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# Travel Daily

First with the news

Tuesday 11th Jun 2013

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## Excite agent loyalty move

**ONLINE** agent-only wholesaler Excite Holidays says it's bucking the "current trend of wholesalers winding back or shutting down their reward programs," with the launch this month of a new loyalty scheme for travel agents in Australia and NZ.

The new Excite rewards program sees consultants earn points on every client booking, which can then be redeemed on any Excite product offering.

CEO George Papaioannou said the user-friendly system meant agents can use points for hotels, apartments, activities, transfers and Greek Island ferry tickets.

Excite has also developed a Rewards Dashboard which allows consultants to view pending points on unpaid bookings, as well as their current accruals.

Points can be redeemed on any Excite offering, with no blackout or waiting periods, and agents can sign up for free either online at [www.exciteholidays.com](http://www.exciteholidays.com) or calling 1300 733 858.

The first 300 members who register for the program will be given 2,000 bonus points.

Papaioannou said the program was developed using "intelligence and insights" provided by Excite's travel agent clients, and gives them the opportunity to "get rewarded for what they do best".

The Excite move comes as the Travel Corporation's World Rewards program is being wound up to make way for individual brands to potentially create their own loyalty schemes (**TD Fri**).

## Aeropelican rebrand

**CANBERRA** based regional carrier Aeropelican will morph its brand into that of sister-airline Brindabella Airlines this month.

The 42-year old airline will begin operating under the 'FQ' code of Brindabella effective 24 Jun, the QF affiliate is advising the trade.

## Another great issue

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

- TMS Asia Pacific
- AA Appointments
- Travel Trade Recruitment
- French Tourism

**QANTAS** **Holidays**

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From Monday 24th June 2013 Aeropelican flights (OT) will be operated by Brindabella Airlines (FQ). We would like to thank you for your patronage of Aeropelican and look forward to serving you under the Brindabella Airlines brand. For more information please visit our website or telephone our sales team.



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Tuesday 11th Jun 2013

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## Virgin looks at Asia

**VIRGIN** Australia is considering operating its own aircraft to Singapore later this year as part of an Asian strategy, according to a report in today's *Australian*.

Several scenarios are canvassed but no decision has been made.

## USA entertainment push

**LIVE** entertainment is set to be the key focus of a major new marketing partnership announced by Brand USA today, promoting the country's huge offerings across the full spectrum of theatre, music and sport.

Cirque du Soleil is part of the push, with spokesperson Jerry Nadal saying it aims to "leverage live entertainment as a travel destination motivator".

The world renowned show is the first of many anticipated partners in the 'USA Live Entertainment' platform, and will be featured via Brand USA trade shows, training programs, familiarisations and cooperative marketing.

"The platform will provide an opportunity for USA outbound travel providers from around the world to expand their USA product offerings by utilising iconic USA brands and entertainment experiences," said Brand USA ceo Chris Thompson.

Cirque du Soleil's theatrical spectacles attract thousands of guests each year and include eight permanent shows in Las Vegas plus ten touring operations, with the new Michael Jackson ONE show at the Mandalay Bay resort in Vegas opening 29 Jun.

There's also a new travel trade training program for the various Cirque du Soleil offerings.

Brand USA, only 20 months old, is continuing its rapid expansion which includes the recent

appointment of Gate 7 as its Australian representative.

Thompson confirmed that the next stage in the rollout will see the establishment of a local social media presence, followed by the expected launch of a marketing campaign.

The same process is underway in 8 new markets (in addition to the existing programs in the UK, Canada and Japan) with the aim of lifting US travel intention.

He also announced the debut of the first US online travel trade training program, which has been customised for the UK market.

Once it's in place, the modules are expected to be refined for other markets including Australia.

Lots more news from Pow Wow on **pages three, five and seven.**

## OT/FQ name new ceo

**REGIONAL** carriers Aeropelican & Brindabella Airlines have today announced the appointment of Paul Schutz as their new ceo.

An accountant by trade, Schutz has held finance related positions with carriers including Ryanair, British Airways, Virgin Express, Caribbean Airlines and most recently, Aer Lingus.

