

**AVOID END OF YEAR
FINANCIAL STRESS**
with Sabre Agency Manager

Sabre
pacific



Travel Daily

First with the news

Monday 8th July 2013

**BE A PART OF AN
EXPERIENCED
TEAM OF TRAVEL
INDUSTRY
PROFESSIONALS**

Join Australia's most
successful home
based travel consulting
partnership



join.travelmanagers.com.au
1800 019 599

TRAVELMANAGERS
personality yours

FOLLOW THESE SIMPLE STEPS ▶

Social media in Gong

WOLLONGONG is counting down to the start of the first social media Symposium hosted outside of the United States, which will run from 17-18 Jul.

Progress can be followed through Twitter via #SoMeT13AU.

The event will see a number of presentations by social media strategists showing how the tourism industry can engage with audiences through the numerous global social platforms.

More than 100 attendees have registered to attend from around Australia and from as far afield as South Africa, Canada and Ireland.

Destination Wollongong's gm Mark Sleigh said the region was looking forward to the event after having won hosting rights via a social media elimination process.

VA claims 60% of Tigerair

VIRGIN Australia and Tiger Airways Holding Limited have today confirmed the completion of the 60% acquisition of low-cost carrier Tigerair Australia.

With the completion, Virgin Australia ceo John Borghetti will be named as chairman of Tigerair Australia alongside Wendy Cheah as TT's chief financial officer.

VA Director David Baxby and chief financial officer Sankar Narayan were both nominated as new members of Tigerair's board.

"The acquisition of 60 per cent of Tigerair Australia enables Virgin Australia to re-enter the budget travel market segment," Borghetti announced.

"We are very pleased to partner with Tigerair in Tigerair Australia and we look forward to working together to expedite its growth".

Tigerair Australia ceo Rob Sharp backed Borghetti's comments, saying Virgin Australia would help Tigerair reach its goal of becoming a "sustainable and respected carrier in Australia".

"We are now well placed to build on the foundations of Tigerair Australia, ensuring it has the right scale to compete

effectively," Sharp added.

Tigerair's Singapore based chief executive officer Koay Peng Yen said: "We can now look forward to a new beginning for our operations in Australia.

"We are confident that our partnership with Virgin Australia will yield a stronger Tigerair Australia".

MEANWHILE, yield continued to grow for Virgin Australia for the third consecutive month, according to official statistics for May released by the carrier.

The stats were delayed due to the integration of the recently acquired Skywest regional network and the launch of Virgin Australia Regional Airlines being factored into the results.

Taking these into consideration, revenue load factors decreased 6.8% year-on-year to 69.3%, with the carrier saying it is continuing its focus on high-yielding pax.

Domestic carriage numbers across the VA network fell 5.1%, while int'l numbers climbed 2.9% and available seat kilometres climbed 5%.

A total of 1,547,596 passengers flew with VA across the entire VA operation for the month.

MEANWHILE, Virgin Australia has applied to the International Air Services Commission for a five-year renewal of capacity determinations on its routes to the Solomon Islands and Fiji routes from 09 Jul 2014.

Huge China numbers

SHORT-TERM visitor arrivals from China jumped 22.3% in May compared to the same month last year, new arrivals stats from the Australian Bureau of Statistics released this morning reveal.

No other major market reported more than a single-figure increase, with the next highest arrivals coming from the USA at 6.4%.

Numbers from Japan were cause for concern, with arrivals down a significant 11%.

Australian residents temporarily departing recorded an increase of 5.8% year-on-year, with Singapore and the US both showing double digit growth of 21.5% and 10.7% respectively.

Thailand was the only country to record fewer departures this year than in 2012, with a 2.1% fall in Aussie travellers reported.

the gathering
IRELAND 2013

**Still time to get to
The Gathering Ireland -
an entire country as the
venue, and the whole
population as hosts...**



Call: (02) 9964 6900 or visit
www.Ireland.com

**add on Ireland
...be part of it.**

Seven pages of news

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

- AA Appointments
- Travel Trade Recruitment
- Bentours

A STAR ALLIANCE MEMBER



48 hour
sale
to New Zealand on now

SALE
ENDS
9 JULY

To book refer to your GDS

Travel periods and conditions apply

APT



Vietnam
& CAMBODIA

LUXURY MEKONG RIVER
CRUISING & LAND JOURNEYS

**2014-15 PREVIEW
OUT NOW**

FLY FREE*

Limited Earlybird Offers

CALL 1300 278 278
or visit www.aptgrouptour.com

*Conditions apply. Contact APT for full terms & conditions. Australian Pacific Touring Pty Ltd
ABN 44 004 684 619 Lic. No. 30112 MKT11885_A

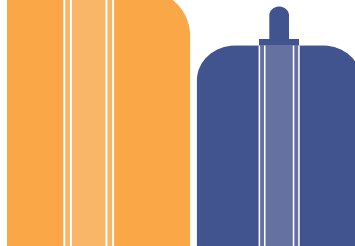


Accor hotel rebrand

ICONIC Melbourne property
The Victoria Hotel has been rebranded as the Ibis Styles Melbourne, The Victoria Hotel.
THE rebrand sees the property become the 41st in the upscale Accor brand in the Asia-Pacific.
Formerly an All Seasons hotel, the new Ibis Styles general manager Peter Barker said the rebrand will see the property “enjoy strong visibility whilst keeping in with the hotel’s own distinct personality and values”.



