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Travel Daily

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Monday 2nd December 2013

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TC committed to growth

TRAVELLERS Choice ceo Christian Hunter has reaffirmed an "absolute commitment" to growing the membership base of the organisation moving forward.

Speaking to shareholders, preferred supplier partners and special guests over the weekend at the company's 2013 conference in Hobart, Hunter said the focus on sales and targets will not falter.

"We will continue to engage very closely with each and every member regarding their individual and the group's performance to ensure that all opportunities are taken advantage of".

Hunter introduced five of the group's newest members at the conference, confirming to **TD** some had come over from the Jetset Travelworld Group after having reached out to the group.

Five more members from various affiliations were also serving notice periods and would be joining early in the new year.

He also announced the launch of a new online forum for members to communicate, share ideas and provide assistance to each other.

Providing support for members' social media promotion objectives is high on the agenda, with a new manual to be produced along with more head office backing.

Hunter hailed the conference as a major success involving many great keynote speakers including Sales Magician David Staughton and media leader Mia Freedman - more from TC on **pages 3, 4 & 7**.

'Tis' the season at TD!

DECEMBER is the month for Christmas parties, and **TD** wants to see all of the best pics from the industry's end-of-year gatherings.

Fraser Suites Perth is once again onboard for our month-long Dec comp, offering two nights accom for the best Christmas party pics.

See **page eight** for more details.

Eight pages of news

Travel Daily today has eight pages of news & photos, a full page of photos from the Travellers Choice conference, plus full pages from: (**click**)

- AA Appointments
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Formule 1 phased out

ACCOR has completed the rebrand of the Formule 1 brand in Australia under the gradual Ibis megabrand restructure, with the final property at Sydney Domestic Airport now badged as the Ibis Budget Sydney Airport.

Each of the former Formule 1 hotels received refurbishments to bring them into line with budget hotels in European & American markets.

The switch-over increases the economy hotel brand's portfolio in Australia to 19 hotels.

QF BNE-LAX now daily

QANTAS is introducing a new seventh weekly service on the Brisbane-Los Angeles route today, boosting weekly capacity between the city pairs by 15%.

The service is operated using a three-class retro-fitted Boeing 747-400 jumbo, aligned with the A380 flagship product that includes SkyBeds in Business.

QF says the now daily operation to the Queensland capital aids the prospects for inbound tourism.

According to the airline, the majority of traffic to Brisbane connects at LAX from Toronto, New York, Seattle, Dallas and Chicago.

Robb: tourism "matters"

THE Federal Tourism Minister has declared the tourism industry in Australia is tracking under par of the *Tourism Industry Potential*, currently valued at \$80 billion.

Andrew Robb - who is the Minister for Trade & Investment - told a Tourism & Transport Forum event last week that "our industry is in a good place, but there is room to grow and improve our offerings to visitors."

Robb reiterated the Abbott govt was committed to doubling overnight expenditure to upwards of \$115 billion by 2020 through four guiding policy principles.

Principles include encouraging high quality tourism experiences, limiting tax/red tape, effective marketing promos and supporting development of infrastructure which can drive tourism demand.

The Minister revealed industry accreditation would be handed back to the industry "because it is industry and not the bureaucracy who know what a quality tourism offering looks like."

Other initiatives by the Abbott govt include online lodgement of visitor visas and trialling a

premium visa processing system.

"Tourism is big, it is jobs-rich and it *matters*," Robb said.

He said Australia needs more international capacity and supply to better compete against other countries.

"Air access and infrastructure needs to grow to service the demand we will generate."

Robb also said he has discussed "visa issues" for Chinese business & leisure travellers to Australia with the Chinese Ambassador, and is working with top officials on the marketing and promotion of Australian providers in China.

Stafford quits Rail Plus

RAIL Plus chief executive officer David Stafford will resign from the top job on 20 Dec after providing notice to the rail specialist.

Stafford has held the ceo title at Rail Plus for eight years.

The company has commenced a search for a replacement chief, with Joe Fekete - a financial management advisor to the Rail Plus Board - assuming the ceo role in an interim capacity.

CBA adds mo-money

THE Chinese Renminbi (CNY) & Emirati Dirham (AED) have been introduced as new currencies of the Commonwealth Bank's multi-currency MasterCard.