Chairman for the joint airlines Ian Woodley, said Schutz was the ideal person to lead Aeropelican and Brindabella Airlines

"during what is already a highly challenging period in our history." OT & FQ are QF Affiliate Airlines.

## Rendezvous revamp

**RENDEZVOUS** Hospitality Group has today completed its year long group-wide rebranding initiative, with the final hotel - Rendezvous Hotel Perth - now officially rebadged as Grand Hotel Perth Scarborough.

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**BREAKAWAY** International Travel Industry Club Vietnam Airlines

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**From \$499\* pp return plus taxes.**

\* Conditions Apply. Taxes approx. \$410\* - \$435\* pp.

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## Double-headed US promotion

**AMERICA** is to be promoted by two entities in Australia - the new Brand USA, now represented by Gate 7 (TD 05 Mar) and the long-standing Visit USA Organisation Australia, in a deal revealed exclusively to *Travel Daily* at Pow Wow in Las Vegas.

When Brand USA officially appointed Gate 7 in Sydney to spearhead the outbound tourism drive last month, speculation

mounted whether the local V-USA Committee would continue.

"Absolutely it will, in fact we're going to be asking them to do a lot more for us with what they didn't have before - we'll be giving them financial resources," assured Alfredo Gonzalez, senior vp Global Partnership Development for Brand USA.

He wouldn't reveal how much money was involved, saying it all depended on matching funds from the industry.

"The contributions we get will be re-invested back into the market, so we're hoping that with the new promotions we have in store in Australia, the interest and demand from a consumer level will go up," added Gonzalez.

He said Brand USA will be engaging Visit USA to help Gate 7 in an educational program with Qantas and other partners who are very interested in promoting the destination.

"There'll be some advertising and PR platforms and a lot of travel trade educationals that will go through the V-USA Committee," Gonzalez said.

## DFAT Germany update

**THE** Department of Foreign Affairs and Trade has reissued its travel advice for Germany, after a number of cities and districts in the country's east declared a state of emergency in response to widespread flooding.

According to the Smartraveller release, affected areas include Bavaria, Saxony, Saxony Anhalt and Thuringia, where flooding may cause transport disruptions.

The overall advice for Germany remains at the lowest "Exercise normal safety precautions" level.

## Vale Peter Gautschi

**THE** Peninsula Hotels Group is mourning the death of its former president Peter Gautschi, who was killed last week in a car accident in Myanmar.

Gautschi, who was a Swiss national, was long-time gm of the Peninsula Hong Kong, and then became the hotel group's president in 1970, a position he held for 30 years.

Upon his retirement he founded Swiss-Belhotel International to provide management consultancy services, and was also very active in charity work.



## Window Seat

**ROGER** Dow, who's ceo of the US Travel Association, is in the limelight this week due to International Pow Wow 2013, taking place in Las Vegas.

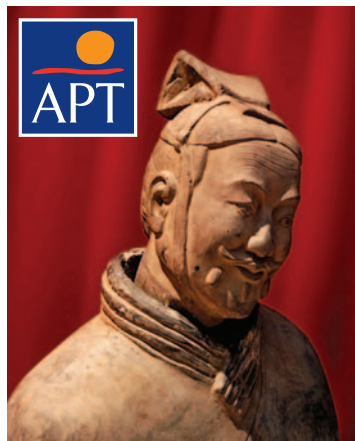
However he attracted some probably unwanted attention during a Pow Wow launch event at the now Smith Center for Performing Arts, which included a montage of some of the amazing stage acts which feature in Las Vegas.

One of the segments was by comedian Terry Fator, whose routine includes selecting a "volunteer" from the audience to act as a human ventriloquist's dummy, via a special mask.

Dow was pulled up on stage (below) and via the mask admitted that one of his ambitions was to be just like Dolly Parton.



To cut a long story short, he was quickly transformed into the country music diva, and to his credit the normally staid Dow was soon hamming it up just like Dolly.



## CHINA

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## Business Development Manager Perth, Western Australia

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## Qantas sets the pace



**QANTAS** and Emirates were sponsors at last week's annual American Express Business Travel Pacesetters Conference in Las Vegas, where over 500 top Amex consultants were recognised.

Platinum sponsor, Qantas, stole the show with a surprise performance by Human Nature, while Emirates wowed with a spectacular dance performance showcasing its global reach.

