\$571) and CX (\$532).

## 787 back in the skies commercially at last

**ETHIOPIAN** Airlines has become the first Boeing 787 *Dreamliner* owning carrier to resume service on the jet, operating a flight to Nairobi over the weekend.

Following approval of new auxiliary battery housing designs by US regulators, many airlines operating 787s have announced service resumption plans, including Japan's ANA, Poland's LOT and Qatar Airways.

## Rail Plus answering

**TELEPHONE** problems with Rail Plus systems late last week (**TD** special alert) have been rectified and normal service has resumed.

## Scoot now with Hahn

**E-TICKETING** firm Hahn Air has activated Singaporean low-cost long haul carrier Scoot (TZ) for immediate interline ticketing sales across its global network.



## Window Seat

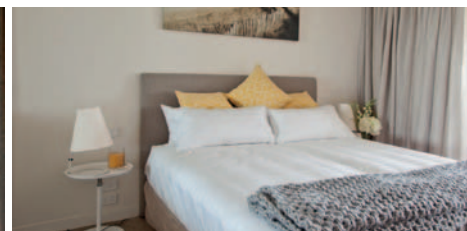
**FORGET** Tourism Australia's 'Best Jobs in the World' contest - 22-year old Briton Sebastian Smith has been selected from among 2,000 applicants as a full-time waterslide tester for UK travel group First Choice.

Smith's new role includes travelling to 20 SplashWorld resorts across the globe, evaluating the rides for key ratings including "biggest splash" and "adrenalin factor". He takes up the job from Tommy Lynch who's been in the position for the last four years.

"It can be tough when it's chilly and you have to strip off, but otherwise it's great," he said.

"But there is a serious side and it carries a lot of responsibility," Lynch added.

Click on the logo to see Smith's video application.



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## Japan votes on top Aussie destinations

**FEDERAL** Tourism Minister Gary Gray has unveiled an initiative to drive Japanese visitor interest and numbers to Australia through a new TV program starting today.

Dubbed 'Best 10 Experiences in Australia Ranked by Japanese!', the 4-part series show celebrities experiencing the best of Sydney, Cairns, the Gold Coast and Uluru.

The hour-long episodes feature a competition for viewers to pick their favourite experiences.

Gray said Japan remains a key source to Australia tourism, worth \$1.5 billion in 2012 and the 6th largest inbound source & that visitor numbers "are on the rise."

## GA appoing Qld gm

**GARUDA** Indonesia has named Aryo Wijoseno as the airline's general manager in Queensland, tasked to oversee the relaunch of services to Brisbane (**TD** 12 Mar) and drive business growth.

## Tourism Fiji site rejig

A **NEWLY** revamped platform to promote Fiji has been debuted by Tourism Fiji, enabling browsers to obtain quotes & make bookings.

The [www.fiji.travel](http://www.fiji.travel) portal features a Travel Planner where users can tailor preferences based on family holidays, romance, diving, backpackers or adventure.

Tourism Fiji said the website is a "vital component" of the firm's overhaul & brand transformation.

## 'Space Ships' on Nine

**SCENIC** Tours will showcase its newly refreshed Scenic Diamond 'Space Ship' all this week as Channel 9's Morning program.

Presenter David Whitehill will provide coverage on the show after participating in a recent 15 Day Jewels of Europe River Cruise which sailed the Rhine, Main and Danube.

Mornings runs from 9-11am EST, with coverage commencing this morning and running until Fri.

## IR adds Ferry services

**INTERNATIONAL** Rail is now offering travel agents commission when booking ferry services which have been included in the firm's product range.

The Melbourne-based company provides e-tickets to more than 70 European ferry operators on over 100 journeys, including the popular Greek Island ferries and overnight journeys between Italy, Croatia and Greece.

Tickets can be sold as a stand-alone product or with rail passes.

## GPT Ultimate brox

**NEW** Zealand specialists Grand Pacific Tours has rolled out its Ultimate Small Group Tours program for 2013/14 featuring the firm's purpose-built luxury 20-seat full size coach.

Trips range in length from 10 to 19 days, with prices starting at \$4,334pp including air from east coast international gateways - see [www.grandpacifictours.com](http://www.grandpacifictours.com).

## Bandara appointment

**THAILAND** based Bandara Hotels and Resorts has appointed Complete Travel Marketing to be its new sales office in Sydney.

CTM adds Bandara to its existing portfolio, and will service the Australian and NZ markets on behalf of the group's properties which include Bandara Suites Silom in Bangkok and three stunning Koh Samui resorts. See [www.bandaragroup.com](http://www.bandaragroup.com).