The new currencies have been added to the Travel Money Card to meet growing customer needs to both regions.

CBA says it is the first Australian bank to offer the CNY and AED on its multi-currency card, lifting its tally to 13 local currencies, joining the Aussie Dollar, US Dollar, Euro, GB Pound, Japanese Yen, New Zealand, Hong Kong, Canadian and Singapore Dollar, Thai Baht and Vietnamese Dong.

"China is an increasingly popular travel destination for many Australians and Dubai is also proving to be a popular stopover enroute to Dubai," CBA executive gm Lyn Cobley said.

Customers are provided two cards when purchasing a Travel Money Card, the secondary card acting as a spare should the primary card be misplaced, lost or stolen when holidaying, "providing convenience and peace of mind," Cobley added.

Details at www.bit.ly/CBAatmc.

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Academy incentives

AGENTS have the chance to win one of 14 Gadget Packs valued at \$900+ over coming months by climbing the ranks within the P&O Cruises Academy and Princess Cruises Academy.

The packs include Dr Dre speakers and headphones, a 7th Generation iPod nano, a Kobo Glo eReader and a Fitbit One Activity and Sleeper Tracker.

Agents qualify for one entry after reaching the First Officer rank, two entries for a Staff Captain title, three for Captain and four for Commodore status through the training scheme.

The P&O Cruises and Princess Cruises competition is open to all registered consultants and newcomers, and runs to 28 Feb.

Participation is free - for more info see www.MyCCS.com.au.

Smartraveller agent push

AUSTRALIAN Federation of Travel Agents chief executive Jayson Westbury has called for travel agents to be cast more into the limelight regarding the new Smartraveller campaign promoting travel insurance.

Federal Foreign Minister Julie Bishop relaunched Smartraveller's travel insurance promotion on behalf of DFAT last week, saying the key message was that "if you can't afford travel insurance, you can't afford to travel".

Westbury told *Travel Daily* he would like for a more in-depth inquiry into how to educate travellers when consular services are really required as many issues can be resolved by agents.

"I certainly think the Foreign Minister is well aware of the

fact that travel agents play an enormous role in selling travel insurance but more importantly – and the Minister referred to it – that when something does go wrong, the consular services can only handle so many cases".

The AFTA chief said Australian consular services and DFAT were currently reviewing processes about how to better handle matters involving Aussies getting into difficulty overseas.

Westbury referred to situations such as travellers seeking consular assistance when they had merely missed their flights - not aware this was a matter a travel agent was more than capable of solving.

"I'd like the travel agent to be more prominent in the process, but it might be more of a holistic approach rather than just the Smartraveller piece, and they are currently doing the review so we'll very much have a hand in what goes on there," he added.



Window Seat

TRAVELLERS Choice ceo Christian Hunter, offered an interesting take on the conference's theme of "Hoist your Sales" while opening proceedings on Sat.

Referring to Hobart as the 'City of Sails' and its annual showcase as the finish point of a yacht race from Sydney, Hunter took a friendly jab at New Zealand's ability to blow a near insurmountable lead in the America's Cup earlier this year.

Hunter said that if you search for "snatching defeat from the jaws of victory" in Google Images, up comes a photo of Team New Zealand's entry.

POLITICS can be a funny game, AFTA chief executive Jayson Westbury professed during his presentation at the weekend's Travellers Choice conference.

Despite initial disbelief that tourism did not have its own dedicated Federal Government Minister in Canberra, Westbury praised Minister Andrew Robb for the work he is doing for the sector and said he understands why this is the case.

It can be as simple as a job title, Westbury said, with Robb formally known as the Minister for Trade and Investment, which if Tourism was added, would make him the Minister for TIT.

Westbury joked that like tourism, science also no longer has a Minister of its own, with Westbury adding that if Robb also took on that portfolio, he would be the Minister for TITS.

Discover the World Marketing

Two Full Time Positions Available - Sydney CBD

Established in 1981, Discover the World Marketing has over 80 offices in more than 60 countries, and is the largest travel representation company. Our Australian office currently represents nine international travel brands including US Airways, Aeromexico, Copa Airlines, Ukraine International Airlines, Hurtigruten, Variety Cruises, Caesars Entertainment resorts, ChinaTours.com and Expedia TAAP, and owns a successful cruise wholesale division, Discover the World Cruising.