Providing a
**Consolidator
Service**
for all markets
and valuing the
**Travel Agent
and their
Independence**



[Click to read more
and a better solution](#)

PMC doesn't tell full story

AUSTRALIAN Tourism Export Council managing director Felicia Mariani has criticised last week’s statement about the Passenger Movement Charge by Federal Tourism Minister Gary Grey, saying the tourism industry is receiving a fraction of its revenue.

Late last week, Minister Grey defended the implementation of the charge (**TD** Fri), saying that inbound tourism numbers had not been affected.

Mariani said although tourism was benefiting through grants such as the Asia Marketing Fund and the Tourism Industry Regional Development Fund, budget forward estimates showed that \$3.74b would be collected over the next four years.

“Over that same period, the 2013/14 budget projects that the cost of servicing passenger facilitation by Customs and Border Protection will be \$901.5m out to 2016/17 - this creates a surplus of \$2.84b to consolidated revenue courtesy of the tourism industry,” she added.

Mariani issued a call for a larger slice of the revenues gained by the charge, saying the industry was receiving less than 3% of the pie it was solely generating.

“While the industry is not foolish enough to think that

this charge can be reduced, it would be fair to think that a greater proportion of the surplus could be committed back to the industry that has driven its success,” Mariani pitched.

The ATEC head called for the establishment of a Research and Development Fund, similar to that of other industries, to assist the industry’s long-term planning.

Mariani also implored the Govt to consider length of stay and regional dispersal as factors in assessing the overall success of the inbound tourism industry.

“The increase in numbers has largely been a ‘substitution effect’ with the growth switching from traditional markets of the West to the new and emerging markets of the East,” Mariani said.

“With this transition, we have seen a decline in dispersal and, consequently, many of our tourism enterprises in regional and remote parts of Australia have struggled over the past several years as Eastern markets are less inclined to travel afar beyond the capital cities & major population centres,” she added.

Stay free in Honkers

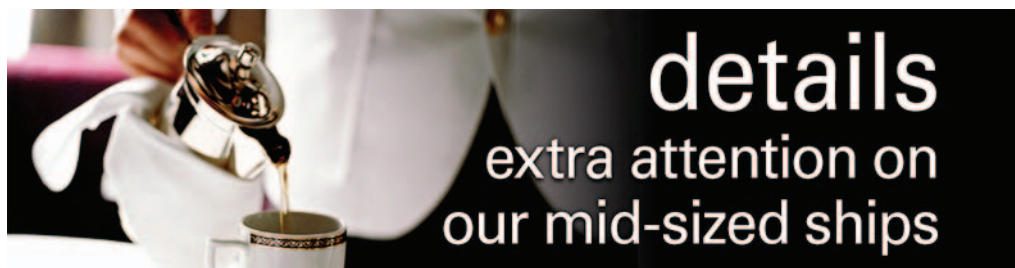
PASSENGERS depositing on new bookings on five selected Wendy Wu Tours China itineraries before 16 Aug can enjoy a free two-night stay in Hong Kong.

The offer includes two nights at the Metropark Hotel Kowloon with brekky - ph 1300 727 998.

EK appeals to the kids

EMIRATES has expanded its ICE inflight entertainment system to offer a wider range of children’s programming including up to 50 movies, 30 kids TV channels, as well as activity magazines.

MEANWHILE, EK has released a new special fare to New Zealand for Aussies to take advantage of the ski season, with seats starting from \$401 return to Auckland and \$393 return to Christchurch, on sale until 09 Jul.



details
extra attention on
our mid-sized ships



MACAU GOVERNMENT TOURIST OFFICE

CLICK HERE TO DOWNLOAD
THE ULTIMATE TRAVEL
GUIDE TO **MACAU**

Consider Macau
when selecting
your next
**Incentive Travel
Destination**

or more information
Click here

Every agent has a reason to join

Total freedom, flexible hours, better work life balance & higher commissions



Call 1300 682 000
Visit join.mtatravel.com.au



Travel Daily

First with the news

Monday 8th July 2013

What would you do with One Million Miles?

CLICK HERE TO FIND OUT MORE



australia



now you're better connected

Ellen yields visitor increases

INBOUND ticket sales from the USA to Sydney climbed 22% compared to normal levels on the back of the visit to Australia earlier this year by US talk show queen Ellen Degeneres.

