



Travel Beyond, Gilpin deal



Six pages of news

Travel Daily has six pages of news & photos, plus a full page from AA Appointments (*click*).

Garuda SkyTeam date

GARUDA Indonesia will be formally inducted as the 20th member of the SkyTeam global airline alliance on 05 Mar 2014.

The ascension will make GA the second alliance member in the Southeast Asia region alongside Vietnam Airlines.

"SkyTeam brings more than 1,020 global destinations to Garuda customers...[along with] access to over 530 lounges," SkyTeam managing director Michael Wisbrun said.

QR online Qatar visas

QATAR Airways is now offering passengers the ability to apply for a one-month tourist visa to Qatar online via the airline's website.

Priced at US\$55pp, it takes approx 10 days to process a visa, or a fast-tracked application can be turned around within seven days for US\$120pp.

See www.qatarairways.com.

GILPIN Travel Management has today announced plans to merge its operations with the Travel Beyond Group, including Gilpin's offices in Sydney and Dubbo.

Gilpin is currently a member of Helloworld Limited's Travelscene American Express brand, but the move will see the business switch to Travel Beyond's CT Partners Radius Travel affiliation.

"It is an exciting growth phase for the Travel Beyond Group, and we welcome the rich pool of talent, experience and knowledge that the Gilpin team offer, along with a mature and exciting client portfolio," Travel Beyond md Tim Lane said

The combined firm's clients will benefit from local offices in Sydney, Melbourne, Auckland and regional NSW, as well as Virtuoso membership, increased cruising consulting expertise and a choice of corporate online booking tools.

Travel Beyond's portfolio includes Business Travel Management, the Events Beyond division for conference, incentive and event travel programs, plus its longestablished Entertainment Travel Management business which specialises in the requirements of TV shows and music touring.

Escape Beyond 'Holidays by Design' offers leisure bookings too.

"I am very much looking forward to working with some of the icons in our industry in Peter Dick and Robert Elias, whom I have known for many years," Lane commented.

"This merger along with the recent opening of our New Zealand operation and Gilpin Travel Management's existing India operation solidifies our strategy and consolidates our rapid growth plans for 2014 and beyond," he added.

JQ 787 transTasman

JETSTAR Airways are set to upgrade Airbus A320 aircraft to Boeing 787 Dreamliners between Auckland & Melbourne on a trial basis, boosting capacity by 3,700 seats during the month of Mar.

Tasman fares will be priced at \$149 one-way, valid between 26 Feb and 28 Mar.

JQ's head of New Zealand Grant Kerr said: "While many New Zealanders may not be planning a long-haul trip, this is a great opportunity to try out the aircraft that everyone's talking about, on a Tasman flight."

MEANWHILE, Japan Airlines has reopened bookings on the Tokyo Narita-Sydney route using 787-8s, effective 02 Feb, according to the oneworld carrier's website.

JAL had intended to operate the Dreamliner on the route from 01 Dec, but suspended plans due to engine icing issues (TD 25 Nov).

P&O Cruise Control

Click

P&O Cruises has relaunched its Cruise Control passenger portal, with guests able to log in to personalise their cruise and access a range of new features ahead of departure.

Cruise Control boasts improved social media functionality, cruise planner, countdown clock & more.

The site has also been optimised for tablet devices - more details in today's issue of Cruise Weekly.

Last call for ATE rego

TOURISM Australia is calling on final registrations from Buyers for the 2014 Australian Tourism Exchange being held in Cairns from 11 to 15 May.

Buyer standard registration fees are \$1,096 (incl of GST), available until COB today.

For more details, CLICK HERE.

Sichuan with Hahn Air

E-TICKETING platform Hahn Air has activated Chengdu-based Sichuan Airlines as its latest partner for immediate sales.

3U operates to Melbourne and launches flights to Sydney out of Chongqing effective this Fri.

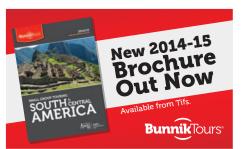


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Rex, Virgin rally for Brindi



AFC seek coordinators

TRAVEL & Accommodation Services Coordinators are being sought by the Asian Football Confederation for the Asian Cup 2015, being held across Australia.