We currently have two positions available to join our dynamic team.

Sales Support - Air

We are seeking a highly motivated Air Res Sales Support to work on our Air Clients accounts, with the opportunity to also assist with sales support with our non-air clients. The ideal candidate must have a minimum 6 months experience in international airfares & ticketing, and Computer Reservation System (CRS) knowledge is essential, preferably Sabre.

The successful applicant will be responsible for handling all queries relating to ticketing, reservations and customer service, maintaining policies & procedures and working closely with the sales manager on all air sales related tasks.

Travel Consultant - specialising in cruise

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The successful applicant will be responsible for handling enquiries, quoting, taking bookings and liaising with our partners internationally. The ideal candidate will have a minimum of one year experience in a similar role.

Competitive remuneration based on experience. **Applications close on the 6th December, and only successful candidates will be contacted.** Please send application to: hr@discovertheworld.com.au.

QF halt NF codeshare

QANTAS has suspended its codeshare services between both Sydney and Brisbane to Port Vila with Air Vanuatu on a temporary basis, for travel on/before 06 Dec.

See www.qantas.com.au/agents.

New NZ Hobbit livery

AIR New Zealand has rolled out new livery adorning a Boeing 777-300 aircraft featuring a 54m long mythical dragon 'Smaug' which appears in the soon to be released film, *The Hobbit: The Desolation of Smaug*.

Another Air NZ 777 features *The Hobbit* livery inspired by the first film in the trilogy.

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TRAVEL INDOCHINA

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Monday 2nd December 2013

Pre-register for famils

THE Africa Safari Co has released its entire 2014 program of travel agent educational trips, inviting agents from preferred groups to register their interest and receive priority consideration.

Factors including sales results as well as participation in incentives & events will apply to determine the successful famils applicants, however agents are welcome to register their interest from the list of available trips.

Destinations visited will include Kenya, Botswana, Zambia, Egypt, Uganda, Mauritius and more, with trips ranging from eight to twelve days in duration.

TASCo ceo Susie Potter said the release will allow agents to see the list of destinations available & to ensure they are considered for their desired famils, knowing what time of the year they are scheduled to take place.

For more information, email leanne@africasafarico.com.au.

Vale Peter Homem

VETERAN travel industry and Travellers Choice member Peter Homem of Civic Travel in Canberra has passed away following a medical issue while travelling with his family in Africa.

News of Homem's passing was delivered to attendees by Group ceo Christian Hunter at the commencement of the group's 2013 conference last weekend.

Hunter described Homem as very influential and very popular, adding he was a true gentleman & passionate about the industry.

Funeral details for Peter have not been advised at this stage.

TC settled in the west

TRAVELLERS Choice have no plans to establish an east-coast base, ceo Christian Hunter said.

"We're very happy being based in Perth. It's the historical home of the business and it's pretty easy to get to the east coast so we've no plans to change that".

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TC welcome debuting delegates



TRAVELLERS Choice CEO Christian Hunter kicked off the 2013 Shareholders conference by introducing some of the newest members of the group.

A stylish event was held at the back of the Henry Jones Art Hotel, which sits right along the waterfront near Hobart's iconic Constitution Dock precinct, site of the annual finish port for the Sydney to Hobart yacht race.

Hunter is pictured above centre with the newest Travellers Choice members, who from left are Glenn Box, Mudgee Travel and Cruise; Leesa Maxfield, Kilmore Travel & Cruise Centre; Curly Gladman, Greenhills Travel Centre; Gail Box, Mudgee Travel and Cruise; Deb and David Long from Weston Cruise and Travel.

More pics from the conference on **page seven** of today's **TD**.

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Cover-More IPO soon

PLANS for the public floating of travel insurance provider Cover-More Group (**TD** 28 Aug) is gathering speed, with an IPO to be announced as early as today.

It's understood the prospectus for the Cover-More Group Initial Public Offering is set to be lodged with the Australian Securities and Investments Commission shortly.