## New NZ CHC lounge

**AIR** New Zealand has officially debuted a significantly larger domestic Koru lounge at Christchurch Airport.

The first guests have been welcomed to the facility which has about twice the number of seats as previously.

It features NZ designed furniture and fabrics plus tiered seating to give guests extensive views of the runway and the Southern Alps via floor to ceiling windows.

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**BENCH** International and Emirates recently hosted this group of Flight Centre Ltd's Travel Associates on an educational to discover Kenya first-hand.

The seven participants explored the Maasai Mara Game Reserve, took a flight to Amboseli National Park on Bench's luxurious private Cessna Caravan, and visited Tsavo West National Park and the firm's own lodge - Satao Camp in Tsavo East National Park.

**Pictured** dressed in traditional Maasai warrior inspired blankets to counter the chilly early mornings while on game drives, from left are: Jo Kennedy, Travel Associates, Kennedy & Turner - Chelmer; Kelly West, TA, Noller & Turner - Milton; Tony Freedman, TA, Freedman & Turner - Albert Park; Monique Watling, TA,

Dare & Turner - Broadbeach; Jo Langhorne, TA, Langhorne & James - Sandringham; Norman Harper, Bench International; Salli Alderson, TA, Low & James - Neutral Bay and Liza Noakes, TA Hyslop & James - Crows Nest.

### STB mini-comp winner

**CONGRATS** to Noosa Cruise & Travel's Abby Vartan who was Fri's winner in our Singapore Tourism Board mini-comp last week.

Abby was the first *Travel Daily* reader to correctly respond to the question and in doing so, picked herself up an awesome iPad Mini, courtesy of STB.

### Sound of Albatross

**ALBATROSS** Tours is promoting a seven-day escorted tour that incorporates New Years Eve and New Years Day celebrations at the *Sound of Music* palace, known as Schloss Leopoldskron in Austria.

Also included is sightseeing in Salzburg, Austrian wine tasting in the Marble Hall, a cruise across Lake Konigssee and an adventure ride down salt mines near Berchtesgaden.

Departing Munich, Germany on 28 Dec, the trip is priced from \$2,999ppts - 1300 135 015.

### Velocity accolades

**VIRGIN** Australia's frequent flyer scheme Velocity has been bestowed with three top honours at this Year's Freddie Awards.

The annual awards recognise the world's top travel loyalty programs, as voted this year by over 2.9 million participants.

Velocity won Airline: Program of the Year, Best Elite Program and Best Redemption Ability for the Middle East/Asia/Oceania region.

### Contiki Splendour

**CONTIKI** has released a four-night package to Splendour in the Gardens in Byron Bay, with two different accom options available.

Camping and hostel prices start from \$899ppts and \$1,099ppts respectively, including a three-day pass to Splendour, transfers to the Yelgun event site and a chance for a meet-and-greet encounter with San Diego rock legends, Wavves.

The event runs from 26-28 Jul - [www.contiki.com/splendour](http://www.contiki.com/splendour).

### ETOA slams Rome

**PLANS** to cap the number of visitors allowed to access central Rome to just 300 per day have been slammed by the European Tour Operators Association.

Visitors to the Italian capital are now required to have a permit issued by Roman authorities, under "draconian" new measures.

"The current arrangements do no service to Rome or its visitors," the group said over the weekend.

Last year the city implemented restrictions on access to St Peters by coaches, requiring groups to walk long distances to the site.



**Rd 11 Winner**

### CONGRATULATIONS

**Glen Potter**

from *Virgin Australia*

Glen is the top point scorer for Round 11 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a \$50 voucher to spend on any products at [www.lifeliveitup.com.au](http://www.lifeliveitup.com.au), courtesy of **Life!**®.



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### Major Prize Sponsors

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



### South Africa stats

**MORE** than 120,000 Australians travelled to South Africa in 2012, a spike of 16% on the year prior, assisting to boost the country's total international tourist count to 9.2 million for the year.

The overall result represents a 10.2% annual growth rate - more than double the rate of average global tourist growth estimated by the UNWTO.

Foreign tourist spend was up 7.6% during the year, however the average length of stay fell from 8.5 nights in 2011 to 7.6 in 2012, in line with global trends.

### EK PER America fares

**TRAVELLERS** from Perth are being offered Economy class fares to the USA priced from \$2,162 with Emirates.

Flights operate from the WA capital to Dallas/Fort Worth, Washington DC and New York, via EK's Middle East hub, Dubai.

Fares are valid for departures between 02 May-30 Nov, and are on sale until 07 May.

