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# Travel Daily

First with the news

Friday 25th January 2013

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## Palm Cove aligns marketing with TQ/TA

**NEWLY** elected Tourism Palm Cove (TPC) chairman Wayne Laphorne says recent successes in 2012 will see the organisation align its marketing efforts with Tourism Tropical North Queensland.

The move is being undertaken to allow the region to leverage off existing relationships between TTNQ, Tourism Queensland and Tourism Australia.

TTNQ director of sales and marketing Brian Hennessey said the partnership would greatly help the group reach its 2015 visitor expenditure goal of \$3.2b.

Laphorne added that four sub-committees, overseeing business events, marketing and digital activities would boost TPC lines of communication with TTNQ.

## JQ JVCA savings “essential”

**QANTAS** Airways has told the ACCC the proposed conduct of its Joint Venture Coordination Agreement with Jetstar Airways and its expanding network of offshoots, “is essential and indispensable” to realising cost savings and efficiencies.

The alliance - which ties in with Jetstar Asia, Jetstar Pacific, Jetstar Japan & Jetstar Hong Kong - won a favourable Draft Determination last month (**TD** 14 Dec).

In a 10-page submission to the competition regulator, QF head of legal - competition Anna Pritchard explained how efficiencies across the Jetstar joint ventures can only be derived and consolidated via “horizontal” coordination.

Pritchard further said the ACCC should take into account when

making its final decision the nature & extent of competition on routes covered by the JVCA over the next 12-24 months, particularly in Asia.

“The proposed conduct ensures that all of the Jetstar joint venture airlines together can achieve the scale that is necessary to generate those cost savings and efficiencies,” she said.

A final determination on the Jetstar JVCA is due shortly.

## Skyward QF dom Miles

**EMIRATES’** frequent flyer scheme, Skywards, has advised further details of the Miles earned flying on Qantas domestic flights as part of the airlines’ alliance.

When a domestic flight is part of a continuous int’l journey on either QF or EK metal, Skyward members on a ‘Saver’ ticket will accrue 500 Miles in Economy class; 1,250 Miles in Business Class, and 2,000 Miles in First.

Skywards ‘Flex Tickets’ will earn a further 500 Miles in each class.

Emirates-marketed QF-operated domestic services will utilise the EK5000 series flight number.

## LATAM Sydney office

**EXPANSION** ambitions in the Asia-Pacific region by the LATAM Airlines Group has seen the group announce it will establish a local office based in Sydney.

The carrier’s APAC GSA, World Aviation Systems, this morning confirmed to **TD** the carrier would move to a “self-handling” model in Australia from 01 Apr.

LAN Airlines paid tribute to World Aviation Systems as key to its growth in the region over the past 14 years, with the GSA continuing to represent the airline in the New Zealand market.

## Six pages of news

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

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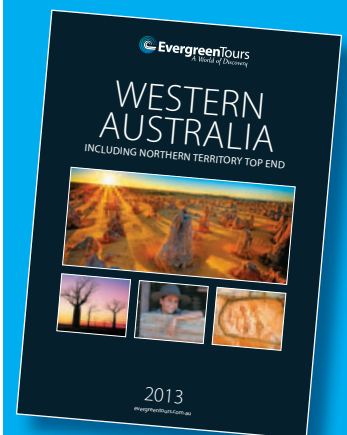
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## Scenic 2014 preview

**SCENIC** Tours has frozen 2013 prices on a selection of European River Cruises in 2014 as it today rolls out a pre-release program.

The "strictly limited" offer enables guests to guarantee this year's price on over 45 of the firm's most popular trips in 2014.

Scenic says customers booking early from the pre-release offer will benefit from being able to secure the date and cabin that suits them best from the entire cruise season, while also being guaranteed the best Earlybird offer - even if the offer changes - along with any special upgrades released when the full program is launched.

For further info on the program see [www.bit.ly/scenic14pre](http://www.bit.ly/scenic14pre).

## TCF reinstatement

**THE** Travel Compensation Fund has reinstated the participation of **Molnar Travel** of Heidelberg in Vic (ABN:87 104 752 196) and **Duck Travel** of Woolloomooloo in NSW (ABN:50 154 364 557).

