



From 01 April 2013 China Southern Airlines will introduce NEW Airbus A330-200 aircraft on all flights from Perth and Brisbane\*. Fully flat beds in Business Class and PTV's in all classes will now be available on every flight. Yet another reason to choose China Southern and fly The Canton Route to the World.





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Friday 1st March 2013



#### Win a trip to Singapore

TODAY'S issue of Travel Daily kicks off Mar in style with a brand new monthly comp in which we are giving away a fantastic fournight trip to Singapore.

Courtesy of the Singapore Tourism Board and Shangri-La Hotels & Resorts, we're giving readers a chance to 'Get Lost in Singapore' over the next month, with a daily question based around the destination.

See pg 7 for the first question.



### Gaines adds external role

JETSET Travelworld executive director, chief operating officer and cfo, Elizabeth Gaines, has taken a second job, having been appointed as a non-executive director of Australian mining giant Fortescue Metals Group.

Her new additional role will see Gaines attend Fortescue board meetings, of which there were seven in the last financial year, as well as potentially participate in other meetings such as those held by Fortescue's Audit, Finance or Remuneration Committees.

She is the first woman ever to be appointed to the Fortescue board, with chairman Andrew Forrest saying "her exceptional leadership record in business,

#### **Bunnik cruise & tours**

**ADELAIDE**-based tour operator Bunnik Tours has launched a new 15 itinerary 2013/14 cruise and tour program, in partnership with Holland America Line.

The 44-page program features options to South, Central & North America, Asia and Egypt & the Mediterranean.

Options include a 37-day Iguazu, Carnival & the Amazon cruise & tour departing on 22 Feb 2014, escorted by Marion Bunnik, and priced from \$15,995ppts.

#### CZ A330s for BNE/PER

**CHINA** Southern Airlines is today spruiking the launch of new A330-200 aircraft on all flights from Guangzhou to Brisbane and Perth, effective 01 Apr - see cover.

The new A330s feature fully flat beds in Business Class & personal IFE units in all classes.

accounting and financial discipline across a range of industries, will be invaluable".

Non-executive directors of Fortescue Metals were last year each paid a fee of \$140,000, with additional payments for participation in committees.

In 2011/12 Gaines was JTG's second highest paid employee after former ceo Peter Lacaze, having been appointed Chief Financial Officer in Oct 2010 after the Stella takeover and then taking a role on the company's board on 30 Jun 2011.

Last year she received a total remuneration package from JTG of \$970,608 including a \$584,801 base salary and a \$280,500 bonus.

CEO Rob Gurney told TD Gaines' new directorship did not in any way signal a change in her JTG role.

#### Seven pages of news

Travel Daily today has seven pages of news, a front full page for China Southern Airlines plus full pages from: (click)

- AA Appointments jobs
- Footy tipping competition

#### Interim Tiger ceo

TIGER Airways Australia will hold off on appointing a new chief executive officer to replace Andrew David as it awaits a decision on the planned sale of a 60% stake to Virgin Australia.

Instead, an internal candidate, chief pilot Harry Holling, has taken the position of Acting ceo

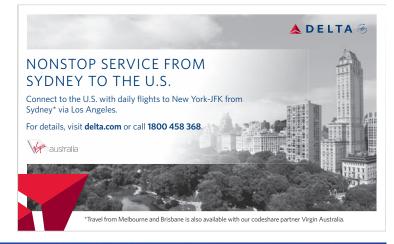
In Dec, it was revealed that David had jumped carriers after being appointed as the ceo of Jetstar's long-haul operation, based in Melbourne (TD 07 Dec).

The ACCC says it expects to make a decision on the proposed VA/TT tie up in 2 weeks.

#### **BARA director sought**

**THE** Board of Airline Representatives Australia has today advertised in mainstream newspapers for a new Executive Director, with incumbent Warren Bennett set to step down.

Bennett has headed up BARA for more than 15 years, with the organisation seeking a replacement who will "influence, affect and promote aviation policy at the highest levels of government and business".



Fly direct from Australia to Mauritius Third weekly flight starts 5 April book now!

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dana@inplacerecruitment.com.au



click here for details



Friday 1st March 2013





Ex SYD/BNE inc all taxes

CLICK HERE

#### SIA's ducks in a row

SINGAPORE Airlines will later this month showcase its sporting support as the Presenting Partner of the Sydney International Rowing Regatta which takes place in Penrith from 18-24 Mar.

It's the biggest rowing spectacle in the Asia Pacific region since the Sydney Olympics, and Destination NSW is also a key supporter.

Singapore Airlines will host a special hospitality lounge, with the event featuring over 2500 competitors and 600 races.