Should the IPO come to fruition, Cover-More would be the only insurance provider to list on the Australian Stock Exchange.

AAT day tour relaunch

A NEW "Sightseeing Sydney" brand providing day touring in and around the NSW capital has been launched by AAT Kings.

The operation will run alongside the existing AAT Kings Day Tours brand, with the new operation seeing the dissolution of APT Day Tours, bought by AAT Kings last year (**TD** 24 Jul 2012).

Sightseeing Sydney will offer tours in Downtown Sydney and to the Hunter, South Coast and Blue Mountains regions.

CT Partners churn over \$1B TTV



CT PARTNERS has delivered on its target of achieving \$1 billion in total transaction value (TTV), 12 months after setting the target, chairman Grant Wilson has said.

Speaking recently in Bangkok at CT Partners' conference, Wilson said the corporate travel sector "continues to be a tough market, so it was pleasing to see our members win business through the year and achieve this great result for the group."

Wilson said the next target for the firm was to break \$1.5 billion in turnover in the next two years, and was keen to lure new members to its business.

"CT Partners is a very successful group who achieves strong growth, 100% transparency and returning all overrides to our members," Wilson commented.

This year's conference included the introduction of CT Partners' newest member, The

Appointment Group.

CT Partner delegates attending the event, held at the Mandarin Oriental Hotel in Bangkok are **pictured** - back row from left is Tim Lane, Travel Beyond; Tim Murphy, Media Travel; Joe Araullo, TravelManagers; Alan Wolf, Bay Travel; Jeff Hakim, New World Travel; Kyle Davis & Arthur Zouras, Egencia; Barry Mayo, TravelManagers; Stuart Milne, TravelEdge and John Battley, Globetrotter Travel.

Front row: Mark Chaskiel, FBI Travel; Sue Graham, CT Partners; Aaron Watts, Mariner Travel; Grant Wilson, TravelEdge; Fiona Prosser, Globetrotter Travel; Bev Cohen, Wentworth Travel; Anna McMurtry, Wentworth Travel; Gary Reichenberg, Executive Edge Travel; Nick Sutherland, CT Connections; Susan Olding, Egencia and Ian Edwards, CT Partners.



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QF seeking CZ codeshare tie-up?

QANTAS boss Alan Joyce will hold talks with officials at China Southern Airlines headquarters this week to discuss a codeshare relationship with the carrier, *The Australian* is speculating today.

According to the report, Joyce is keen to forge a new alliance with the Guangzhou-based SkyTeam carrier.

CZ has been steadily building

its presence into Australia over recent years, and wants to lift capacity to 55 services a week within two years.

The mooted codeshare alliance between Qantas and China Southern will provide QF with a greater share of domestic traffic from China into Australia.

CX ADL early landing

CATHAY Pacific Airways has applied for special dispensation from the Federal Government to allow it to land its four weekly direct services to Adelaide ahead of the airport's daily 6am curfew.

Resident's groups are opposing the application, saying it will lead to other airlines attempting to apply for the same privileges, *News Limited* reported.

The Hong Kong-based carrier last week told **TD** it was aiming to re-time its Adelaide services to provide better connections to ports in North Asia (**TD** Wed).

Consideration of the application was ongoing, however there were no current regulations preventing it from being approved, a spokesman for the govt said.

SYD parking expands

NEARLY 1,000 additional car spaces have today been opened to the public at Sydney Domestic terminal, boosting capacity by 25% just in time for the Christmas holiday period.

'P3' special pre-booked opening rates are priced at \$10 per day.

New Huntington site

A NEW-LOOK website has been launched by Visit Huntington Beach featuring a new logo and enhanced navigation functions.

New features include a webcam with a live feed of the Huntington Beach pier, enhanced calendar of events, social media links & more. See www.surfcityusa.com.

JQ Asia shelf Beijing

JETSTAR Asia has suspended its Singapore to Beijing route from 30 Nov due to falling passenger loads and profits on the service.

Frequencies were cut from daily to five and then to three weekly earlier this year (**TD** 10 Apr).

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Email your answer to: ttcmega@traveldaily.com.au

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JAL/QR codesharing

ONEWORLD members Qatar Airways and Japan Airlines will tomorrow commence a new codeshare agreement on a range of each others services.