**Pictured** above from left are Cathie Sych, QF national accounts USA; Matt Schmidt, EK vp Sales USA; QF head of industry and corporate sales, Karen Tsolakis and Matt Raos, VP Corporate Globals Sales Emirates.



**MAJOR PRIZE:** The Top agent with the greatest sales between 01-30 June 2013 will win a CAR to the value of \$20,000.00^

**2nd PRIZE:** 1 return Business Class ticket to Europe\*

**3rd PRIZE:** 2 return Economy tickets to Asia\*

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## Busabout incentive

**BUSABOUT** has launched a "sell three and get one free" travel agent incentive, in conjunction with a June sale offering discounts on all 2013 European Hop-on Hop-off passes as well as a range of Busabout, Haggis and Shamrock Adventures tours.

All Hop-on Hop-off passes are 10% off except the one stop flexi pass, while there are also discounts on Croatia and Turkey sailing tours plus Eastern Europe, Scandinavia and the Baltics trips.

Agents have until the end of the month to sell any of the same category 'on sale' products to receive one for themselves.

## VA requests Indonesia

**THE** International Air Services Commission is requesting applications for capacity on the Indonesia route, after receiving an application from Virgin Australia requesting renewal of its capacity to Denpasar.

VA is seeking a five year renewal of the current IASC determinations covering its flights to Bali, which include services from Sydney, Melbourne, Brisbane, Perth and Adelaide.

## RR for Scoot 787s

**SINGAPORE** Airlines-owned LCC Scoot has selected the Rolls-Royce Trent 1000 engine to power its fleet of 20 Boeing 787 Dreamliners, which will be delivered from late next year.

Rolls-Royce will also look after maintenance and engine repairs.

The low-cost long-haul carrier currently flies to ten cities including Sydney, the Gold Coast, Bangkok, Taipei and Tokyo, with Seoul services starting next week.



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## Travel Daily on location in Las Vegas

Today's issue of *TD* is coming to you from Las Vegas courtesy of the US Travel Association which is this week hosting its annual International Pow Wow.

**MORE** than 5,000 delegates are here for the event, the biggest of its kind on the US travel calendar.

Among them are sixty Aussies, including 27 buyers who will be sought after by exhibitors wanting to tap into the fast growing "down under" market, according to the Visit USA Organisation Australia.

Las Vegas is hosting lavish nightly parties at the ritzy casinos, free shows, private tours of attractions, even flights to the Grand Canyon, but sticking to its promise of "what happens in Las Vegas, stays in Las Vegas".

### Universal Aussie VIPs

**AUSTRALIA** is now the number one international market for Universal Hollywood's VIP experience, which includes a personal guide taking visitors through exclusive backstage experiences as well as breakfast and lunch plus all day "front of line" access.

Thomas See, Universal Hollywood's vp of sales, told *TD* at Pow Wow today that the VIP offering was originally created for celebrities and diplomats, but has been very popular with the Australian market wanting to experience the park and studios.

### Vail 2013 investment

**SKI** giant Vail Resorts will this year spend up to US\$140m on its properties, with enhancements including a new six-seat high speed chairlift at Vail, a new Beaver Creek escalator and a new ski area at Breckenridge, lifting skiable terrain by 23%.

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**Philippine Airlines**

## IPW 2013 kicks off



**ONE** of the biggest ever delegations from Australia is in Las Vegas this week for the US Travel Association's annual trade show, International Pow Wow, which kicked off with a reception at the Tropicana Hotel on Saturday evening.

The massive event is taking place at the Las Vegas Convention Centre, with buyers and media from all over the world staying

at the many Las Vegas hotels and getting a true taste for the destination and its many features.

Infinity Holidays famils manager Lisa Monk (left) and marketing manager Kaelie Cowan (right) are **pictured** above with Visit USA Organisation Australia president Geoffrey Hutton of Kent Marketing.

Lots of more pics on our website and at [facebook.com/traveldaily](http://facebook.com/traveldaily).

## Mingle morning or night from Sydney

Hello Tomorrow **Emirates**

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\*Time shown relates to Northern Summer Schedule from now until 5th October. \*Business Class Onboard Lounge.

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# Hands up for Swagman!