#### **CX fuel surcharge**

**CATHAY** Pacific Airways has advised agents of a fuel surcharge increase of between US\$1.90-\$6.90 per sector on its services and those of Dragonair.

Effective for tickets issued/ reissued, for travel from today, the CX fuel surcharge from Hong Kong to Sydney, Brisbane, Cairns, Perth, Melbourne and Adelaide will be US\$123.30 each way.

### **AFTA** accreditation role

THE implementation of the current wide-ranging reforms in the Australian travel industry has moved to the next stage, with AFTA formally recruiting for a General Manager for the new industry accreditation scheme.

Under the Travel Industry Transition Plan approved by consumer affairs ministers from across the country (*TD* 07 Sep), a voluntary industry accreditation scheme is to be implemented.

The plan says this would "serve as a barrier to entry to the intermediary industry, and as an alternative to industry association membership or industry accreditation (e.g. IATA) for travel agents who wish to signal their quality to consumers".

The proposal is that AFTA should administer such a scheme "due to its profile and experience in handling customer complaints relating to AFTA members & other travel-related service providers."

The new role will report to AFTA ceo Jayson Westbury, with responsibility to manage the development of the scheme, create awareness among the industry and consumers, liaise with government officials and the ACCC, and overseeing the program once it's up and running.

Applicants need to have experience and knowledge of dealing with government grants, developing and operating quality systems, exposure to T-QUAL, plus senior experience, with an "executive salary package" to be negotiated for the senior role.

**MEANWHILE** today is the final day for NTIA 2013 nominations - **CLICK HERE** to nominate.

#### Carnival 24hr hotline

**CARNIVAL** Cruise Lines says it's stepped up its commitment to travel agents and consumers by extending the operational hours of its local call centre to 24 hours a day, seven days a week.

Billed as an "Australian first," Carnival director Australia and New Zealand, Jennifer Vandekreeke, said the initiative "will be a major help" to Aussies wanting to book on *Carnival Spirit*, "whenever they need us."

"We know Aussies lead busy lives and we also know holiday inspiration can strike at any time".

Carnival said the change would benefit agents who work long hours & throughout the weekend with continual support via a dedicated call centre team.

#### **Sales Coordinator**

As the Sales Coordinator you will provide support to the National Sales Team, including reporting and the preparation of sales material. Under the guidance of the National Sales Manager and Marketing Supervisor you will be responsible for the development of sales through direct communication with retail and wholesale partners.

To be successful in this role, you will possess strong administrative skills, a sound knowledge of MS office, a great attitude, confidence and outstanding organisational/time management skills. An understanding of retail and wholesale distribution and a minimum of two years experience in the Travel Industry are essential.

Immediate start, please forward your cover letter and resume to careers@traveltheworld.com.au by 08 March 2013.







# **Nominations open now!**

afta National Travel Industry Awards

Saturday 20th July 2013

VISIT www.afta.com.au

### Brisbane. Daily.

From Brisbane to the World. Every day of the week from February.

CLICK HERE FOR MORE DETAILS





Friday 1st March 2013











### \$1.7 m half year Skywest loss

**PERTH**-based Skywest Airlines today reported a \$1.7 million loss for the six months to 31 Dec (TD breaking news), despite record turnover as it expanded its Virgin Australia regional partnership.

The figures come in the lead-up to a special meeting of shareholders to vote on the proposed 100% acquisition of the carrier by Virgin Australia, to take place later this month.

Revenue was up 19% to A\$135 million but the government's carbon tax and several nonrecurring costs impacted the overall profit figure.

The airline cited "substantial

investments and an expansion of the workforce" to build a foundation for future growth in its regional turboprop network.

FIFO charter business was 18% lower than in the previous corresponding period, "however this was temporary" the carrier said, with new contracts added in recent months.

"Overall current trading is trending to the positive," the airline said, with a current review under way of the "business, organisation, methods and practices" which has led to "considerable cost savings in recent months".

#### **Bench to Madagascar**

**FIVE** new Madagascar touring packages have been released by Bench International, marking the firm's return to the country.

The African specialist dabbled with a Madagascar program 15 years ago, says product director Fiona Orton, but at the time found infrastructure premature for clientele.

Bench's reintroduction has been prompted by demand, together with stability in Madagascar, with the program targeted towards wildlife & beach-based holidays.

It features four eight-day trips and an 11-day itinerary, with the tailor-made packages departing daily based on up to 10 people, and varying in price between \$1,290 and \$1,550pp - more at www.benchinternational.com.au.