Bogeys and birdies for Emirates



EMIRATES has enjoyed massive global TV coverage over the weekend, after a thrilling finish for the 2013 Australian Open Golf saw aficionados glued to their TV sets to see Adam Scott beaten by Rory McIlroy by just one stroke. Some lucky travel industry

staffers were on the spot, enjoying the spectacle from the luxurious vantage point of the Emirates pavilion right next to the 18th green.

Pictured at the course are EK's Louise Goddard, Bryan Banston, Tim Harrowell and Lara Pierce.

Vic Aboriginal tourism

VICTORIA'S State Government has released its Aboriginal Tourism Development Plan covering the years of 2013-2023, with plans to establish Indigenous tourism product in Melbourne.

The plan aims to build on visitor numbers of 74,000 in the 2011/12 financial year who took part in an Indigenous experience.

The Victoria Tourism Industry Council is backing plans, saying it has the potential to position Victoria as a premier Indigenous tourism destination.

Chief exec Dianne Smith said Tourism Victoria's "long-awaited" 10-year strategy would establish Melbourne as the home of contemporary Aboriginal tourism product in Victoria and urged the govt to help fund the initiative.

Treasure Is reopened

TREASURE Island Fiji welcomed its first guests last weekend since finalising an extensive renovation program in the wake of last Dec's Tropical Cyclone Evan.

GM of Treasure Island & Bounty Resorts Group Scott Walton said the property's relaunch was "a real team effort."



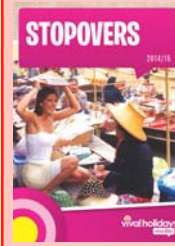
Brochures of the Week

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.



Bench International - Africa 2014

Celebrating 45 years in business, Bench International has introduced an expanded range in Zambia to take advantage of improved infrastructure in the country and easier access. These include enhanced exploration of the South Luangwa National Park and the Zambezi River. More departures to popular regions in 2014 are promoted in the new guide. Strong consumer demand has also seen the addition of a range of beach resort extension, with more than 20 coastal properties by the Indian Ocean.



Viva! Holidays - Stopovers 2014/15

With the recent launch of the latest brochure range from Viva! Holidays, a summary guide entitled "Stopovers" has been launched as a preview of the full launches forthcoming. The guide features many of the wholesaler's most popular destinations including Thailand, Singapore, Kuala Lumpur, Honolulu, New York, Los Angeles and Vancouver, with a brief look at some of the most popular hotels. Tips and suggestions on popular attractions, sights and things to do are also included.



The Kimberley Collection - Broome & the NT 2014

Four more pages have been added to the newest brochure launch from The Kimberley Collection, taking the showcased range to nearly 70 pages. Cruising, accommodation and touring in the Top End, Kimberley & Red Centre is backed by comprehensive information and vibrant imagery. New products launched this year include a Broome romantic escape, Outback journeys incorporating a stay at luxury El Questro and Berkeley River Lodge and combined Cruise/Rail offerings with coastal backdrops.



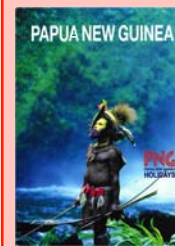
Riki's Tours Japan - Tours 2013/14

The Sydney-based Japanese small-group tour operator has recently released its newest brochure to the country, detailing its range of fully-escorted itineraries. Featured tours include visits to local eateries, daytime walking excursions through natural environments to some stunning vistas. Quality affordable hotels are utilised throughout, with each departure including a stay in at least one Ryokan or Onsen Hotel complete with a hot springs bath experience, ensuring an authentic Japanese trip.



Selective Tours - China, Hong Kong & Tibet 2013/14

China's many provinces as well as nearby regions are well covered in the newest guide from Selective Tours. Itineraries allow guests to see highlights and major cities or go more in-depth to explore smaller centres. Cruising on the Yangtze River is also available, as is a tour to the Himalayas and the Mt Everest Base Camp. Themed itineraries are also displayed, including a trip to the popular Harbin ice festival in north-east China.