The agencies were terminated from the TCF in Dec for failing to lodge an annual financial return.

## FC: domestic holidays rise

**AUSTRALIAN** tourism operators will be excited to learn domestic holidays are on the increase, with the nation's largest travel agency today revealing a 15% uptick in local trips booked during 2012.

Flight Centre's analysis of domestic booking trends between Jul and Dec last year, compared to the same time 12 months earlier, showed 20%+ growth in sales for parts of Queensland and the NT.

The Top End's appeal as a domestic destination of choice increased by over 25%, the data showed, while Tropical North Queensland and the Queensland

## Rydges on Esplanade

**FREMANTLE'S** 300-room Esplanade Hotel will be managed by Rydges in a new deal signed this week between the hotel firm and owners Primewest this week.

Under the agreement, Rydges will install its Dream Beds in each room and upgrade hotel Wi-Fi.

Primewest, who also operate the Rydges Hotel in Kalgoorlie, purchased the iconic hotel late last year (**TD** 26 Oct).

Islands boast similar steep rises.

The varying range of holiday experiences on offer in Australia catered to preferences of most travellers, Flight Centre Executive General Marketing Manager Colin Bowman said.

Tourism Australia md Andrew McEvoy said the data reflected the positive current outlook for domestic tourism.

"The survey confirms what domestic visitor numbers have been telling us for a while now - that more and more Australians are rediscovering the joys of exploring their own backyard and choosing to holiday at home.

"In the past 12 months, domestic trips are up 4.1%, nights up 4.5% and spend up 7%," McEvoy said.

**MEANWHILE**, survey results by Roy Morgan Research indicates a two percentage point decline in domestic holiday intention for the next 12 months.

For the Dec 2012 quarter, the number of Aussies plotting a local holiday fell from 57% to 55%, the Holiday Tracking Survey found, while overseas holiday intention remained flat at 10% compared to the year prior.

Melbourne tops the list as the leading Australian destination, with 7.2%, ahead of Sydney and the Gold Coast - both with 4.3%.

## Air NZ ramps up Asia

**AIR** New Zealand has begun operating daily services to Tokyo and Shanghai from Auckland this week as it caters to strong demand from Asian markets.

It's the first time since 2006 that Air NZ has gone daily to Shanghai.

## Carnival grow Japan

**CARNIVAL** Corporation has unveiled an expanded Princess Cruises Japanese cruising program for 2013, in which it will position a second ship to serve the market.

The season offers sailings from Yokohama, Kobe and for the first time, Otaru, as 42 departures are scheduled between Apr-Oct 2014.

Japanese-built *Diamond Princess* will join sister vessel *Sun Princess* for the season to operate itineraries of up to nine-days.

## Medinas now Adinas

**TOGA** Hospitality has rolled out its rebranded property range, which sees 17 Medina Apartment Hotels across Australia rebranded as Adina Apartment Hotels.

The rebrand was flagged by **Travel Daily** last year (**TD** 23 Nov).

## Flash sale closes soon

**BEACHCOMBERS** inaugural Mauritius 'Flash Sale' (**TD** 17 Jan) closes at the end of business today, with about a third of 65 discounted coupons still available.

The group-buy-style sale offers 6, 9 & 13 night stays at Mauritius resorts, with 12% comm payable.



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## Boeing power ahead for 787 fix

**HUNDREDS** of engineers and technical experts working in teams around the clock have been put into action by Boeing, tasked with finding a solution to issues with its B787 *Dreamliner*.

The revolutionary aircraft was last week grounded by the Federal Aviation Administration following a series of incidents (**TD 17 Jan**).

"We are working this issue tirelessly in cooperation with our customers and the appropriate regulatory and investigative authorities," a statement from Boeing released overnight said.

"The safety of passengers and crew members who fly aboard Boeing airplanes is our highest priority," the release stated.

**MEANWHILE**, US Department of Transportation Secretary Ray LaHood has joined with Michael Huerta of the FAA in promising a thorough review of the grounded Boeing *Dreamliner* before it is cleared to return to service.