The AFC Asian Cup Australia 2015 consists of 16 teams playing 32 matches at five stadiums in five host cities between 09-31 Jan.

Coordinators will be responsible for the planning, coordination and delivery of travel (flights and ground transport), freight & accom services as well as assisting to developing policies, according to the seek.com.au job listing.

Roles are Sydney based, with applications closing on 17 Jan. **CLICK HERE** for more details.

EY adds Jaipur, Rome

JAIPUR is set to become Etihad Airways' 10th destination in India with the airline announcing it will commence daily services to the city from 01 Apr.

The Abu Dhabi-based carrier is also adding the Italian capital to its global network, with daily services to Rome (EY's second in Italy) coming online from 15 Jul.

Vietnam visa scams

THE Federal Government is warning of shady online visa processing initiatives for travellers bound for Vietnam.

Smartraveller says there has been a spike in Aussies applying online for a Vietnamese visa or 'visa on arrival' approval letter, with applicants personal details made public after applying either through a travel agent or online.

Smartraveller recommends applicants apply for a visa directly through a Vietnam embassy or consulate. **REGIONAL** Express has warned that regional aviation is in danger of "irreversible terminal decline" in the wake of administrators being appointed to the struggling Brindabella Airlines (*TD* yest).

In a statement yesterday, Rex said the nation's aviation industry is in turmoil, citing "oppressive policies" at the hands of the former Labor Government.

"Such is the toxicity of this environment that Brindabella, an erstwhile regional carrier with almost two decades of proud history, is not able to escape the fate that has already claimed a dozen well-established regional airlines," Rex said.

The carrier called on Federal Minister for Infrastructure and Regional Development Warren Truss to come good on election promises to overturn "disastrous policies", axe the carbon tax and revive an en-route rebate scheme.

Exec chairman Lim Kim Hai said

American Cruise Lines orders 4 new vessels

SMALL-SHIP operator American Cruise Lines will increase capacity on the Mississippi, Columbia and Snake rivers in the US by 2017 through four new build vessels.

The un-named ships will offer capacity for up to 200 pax and follows strong average growth figures of 25% in each of the last three years.

Highlights of the new vessels will include larger staterooms with private balconies and spacious lounge & dining venues, with facilities to be similar to the line's *Queen of the Mississippi*. if significant changes weren't made it may be a precursor of more to come in the regional sector.

In the meantime, Rex is working on plans to offer relief flights no longer serviced by Brindabella "if and when Transport NSW removes the licensed exclusivity of Brindabella to these routes."

Cheap Rex fares are available to FQ ticketed pax on common routes, while Lim said the carrier has been inundated with job applications from some of the 140 Brindabella Airlines staff.

MEANWHILE, Virgin Australia has confirmed it will offer special relief airfares to impacted FQ pax for travel up until 20 Dec 2013.

Specials will apply on the Brisbane-Coffs Harbour and Coffs Harbour-Newcastle routes, available through VA's Guest Contact Centre.

CLICK HERE for more details.

VN commission bonus

AGENTS booking published and gross international Vietnam Airlines tickets between now and 31 Dec are being offered a bonus 2 per cent commission, up to 7%.

QH RWC registration

QANTAS Holidays is now taking registrations of interest for the Rugby World Cup being hosted in England from 18 Sep to 31 Oct.

The Helloworld wholesaler was announced as one of only four official travel agents for the event last month (*TD* 11 Nov).

"Get access to our allotment of tickets for this sure-to-sell-out event to ensure your clients don't miss out," Qantas Holidays says.

For more details, log in to the QH Industry Sales Site.

Single supps slashed

BEYOND Travel has introduced a selection of products in Russia, Eastern Europe and Croatia to accommodate "unprecedented" demand from solo travellers.

Marketing manager Bryce Crampton said Australian passengers are navigating away from 'traditional European holiday destinations' in favour of more adventurous options.