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# AAT Kings \$8.5m fleet investment

**TOURING** firm AAT Kings has purchased 17 new premium Scania coaches, taking its total fleet numbers to 81 vehicles.

The \$8.5 million acquisition will see the company enhance its operating fleet on single day tours, short breaks and multi-day guided expeditions in capital cities and also in outback centres.

AAT global managing director Anthony Hayes said the new buses will help the company cater to current demand and expand to target new growth sectors.

“The purchase of these ultramodern vehicles is just one of the ways in which we aim to deliver the ultimate Australian touring experience providing an increased level of comfort for holidaymakers,” Hayes said.

After being fitted with onboard features to ensure all vehicles are operating to the AAT Kings standard, the coaches will hit the road, expected to be in around eight weeks time.

**MEANWHILE**, the company has rolled out international language devices on two of its tours, boosting the number of languages available to five.

Following the receipt of a Tourism Enhancement Fund grant from the NT govt, AAT will offer commentary via iPod devices in German, French and Mandarin, in addition to Italian and Japanese.

## Wyndham on Couran

**WYNDHAM** Hotel Group has finalised a franchise rights deal to operate what will soon be known as the Ramada Couran Cove Island Resort just off the Gold Coast on South Stradbroke Island. The resort has been undergoing a major refurbishment from late last year after being purchased by Qld businessman Craig Dowling.

Guests will be able to book stays at the resort from 01 Jul, with the resort opening in full from late Sep as a 350-room complex.

## Seashells 50% off deal

**A STAY 6/Pay 3** offer has been launched by the Seashells Group for its four properties in the WA coastal towns of Mandurah, Broome, Scarborough & Yallingup.

New bookings must be made by 26 May and set travel dates apply, with a minimum two night stay.

For details, call 1800 800 850.

## FCM Africa expansion

**FCM** has signed deals with Alive in Mozambique and Antelope Tours & Travel Services Limited in Tanzania to expand its coverage in Africa to nine corporate agencies.

## Sydney firmly on Chinese menu



**AHEAD** of Australian Tourism Exchange kicking off on Fri, Chinese celebrity chef Jimmy Yang filmed an episode of his popular cooking show iKATCH TV at Sydney's Sebel Pier One hotel.

The program is watched by more than 120 million Chinese each week and the program

gave Sydney significant exposure to the all-important markets of China, Hong Kong and Macau.

Further episodes of the show will be filmed in Cairns, the Hunter Valley and Coffs Harbour, showcasing the destinations as much as the food being prepared.

Yang is **pictured** above centre following the filming of the show with David Lowe, Sebel Pier One Sydney; Angela O'Connor, Accor; Andrew Hestelow of Down Rigger Shop and Neil McGuigan of McGuigan Wines.

## Pre-check-in Syd tour

**A SYDNEY** tour operator has launched a new tour aimed at offering passengers arriving on an early morning flight with a city tour prior to their hotel check-in.

Canons Shuttles & Sydney Day Tours will meet passengers at the airport for their "Arrivals Tour", provide a tour of city landmarks such as Bondi Beach and The Opera House before ending at their hotel right at check-in time.

The experience is priced from \$190 per adult - (02) 9522 6868.

## Sodashi at Wolgan

**EMIRATES** Wolgan Valley Resort & Spa has inked a deal with local supplier Sodashi to act as its exclusive spa product provider.

Sodashi's range of skin care/spa products will be used at Wolgan's Timeless Spa, as well as offered in guest suites and amenities.

## AFL Rd 5 Results

### CONGRATULATIONS

**Stephen Lewis**  
from *Four Seasons Hotel*

Stephen is the top point scorer for Round 5 of *Travel Daily's* AFL industry footy tipping competition has won two First Class Eurail Global Flexi Passes, courtesy of Rail Plus.



### 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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## United start SFO/CDG

**UNITED** Airlines has launched new daily services between San Francisco and Paris Charles de Gaulle, operated using three-class Boeing 767-300 aircraft.

## Kiwi Skeptics success

**AIR** New Zealand has reported a 66% year-on-year increase in the number of trans-Tasman seats sold for a recent period due to an Australian promotional campaign named "Kiwi Skeptics," NZ ceo Christopher Luxon said.

The campaign saw a series of webisodes produced in which Aussies who had expressed an interest in travelling to NZ re-routed to the country.

"We redirect them to New Zealand to give them a bit of a shock as to what's here and what they can do while here".

Participants were then treated to a selection of the country's experiences and attractions, with their journey filmed and put together into the webisodes.

Luxon added that the campaign "broke all previous online sales records," generating sales of over \$1m daily for three straight days.