**SWAGMAN** Africa along with South African Airways recently hosted this lucky group of agents on an educational to Kenya. Highlights included dinner of freshly cooked goat at a local Nairobi restaurant, as well as plenty of amazing wildlife viewing which happened from water, land and even the air - via a hot air balloon ride over the Masai Mara. There was also an exciting moment when the group had a very close encounter with a black rhino in Nakuru National Park. **Pictured** REALLY enjoying a cruise on Lake Elementitia are Swagman Africa director Wayne Hamilton, Nadia Rosenberg, Simone Kelly, Carol Shaw, Sue Fessey and Gary Lipsfield.

## DL Atlanta Sky Deck

**DELTA** Air Lines has opened its brand new Sky Deck at Delta Sky Club at the new Maynard H. Jackson Jr Int'l Terminal, Atlanta. Located on Concourse F, the Sky Deck features a 1,710sqf outdoor terrace with runway views of the world's busiest airport.

## Swiss Starbucks cart

**SWITZERLAND** Tourism has announced a collaboration between the Swiss Travel System and Starbucks to introduce a Starbucks train carriage from Sep. Local director Evelyn Lafone said the partnership will give foreign travellers another element of familiarity to the service.

## Norfolk cruise focus

**CARNIVAL** Cruise Lines ceo Ann Sherry has welcomed news over the weekend of a \$13m funding package to be allocated to the development of new cruise facilities on Norfolk Island.

Funds awarded under a Federal Govt Development program will see two jetties upgraded as well as the purchase of a mobile crane to assist in passenger transfer.

Sherry said Carnival ships had been forced to miss more than 70% of scheduled visits due to insufficient facilities and weather factors which are often in play, adding that the funding was "great news for our passengers and wonderful news for Norfolk".

For more information on the funding, see today's edition of **Cruise Weekly** - subscribe for free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

## Croatia touring saving

**BACK-ROADS** Touring is offering saving of up to 15% on select Sep departures on its Croatia & the Dalmatian Coast tour, priced from as low as \$2,291ppts.

The seven-day itinerary leaves from Trogir and visits Split, Kotor, Korcula and Dubrovnik.

## UA 787s to Tokyo

**UNITED** Airlines re-launched Boeing 787 *Dreamliner* aircraft on international services yesterday, with the jet deployed on UA's inaugural route from Denver to Tokyo Narita on a daily basis.

# ALEXANDER ASSOCIATES

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Your new position as Reservations & Ticket Office Manager representing Hawaiian Airlines will see you provide corporate customers with information on airline products.

**You will be responsible for:**

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- Providing point of contact for the resolution of customer relation's issues, taking ownership to ensure corrective action taken.

**Key Challenges to be successful in this role;**

- Ensure the team delivers excellent customer service in a professional and efficient manner.
- Ensure customers receive an accurate, efficient and complete travel service.
- Contribute to creating and maintaining a highly motivated, professional and enthusiastic team.

**5years Reservations & Ticket Office experience in a supervisory capacity is essential.**

**Have at least 5 direct reports.**

- Strong verbal and written communication skills;
- Strong time management skills and capable of handling multiple tasks;
- Appropriate Travel qualifications including Fares and Ticketing 1 & 2

Sound knowledge in Sabre will be an added advantage  
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If you would like to apply for this position please send your written CV to [DilliC@Hawaiianair.com.au](mailto:DilliC@Hawaiianair.com.au) by Friday, 21 June 2013.

**Only short listed applicants will be contacted and the successful candidate must have a Full Time legal work permit in Australia.**

## Christening streaming

**PRINCESS** Cruises will telecast the christening of *Royal Princess* by The Duchess of Cambridge live online at [www.princess.com](http://www.princess.com) on Thu 8:15pm in Australia (AEST).

## Amtrak goes faster

**IN-CARRIAGE** wi-fi internet access aboard US Amtrak high speed trains has been upgraded to 4G standards.

Wi-fi is provided at no charge on Acela Express, Capital Corridor, Pacific Surfliner and San Joaquin services, but to ensure a good experience for all users, streaming video and music plus large file downloads are not allowed.