To cater for demand, the firm says it is offering "substantially" lower single supplements on European river cruises, small ship Croatian cruises and escorted tours through the region.

Senior Leadership Opportunities

Melbourne Convention Bureau (MCB) is a business development organisation that promotes Melbourne as the premier business events destination in Australia by bidding internationally to host meetings, incentives and conferences.

Reporting to the General Manager - Business Development and Bids, MCB now has two unique senior leadership opportunities

Economy from \$ 800*

Business from **\$4200***

available to head up the Business Development and Research departments of the Bureau.



If you are looking for an exciting, fast paced role within a dynamic organisation and would like more information on either of these roles please click here.



*Sales & ticketing 21 Nov – 31 Dec 2013. Fares exclude taxes and fuel surcharges.

* Click here for fare conditions.

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Window

Seat

FOOTBALL and one's specific

business sometimes.

The former corporate

allegiances can be really serious

communications spokesperson

of Kenya Airways is now suing

the carrier after losing his job

for wearing an Arsenal football

shirt to an official airline party

For those not familiar with

their major jersey sponsor and

stadium naming rights holder is

Emirates, who hold a codeshare

deal with South African Airways.

a similar agreement with rival

UAE carrier Etihad Airways.

Kenya Airways meanwhile, has

which KQ was a sponsor.

the Arsenal Football Club,

at the Masai Mara Marathon, of

QF market share shrinking

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QANTAS has witnessed its overall market share in Australia nearly halve over the last decade, according to new BITRE figures for the full 2012/13 financial year released yesterday.

While still holding the majority of pax traffic, QF has seen more than 6% of the market transfer to Emirates, while capacity and patronage by minority carriers has climbed from one fifth ten years ago to one quarter today.

In terms of inbound traffic over the financial year, Australia saw an increase of 4.9% on international passengers on scheduled services. Patronage on Singapore to

EK A380s to Mauritius

EMIRATES has launched its 24th route to be operated by its A380 superjumbo aircraft, commencing services to Mauritius yesterday.

MEANWHILE, EK has signed an expanded codeshare agreement with Air Mauritius, increasing the number of routes able to be sold by MK onwards from Dubai into Russia, Egypt, Thailand and more.

Award winning agency

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experience and proven sales

SYD services were the strongest performing over the year, climbing 14.4%, likely boosted by the debut of Scoot in Jun 2012.

The year also saw the launch into Australia of Sichuan Airlines, while Air Austral withdrew its local operations in Aug last year.

SA interstate promo

NEW advertising encouraging South Australians to take a holiday in the state will begin screening in cinemas as part of the SA Govt's Best Backyard intrastate promo.

The state's outback and Flinders Ranges region will feature in the new commercial, titled 'Wake Up'.

SYD gets more buses

SYDNEY Airport will be serviced by two new state government bus services aimed at boosting public transport options at the gateway.

The new routes operate from Chatswood via the CBD, and Bondi Junction to Miranda, via Sydney Airport, in addition to increased frequencies from Burwood.

AC Boeing switchover

AIR Canada will spend US\$6.5 billion (at list prices) over the next ten years for up to 109 Boeing 737 MAX narrow-body aircraft in two sizes, the carrier announced late last week.

A firm order of 61 jets contains an option for a further 18 and rights for an additional 30 as AC looks to replace its Airbus and Embraer short-haul fleet.

New Mexican airport

OFFICIALS from the Mexican Government are studying plans to expand Mexico City Airport by 5,000 hectares, with construction possible to start early next year.

An expanded airport could cost up to US\$5 billion, with a second runway at nearby Toluca Airport also being considered to alleviate congestion problems.

Kotara agent cashes in on rail



CHRISTMAS cheer came early and courtesy of Rail Plus as the wholesaler named its \$5,000 Dream Holiday incentive winner as Sarah Sutherland from Travelworld Kotara, NSW. The promotion ran from 21 Oct to 08 Nov and was fiercely

contested across the industry. Sutherland has won \$5,000 to take herself and a friend to the destination of her choosing.