The initial results, released late Fri by NSW Tourism Minister George Souris, showed the joint marketing campaign to American audiences through *The Ellen Degeneres Show* was "delivering immediate benefits".

Through the show, Destination NSW and Qantas' "Dance Your Way Down Under" sales promo showcased Australia over three months from Apr to Jun, with segments starring Degeneres filmed locally and aired to fans of the show across the US.

"The campaign also features

online marketing in the US and to date has delivered more than 62 million impressions on Qantas websites and almost 220,000 total sales leads for business and services throughout NSW.

"Visitors from the United States who booked their travel with Qantas via the Dance Your Way Down Under campaign plan to stay 12 nights on average, enjoying the best that NSW has to offer and contributing to the NSW Visitor Economy," Souris added.

Qantas International ceo Simon Hickey said the campaign had also inspired US travellers to travel onboard a Qantas flight, with 205 of Ellen's audience members having now utilised their free Qantas holiday to Australia won through the program (**TD** 14 Jan).

According to the figures, one third of the winners brought at least one other person with them.

"The exposure of Australia in the important US market has been outstanding and it is obvious that team from The Ellen DeGeneres Show really enjoyed their time and experiences," Hickey said.

PNG training launch

A PLACE on an upcoming coastal famil of Papua New Guinea is on offer to agents who successfully complete a new online training course released this morning by the Papua New Guinea Tourism Promotion Authority by 08 Sep.

The second edition of the course, entitled 'Your Workshops', is designed to include background information on the destination as well as best tourism locations, how to get there & what to do.

For more details on the course, see www.bit.ly/pngtraining.

MEANWHILE, visitors to Australia from PNG can lodge visa applications online as part of a simplified process announced this morning by Immigration Minister Tony Burke, with complete applications assessed in 10 days.

Apology from Asiana

THE president of Asiana Airlines, Yoon Yong-doo, has stopped short of grounding its fleet of Boeing B777 aircraft while investigations into yesterday's plane crash at San Francisco International Airport are carried out.

Yoon apologised to pax onboard and to the families of those killed and injured in the accident, adding the airline had deployed its own investigation team to the US to assist in figuring out what exactly had gone wrong.

Boeing has also sent condolences to those affected, announcing it has sent its own technical team to provide additional assistance.

Taste of Ireland comp

CONGRATS to Debbie Haley from Andys World Travel, who was Fri's winner of *Travel Daily's* mini competition in conjunction with Tourism Ireland.

Haley has won herself a copy of Lyndey Milan's Taste of Ireland DVD, courtesy of Tourism Ireland.

Clean skies by Virgin

VIRGIN Australia has been named as the cleanest airline by carbon emissions in Australia & New Zealand according to travel search site JetRadar.com.

VA was found to be emitting 58.68 grams per kilometre of CO2 per passenger, coming out ahead of Air New Zealand (72.18g/km) and Jetstar (80.03g/km).

Emirates was named the world's cleanest airline by emissions.

SCDL branch closure

SUNSHINE Coast Destination Ltd has closed its brand outlet operating at Maroochydore Airport, according to a new Travel Compensation Fund update.

Hana Tour Australia, based in Melbourne has surrendered its branch license, the update reads.

Other agencies closed include Central Coast Cruise & Travel at Killarney Vale, NSW and Internet Bakpak Travel at Potts Point, NSW.



Window Seat

WHY go around the world to see global landmarks, when all of them are now in Dubai.

Dubai is preparing to open a new tourist attraction boasting miniature versions of icons such as the Great Wall of China, the Empire State Building, Niagara Falls, the Colosseum and more.

Dubbed Mini World, the attraction is being developed as part of Dubai's Expo 2020 pitch, which is also set to include 60,000sqm of new beaches.

No details have yet been made available as to where the new mini world of wonders will be located or when it will be open.

TraveltheWorld WINDSTAR CRUISES

Dreams of Tahiti

7-night cruise from \$3,675*
PAPEETE TO PAPEETE

> SEE VOYAGE <

Air Niugini
www.airniugini.com.pg
phone: 1300 36 13 80

GOT CLIENTS WHO THINK THEY'VE SEEN IT ALL?

ENTER NOW!

LEARN AND WIN WITH PNG

www.papuanewguinea.travel/agent-training

Papua New Guinea
A MILLION DIFFERENT JOURNEYS

Industry Variety Bash

AMADEUS, QBT, The Lido Group and AADX+ have added their support to a planned entry in the 2013 NSW Variety Bash, participated in by Gena Signorini from Amadeus as well as commercial aviation pilots Daniel Gray and Richard Loder.

The trio are aiming to engage the travel industry to help raise more funds for children's charity Variety ahead of their 4,425km trip via a special trivia fundraising night at 7pm on 25 Jul at GT's Hotel in Surry Hills, Sydney.