**MEANWHILE**, Luxon confirmed Air New Zealand has earmarked Shanghai as the first likely port it will operate its Boeing 787 *Dreamliners* upon receipt of the aircraft later this year.

The carrier's Chinese services have exploded in popularity, increasing from three weekly to a daily operation in recent months.

"If we can keep building China in the next 12 months, I would really like a *Dreamliner* to come to China first," Luxon said, with the current B767 to be upgaged to B777 aircraft from 01 Jul.

## T-QUAL grants due

**APPLICATIONS** for the 2013 round of T-QUAL Grants will close at 5pm this Fri (03 May) - more at [www.bit.ly/TQUAL2013](http://www.bit.ly/TQUAL2013).

# TA toasts to Aussie wine

**AN INITIATIVE** to promote a variety of high quality wineries and their associated experiences including tastings, wine education and gastronomic indulgences has been launched by Tourism Australia at ATE 2013.

The "Ultimate Winery Experiences of Australia" program will see TA market Australian regions known for their food and wine experiences such as Barossa Valley, Margaret River, the Yarra Valley, the Hunter Valley and Moorilla Estate in Tasmania.

Wine and food experiences will now form part of further rollouts of TA's ongoing 'There's Nothing like Australia' campaign.

A number of high-profile labels including Jacobs Creek, De Bortoli, Wyndham Estate & Montalto will all take part in a consortium of wineries to offer their experiences as part of the promotion.

Tourism Australia managing director Andrew McEvoy said the promotion also included support from individual state tourism promotion authorities.

"These wineries are not simply venues to taste and purchase wine," McEvoy said.

Most of them offer a complete tourism experience - restaurants, accommodation, tours, as well as exciting behind the scenes winery experiences - they allow visitors to interact with the product, the winemaker and enjoy first-hand, the rich diversity that our many wine regions have to offer".

The new focus on wine follows on from TA's Great Golf Courses of Australia (**TD** 18 Nov 2011) and Great Walks initiatives (**TD** 31 Oct), both of which were now yielding positive results.

Additional 'beyond the cellar door' experiences will be added as more vineyards join the program as it is gradually expanded, TA added.

## Botanica blooming

**APT** sister firm Botanica World Discoveries has unveiled five new cruises & six new trips as part of the 34 itinerary line-up in its latest brochure release.

Botanica's biggest ever program has been expanded to include tours to Japan, the United States, Canada, New Zealand and Singapore as new destinations.

Founder Judy Vanrenen said there was "huge demand" for the firm's garden experiences, with guests pushing for new options.

Package options for the Chelsea Flower Show in London have been doubled in 2014 to four.

Cruise itineraries include either *MS AmaLegro* on the Seine River, *RV AmaLotus* in Vietnam/Cambodia, or *MS Island Sky* on British Isles and Japanese options.

## Bird flu in Taiwan

**THE** deadly new strain of 'bird flu' - (H7N9) avian influenza - that surfaced in China recently has now been identified in Taiwan.

According to the Australian govt's Smartraveller website, the person confirmed to have symptoms of the strain has recently travelled to China.

**Want to leave your mark on the travel industry?**

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**EXOTISSIMO**  
TRAVEL Asia



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## Sales Manager - Australia & New Zealand

Exotissimo Travel Group is one of the region's leading Destination Management Companies with 20 wholly owned offices across Vietnam, Cambodia, Laos, Myanmar, Thailand, Indonesia, Japan and China.

We are looking for a highly motivated Sales Manager to develop new business and support existing clients across Australia and New Zealand.

Reporting to the Head Office in Bangkok, the successful candidate is required to promote all company business units including Leisure, MICE, Luxury and Adventure.

You should have a real passion for travel, particularly in Asia, a strong sales background preferably in the travel industry, strong business acumen with a drive to increase business and be highly self-motivated.

Remuneration will be in accordance to experience.

This is a key position within a fast growing dynamic travel company with significant expansion plans while maintaining a fun and professional company culture.

Send CV and application to [hamish@exotissimo.com](mailto:hamish@exotissimo.com)  
Accepting applications from either Sydney or Melbourne

## WIN A COPY OF "INFERNO"



Every day this week, we're giving one lucky reader the chance to win a copy of Dan Brown's "Inferno", courtesy of

**Random House Australia and Italian Government Tourist Office.**

Dan Brown's new novel, "Inferno", features renowned Harvard symbologist Robert Langdon and is set in the heart of Europe, where Langdon is drawn into a harrowing world centred around one of history's most enduring and mysterious literary masterpieces.