Although the auxiliary battery system has been identified as key to a spate of recent dramas, LaHood and Huerta said the 787 will undergo a full examination.

### Park Hotel GDS code

**PARK** Hotel Group has adopted a new GDS Private Label Chain Code of 'PG' for travel agents.

The single code aims to offer agents greater convenience when trying to locate and book rooms from the PHG's portfolio of eight hotels in Singapore, China, Hong Kong and Japan.

To kick start the new Private Label chain code, consultants will earn 18% commission on GDS room promo rates booked between 23 Jan and 28 Feb.

## FCm expands to Kenya

**CHARLESTON** Travel in Nairobi, Kenya has become the latest affiliate agency to open as an FCm Travel Solutions label, with the launch part of a full rebrand of the agency to an FCm outlet.

## Agents primed to promote LA



**QANTAS** Holidays, Qantas and Sofitel recently hosted their top sellers on a trip to Los Angeles to attend the *G'Day LA* ball.

In Tinsel Town, the group had a chance to meet Optimus Prime at Universal Studios Hollywood while on the VIP Experience.

**Pictured** fulfilling a lifelong dream to pose with the Autobot leader, from left are: Kelly Bandit, RACQ; Jenny Cooper, Queanbeyan City Cruise and Travel; Fiona Dalton, Qantas Holidays; Glen

Bull, HWT Darwin; Luke Mule, Jetset Morley; Anita Wenn, HWT Marion and Angela Kaluzyn, Travelscene South West Travel.

## Window Seat

**YESTERDAY** it was swimsuit-clad models frolicking in the snow to promote the London Hilton.

So how do you top that? Put two Shetland ponies in woollen onesies walking on the beach in regional Scotland?

That's how. Apparently, marketing boffins at Visit Scotland are hoping it inspires people to want to visit the country with the promo aimed at marketing the natural wonders on offer in the country.

The connection to the photo (below) is that the onesies are knitted with Shetland wool.

Visit Scotland says the photo "seemed like a fun way to celebrate Shetlands' natural landscapes, products & heritage".

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### AAT 25% off partners

**AAT** Kings is offering a 25% discount on itinerary prices for a second passenger on a range of Short Breaks and First Choice Guided Expeditions of seven-days or longer, when booked and deposited before 15 Feb, during its Aussie Big Backyard Sale.

### Zurich Apt free wi-fi

**PASSENGERS** passing through Zurich Airport, the home base of Swiss International Air Lines, will be able to take advantage of free internet for notebooks, tablets & smartphones which has been rolled out at the Swiss hub.

Available for up to 60 minutes as either wi-fi or at fixed stations, travellers can purchase additional credit as required.

## Air China to Geneva

STAR Alliance member Air China will add new four weekly A330 services from Beijing to Geneva on 07 May - the only carrier operating the route nonstop.

## HTO expect bigger '13

HAWAII Tourism Oceania has reported a year-on-year increase of 33.2% more Australians visiting Hawaii between Jan-Nov 2012.

The figures come as HTO begins the rollout of promotions for the 2013 Mahalo Month program, in which Australian agents are encouraged to take a "self-famil" to enjoy Hawaii for themselves.

Mahalo Month in 2013 will run from 01 Apr to 31 May and will again feature a range of exclusive airfares, accom priced from US\$85 per night and sightseeing options at a 50% discount for travel staff.

"We look forward to welcoming our travel trade partners to The Hawaiian Islands during Mahalo Month," Hawaii Tourism country manager Helen Williams said.

See [www.mahalomonth.com](http://www.mahalomonth.com). MEANWHILE, Hawaii Tourism Authority ceo Mike McCartney said the US state had its best year on record for Hawaii's visitor spending, topping US\$39m daily.

Japan, China, Korea & Australia "significantly contributed" to Hawaii's growth in 2012, he said.

## Travel Expo in Newy

MORE than 12,000 potential travellers and 40 consultants from the Hunter Travel Group's network of Travelworld & Cruise Travel Centre took more than \$2m in deposits during a one-day Newcastle Travel Expo.

The convention, which took place on 20 Jan, saw deposit volumes doubled from last year, according to HTG managing director Brett Dann.