Pictured above presenting the winner's cheque to Sarah Sutherland, Travelworld Kotara is Rail Plus NSW bdm Matt Symonds.

's more fun in a group = WITH AVALON WATERWAYS 2015 GROUP PRE-REGISTRATION NOW OPEN

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Tuesday 17th December 2013

Mantra summer trend

CONSUMER use of mobile or tablet devices to research and book holidays has risen 35% on 12 months ago, and the booking window is stretching out, Mantra Group booking trends reveal.

The Group, which operates 114 Peppers, Mantra and BreakFree hotels in Australia, said the research identified the Sunshine Coast as this year's "hot spot" for the 2013 festive season, along with Sydney and Melbourne.

CEO Bob East said sporting events were driving bookings.

AA regional fleet buy

AMERICAN Airlines has signed a purchase agreement with Embraer and Bombardier for 90 new 76-seat regional aircraft as a move toward replacing older jets operating regional routes.

The order comprises Embraer E175 & Bombardier CRJ900 jets, with delivery expected to begin from the second quarter of 2014.

Palmersaurus opens

THE Sunshine Coast has a new attraction following the opening of Clive Palmer's aptly named 'Palmersaurus' dinosaur park at the Palmer Coolum Resort.

The exhibit features 160 moving and roaring dinosaurs, ranging in length from 2.5m to 22m.

Palmersaurus is open to resort guests and the general public from 10am-9pm daily, with tickets priced at \$37.50 per adult and \$19.00 for children aged 5-14.

TNZ's latest promo

SPECIAL interest activity will form the core of the next chapter of Tourism New Zealand's campaign in the Australian market.

Activities such as walking, cycling and golf will be promoted as the final stage of the six month 'Every day a different story' promotion (*TD* 21 Oct).

The campaign's initial phase saw 190,000 visitors browse the newzealand.com site, TNZ said.

DAILY FROM MELBOURNE

Click here for more information. www.flyroyalbrunel.com



JETSTAR showcased its new Perth-Lombok services to a group of WA-based Flight Centre Ltd agents on a famil coordinated by Visit Indonesia Tourism Office & the Ministry of Tourism & Creative Economy, Republic Indonesia.

The 10 participating agents took a Sasak Village cultural tour, snorkelled on Gili Meno, visited Mt Rinjani National Park & toured some of Lombok's best beaches and surfing spots.

Pictured on the recent famil are Ronja Dolk-Arcus, FC Murray St; Maizie Churstain, ET Subiaco; Bree Cooper, ET East Perth; Kate Gillespie, FC Meadow Springs; Melissa Hendry, FC North Perth, Isabella Arena, FC Kinross; Tanya Spencer, FC Mandurah; Tamasen Norman, FC Victoria Park; Jacie Williams, FC Bunbury and Nathan Denton, FC Product team.

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Daily	EK 172	22:05	04:45 (next day)		

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Delta flying SEA/JNU

DELTA Air Lines is introducing new daily non-stop services from Seattle to the Alaskan capital city, Juneau between 01 Jun & 22 Aug, using Boeing 737-800 aircraft.

MAS celebrates 2013 with trade



MALAYSIA Airlines hosted key NSW/ACT industry partners, Platinum Members & oneworld affiliates at L'Aqua at Cockle Bay Wharf last week to celebrate the end of another successful year.

New MH regional senior vp ANZ/ SWP Lee Poh Kait used the event to thank trade partners for their consistent & ongoing support. **Pictured** at the function from left are Suzanne Hallas, Malaysia Airlines; Peter Power, Tourism Malaysia; Grace Wong, Advance Travel; Balljid Kour, Tourism Malaysia and Andrew Grover, Gullivers Sport Travel.

EY, VisitBritain MoU

THE British tourism authority has inked a new £2m (AU\$3.6m) Memorandum of Understanding with Etihad Airways aimed at boosting visitor numbers from Asia Pacific and the Middle East.

VisitBritain's three-year deal with the Gulf carrier will cover joint tactical marketing efforts through the 'GREAT' campaign, focused on regions including Australia. India and the GCC.