Papua New Guinea Holidays - PNG 2014

Showcasing the best surfing, diving, fishing & trekking in the country, PNG is readily accessible and waiting to be discovered in more detail. Travellers can immerse themselves in culture and visit native villages or trace the footsteps of Aussie soldiers at one of many war sites and treks. Those seeking a more serene holiday can reach world-class beachfront luxury resorts, proving there is something for everyone in PNG. The guide is backed by detailed and very colourful photos of exotic locations.

WIN THE GILDED CAGE TICKETS

PALACE FILMS

This week, *Travel Daily* and **Palace Films** are giving five lucky winners the chance to win a double pass to the new movie, *The Gilded Cage* (M). This warm-hearted delight is the story of a loving, hardworking couple whose dream of returning to their Portuguese hometown becomes possible thanks to the unexpected inheritance – only for their plans to be secretly undermined by their overly dependent friends and neighbours. To win, be first person to email the correct answer to the daily question below to: palace@traveldaily.com.au.

Who is the director of The Gilded Cage?

A Travellers Choice party to make even 007 proud

Monday 2nd Dec 2013



ABOVE: Aaron Hocking, Peregrine and Geckos; Vesna Pandza, Finnair and Lucinda Metcalfe from Maria Slater Travel try their poker faces against MC Andrew Daddo.

RIGHT: Kerrie Walker, Y Not Travel; Donna McDonald, Your World of Travel and Belinda Brand from Brand Travel.



ABOVE: Amanda Seymour-Munn, South Coast Cruise & Travel with Teena Hollwey, TravelCube.

RIGHT: Jess O'Brien, P&O Cruises; Ian Gore, The Africa Safari Co; Jess Plunkett, P&O Cruises and Deb Long from Weston Cruise and Travel.



ABOVE: Natalie Cue, Qantas Holidays / Viva! Holidays; Maria Slater, Maria Slater Travel; Lucinda Metcalfe, Maria Slater Travel and Paula Moylan, Qantas Holidays / Viva! Holidays.

AGENTS from the Travellers Choice network unleashed their inner secret agents last Sat night at the group's awards dinner at the Hotel Grand Chancellor in Hobart.

The theme for the evening was "Casino Royale", which saw tuxedos, sequined gowns and top hats feature at the stylish gathering, with proceedings overseen once again by celebrity MC Andrew Daddo.

One of the evening's highlights was the presentation of the annual Travellers Choice Group Awards, led by ceo Christian Hunter and chairman Trish Ridsdale, with many deserving individual winners named including Discover Travel and Cruise, who received the acclaimed Brian Pateman Agency Excellence Award, named in honour of the late Travellers Choice co-founder.

Thirty Bronze, Silver and Gold Travellers Choice Award winners were also rewarded for high sales figures and preferred partner support, with each group next year to take off on special famil trips to the Cook Islands, Mauritius and Ireland respectively, hosted by some of the group's preferred suppliers.

Once the formal proceedings of the evening were over, Daddo introduced the evening's star attraction entertainment - none other than Australian acting, singing and dancing extraordinaire Tim Campbell, who along with his band, delivered a variety of classic hits in his own energetic style which had the group all but stampeding onto the dancefloor.

Enjoy this collection of photos from the Casino Royale theme party, with many more available to view at www.traveldaily.com.au or on the **TD** Facebook page.

More from the 2013 Travellers Choice conference in **Travel Daily** tomorrow.



LEFT: Emma McCallum, Lucy Zupan and Robyn Mitchell, all from Travellers Choice head office.



ABOVE: Special guest entertainer Tim Campbell had the crowd moving and grooving in moments.



BELOW: Tony Archbold, Holland America Line; Mick Boylan, Sunlover Holidays; Jessi Greer, Great Southern Rail and Matt Dommenez, Great Southern Rail.



ABOVE: Ashley Howell, Qantas Airways; Ross Gallagher, Air New Zealand; Fiona Heron, Royal Caribbean Cruises and Bronwen Milsom, Royal Caribbean Cruises.

Canton Route to Africa

CHINA Southern Airlines has added the African continent to its 'Canton Route' destination network via its codeshare pact with Kenya Airways (**TD** 12 Jun).