"There [are] not many opportunities where you have a chance to sell to 2,400 people every hour for 5 hours straight - this was by far our best ever Travel Expo," Dann said.

## Accor going bananas

ACCOR is offering tickets to see the King Kong Live Musical during its upcoming Melbourne season for event organisers booking conference venues at its 22 Vic, SA & Tas properties before 26 Feb.

Two 'A-Reserve' seats for the show will be offered for bookings of \$2,000 or more, with additional incentives on offer for bookings of \$5,000, \$10,000 or more.

For more promotion details, see [www.kingkongliveonstage.com](http://www.kingkongliveonstage.com).

Accor is the official hotel partner of the King Kong stage show.

## CZ helps with a lost artwork

FOLLOWING reports of the theft of an original artwork at Perth's Sculpture By The Sea exhibition at Cottesloe Beach last year, naming rights sponsor China Southern Airlines has helped the artist in recreating the piece.

The 188cm tall cherryred statue, entitled "Childhood - Morning" was stolen from its position along the beachfront at last year's show.

China Southern contributed to its replacement by transporting artist Chen Wenling and his newly recreated statue to Perth, where it will now take pride of place in the State Art Collection at the Art Gallery of Western Australia, likely under secure lock and key.

"China Southern is committed to developing Australia-China relations in the Arts and we see the annual Sculpture by the Sea



exhibition at Cottesloe Beach as a wonderful opportunity to engage with Australian people".

Artist Chen Wenling is pictured above right with China Southern's Perth Commercial Manager Paul Lim and the recreated artwork.

## Tjapukai

### MARKETING MANAGER

Tjapukai, Australia's iconic and most recognised Indigenous Tourism Park has commenced a major, multimillion dollar revitalisation which will culminate with a new physical presence and an exciting and expanded range of cultural exhibition, theatre, dance and presentation.

The Marketing Manager role is newly created to take ownership of the new Tjapukai brand, to introduce it and build results in the consumer marketplace and to reinvigorate it in the tourism trade.

This is a great opportunity for your career to be taken to a new level and to showcase your talents and experience on the national and international stage. With a minimum of 10 years experience in a trade and consumer facing tourism business you will have proven skills in implementing business and marketing plans and the ability or skills to move into the development of these plans. You will be comfortable working in a small marketing team and in contributing to the strategic development of the business.

As Tjapukai plays on the world stage, the web and social media are key marketing channels so your strength and experience in this segment is paramount. With the magic of the product that Tjapukai provides, the ability to manage and generate quality publicity is also required.

You will work in close collaboration with the Director of Sales and provide the collateral and promotional support to allow the sales team to focus on their primary responsibilities. Your role also takes responsibility for the brand within the Park and your ability to communicate and work well as part of the Tjapukai Management team will facilitate this.

Reporting to the CEO and based at Smithfield in Cairns, this position is available immediately for the right candidate.

Please send your application to The HR Manager PO Box 816  
Smithfield Qld 4878 or email [hr@tjapukai.com.au](mailto:hr@tjapukai.com.au)  
by 8th February 2013.

## Technology Update

Today's Technology Update is brought to you by Tramada Systems Pty Ltd.

### Only on tramada® .....



We are very excited about offering unique features to travel agents in Australia and New

Zealand that provide tangible benefits to all our clients.

This month we are the first mid office system to offer fully integrated, multi GDS functionality with three corporate online booking engines. We retain our long term product web-res, which integrates with ARNOLD and provides Wotif hotel content. Additionally we now offer the award winning Serko® Online and the US based global engine, Concur Travel. All three engines are available for tramada® users, with all three GDS, providing seamless integrations with maximum efficiency and fully consolidated reporting.

For our leisure clients, February will see the delivery of our industry leading integration with CalypsoNet which facilitates content from Qantas Holidays through to tramada® mid office. We recognise that leisure agents are looking for the same efficiency and accuracy that comes with flight booking data from the GDS integrations for their land content and package sales.

And don't forget we are the only mid-office system that offers a fully PCI DSS compliant environment - increasingly significant for the security of travel businesses and their clients.