To win, simply be the first person to email the correct answer to the question below to: [inferno@traveldaily.com.au](mailto:inferno@traveldaily.com.au).

*What is the name of renowned Harvard symbologist who appears in Dan Brown's books?*



## Walking in a winter webinar



**INSIGHT** Vacations' Qld and Northern NSW bdm Tomas Malmberg recently surprised the team from MTA at their Gold Coast office with cake and champagne to mark the achievement of Elite Status for sales for 2013.

The visit came following a webinar held in relation to the

launch of the tour operator's Winter Europe brochure release, run in conjunction with MTA product coordinator Janita Allwright, which was considered to be an outstanding success.

MTA's staff agreed it was never too early for champagne, tucking into their well earned treats as reward for their knowledge of Insight's new Alpine Christmas Markets Tour.

Tomas Malmberg is pictured above left with MTA product manager Rhona Rodgers, air product manager Bill Lee and the team, consisting of Teresa, Remus, Amber, Shannon, Melissa, Lauren, Chantelle, Sue, Rachel, Hayley, Emily, Janita and Sue.

## QF eyeing AA merger

**QANTAS** executive manager international sales Stephen Thompson said it was keeping a close eye on the merger between oneworld partner American Airlines and US Airways, saying it will open up many new potential markets for QF in America.

"They've (US Airways) got a hub in Phoenix and two other destinations so it's actually about broadening the reach in America," Thompson told **TD**.

"It really won't be clear until later this year, around September, but we're in dialogue constantly with the guys at American and that's going to be fantastic for our customers," he added.

## MSC 96hr cruise sale

**MSC** Cruises is offering savings of up to 58% across selected European voyages departing from Sep to Nov in its 96 hour sale.

A seven-night sailing from Genoa aboard *MSC Sinfonia* leads in at \$369 per person.

The sale commences at 8am on 30 Apr and runs to 8am 04 May.



### Business Development Manager - Melbourne

**Campus Travel** is one of Flight Centre Limited's most unique corporate brands, providing university staff with all their corporate travel needs. We are currently looking for an experienced **Business Development Manager** to join our dynamic team.

This role will primarily see you developing key business relationships and acquiring new educational corporate travel business.

You will be rewarded with a **wide range of fantastic staff benefits** including an **uncapped commission structure, social events & discount travel!**

**To apply, please visit: [Applynow.net.au/jobF161477](http://Applynow.net.au/jobF161477)**

## Air France adds KUL

**THRICE** weekly Air France flights from Paris to Kuala Lumpur have begun operating, coming as AF and partner KLM look to consolidate its presence in SE Asia.

## Accor terminates ceo

**WORSE** than expected financial results for the first quarter has resulted in Accor's Board of Directors terminating its chairman/ceo Denis Hennequin from the role, held since 2011.

President and coo Yann Caillère has been installed as interim ceo along with a transition executive team while the search for a full-time replacement is conducted.

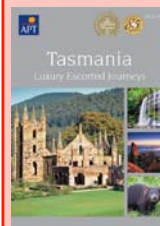
## Monorail memories

**A NEW** interactive section of the Farewell Sydney Monorail website has been launched, commemorating the changes seen to Sydney over its lifetime.

The [www.monorail.com.au](http://www.monorail.com.au) site contains a series of photos and videos, with the public able to submit their own memories, which will be archived once the Monorail closes down on 30 Jun.

## 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).



### APT - Tasmania 2013/14

Offering savings of up to \$960 for couples and up to \$675 for single travellers, APT's new guide to the Apple Isle offers more than 100 departures for five itineraries ranging from 4-12 days between Sep-May. Two of the itineraries combine the east and west sides of the state, with another solely travelling the east and the other two focusing on central and west Tasmania. Exclusive APT offerings include a Tasmanian Fare Dinner in Smithton and a gourmet BBQ at Freycinet Lodge, with some exclusive accom also.



### Contiki - Latin America 2013-15

The fiery passion and energy of the Latino culture is on full show to Contiki passengers on tours featured in this range, with 13 itineraries offered boosting the range by two. The continent is set to fire up in more ways than one with both the FIFA World Cup & the Olympic Games visiting in the next three years. The range offers pax an opportunity to get up close to local cuisine, natural wonders and attractions, all mixed with a dose of South American culture.



### Asia Escape Holidays - Maldives 2013

Sixteen carefully selected hotels form the inaugural Maldives range from Asia Escape Holidays, including the ultra luxurious Conrad Maldives Rangali Island, complete with its famous underwater restaurant five metres below the surface. Special offers for honeymooners abound in this new guide, including complimentary dinners, free massages, a sunset cruise and much more.