It follows an agreement with the African carrier which sees the 'CZ' designator of China Southern placed on flights from Guangzhou to Nairobi, and connecting flights to Lusaka, Johannesburg & Lagos.

KQ will also place its code on a host of the Chinese carriers regional network.

The direct flight between CAN-NBO is operated by a new Boeing 777-300ER aircraft and provides new options for pax flying with China Southern from Brisbane, Melbourne and Sydney.

Wong China brochure

HELEN Wong's Tours has rolled out its 2014/15 China brochure complete with QR codes and very little movement in pricing.

The brochure's release has seen Wong issue a caution to travel agents to ensure itineraries and inclusions with competitors are being matched 'apples for apples.'

Wong says 'Helen's Choice' inclusions, such as home cooked meals with a Chinese family, or a dinner & show at the Tang Dynasty Theatre in Xian come standard as part of the wholesaler's itineraries - at no extra cost.

"The overall prices look inviting as there are no hidden costs with in comes to these inclusions," Helen Wong commented.

Comm Games on track

THE Commonwealth Games Federation Coordination Committee has confirmed the Gold Coast 2018 Commonwealth Games are on track & on budget.

Happy Birthday to Air Tahiti Nui



TEN Aussie travel agents were recently flown to Tahiti to attend a special 15th birthday party for national carrier Air Tahiti Nui.

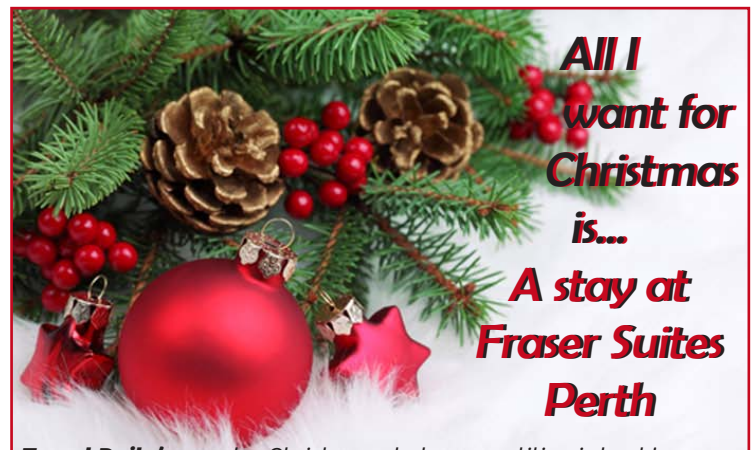
A range of activities were thrown on by the carrier to welcome the agents to the idyllic paradise including a Tahitian BBQ and a night out at the Papeete roulottes (food truck) by the waterfront.

The group also enjoyed a trip to Moorea for a picnic as well as ray & shark feeding, dolphin sightings and many opportunities to kick back and relax under the sun.

"We are grateful for their support and couldn't think of a better way to acknowledge this - and our birthday - than with a little pampering in Tahiti," Air Tahiti Nui general manager New Zealand and Australia Mark Hutchinson said.

Other supporters of the island weekend included Tahiti Tourisme, Radisson Plaza Resort Tahiti, Le Meridien Tahiti, Sofitel Moorea and Tahiti Nui Travel.

The group are **pictured** above at the carrier's birthday celebration.



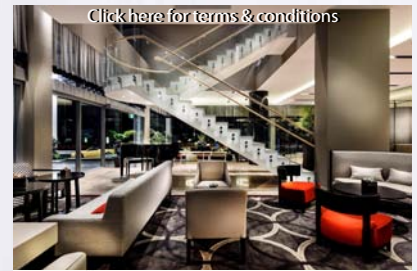
All I want for Christmas is... A stay at Fraser Suites Perth

Travel Daily's popular Christmas photo competition is back! **Fraser Suites Perth** want to celebrate the festive season with the travel industry, and are asking you to send in your work Christmas party photos throughout December.

At the end of the month, the judges will select the most creative photo and the person who submitted this will win two nights accommodation for two guests at Fraser Suites Perth, including daily breakfast and complimentary Wi-Fi. Stylish, with world class facilities, Fraser Suites Perth is the first gold-standard serviced residences to be built in the city in over a decade.