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**Jo O'Brien, CEO, Tramada - your technology partner**



# Games help London's visitor appeal

A NEW survey commissioned by VisitBritain following last year's Olympic Games has found the country is viewed more favourably among potential tourists now.

According to the results, 63% of respondents now want to visit the city, with 75% wishing to explore more of the country further afield.

The survey aims to ascertain how the image of a nation can vary before and after hosting a major international event.

Britain's welcoming nature saw the biggest increase, while the nation's overall brand and culture also saw a jump in popularity.

VisitBritain chief executive Sandie Dawe said the expense & work of putting on such a major event was now paying off.

"London's hosting of the Games, the amazing opening and closing ceremonies and the warmth of welcome shown to our int'l visitors have combined to boost our global image," Dawe said.

Further findings revealed by the

poll were that 73% of respondents said Britain offered a wide range of high quality venues to watch sporting events, 70% said they liked the British countryside, and 58% thought a wide variety of international cuisines were on offer in the country.

**MEANWHILE**, Visit Birmingham reports that a campaign run in partnership with VisitEngland to promote the region as a Christmas holiday destination saw hotel occupancy levels increase and revenues rise 11% y-o-y.

## Independence renos

**ROYAL** Caribbean International has announced its *Independence of the Seas* vessel will undergo a two week revitalisation project in its UK drydock from Apr.

Works will include the addition of a baby nursery, new digital signage across the ship, and a giant outdoor cinema screen, with the vessel resuming on 02 May.

## Wilpena air touring

**WILPENA** Pound Resort's charter airline Air Wilpena will run two six-day aerial photography tours of the Flinders Ranges and Lake Eyre regions in South Australia.

Renowned landscape snapper Peter Elfes will run the itinerary, with numbers capped at 12 and priced from \$4,475pp inclusive of all accom, meals and transfers.

The itinerary will depart on 04 Jun and 22 Oct.

## Aus Day Rad high tea

**SYDNEY'S** Radisson Blu Hotel has unveiled a special Australia Day High Tea menu in its Bistro Fax Restaurant and Bar.

Classic Aussie delicacies such as chocolate lamingtons, caramel slices and mini-pavlovas will be served among regularly featured items, available on 26 Jan only.

## Tastes of Ireland

**IRELAND** will prominently feature in a new eight-part TV series focusing on Irish cuisine, entitled *Taste of Ireland*, hosted by Lyndey Milan.

The series debuts this Sun on 7TWO at midday, with the first episode featuring Belfast and a first-class dinner served aboard the Titanic on the night she sank.

## Free Freo cruise wifi

**FREMANTLE** Ports and Tourism WA have installed free wifi for cruise ship passengers visiting the Fremantle Passenger Terminal, to help promote the state.



**THIS** week's *Travel Specials* is brought to you by **Travel Industry Club**. If your firm has released a travel special you'd like to make the industry aware of send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**The five-star Outrigger on the Lagoon** on Fiji's Coral Coast is offering industry rates priced from \$246 per room per night. For bookings, contact the **Travel Industry Club** on (02) 9700 8711.

The **Pan Pacific Nirwana Bali** has released a special "Escape to Bali" deal for travel industry employees, with rates starting from US\$99 per night. Golf packages at the on-site Greg Norman designed course are also on sale from US\$275pp. All prices exclude Govt taxes, valid for stays to 31 Mar. Include codeword "HOT" when booking at [www.panpacific.com](http://www.panpacific.com).

**Hawaiian Airlines** is slashing fares to Hawaii, with prices starting from \$1,055 from SYD or MEL to Honolulu. A side trip to Maui, Kauai or The Big Island can be added for an extra \$5. Seats are on sale to 28 Feb, valid for travel until the end of Mar to Nov. See [www.hawaiianairlines.com.au](http://www.hawaiianairlines.com.au).

Australia's exquisite Kimberley Coast can be enjoyed in the comfort of an **Orion Expedition Cruises** vessel, with 20% off sailings between Apr-Sep, if booked by 28 Feb. Cabins start from \$8,710ppts for a 10-night voyage between Darwin and Broome. For a limited time, bookings will receive a free scenic flight over the Bungle Bungle Ranges. Ph 1300 361 012 to book.