# Great Gatsby, it's Insight!



**THE** team from Insight Vacations celebrated the launch of the operator's USA and Canada 2014/15 program in true Gatsby style, with themed dress-up day to tie in with the classic Insight Art Deco brochure look.

The new program features 10 Gold luxury and 14 premium escorted journeys covering

Canada and the US mainland plus Alaska and Hawaii.

There are also accommodation upgrades, welcome dinners on all itineraries and free on-coach wi-fi plus in hotels where available.

**Pictured** above from left: Peter Jones, Anneliese Pigott, Sian Dolenc, Jenna Grono, Joost Timmer and in front, Renee Perry.

## Dinner in the LV sky

**THE** latest experience in Las Vegas is a new "Dinner in the Sky" dining option, which suspends guests 60m off the ground on two open-air tables.

Dinner in the Sky will be the first of its kind in the US, but is currently offered in more than 40 other countries across the globe via a franchisee network.

It will be located a few minutes from Las Vegas Boulevard, with eight nightly seatings and packages from \$290pp including a three course gourmet dinner with wine pairings and souvenir photo. See [dinnerintheskylv.com](http://dinnerintheskylv.com).

## Fancy 'Cabineering'?

**DELAWARE** North Companies will shortly open a new property at Yellowstone National Park in the US, offering 50 so-called 'Explorer Cabins' with the "comforts of home and the perks of a hotel for adventurous travellers in remote areas".

The company said the self-catering sites offer a shared vacation experience for extended families, describing the immersive experience as "cabineering".

Delaware North properties are located inside many US national parks, and the company also operates five resorts in Australia.

## Rd 13 Winner

**CONGRATULATIONS**  
**Lisa McCracken**  
from *Travelscene on Crown*

Lisa is the top point scorer for Round 13 of *Travel Daily's* NRL industry footy tipping competition, and has won a \$50 Coles/Myer, 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 & The Grand Hotel and Casino Vanuatu

## QF carbon fee boost

**QANTAS** has announced it will be raising its domestic carbon surcharge a fraction, "in line with the increase in the fixed carbon price from 01 Jul 2013."

Effective immediately for travel on or after 01 Jul, the surcharge has resulted in increases ranging from nine cents (for flight sectors up to 700kms) to \$0.39 (for flights of 1,900kms or more).

The carbon surcharge is charged on a per person basis - more at [www.qantas.com.au/agents](http://www.qantas.com.au/agents).

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For more information on LinkedIn Click Here



## Wholesale Cruising Reservations Assistant

The Cruise Marketing Group is looking for a full time junior office administration person to assist our busy wholesale cruise reservation team. This position based in North Sydney would suit an applicant with Cert II or III in travel and tourism. The successful applicant will be enthusiastic about travel, especially cruising, have a confident phone manner, good attention to detail and be very competent with Microsoft Word & Excel.

Future progression into a reservations role will be considered. Previous travel agency experience would be an asset. Salary level will be determined by age (if under 20yrs) and previous experience.

Send applications in writing to [peter@cruisemarketing.com.au](mailto:peter@cruisemarketing.com.au)



**Qld events expo**

**PROMAG** Publishing has announced it will launch a new expo to showcase Queensland's business events industry in 2014.

Dubbed Convene Queensland (ConveneQ 2014), the one-day show will be held at the Brisbane Convention & Exhibition Centre on 29 Jul and will lure exhibitors from across the state, country and as far as New Zealand.

Buyers from Sydney, Melbourne, North Qld and other parts of the country are expected to attend the event which will feature appointments, seminars & more.

**33 calls for Seabourn**

**SEABOURN Odyssey** will make an unprecedented 22 calls at 11 ports when the vessel returns to local waters for its third Australian summer season.

Sister-ship *Seabourn Sojourn* will also visit 11 Aussie ports as part of a 116-day world cruise, including maiden stops to Eden, Burnie, Geelong, Kangaroo Island, Bunbury, Geraldton and Exmouth.

**Euro-tour nearly sold**

**ONLY** four seats remain unsold on a 36-day autumn tour of Europe with Interlude Tours, set to depart Sydney on 17 Sep.

The trip incl flights to Paris with Thai Airways, with touring in France, Spain, Italy and the Swiss Alps, priced from \$12,240pts.

More information on the trip at [www.interlude-tours.com](http://www.interlude-tours.com).