Tickets for the event are \$40pp and include canapes and a drink on arrival - for more information, see www.bit.ly/varietybash.

SkyCity signs NZICC

SKYCITY Entertainment Group has formally signed for the rights to design, build, own and operate the New Zealand Int'l Convention Centre in Auckland, currently slated for a 2017 completion.

Theme parks & shops

DESTINATION guide producer ArrivalGuides has introduced two new extensively researched guide segments focusing on worldwide theme parks and the globe's best shopping available.

Legoland in Denmark is the first park added to the new program, with the first shopping guide due out later this month.

MEANWHILE, lifestyle platform www.lifestyle.com.au has joined forces with ArrivalGuides to launch a new look website with a World City Guide utilising content from the online guide firm.

Falls Creek expanding

GREATER than expected snow falling in recent days has seen Vic skifield Falls Creek announce the opening of more lifts & ski runs.

The Highway 83 runs, along with Broadway, Last Hoot, Fast Hoot and other terrain at the front of the resort is now open, with more lifts being opened this week.

SYDNEY INSTITUTE

TAFE NEW

Study the
**Diploma of
Tourism ONLINE!**

▲ Up skill and progress your career
▲ Study at a time that suits you
(from work or home)

Apply Online Now

Already hold a Diploma? Then complete the Advanced Diploma of Tourism online.

Call 1300 360 601 or email steve.ferreira@tafensw.edu.au for more information.

Virtuoso agents at Banyan Tree





GLASSES were raised and numerous toasts made as this group of Virtuoso agents kicked back and enjoyed a luxury visit to the Banyan Tree Lang Co Vietnam.

The trip, co-hosted by Travel Indochina, saw the group inspect the property and some of its 49 pool villas, with the resort located near Danang in Vietnam's east.

Banyan Tree Lang Co Vietnam is the newest luxury resort to open in the region and the property received a resounding thumbs up


from the luxury specialist group.

Pictured above from left around the table ahead of a fine Thai meal at the resort's Saffron restaurant is the group, which consisted of Cathy Megale, MTA; Belinda Ward, Spencer Travel; Victoria Hobbs, Banyan Tree Sydney; Albert Lafuente, DOSM Banyan Tree Lang Co; Gretel Spiegel, Mary Rossi Travel; Janette Trinder, Retreat Travel Auckland and Donna Kranas from Luxury Travel Concepts.









The Global Sale.


When you fly Qantas, everything is included with every international fare.*



Seems impossible but isn't.

Visit qantas.com/agents or speak to your Qantas Account Manager. ALL INCLUDED     

Offer ends 11:59pm (AEST) 11 July 2013 unless sold out prior. Selected travel dates apply.



IMPORTANT INFORMATION: *Product may vary between flights. Qantas Points not earned on Classic Awards. You must be a Qantas Frequent Flyer member, program terms and conditions apply. Qantas Airways Limited ABN 16 009 661 901.

Rail tracks out of building blocks



SYDNEY gallery & performance venue Carriageworks recently served as the scene for a unique breakfast update session for local agents on the European railways.

Hosted by Rail Tickets in conjunction with Rail Europe, the agents were able to discuss all things ticketing & service related before competing against each other in a fun Lego building comp.

The task, set to each group, was to construct, out of Lego, the best train set out of the toy bricks.

Using a selection of pieces and accessories, one group's design was judged by Rail Europe

Australasia manager Richard Leonard as supreme over all others, declared as the winners.

Leonard is **pictured** above front row left hand side with the team of Angela Clarke, Shire Travel; Silvana Manoski, Twin Wings Travel and Janice Lee from TravelManagers.

Back row: Tom Gacquin, Reena Lal; Karen Magee, Diploma Travel; Melissa Devlin, Travelworld Penhurst and Adam Joseph from Rail Tickets.

Peru food on wheels

PERUVIAN restaurant Morena will offer a selection of its wares to Sydney commuters this month via a Peru food truck to mark 50 years of diplomatic relations between Australia & Peru.

Commuters will be able to enjoy lunch and dinner amidst a Peruvian street party atmosphere via the truck's location in Wynyard Park from 22-23 Jul.

Milestone set by TL

NORTH Australian regional airline Airnorth has celebrated its 35th anniversary of operations.

A number of special events will be conducted to mark the occasion, including 350 seats at \$35 to be released from midday on 23 Jul at www.airnorth.com.au.

TRAVEL CONSULTANT SPORT/ENTERTAINMENT/FILM INDUSTRY MELBOURNE



A fantastic opportunity has arisen for a dynamic, self-motivated and enthusiastic travel professional to become part of our friendly team. Show Group Enterprises is a Travel Agency for the Entertainment industry and if you would like to be considered for a full time position and possess the following, we would love to hear from you.

- Proven international and domestic experience
- Group Travel Experience
- Sabre & SAM Experience an advantage

Email your resume to hr@showgroup.com.au ref: Meltrav

COOL Winter deals...