Newly renovated Marty's at Little Beach and Bagnall Beach Apartments at Port Stephens has discounts of up to 35% for stays until the end of Mar. Phone (02) 4984 9100 or 0423 093 891 respectively, and for more things Port Stephens visit [www.portstephens.org.au](http://www.portstephens.org.au).

## NHH shop up a storm

**NEW** Horizons Holidays has released a range of package deals for shopping enthusiasts to visit the Dubai Shopping Festival in the emirate between 03 Jan - 03 Feb.

Packages include four-nights accommodation, airport transfers and breakfast, starting from \$340ppts land only, and are on sale until 28 Mar.

**MEANWHILE**, the wholesaler has recently launched its 2013 Thailand brochure, featuring Koh Samet as a new Thai destination.

## Budget TV advertising

**CAR** and truck rental company Budget will launch its first TV campaign in over a decade at the end of Jan, supported by online, email, social media & print press.

The four 15 second commercials feature Budget's popular radio ad identity 'Barry Bowen'.

## Botanica solo offer

**BOTANICA** has cut the single supplement on its 10-day WA Wildflowers & Private Gardens tour on 06 Sep by 50%, a saving of \$725, when booked by 31 Mar.

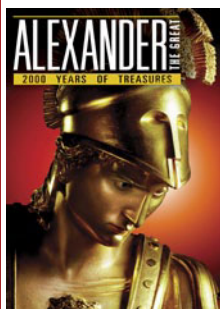
The company's 14-day South Africa Wildflowers & Wildlife tour on 25 Aug has also had its single supplement slashed by 50%, now priced at \$10,762.50 - a drop of \$1,876.50 - phone 1300 305 202.

## IATA staying on track

**SIXTEEN** global aviation stakeholder organisations have joined with the International Air Transport Association to develop a European Action Plan for the Prevention of Runway Excursions.

The taskforce will see a series of operational and system tips to aircraft operators, air navigation service providers, airports and authorities on how to reduce the risk of off-runway excursions.

## WIN EXHIBITION TICKETS



This week **Travel Daily** is giving five lucky readers the chance to win a double pass to the *Alexander*

*the Great: 2000 years of treasures* exhibition, courtesy of **Australian Museum**.

Direct from the State Hermitage in St Petersburg, this highly anticipated exhibition opened to the public at the Australian Museum on Saturday 24 November.

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

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



**Where did the Exhibition come from – which Museum?**

Hint! Visit [www.alexandersydney.com.au](http://www.alexandersydney.com.au).

Congratulations to yesterday's lucky winner, **Kirsty Grayson** from **Harvey World Travel Baukham Hills**.

# MAS thorn between 2 roses



## AA/Republic venture

**AMERICAN** Airlines will develop a new large regional jet fleet of Embraer E-175s under an agreement with Republic Airways.

The 12-year deal - subject to US government approval - will allow AA, through its own regional offshoot American Eagle to boost the scope of its regional offering.

"We will offer more flights at the right intervals throughout the day in key markets, providing more opportunities for customers to travel in the First Class cabin to key markets," said Chuck Shubert, AA's VP of Network Planning.

The 53 strong fleet of Embraer jets will be operated by Republic Airlines, branded with American Eagle livery & feature 12 First Class seats & 64 seats in the Main cabin.

The first E-175s will start being delivered in mid-2013 at the rate of two to three per month, with the entire fleet to be in operation by the first quarter of 2015.

## King to address PATA

**AUSTRALIAN** Export Tourism Council chairman John King will address delegates attending the upcoming Pacific Asia Travel Assoc. Forum in Sydney on 12 Feb.

King will speak about plans to double overnight expenditure by 2020 in NSW.

The event is being held at Sir Stamford Hotel in Circular Quay.

**ABOVE:** Malaysia Airlines senior sales executive Domenic Piras is pictured at the Rod Laver Arena in Melbourne after hosting a group of VIP industry partners to the Australian Open this week.

MAS treated the delightful Alexandra Pisker from APT (left) and Yvonne Verstandig from Edge Travel and others, to an enjoyable lunch and prime seats to view the Women's Quarter finals showdown between the Russian duo - Maria Sharapova & Ekaterina Makarova.