**Business Development Manager, NSW**

This is an opportunity to join the Air New Zealand Australian Sales Team as a NSW Business Development Manager. You will be responsible for maximising Air New Zealand's return from its key business relationships within the travel agency community. This will be achieved by promoting Air New Zealand's positive profile through solid relationship management whilst also educating key agency partners on Air New Zealand's product and developing new business opportunities.

In order to be successful in this role, you will have significant business-to-business sales experience combined with a proven knowledge of the New South Wales travel industry market.

A demonstrated history of achieving results will see you succeed in this role, as will your personality and communication skills to gain credibility with stakeholders and influence decision makers. In addition, we are looking for someone who can think outside the square and who brings fresh, new ideas to the table to suit an ever-changing and highly competitive market.

The role will suit a self-starter who is comfortable being managed remotely and can therefore plan workloads, prioritise and meet deadlines.

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Please visit our website for a position description and more information or contact Neha Bhardwaj on +64 9 336 2461.

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**Best Western put CTM to the test**



**QUIZMASTERS** and trivia buffs from the Corporate Travel Management team turned up at the newly refurbished Best Western Plus Hotel Stellar in the Sydney CBD late last week for the ultimate trivia challenge.

Hosted in the property's Greenlight Lounge, the CTM guests partook in canapés and many a cold beverage, with the top prize up for grabs being an overnight stay at the property.

The CTM team also took the

opportunity to wander among a number of the newly refitted king and queen studio apartments as well as the Hyde Park Suites.

Refurbishment work on the hotel lobby, which will see the addition of a stylish cafe complete with skilled baristas and a new boutique coffee roaster, is now underway, scheduled for completion soon.

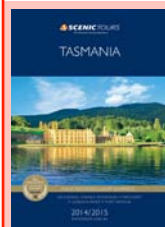
The CTM team are **pictured** above during their intense trivia competition to crown a winner.

**Brochures of the Week**

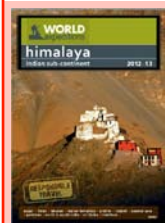
**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



**P&O Cruises - Australia & Pacific Islands 2013-2015**  
Social media and customer interactivity on smartphones has been firmly built into the new P&O Cruises brochure for the local region. A number of QR codes are offered, with a quick scan immersing the user in the P&O social media world. Within the brochure are details on cruise offerings from every Australian mainland state, with roundtrip offerings from Adelaide and Fremantle, new cruises to Indonesia and new ports visited including Papua New Guinea.



**Scenic Tours - Tasmania 2014/15**  
By popular demand, Scenic Tours has extended the length of stay in Tasmania's Wilderness World Heritage area of Cradle Mountain from one to two nights. Stays at the ever popular Freycinet Lodge has also been doubled to two nights, a Scenic Tours exclusive in the state. Also new is an opportunity to sample local cuisine, learn about endangered local wildlife breeding and rehabilitation programs, and a boost to the number of Scenic Enrich and Scenic FreeChoice activities available.



**World Expeditions - Himalaya 2013**  
A number of new family adventures have been designed along some of the most picturesque and challenging mountain treks in both Nepal and India, all detailed within the new brochure from World Expeditions. These range in difficulty and experience levels, but all include a wide variety of interaction with locals encountered in many communities along the treks. Guests also have the ability to combine a trek with some time volunteering in remote villages.



**CONGRATULATIONS**

**Scott Banes**  
 from **BCD Travel**

Scott is the top point scorer for Round 17 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a complimentary one night accommodation for two people at any Novotel Hotel across Australia, courtesy of **Novotel Hotels**.



**Major Prize Sponsors**

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



**Matakauri Aussie deal**

**THE** luxurious Matakauri Lodge in New Zealand is promoting a third complimentary night when staying two or more consecutive nights for visits up until 31 Jul.

Available to Australian residents only, Deluxe Suite rates are priced from \$890pp per night which incl dinner, brekkie and more - to book, phone +64 3 441 1008.

**Travel Daily**  
 First with the news

Tuesday 11th Jun 2013

**Changi deal extended**

**SINGAPORE** Airlines and SilkAir passengers can continue to avail themselves of free shopping in transit at Singapore Airport, with the Changi Transit Program now extended until 31 Dec 2013.