### Creative Holidays - Bali 2013

Undoubtedly one of the most popular product ranges offered by Creative, due to Bali being one of the most popular destinations visited by Australian travellers. For 2013, the program has expanded yet again, with new hotels aimed at general markets as well as specialist honeymooners and families. New day tour options have been added as well as continued support of the Bali Kids charity in which Creative donates \$1 from every booking on pax behalf.



### Travelmarvel - New Zealand 2013

So many of New Zealand's natural wonders feature in this new guide including the stunning Bay of Islands, Fox Glacier, Milford Sound, Mt Cook and many more. A massive 108 departures will be offered across four tours, with all enjoying some of Travelmarvel's "Insider Experiences" such as the Waitomo glow-worm caves, a Scottish evening in Dunedin, Maori themed experiences and more. Earlybird savings of up to \$710 per couple are on offer for the super-keen bookers as well as 50% single supplements.



# TNZ's sport & niche future

**DEVELOPING** the 100% Pure New Zealand mantra around niche markets and major sporting events visiting the country in the next four years will form a major part of Tourism New Zealand's short-term focus.

According to TNZ ceo Kevin Bowler, the organisation plans to continue to use leverage from int'l exposure generated by *The Hobbit* movie franchise for at least the next two years.

In addition, campaigns would be designed to entice visitors from Australia, India and England for the Cricket World Cup and to South America and Asia in line with the FIFA U20's Football World Cup, both of which are on track to occur in 2015.

"We've [also] got the World Masters Games in Auckland, and that's one of the biggest participation events, if not the biggest participation event in the world so that's something we're pretty excited about," Bowler said.

Extra funding announced ahead of TRENZ in Auckland last week (**TD** 16 Apr) will see investment made in promoting the country to niche travel markets, he added.

"We're particularly interested in golf, we're interested in walking and capitalising on the new cycleways built in New Zealand

that are just starting to come to fruition," Bowler said.

The "premium travel" sector is another market that will be targeted using the new funds.

## High costs deter NZ investors

**CHRISTCHURCH** & Canterbury Tourism CEO Tim Hunter says the city is in need of investment in hotels but high costs of adhering to the city's new building permit was deterring hotel developers.

Speaking to **TD** at TRENZ, Hunter said there had been a lot of interest among hotel operators but the city was short of investors building and owning long term assets in the city.

A major deterrent was the cost of land in what Hunter described as a "damaged city".

Building costs have escalated by as much as \$8m for foundations to meet new construction codes.

A high number of Christchurch residents were helping to keep the local economy ticking along by venturing to the city outskirts and having weekends away to help keep hotels in undamaged areas that are suffering from a lack of int'l visitors in business.

The CCT boss said they had received a number of building consents from people aiming for

## Brisbane pitch for Kiwi market

**BRISBANE** Lord Mayor Graham Quirk has unveiled an \$8 million campaign by Brisbane Marketing aimed at luring New Zealanders to visit Queensland during the cooler months of the year.

The Autumn/Winter campaign will see events in the city including the British/Irish Lions rugby matches, the Bolshoi Ballet and the Brisbane Racing Carnival feature in marketing to Kiwis.

Tourism & Events Queensland, Virgin Australia, Accor & Emirates are some of up to 71 different partners signed on to assist in the campaign, according to Quirk.

"New Zealand is Brisbane's top international source market so it makes sense for Brisbane Marketing to work with Tourism & Events Queensland and the industry to extend our presence in this important market".

Brisbane Marketing ceo John Aitken said the campaign would show the variety of experiences available not just in the city but in surrounding areas and outskirts.

Aitken said the promo would be "our longest & most far-reaching campaign to date," covering social media, online and digital advertising as well as newspapers.

## NZ safety crackdown

**NEW** Zealand Prime Minister John Key used TRENZ last week as a platform to assure the tourism industry that his government has clamped down on adventure tour operators not adhering to the highest safety standards.

Key said regulations have been changed along with the way the industry is audited, reiterating that NZ takes the safety of pax taking part in adventure or thrill based activities very seriously, but that one or two operators had "let the side down".

"It's unacceptable to the Government because we need everybody that comes to have a good experience," the PM added.

## 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.



Tara Kane of Corporate Traveller has sent a photo of herself doing different 'Palm Springs activities' with Palm Springs landscape in the background (left).

For your chance to win a trip to Greater

Palm Springs with United, **SEND US YOUR BEST PALM SPRINGS DESTINATION-INSPIRED PHOTO.**

Send your entry by COB on 30th April via email to: [palmssprings@traveldaily.com.au](mailto:palmssprings@traveldaily.com.au).