## Round the clock sport

**CARNIVAL** Australia has rolled out a 24-hour dedicated sports channel on all three Cunard and seven P&O Cruises vessels ahead of their visits to Australia as part of the 2013/14 summer season.

The 'Sport 24' channel will be shown in public bars and lounges aboard the Carnival Australia ships, broadcast by satellite and screening tennis, int'l rugby union tours, Formula 1 and world soccer, among many others.

## Delta profit increase

**DELTA** Air Lines has reported total 2012 revenues of US\$1.6b for the full year, a year-on-year increase of \$362m.

The carrier saw a 2% increase in capacity and revenues on trans-Pacific routes, while yields on the route fell 6% compared to 2011.

## NT Singapore talks

**NT TOURISM** Minister Matt Conlan says he is motivated by positive talks with airlines in Singapore during a trade mission to the city-state (*TD* Mon).

Conlan led a contingent of nine NT tourism businesses on the trip, aimed at boosting relationships with airlines and promoting the Territory as a destination, with "crowds better than expected."

"The Mills Government is keen to secure additional aviation services and this was expressed in my meetings with the airlines," Conlan said upon his return.

Friday 25th Jan 2013

## Yangon seeing double

**PLANS** for an expansion of Myanmar's Yangon International Airport, in which it will be double capacity to 5.5m pax per year, have been tabled by the facility.

The plan sees extensions added to the int'l & domestic terminals and new carparks added, with tentative completion by 2015.

## WIN A HOLIDAY TO SINGAPORE

### WIN THIS MONTH'S GRAND PRIZE

- Four nights at **Grand Park City Hall, Singapore**
- Two return economy flights from Sydney to Singapore on **British Airways**
- Airport transfers



**GRAND PARK**  
CITY HALL

**BRITISH AIRWAYS**

Throughout January, *Travel Daily* is giving readers the chance to win an incredible grand prize of a trip for two to Singapore, including flights and accommodation, courtesy of **Park Hotel Group** and **British Airways**.

Park Hotel Group is also giving away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the final weekly prize, simply answer Question 3 (below) by close of business on Friday 25th Jan 2013. The subscriber with the most creative answer will be the weekly winner.

There will be three questions throughout the month. At the end of January the *TD* reader with the most creative responses to **all three** questions will win the grand prize of a holiday for two people to Singapore, flying British Airways.

**Q3: Grand Park is the Luxury hotel brand of the Park Hotel Group. How would you best describe the Grand Park Orchard and Grand Park City Hall?**

### WIN THIS WEEK'S PRIZE

- Three nights at **Grand Park Orchard**



**GRAND PARK**  
ORCHARD



Premier Room at Grand Park Orchard



Grand Park Orchard

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**PARK HOTEL GROUP**



**BRITISH AIRWAYS**

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An exciting behind the scenes role has become available with a well-established travel company in Melbourne. Assisting with online client queries, this company is looking for an enthusiastic consultant with min 12 months industry experience to join their team. If you want to move away from face to face consulting, but still be able to interact with clients and deliver a superior standard of customer service then this is the role for you!

**SAY GOODBYE TO TIME WASTERS**

**WHOLESALE RESERVATION CONSULTANTS**

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Do you have a passion for travel? We have a new and exciting role in Perth for an experienced consultant to move over to wholesale. This large international brand will see you booking packages for travel agents. You will book exciting worldwide destinations. With exclusive famils on offer and a fantastic commission structure you will soon be earning the big bucks! Min 2 years experience required.

**SAIL STRAIGHT INTO THIS NEW ROLE**

**CRUISE SPECIALIST x 2**

**MELBOURNE & PERTH – SALARY PACKAGE TO \$50K+ (DOE)**

We have a fantastic role for an experienced retail travel consultant passionate about cruise. You will work Mon to Fri hours whilst servicing clientele via phone and email. With a focus on the cruising market, bring your passion for this growing trend to your new office! From river cruising to ocean cruising, this agency specialises in it all! Move away from those time wasters & enjoy the high life! Funky warehouse.