The popular offer gives S\$40 of Changi Dollar Vouchers per ticket, which can be redeemed for one-time use at the huge array of more than 450 retail, food and service outlets at the airport.

Customers must travel on SIA or SilkAir on both inbound and outbound flights to qualify, with the vouchers available by presenting e-tickets and boarding passes at special redemption counters within the terminal.

**Dymocks travel trend**

**EUROPE**, Vietnam and the USA are being tipped as the top destinations for Aussies to visit in 2013, according to sales of travel books by the country's largest bookseller, Dymocks.

The top three guide books were Europe on a Shoestring, Vietnam and the USA.

They were followed by the French Phrasebook & Dictionary, Pocket Paris, Pocket New York, Discover Europe, New York City, Hawaii and Japan.

**Webjet signs to WEX**

**ONLINE** travel agency Webjet has been confirmed as the launch customer in Australia for the WEX virtual payment solution.

Already in use abroad, WEX enables users to use single use 'virtual cards' for travel bookings, while reducing costs & increasing efficiency.

Other benefits include earning revenue share on processed payments, streamlining payment reconciliation, secure payment to global suppliers and seamless integration with existing systems

Webjet adopted the solution through Wright Express Australia.

**Air NZ upgauges ZQN**

**AIR** New Zealand is ramping up capacity between the NZ capital and Queenstown by 44% over the winter ski season in a bid to fill a void left by competitor Jetstar.

Most of the upgauge between Jul and mid-Oct is achieved by replacing existing 68-seat ATR turboprops with 133-seat Boeing 737-300 aircraft, ex Wellington.

"Queenstown is a hugely popular destination over the ski season and this up-gauge will replace some of the capacity that competitor Jetstar has recently withdrawn from the route," said Air NZ's Cam Wallace.

**WIN A SCENIC TOURS EUROPE RIVER CRUISE**



Throughout June, **Travel Daily** is giving readers the chance to win an all-inclusive luxury river cruise for two valued at over \$20,000, courtesy of **Scenic Tours** and **Swiss International Air Lines**.



The prize includes two return economy class fares (ex major capital city) on Swiss International Air Lines and a Category E cabin on the 15 Days Jewels of Europe River Cruise (Amsterdam to Budapest) valid for travel in March, October or November 2014.



Every day **Travel Daily** will ask a different question – just read the issue and email us your answer. There will be 19 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 all-inclusive luxury.

Email your answers to: [scenictourcomp@traveldaily.com.au](mailto:scenictourcomp@traveldaily.com.au).

**Q.6: What is the name of the GPS triggered commentary available on board the Scenic 'Space-Ships'?**



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Helene Taylor - CEO

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#### PRODUCT MANAGER SYDNEY EXCELLENT SALARY PACKAGE

This key role will see you influencing a team to deliver the overall commercial performance of this technical product to meet market requirements. You will be liaising with key stakeholders and third party developers to ensure the market requirements are met. Essentially, you will have a strong technical background; have excellent commercial acumen, plus account management and leadership skills.

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#### SENIOR EVENTS DIRECTOR SYDNEY – SALARY PACKAGE OTE \$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. Top salary pkg and global career progression on offer.

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#### ONLINE INDUSTRY SALES/PRODUCT MANAGER SYDNEY – SALARY PACKAGE OTE \$100K

If you are passionate about product and have established key relationships, this dynamic travel online provider needs you! Due to expansion they are looking to grow their sales team. Your primary objective will be to develop and secure dynamic travel products from new and existing clientele for their direct consumers. You will be rewarded with a top salary & enjoy working in a fun, funky environment.

### THE HUNGER AND THE PASSION FOR SALES

#### CORPORATE BUSINESS DEVELOPMENT SYDNEY - SALARY PACKAGE CIRCA \$100K+

This role will set your pulse racing if you enjoy hunting for new business, developing a pipeline, building new relationships, delivering great pitches, negotiating deals and winning! If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, get on board this growing corporate agency and don't look back. You'll be joining a successful team and a fun working environment.

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Are you a smart negotiator? Pride yourself on your supplier relationship skills? In this challenging role you will liaise with product managers and retail businesses to identify new business opportunities along with maximising current supplier relationships. Working on a large marketing strategy your knowledge of the industry and strong business development skills will be the key to success.