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### CONFERENCE, GROUPS AND EVENTS

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

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### LEAD BY EXAMPLE

#### CORPORATE TRAVEL TEAM LEADER SYDNEY - SALARY PACKAGE \$75K+

Ready to take that next step in your career? This fantastic travel management company is looking for a talented team leader to take the reigns of their established team. Your role will see you training, managing and developing staff including supporting online booking tools as well as some client account mgmt. Great opportunity to expand your skill set and take the lead. Leadership experience essential.

### CORPORATE WITH A TWIST

#### BUSINESS DEVELOPMENT MANAGER X 2 MELBOURNE & SYDNEY – SALARY PACKAGE OTE \$100K

Tired of not having any input in the sales strategy of your current TMC? Want to target a niche part of the corporate sector? Our client, an award winning TMC allows you the freedom to plan and conduct your business development calls as you see fit. Amazing salary package plus bonuses and global career progression available. All you need is a minimum 3 years industry background with a proved sales track record.

### THRILLING ADVENTURE

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

This specialist travel company offers their clients a truly unique travel experience. Promoting destinations off the beaten track. They currently have a rare opportunity to join them as part of their Sales team. This is your chance to use your ability to get out to market and sell this product to the retail travel agency networks. On the road sales is essential. Great famils, car allowance & bonuses await you.

### TARGET THE TOP 100

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

Love the thrill of the chase? Want to pitch for those large blue chip accounts? If you have the passion for sales and love building new relationships your talents will truly be rewarded here. Join this global corporate TMC offering long term career advancement and the real opportunity to progress. With a winning brand supporting you, you'll enjoy a top salary & achievable bonuses.

### SELLING AN ICON IS EASY

#### REGIONAL INDUSTRY SALES MANAGER SYDNEY – SALARY PACKAGE \$82K

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. Great salary package & perks on offer.

### CREATE AMAZING PROGRAMS

#### EUROPEAN PRODUCT MANAGER MELBOURNE - SALARY PACKAGE \$75K

This fantastic product management role will have you designing brochures, managing contracts and content for this premium luxury brand. Essentially you will come from a strong product management background and have experience in contracting Europe, including product development, negotiation, leaderships and contracting skills and the ability to work under pressure.

### STAND UP AND BE COUNTED

#### CORPORATE TRAVEL BDM - BOUTIQUE SYDNEY BASED – GENEROUS SALARY PACKAGE

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## Finding talent within the Australian Travel Industry

### Airfare product Coordinator

**Brisbane - \$50-55K Package + Super - Ref 561A**

Step away from sales and into the product world! Specialising in air travel, you will coordinate the airfare & air product enquiries. This is a varied role to keep you on your toes including airfare loading, support, customer service & queue management. If you have GDS experience, fares & ticketing knowledge, and want to step away from consulting then this is the role for you. Work for a great salary, realistic career progression within a stable & supportive company.

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

### Travel Consultant

**Nth 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; ideally you will be fluid in a GDS, are well travelled and can offer your customers outstanding service skills.

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

### Luxury Travel Consultant

**Canberra - \$Neg + Super - Ref 419**

Are you a successful Travel Agent who is craving more independence? Do you want to work at your own pace for a luxury boutique agency? Work with this small and driven team, selling luxury travel and finally be paid for all your hard work! The successful candidate will have worked in the industry for a minimum 3 years and have the ability to manage and build their own client base. Rewarding salary and working environment! Make that next step in your career today!

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

### Luxury Travel Consultant

**Adelaide- \$DOE+ Super+ Benefits - Ref 0505**

Know high end product? Love going the extra mile and are completely focused on client satisfaction? This is a Monday to Friday role with a fantastic and stable team who are the top of their league, if you have what it takes to be the complete package! If you have fantastic travel consulting experience, are customer focused, have amazing product knowledge and love going the extra mile this could be what you are looking for!

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

### Ski Travel Specialist

**Brisbane - Competitive + Bonus - Ref 562A**

If you want to combine your two loves of Travel and the snow, then this is the role for you! Sell ski packages and tailor made ski itineraries every day. If you have a travel background and are an avid skier, enjoy an uncapped earning potential and see the \$'s come your way. In a CBD location with a fantastic team, this rare opportunity is sure to be snapped up soon. Show your interest now and apply with your CV outlining your passion for Ski.

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

### Retail Travel Agent

**East Victoria - \$DOE + Super - Ref 529pca**

Fancy a change? Are you looking for some flexibility, full time or part time? This leading agency located in the Eastern Suburbs of Victoria is looking for a Senior Travel Consultant to join their busy office. The ideal candidate will have a minimum 2 years experience, proficient in Galileo and is well travelled. You will offer exceptional customer service skills and work towards excellent targets. Looking for full time or part time Flexible hours? The choice is yours!