- ❄️ Free snow racks & chains*
 - ❄️ Zero & reduced excess options
 - ❄️ Discounted car & motorhome rates*
- *Selected suppliers in NZ. Conditions apply.



Oman course deadline

LESS than a month remains for agents interested in trying to win a place on a luxury famil to Oman to complete the interactive online training course.

The training consists of eight modules over two workshops and enables agents to improve their knowledge of the destination, from the capital of Muscat to the deserts and mountain regions.

Forty agents from Australia and New Zealand will be selected to participate in a mega-famil to the country as recognition of the successful completion of the course, with the trip running from 04-13 Nov.

More information on the course and the famil can be found at www.bit.ly/omantrain.

MEANWHILE, officials from the Sultanate of Oman say they are hoping recent investments in tourism mean the industry is able to contribute 3% of the country's Gross Domestic Product, up from the current 2.4%, by 2020.

Expedia Global sales

DISCOUNTS of up to 50% are available on millions of rooms via Expedia's Global Hotel Sale, which launched late last week.

Bookings are open until 25 Aug for travel until 30 Sep.

Adventure on ropes

AUSTRALIA'S largest ropes course - The Trees Adventure River Challenge - has opened in Yarramundi, near the Hawkesbury River in Sydney, offering 110 challenges via four daily sessions - see www.treesadventure.com.au.

Sell TNQ now open

REGISTRATIONS are now open for Platinum, Gold and Silver members of Business Events Cairns & Great Barrier Reef to sign up for Sell TNQ 2013.

The event, aimed at promoting the region's range of event products & services, will be held in Port Douglas from 01-04 Nov.

Packages racing away

VIRGIN Australia Holidays has released a range of packages incl flights, accom and general admission passes to the Armor All Gold Coast 600 V8 Supercar race weekend on the Gold Coast.

Three-day packages for the event, running from 25-27 Oct, start from \$515ppts ex Sydney, with stand upgrades available, on sale until 30 Sep - ph 13 15 16.

Philippines workshop

AGENTS wishing to boost their knowledge about the Philippines as a destination can undertake a new online e-learning course.

The training is available until 16 Aug, with successful applicants entered into a draw to win a trip to the Philippines courtesy of PAL and Shangri-La Hotels - more details at www.bit.ly/learnfilo.

WIN A SET OF WASHINGTON DC CANDLES



This week **Travel Daily** is giving five lucky winners the chance to win a set of six scented

candles depicting each of the unique neighbourhoods within **Washington DC**.

From historic museums, monuments and memorials,



to world class dining, Washington DC visitors something distinctive at every turn. Over 100 free attractions, exciting neighbourhoods and national treasures to discover.

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

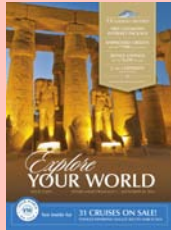
candlecomp@traveldaily.com.au.

Name 3 of DC's
neighbourhoods



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.



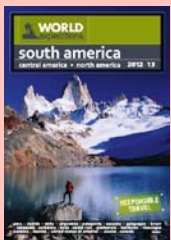
Oceania Cruises - Explore Your World Jul-Sep 2013
Currently being distributed, Oceania Cruises' third release for the year of tactical offers feature within the line's latest brochure, offering 31 voyages at a discount. Among the offers available to all cruisers are 2-for-1 deposits, onboard credits of up to US\$500 per stateroom and free unlimited internet packages on select departures. Cruise fares have also been cut on some sailings, even by as much as \$5,650 per person twin share. Deals are valid for departures up to 31 Mar next year.



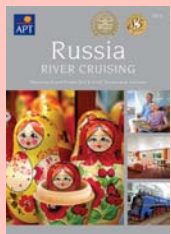
Travelmarvel - Canada & USA 2014
A massive 16 new itineraries make their debut in the latest Travelmarvel touring brochure for North America - effectively doubling in size from last year. Also new are 17 Insider Experiences to allow guests to customise their holiday. River cruising on the Mississippi River makes its debut as well as new journeys on Canada's VIA Rail and Alaska's Scenic Railway. For those seeking a festive holiday, two new Christmas in Canada tours have also been launched, as well as new features on returning itineraries.



Travel Indochina - Asia River Cruising - 2013-15
Building on strongly growing Indochina cruising numbers, the latest TI brochure in the region boasts 64 colourful pages adorned with scenic photography and 13 new itineraries boasting cruising options on the Mekong, Yangtze, Ayeyarwady and Chindwin Rivers. Two new vessels have been added in the form of the 28-pax *Mekong Sun* and *Orcaella* with its 25 cabins. Itineraries range in length from 4-22 days. Full deck plans, shore excursions and onboard cuisine is also featured in the guide.