CEO Sandie Dawe said "such a high spending & lucrative region requires a highly ambitious and exciting campaig."

Mercure mates rates

MERCURE Melbourne Treasury Gardens is offering travel agent & PCOs rates of \$99 per room, valid on select dates to 14 Jan 2014.

Phone (03) 9205 9999 to book.

Free ZQN shuttle

HILTON Queenstown Resort & Spa has added a new nine-times daily complimentary 15-minute shuttle service operating from the property and downtown.



AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

THIS is my last column for Travel Daily for 2013 and I would like to reach out and say thank you to all the loyal and wonderful supporters of Travel Daily and for the many, many comments (good and bad) that I receive in relation to this column that I write every week.

When I look back over my time with AFTA it's hard to believe but I have written over 250 of these. It forms a body of work I can tell you, that I have loved every word and minute and extend an enormous thank you to Bruce Piper "editor and chief" at Travel Daily for his support over the past 5 years in which I have been the Chief Executive of AFTA.

The travel industry is a dynamic industry and I am extremely fortunate to represent the travel agents of Australia, both domestically with the state and federal governments but also on the global stage.

I don't take this for granted and thank each and every one of you who stay in regular contact and give your opinions and views to me so freely. In 2013 AFTA finally put to bed the long standing review of travel and in 2014 we will complete the roll out of the most important thing AFTA has done for a decade; that is of course, the AFTA Travel Accreditation Scheme (ATAS).

I am very proud of the work that Gary O'Riordan and his relatively new team have done in getting the preparation and development work done, on track and on time for the launch in April/May 2014.

One thing ATAS does beyond all things is give absolute relevance and importance to the future of having a united industry representative body. I strongly believe AFTA does this for all, be they large, small, corporate, private or independent agents across Australia.

Finally, I wish all the Travel Daily readers a safe and family filled Christmas and the most awesome 2014 possible.

I am confident that the industry will see a big year in 2014 and as always, AFTA will stand with the travel agents and respond as best we can to the issues of the day. Merry Christmas and a Happy New Year to all.



EDINBURGH SCOTLAND

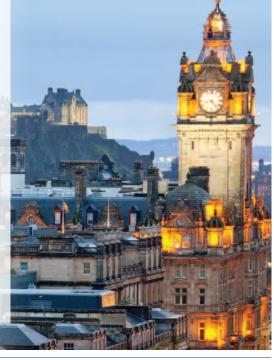
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Monday, Wednesday, Friday, Saturday and Sunday

inolitaay, moanooday, intaay, bactaraay ana banaay								
Flight No	Departure	Arrival		Flight No	Departure	Arrival		
QR905	22:55	06:10	Perth>Doha	QR901	23:00	05:20		
QR027	08:00	13:15	Doha>Edinburgh	QR027	08:00	13:15		
QR028	14:45	23:40	Edinburgh>Doha	QR028	14:45	23:40		
QR904	00:55	21:25	Doha>Perth	QR902	01:50	17:55		
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S/S/S/S/S/



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.



Pictured:

SureSave celebrated 1920's style at its annual Christmas Party on Friday, 13 December at Bar 100, The Rocks, Sydney. SureSave Business Development Managers (L-



Managers (L – R) Helen Carwardine - WA; Toni Coll SA/NT/TAS; Merrick Abraham - VIC; James Lenehan - NSW; Maureen Laughlin -VIC; Barb Stuhl-Smith QLD.

Email your festive photos (including names of the people pictured) to: **xmasphotos@traveldaily.com.au**.

Golden Door discount

GOLDEN Door Health Retreat & Spa, Elysia in the Hunter Valley has knocked \$1,000pp of the regular price of its seven-day Health Enhancements Programs to celebrate 10 years in operation.

Packages start at \$2,605ppts in Feb and Mar, which include accom, gourmet cuisine, fitness activities, relaxation classes, two spa treatments and more.

Pay by weight success

SAMOA Air has described the trial of its controversial new pay-by-weight airfare system as a "huge success," saying it expects to continue the pricing policy.