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#### INDUSTRY PRODUCT MANAGER PERTH – EXCELLENT SALARY PACKAGE

Are you well connected and have strong commercial relationships? Have you worked across various mediums in B2B, have strong product knowledge and are target driven? If so, you may be the perfect match for this new role. Essentially you will come from selling and relationship driven background. You will have proven negotiation skills and excellent verbal and written communication skills.

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## **A Career in Travel Recruitment Sydney - \$82K OTE - Ref 101SJ1**

Fantastic opportunity to work for one of the Australia's leading travel industry recruitment specialists. Having worked hard to establish our business in both Australia and the UK, we are now looking to add to our team of consultants based in SYDNEY with the addition of either a experienced Recruitment Consultant or Trainee Recruitment Consultant, who have previously worked within the travel industry.

This is an excellent opportunity for someone with lots of drive and determination to develop their sales and customer service skills working for a well established company. The ideal candidate will be bright, articulate, computer literate, and have a minimum of 2 years work experience within the travel industry, preferably in a sales orientated role.

Enjoy a working environment where no 2 days are the same, as well as excellent salary package, uncapped commission, merit based rewards and great career opportunities! Previous experience working within the recruitment industry will be rewarded with a higher basic salary, generous quarterly bonuses and other financial rewards incentives.

**If you enjoy the challenges of business development and want to utilise your travel industry knowledge, please contact Sarah Johnson on 02 9113 7272 or click [APPLY](#)**

## **Out of hours Online Travel Consultant Brisbane - \$50K + Super + OTE - Ref 380SJ3**

Step away from face-to-face sales and find the ultimate work life balance with this out of hours role. If you have commitments during the day then the usual shifts between 5pm-5am could work perfectly for you! I am looking for an experienced travel industry professional as your main areas of responsibility will include assisting with online bookings, changes, cancellations and selling additional travel products. A generous base salary and uncapped OTE are offered.

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

## **Senior Retail Travel Consultant Newcastle - \$Competitive + Comm - Ref 640Lb1**

This is a great opportunity to work for an award winning agency in Newcastle. This role will suit a consultant with a couple of years experience who has excellent product knowledge and is a great team player. The ideal candidate will thrive on face-to-face sales, be a multi-tasking genius and be able to paint the picture of fantastic getaways for clients. You will be rewarded with uncapped commission plus a solid base wage.

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

## **Homeworker/ Travel Consultant Melbourne - \$Excellent + Commission - Ref 643PC**

Wanted: Highly motivated individuals with experience in domestic & international travel, who enjoy taking ownership of their own client base and can provide the very best in customer service. Candidates must have an established client base to build upon. The successful candidate will benefit from an attractive remuneration package comprising of a base salary, commission structure and profit sharing. Work flexible hours from the offices or work independently from home.

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

## **Corporate Travel Consultant Brisbane - \$Base + Super + Incentives - Ref 601DB1**

Are you a professional Corporate Travel Consultant? Do you want to work for one of Australia's largest and most progressive independent travel management companies? If so, this could be the right career move for you! A leading corporate travel company are looking for consultants with solid experience in booking both domestic and international travel. This is a great opportunity for a savvy Corporate Consultant looking for a change in a fantastic team!

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

## **Bus. Dev. Manager (Academic & Corporate) Sydney - \$80K Package + Incentives - Ref 603BP**

A leading travel management company is looking for Sales Manager/ Business Development Manager to assist with ongoing expansion in Academic & Corporate Travel across the Australian travel market. You will be responsible for building rapport and developing relationships with key prospects. It is essential you have confident communication skills, sound travel industry knowledge, are highly motivated with a positive attitude, and have a fantastic sales track record.

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

## **Travel Consultant S. Perth - \$40-45K + Super + Incentives - Ref 0641NC1**

Are you an experienced Travel Consultant with brilliant travel industry experience looking to work closer to home? This is a fantastic position within a small team in a brilliant company with lots of scope for growth. Bring your amazing product knowledge, where you will be well supported by the management. You will be offered an awesome base with exceptional commission and company benefits and Fams! Its time to make the move and join the team!

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

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