World Expeditions - South America 2013-14
Active travellers have an expanded range of hiking and adventure options available in the new Americas guide from World Expeditions, including a tree-top walk in the Amazon and iconic treks along to Machu Picchu. Thrill seekers and history buffs can wander among ancient Aztec ruins. North of the border, the USA's scenic beauty awaits, with treks available in dense bushland, granite peaks and scenic coastlines, with lots of wildlife able to be spotted including Grizzly Bears, Elk and Bald Eagle.



APT - Russia River Cruising 2014
Aussie interest in Russia continues to grow, with APT, now in its fourth year in the region, expanding its range to suit. Twelve new itineraries have been developed, ranging from 10-41 days duration, highlighted by the 35-day Baltic Treasures & Cruising with Trans Siberian, which visits some former Soviet strongholds in Latvia, Estonia and Lithuania to take in their immense beauty and rich natural history. New Signature Experiences make their debut including a visit to a chocolate workshop in Riga.



Royal Caribbean Int'l - Royal Class Cruising 2013-15
Bigger than ever before, the new guide from Royal Caribbean offers more voyages and more departures on a total of 55 itineraries. Among the new cruises is a 14-night South Pacific and Fiji voyage. Three ships offer departures from Australia during the season including *Rhapsody*, *Radiance* and *Voyager of the Seas*, with the guide also offering full deck plans, glossy photographs of destinations visited and details on available shore trips.

Hyatt sign SiteMinder

GLOBAL hotel chain Hyatt Hotels & Resorts has engaged SiteMinder as its online distributor and manager of its worldwide sales channels.

Qld agts visa free in Guangzhou



CHINA Southern Airlines teamed up with Air Tickets and Creative Holidays recently to show off the airline's hub city of Guangzhou to this group of travel agents from Queensland.

The group were experiencing the city as a stopover destination - now much easier to do for Australian travellers thanks to the city adopting a 72-hour Visa free policy, bringing it in line with Beijing and Shanghai.

While visiting Guangzhou, the

group delved into part of the city's excellent shopping district along Beijing Road.

Other activities enjoyed included an evening cruise along the Pearl River.

The group are **pictured** above checking out some of the famed bronze statues of Shamian Island during a beautiful day in China's third largest city.

Watch bags inflight

TRAVEL insurance company SureSave has issued an advice to travellers, advising to be aware of the belongings carried onboard an aircraft in the wake of rising instances of inflight theft.

SureSave executive general manager Michael Callaghan said items stolen accounted for 21% of claims received about carry-ons.

"Ensuring your luggage can't move around and get damaged during a flight, putting a lock on your bag and, where possible, making sure your valuables never leave your sight are a few simple precautions you can take to keep your belongings safe," he added.

CIT Access Online

ITALY wholesaler CIT Holidays has launched its new 'real-time' Trenitalia connection, allowing Australian agents access to live Italian rail fares of up to 70% off.

Point-to-point sectors can be instantly confirmed & e-ticketed from five major Italian cities incl Rome, Milan, Naples & Venice. More info at www.citaccess.com.

AFL Rd 15 Results

CONGRATULATIONS

Karen Hawkins
from Orba Travel Brokers

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



Major Prize Sponsors

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



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iririki Island Resort Vanuatu



OZO Hong Kong open

ONYX Hospitality Group brand OZO has opened its first property in Hong Kong's Wanchai district, with the 251-room hotel offering free wi-fi connectivity throughout.

Creative select incentive winner



TRAVEL House Hindmarsh in North Adelaide put in the hard work and was selected by Creative Holidays and Travellers Choice as the winners of a recent

incentive run by the wholesaler. Available exclusively to South Australian agents, the coveted prize was a place on an upcoming Creative Holidays famil trip.

The store bombarded Creative with many bookings, becoming the highest growing agency during the booking period and taking out the top prize.

Pictured above presenting the prize to the winning store is Travellers Choice SA business development manager Andrea Moore; Sally McCallum of Creative Holidays Sales Manager SA and Travel House Group owner and manager Rosie Tripodi.

Lawn bowlers holiday

GRAND Pacific Tours has launched an 18-day all-inclusive itinerary to New Zealand aimed at lawn bowls enthusiasts.

Currently scheduled for a one-time departure on 09 Apr 2014, the itinerary includes a number of opportunities for a friendly game against locals in Christchurch, Queenstown, Rotorua & Auckland as well as airfares & many meals.

Priced from \$4,714ppts, the tour is aimed at players of all skill levels - phone 1800 622 768.

WIN A RIVER CRUISE FOR TWO IN EUROPE WITH APT



This month **Travel Daily** is giving one lucky reader and their friend the chance to win a 15-day European river cruise, including return flights, courtesy of **APT**.

The prize consists of:

- 15-day 'Magnificent Europe' cruise with APT in a Category E Twin Window Suite, including all accommodation, meals, activities and transfers on tour, as specified in the chosen trip brochure itinerary;
- Return economy flights for two on an airline of APT's choice from the winner's nearest capital city to and from the trip start and end destination.