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

### Experienced Leisure Travel Consultant

**Southern Sydney - \$Neg + Super - Ref 560**

Experienced Leisure Travel Consultants wanted for this boutique agency located in Southern Sydney. Are you looking for a Monday to Friday job with no face-to-face sales? Look no further! Your excellent knowledge of worldwide high end destinations along with your sales skills will be key for this Leisure Travel Consultant vacancy. You will have outstanding customer service skills, experience selling high-end travel and have a minimum of 18 months experience.

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

### Product Development Consultant

**Perth - \$55K + Super + Benefits - Ref 0536**

This is a fantastic chance that will be filled quickly! We are in need of a fantastic Product Development Consultant to join this house hold name. Do you have firsthand experience of updating websites with an eye for detail? Can you negotiate fantastic deals and have proven experience in creating and sourcing the most amazing product?

Bring your experience, knowledge and positive attitude to this team orientated role. Implement, develop and plan fantastic travel deals.

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



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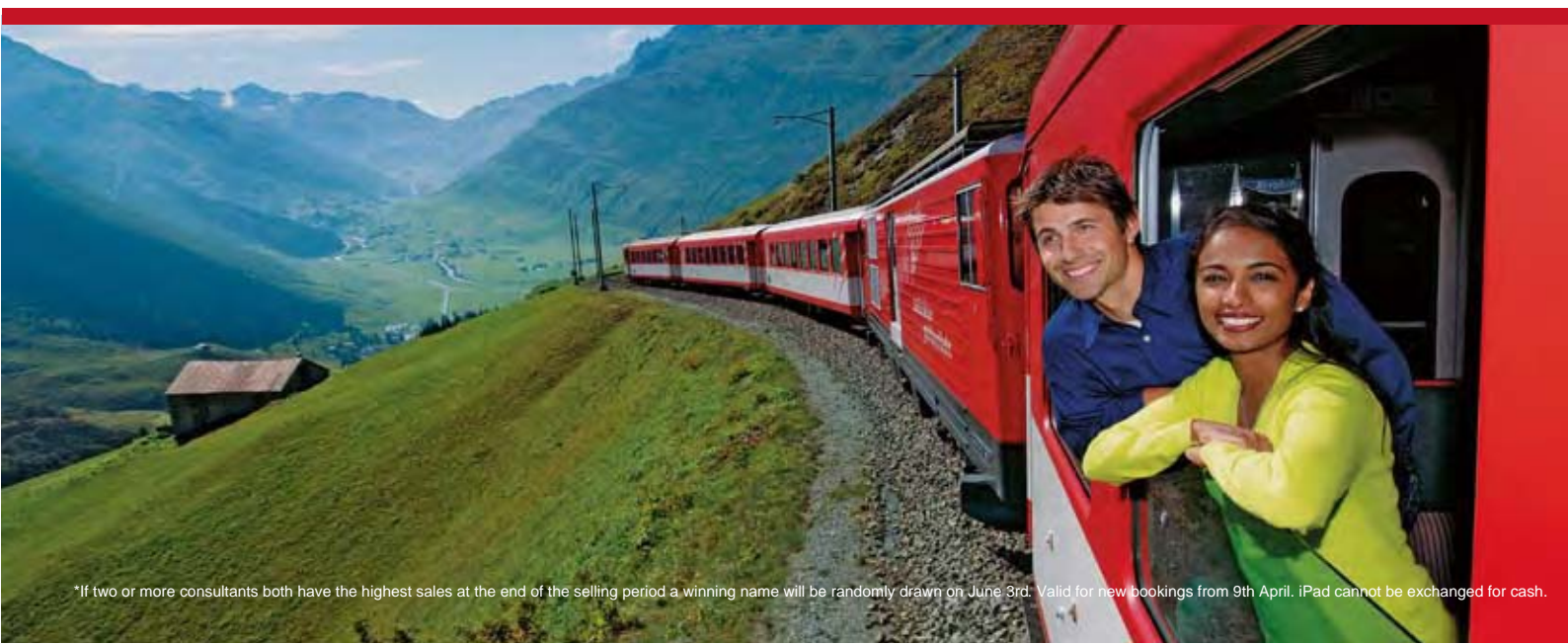
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\*If two or more consultants both have the highest sales at the end of the selling period a winning name will be randomly drawn on June 3rd. Valid for new bookings from 9th April. iPad cannot be exchanged for cash.



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