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**RETAIL TRAVEL MANAGER**

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Experienced retail travel managers this is your chance to jump in and join a reputable national travel brand as a leader. As part of this well established retail travel agency you will be responsible for handling the day to day operations of the office, managing and motivating the team along with arranging the leisure travel plans of a strong client base. Rarely does a role such as this arise on the Sunshine Coast. A top salary package will be on offer along with great industry benefits.

**GREEN EYED MONSTER**

**CORPORATE TRAVEL CONSULTANT**

**BRISBANE CBD – \$60K PKG**

Turn your friends green with envy with this stunning corporate travel role right in the Brisbane CBD. Work Mon – Fri hours booking international and domestic travel plans for business clients. The benefits on offer are like none you've ever seen and include superb \$\$, the opportunity to move up the ladder and a fun team environment. To be successful you'll need min 2 years international travel consulting experience. Get in quick and apply today!



# BULK BUY & SAVE

You could earn **EXTRA COMMISSION!**  
Want to know **HOW?**

<b>Booking Number</b>	12BTOP123456	<b>Booking Status</b>	CONFIRMED
<b>Net Amount</b>	AUD 7093.08	<b>Due Amount</b>	AUD 7093.08
<b>Party Name</b>	Booker		

Itinerary Details	Booking Summary	Passenger Details	Invoice/ Documents	Accounts Details	Policies & Fees
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Amend/View Itinerary	Show All	Show Active	Group By Date	Group By Type
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#	Element	City	From Date	To Date	Days Nights	No. Pax	Status	Total Amount
1	Herodion Hotel	Athens	17-Sep-12	18-Sep-12	1 Night(s)	3	CONFIRMED	AUD 294.00
2	Blue Star (Fast) Ferry - Athens (Piraeus) to Santorini	Athens	18-Sep-12	18-Sep-12	1 Day(s)	3	CONFIRMED	AUD 213.00
3	Hotel Daedalus	Santorini	18-Sep-12	20-Sep-12	2 Night(s)	3	CONFIRMED	AUD 468.00
4	Catamaran/Hydrofoil (High Speed) Ferry - Santorini (Thira) to Heraklion	Santorini	20-Sep-12	20-Sep-12	1 Day(s)	3	CONFIRMED	AUD 282.00
5	Galaxy Hotel Heraklion	Heraklion	20-Sep-12	22-Sep-12	2 Night(s)	3	CONFIRMED	AUD 516.00
6	Mediterranean Hotel	Rhodes Town	22-Sep-12	24-Sep-12	2 Night(s)	3	CONFIRMED	AUD 630.00
7	Doryssa Seaside Resort	Samos	24-Sep-12	26-Sep-12	2 Night(s)	3	CONFIRMED	AUD 864.00
8	Conventional (Slow) Ferry - Samos to Piraeus	Samos	26-Sep-12	26-Sep-12	1 Day(s)	3	CONFIRMED	AUD 264.00
9	Herodion Hotel	Athens	26-Sep-12	29-Sep-12	3 Night(s)	3	CONFIRMED	AUD 882.00
10	Drive Greece & Meteora - Self Drive (Superior)	Athens	29-Sep-12	5-Oct-12	6 Night(s)	3	CONFIRMED	AUD 1986.00
11	Hotel Orient Express (Promotional Rates)	Istanbul	5-Oct-12	10-Oct-12	5 Night(s)	3	CONFIRMED	AUD 1110.00
12	Hotel Patria	Rome	10-Oct-12	13-Oct-12	3 Night(s)	3	CONFIRMED	AUD 918.00

<b>Total:</b>	<b>AUD 8427</b>
<b>Bulk Buy-You Save:</b>	<b>AUD 337.08</b>
<b>Final Amount</b>	<b>AUD 8089.92</b>

**Total: AUD 8427**

**Bulk Buy-You Save: AUD 337.08**

**Final Amount AUD 8089.92**

Add Additional Arrangements

Note: The final amount shown includes all Fees & Discounts

### How it works:

- Bulk Buy and Save! The more arrangements you add to your booking the more commission you could make from the sale\*
- Keep all your clients arrangements with a single wholesaler for maximum efficiency and convenience
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