Every day **Travel Daily** will ask a different question – just read the issue and email us your answer. There will be 23 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this amazing river cruise holiday.

Email your answers to: APTcomp@traveldaily.com.au



Q.6: APT is the only River Cruise Line inducted into which prestigious culinary organisation?

Eurostar investment

NEW routes into Switzerland, new trains and timetables will progressively be rolled out by Eurostar as part of a US\$1 billion investment in its rail network.

From 2015, the operator will take delivery of new, faster trains seating an additional 160 people per trip, and designed to run on routes to Amsterdam and a five-hour trip from London to Geneva.

Eurostar is also investigating the potential of permanently implementing a number of routes it has recently been trialling including St Pancras to Lyon, Aix-en-Provence and Avignon.

Ticketing at Harrods

QATAR Airways has opened a reservation and ticketing outlet on the ground floor at UK department store Harrods.

The facility within the iconic retailer offers passengers the ability to combine an air booking with regular shopping of the regular Harrods luxury brands.

"We are opening our ticket office in central London at Harrods as it is a place that not only reflects the high level of service we offer, but is where our most discerning customers can be found," Qatar Airways CEO Akbar Al Baker commented.

S Rd 19 Winner

CONGRATULATIONS

Scott Banes
from **BCD Travel**

Scott is the top point scorer for Round 19 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental**.



Major Prize Sponsors

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



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

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

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

Part of the **Travel Daily** group of publications.

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Assistant Editor: Matt Lennon
Contributors: Chantel Housler, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au



Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

TOP NEW JOB

FINANCE MANAGER

MELBOURNE - SALARY PACKAGE UP TO \$90K

Join a leading company where you will enjoy being part of this number crunching team. You will have excellent skills in financial accounting, an eye for detail and over 2 years experience in a financial managerial position. Preparing financial statements, month-end reconciliation, managerial reports you will be adept at ensuring company compliance is adhered to and profits maximized.

USE YOUR POWERFUL INFLUENCING SKILLS

BUSINESS DEVELOPMENT MANAGER

SYDNEY – SALARY PACKAGE OTE \$80K +

The thrill of the chase, the excitement of the win, these are the things that excite a true Sales person. If you love the B2B sales process and have a proven track record of developing pipelines and winning new business, bring your talents to this rapidly growing corporate travel agency. You will be handsomely rewarded with a fantastic salary package including lucrative incentives. Represent a truly professional organization.

LOVE RETAINING ACCOUNTS?

CORPORATE CLIENT RELATIONSHIP MGRER

SYDNEY – SALARY PACKAGE TO \$85K+

If you believe your career profile would seriously benefit from having a powerful corporate Brand behind you, consider this role. You are an experienced corporate Account Manager capable of handling a portfolio of corporate accounts. Develop strategic business plans, deliver to agreed objectives & targets, and be accountable for the ultimate retention & growth of the business.

A MIX OF CULTURAL FUN

REGIONAL HEAD OF PRODUCT x2

SYD & BNE - SALARY PACKAGE UP TO \$100K+

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

CALLING ALL INDUSTRY SALES MANAGERS!

INDUSTRY SALES & ACCOUNT MANAGER

SYDNEY – SALARY UP TO \$80K

Stay in travel but change your product. This newly created role is available now for an experienced Industry Sales Executive who wants to learn new skills including dealing with the corporate market. Training will be provided. Not many positions offer this variety of account management and sales, plus training, plus a top salary package & car allowance. Join a great team and enjoy the rewards.

TAKE YOUR CRM SKILLS TO GLOBAL!

CORPORATE ACCOUNT MANAGER – APAC

SYD OR MEL - SALARY PACKAGE UP TO \$120K+

As APAC Corporate Account Manager you will be responsible for the global program with the objective of growing revenues, increasing 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.

GAIN A WORK LIFE BALANCE

3 DAYS A WEEK INSIDE CORPORATE SLES SYD & MEL – LUCRATIVE SALARY PACKAGE

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this corporate Agency. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work.

CALLING ALL EVENT DIRECTORS

EVENT DIRECTOR

SYDNEY BASED - SALARY PACKAGE \$90k

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants.

AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

OR EMAIL YOUR CV TO: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com



Finding talent within the Australian Travel Industry

Travel Consultant

NE Brisbane - \$40-45K + Uncapped OTE - Ref 696SJ1

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

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

Travel Consultant (South Pacific)

Sydney CBD - \$45K + Perks (\$100K OTE) - Ref 472LB2

Are you an experienced Travel Consultant looking to specialise and earn big money? This dream role is selling the sensational South Pacific. Use your passion for this beautiful and popular part of the globe to entice email and phone callers to book dream vacations with you! Fantastic product available. This role is based in modern offices with supportive management and the chance to enhance your pay packet with the top billers on over \$120K!