Under the system, a passenger's body weight and luggage is added together to give a total weight, with pricing then applied. The latest plane to join the fleet

will have nine seats instead of 14.

LGW runway warning

A SECOND runway at London Gatwick will not be built if the UK Government ends up approving the expansion of Heathrow, the chairman of LGW has warned.

The UK Airports Commission will this week hand down an interim report listing potential sites for future runway developments.

MEANWHILE, *Sky News* in the UK is reporting that British Prime Minister David Cameron has asked the committee studying the nation's future aviation needs to devise an alternative to additional runways at London Heathrow.

It is understood the interim report will contain three potential solutions, each of which involving expansion at the UK's main hub.



Aqua acquired

HAWAIIAN boutique hotelier Aqua Hotels & Resorts and Aqua Hospitality have been purchased by Miami-based company Interval Leisure Group's (ILG) subsidiary, Vacation Holdings Hawaii for an undisclosed amount.

ILG's other businesses include Aston Hotels & Resorts which also operates in the 'Aloha State'.

Aqua has recently expanded its portfolio of properties beyond Hawaii to Guam (*TD* 10 Dec).

Goldman team on a wine harvest



GOLDMAN Travel Corporation and Travelcall held its annual staff conference in Auckland, flying the entire team to New Zealand's largest city recently.

The event marked the first time the entire team of 50 from the newly unified organisations have been brought together, with a number of productive networking

CityWalk to expand

EIGHT new dining and evening entertainment venues are set to be opened at Universal Studios' CityWalk precinct in Orlando, park bosses have announced.

New openings will include Jimmy Buffett's Margaritaville, a Bubba Gump Shrimp Company eatery, a Rainforest Cafe & more. and social sessions taking place over a fun few days in Auckland.

The combined team are **pictured** above on Waiheke Island preparing for their activity day, which no doubt involved a sizeable amount of local wine.

QR expand US c/share

THIRTEEN new US cities have been added to the codeshare deal between Qatar Airways and US Airways through Philadelphia, the Gulf carrier's newest US gateway.

Qatar Airways will launch flights between Philadelphia and Doha from 02 Apr 2014 (**TD** 05 Dec).

Among the new cities included in the codeshare via PHL are Los Angeles, Chicago, Phoenix, San Francisco, Boston, Miami & Tampa.

Publisher/Managing Editor: Bruce Piper

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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KICK OFF 2014 WITH A NEW CORPORATE ROLE! 2 X CORPORATE CONSULTANTS MELBOURNE - SALARY PACKAGE UP TO \$60K (DOE) HOT off the press! We have 2 new corporate roles in

HOT off the press! We have 2 new corporate roles in Melbourne set to start in 2014! This well known TMC is set to grow and now requires 2 superstar corporate consultants to join their growing teams. You will be responsible for booking interesting and intricate itineraries to worldwide destinations. With Monday – Friday hours only you will be paid a sensational package of up to \$60K plus be a part of a fun and social team! There has never been a better time to register! Call us today to find out more.

FUN IN NUMBERS GROUP RESERVATIONS CONSULTANT MELBOURNE (EAST) – SALARY PACKAGE UP TO \$60K

We have a rare opportunity in Melbourne's Eastern suburbs for an experienced travel consultant! This varied role will see you joining the successful group travel team and will see you responsible for booking special interest groups to Turkey and Europe. You will work Monday – Friday hours with the odd Saturday morning and have the opportunity to escort the groups at least twice a year. If you are go-getter and have a keen interest in group travel then we want to help you secure this role for 2014. Min 12 months industry experience.

II NO MORE RETAIL II LEISURE TRAVEL CONSULTANT BRISBANE CITY – \$60K OTE

Escape Retail and start 2014 by securing one of the best travel jobs Brisbane has to offer. High end leisure with a big focus on cruising is what you will be selling and the benefits are just outstanding. With a strong base salary, lots of famils and a generous commission structure you won't be scraping the bottle of the barrel to make ends meet.

If you have a 12+ month's travel consulting experience, love to up sell and have outstanding customer service skills then we would love to hear from you.