Overlooking Swan River with a design set to appeal to business and leisure travellers alike, Fraser Suites Perth holds an enviable spot within the Free-Transit Zone and is just a stroll away from the world famous WACA cricket ground, Adelaide Terrace, Burswood Entertainment Complex and Perth Convention Exhibition Centre.

So start snapping, then email your festive photos (including names of the people pictured) to: xmasphotos@traveldaily.com.au.



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Africa shows merge

SOUTH African tourism trade shows We Are Africa and Indaba have joined forces to form a mutually beneficial partnership with a goal of better showcasing Africa to the hosted buyer pool.

The collaboration will work under the joint name of "Two Shows One Africa" and will see a combination of digital platforms to streamline meeting planning.

We Are Africa will take place in Cape Town from 05-08 May, just ahead of Indaba, with South Africa Tourism taking title sponsorship at its former rival industry event.

VA impacted by APEC

VIRGIN Australia's int'l pax numbers decreased 2.7% for the month of Oct, compounded by a 2.6% in capacity, with the carrier blaming cancellations due to the APEC summit in Bali early in Oct.

The carrier saw domestic growth of 3.2%, carrying 1.58m pax, with results normalised following the acquisition of Skywest Airlines earlier this year.

Tigerair saw major growth due to its new majority VA ownership, with passenger numbers leaping 28.1% year-on-year, sending load factors up a massive 9% to 89.6%.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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On behalf of Adriana D'Angelis and the AA Team, we would like to thank all of our clients and candidates for your great support in 2013. We wish you all a wonderful Christmas and a prosperous New Year. We look forward to assisting you in 2014.

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JOB OF THE WEEK

DIRECTOR OF CLIENT RELATIONS – CORP TRAVEL SYDNEY – SALARY PACKAGE TO \$95K+

You will be responsible for providing leadership and direction to your team of Client Relationship Managers, driving, developing and managing them to achieve results & service levels. With your extensive background, you will support and provide assistance strengthening relationships both internally and externally. This reputable leader within the corporate sector is well known for offering staff a supported environment and career progression.

ARE YOU TECHNICAL?

STRATEGIC ACCOUNT MANAGER – IT SOLUTIONS SYDNEY - SALARY PACKAGE \$150K ++

Are you an experienced Account Manager with a strong technical background and want to step up to a Global Brand where you will be generously rewarded. You will manage the strategic relationship between both internal stakeholders and 3rd party clients along with growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of working within a technical travel environment.

TRAINING EXPERT WANTED!

TRAVEL INDUSTRY TRAINING MANAGER SYDNEY - SALARY PACKAGE \$\$

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace.

APAC NEVER LOOKED SO GOOD!

CORPORATE TRAVEL PROJECT MANAGER – APAC SYDNEY- SALARY PACKAGE \$100K+

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives.

HUNT DOWN YOUR NEXT GREAT ROLE

INDUSTRY BDM – PREMIUM PRODUCT SYDNEY - SALARY PACKAGE \$\$\$

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

MAKE YOUR MARK ON THIS OFFICE?

NATIONAL OPERATIONS MGR – LEADING TMC SYDNEY – EXECUTIVE SALARY PACKAGE \$\$

This award winning travel specialist is looking for a National Operations Manager to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills along with team management experience on a National scale.

CALLING ALL FARMERS!

CORPORATE CLIENT RELATIONSHIP MGR SYD & MELB – SALARY PACKAGE TO \$85K+

With roles in Sydney and Melbourne, these award winning TMC are a perfect match for an ambitious corporate travel Account Manager moving up. This position is offering a great salary package and a seniority that will elevate your career profile. Managing an impressive portfolio, this role will involve strategic development, service delivery, and managing relationships with key suppliers.

LOVE RETAINING ACCOUNTS?

NATIONAL CORPORATE CONSULTANCY MGR SYD & BNE - SALARY PACKAGE UP TO \$150K+

Our client, one of the largest travel organizations within the Australian market has a rare vacancy for a Travel Consultancy Manager to progress the business ensuring an even stronger position within the market place moving forward. If you have proven client relationship experience combined with strong management, analytical and strategic thinking skills and the ability to proactively provide future planning and project management services apply now!



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