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

Experienced Travel Consultant

Melbourne - \$Base + Incentives - Ref 458DB1

Are you an experienced Travel Consultant looking to get into the corporate world of travel? Do you want to be earning \$70,000? A fantastic opportunity has arisen within an amazing global company for a sales enthusiastic who loves travel! It's an exciting time to join this company as they grow and to take advantage of their wonderful benefits along the way. If you have experience on a GDS and want to be on uncapped commission then don't delay, apply today!

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

Cruise Travel Consultant

Adelaide - \$Base + Commission - Ref 593NC2

This is a rare and fantastic chance to grow the cruise department for this independent company. If you have a true love for cruise, are fully accredited and have fantastic travel consulting experience, this is the role for you to make your own! Earn a fab base and excellent commission. If you have brilliant cruise and product knowledge, are well travelled, fantastic airfares, an eye for sales and GDS knowledge - what are you waiting for? Call me now!

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

Ski Travel Specialist

Brisbane - \$Competitive + Bonus - Ref 562SJ1

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

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

Senior Corporate Travel Consultant

Sydney - Base Starting \$65K + Super - Ref 576LB1

A really unique opportunity to work in Corporate Travel Management. This role is with a company who really set the pace within the corporate travel arena. Senior Corporate Travel Consultants are sought to work for a fast paced and dynamic company who treat their staff extremely well. Excellent travel industry perks available. Join a really supportive and social team as a Corporate Travel Consultant. Don't miss out on this great opportunity!

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

Cruise/Travel Team Leader

Bendigo Victoria - \$Base + Incentives - Ref 678PC1

Team Leader is needed to manage a team of cruise travel consultants. This role will be to primarily help, support and develop the team. Be the lead point of contact within the business and with clients when required. You would have previous experience as a Team Leader, have completed academies for the Cruise lines, and have the ability to use Polar Online/Proficient in using a GDS. Your expertise would lie in cruising & everything that comes with it.

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

Travel Consultant (Temp)

Perth - \$Excellent Hourly Rate - Ref 0698NC1

This is awesome temp role - 7 week contract as a full time Travel Consultant. If you have a minimum of 2 years local experience and would be looking for an excellent temp role - this is for you! Work in this Monday to Friday role, with a great mix of corporate and leisure bookings provide some outstanding customer service and exceptional product knowledge. You will be well supported with a fantastic manager and be the extra pair of hands to cover holiday leave!

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch



YOUR RUSSIAN AND SCANDINAVIAN SPECIALISTS



GRAND NORDIC COAST & CAPITAL TOUR

Departs Copenhagen – 22 days

From **\$6,816*** per person

One of our most popular tours, the Grand Nordic is an unforgettable journey filled with bustling cities, stunning mountains, beautiful fjords, and the quiet solitude of the hilltops and country roads of Lapland.



RUSSIA & LAPLAND HIGHLIGHTS

Departs Moscow – 21 days

From **\$6,533*** per person

This unique tour explores all the highlights of Russia and Lapland. From admiring Russia's magnificent architecture to discovering Lapland's Sami culture and enjoying a cruise down the fjordland coast of Norway, this trip has your holiday wish list covered!



FOLLOW THE LIGHTS SPECIAL GROUP DEPARTURE 2014

Departs Bergen, 05 Feb 14 – 14 days

From **\$5,100*** per person

See the spectacular Northern Lights, cruise with Hurtigruten and discover the treasures of Scandinavia through the eyes of passionate specialist guides.

*Conditions: Prices are per person, based on twin share. Grand Nordic Coast & Capital Tour ex Copenhagen is valid for sale and travel 18 Jun - 11 Dec 13. Advertised price is based on Hurtigruten cruise Tourist Class, N-Grade Cabin for 27 Oct & 03 Nov 13 departures. Russia & Lapland Highlights 21 Days ex Moscow is valid for sale and travel from 18 Jun - 11 Oct 13. Advertised price is based on Hurtigruten cruise N-Grade cabin for departures on 06 & 13 Sep 13. Follow the Lights Special Group Departure is valid for sale and travel until 05 Feb 14. Advertised price is based on 05 Feb 14 departure in N-Grade outside cabin on Hurtigruten cruise. Special deposit and cancellation terms apply. Full payment is required 70 days prior to departure date. Prices quoted are accurate as at 26 Jun 13 and subject to change without notice. All international airfares are excluded. Seasonal surcharges and blackout dates may apply depending on date of travel. Deals and offers are subject to availability and are not combinable with any other offer. Single supplements apply. Visit www.bentours.com.au for full standard terms and conditions.

Tempo Holidays Pty Ltd trading as Bentours ABN 51007331213, VIC License 31341



For bookings or enquiries contact Bentours on
1800 221 712 | info@bentours.com.au | www.bentours.com.au

Cox & Kings House | 72 Market Street | South Melbourne | 3205 | Australia