Vale Alan Jordan

THE indusrty is mouring the

passing this week of the founder

of Templar Marketing and former

America travel advisor Alan Jordan.

agents & South American suppliers

for his comprehensive knowledge

Alan was highly regarded by

### **New Etihad TVC**

ETIHAD last night launched a new global advertising campaign, which will include a new television commercial to air for the first time this Sun 03 Mar.

Themed 'The World Is Our Home, You Are Our Guest,' it's the first major Etihad advertising campaign in three years, with international and regional TV, print, outdoor and digital media advertising components.

To view the new ad on Travel Daily TV click on the logo at right.



### Window Seat

SHAKES on a plane...

The US Federal Aviation Administration is understood to be somewhat concerned about a new dance craze which is sweeping America's colleges.

A group of students on board a Frontier Airlines flight from Colorado Springs to San Diego filmed themselves doing the socalled 'Harlem Shake' - and the video has now gone viral.

According to the FAA the group was en route to an Ultimate Frisbee tournament.

In the Harlem Shake video one student starts dancing in the centre aisle, and then everyone else on board joins in.

Frontier Airlines said that the students asked permission and the stunt took place after the seatbelt light was turned off.

It's now spawned several other imitators which are also visible on YouTube check out the original at traveldaily.com.au/videos.

### WANT TO WORK FOR AN AWARD WINNING WHOLESALE TRAVEL COMPANY?

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- Competitive salary package
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- Opportunity to drive new business

The right candidate will be attuned to the needs of the retail leisure market and possess the following:

- ✓ Minimum 2 years of business development experience in retail, corporate or wholesale travel
- Excellent written, verbal and presentation skills
- An ability to build and nurture relationships
- Business Acumen with an ability to affect change

Backed by an established Sales Department you will receive the resources and support needed in order to succeed.

#### COULD THIS BE YOU?

To apply, forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by Friday 8th March, 2013.

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#### and passion for the destination.

Contours Travel senior Latin

His funeral will be held at 11am on 05 Mar at the Church of Christ in Shepparton, Victoria.

#### Scenic back to CHC

**SCENIC** Tours has released its 2013/14 New Zealand program, featuring the return of touring to Christchurch, with guests staying at The George boutique hotel.

Other new additions include Milford Sound and Bay of Islands overnight cruises, stargazing at the Mt. John Observatory in Lake Tekapo & a Hobbiton film set tour.





Friday 1st Mar 2013

#### 20% off Peregrine ME

PEREGRINE is offering a 20% discount on all brochured Middle East itineraries, for travel by 31 Dec, when booked before 19 Apr. Some tour exclusions apply.

#### Aussie travellers sweet on sauerkraut

**AUSTRALIAN** travellers headed to Germany in record numbers in 2012, up more than 10% on the corresponding year.

The German National Tourist Board reported 701,601 overnight stays by Australia visitors during the year, accounting 1.0% of the whole source market for the nations - up from 0.6% in 2011.

Susann Schwachenwalde, Director of Marketing and Sales Australia, told *Travel Daily* the strong Aussie Dollar was providing "excepetional value for money" and making Germany more affordable than ever before.

Accommodation prices in the country are another driving force behind the growth, with rates in

Frankfurt, Munich, Heidelberg, Dusseldorf and Hamburg half that of Paris and up to €40 per night less than London or Rome.

Travel in Dec represented the largest spike over the 12 months, up 22.6% year-on-year, but stats were also higher in Jun, Jul & Sep.

Schwachenwalde said a key factor for the Dec growth was an ever increasing number of Aussies seeking a traditional German Christmas and Christmas markets.

She said more local operators both coach touring and river cruise providers - were now offering trips during Dec.

City-breaks in Hamburg, Berlin, Stuttgart and Frankfurt were most popular for Australians.

#### **New GSM partners**

**VOYAGER**, the local partner of GSM Travel Management, has welcomed the addition of two new partners, expanding the group's presence to 43 countries.

GSM China will be represented by Meiya Corporate Travel, which has offices located in Guangzhou, Shenzhen, Chengdu and Wuhan.

And PHTO Travel Consulting in Portugal is the representative for GSM Portugal.

### **Check out these dreamboats**



SUNSHINE Coast Destination Limited this week hosted some of the UK and Nordic region's top travel industry people, showcasing the Noosa region in partnership with Tourism and Events Queensland.

"We know that our naturally refreshing branding is a perfect match with UK visitors as they enjoy our natural environment of beaches, national parks and wildlife," said SCDL trade and international mgr, Jan Folletta.

attractions visited included Glasshouse Mountains Eco Lodge, Australia Zoo, Rumba Beach Resort, Oceans Mooloolaba, Spicers Clovelly Estate, Netanya Noosa, Sunreef Scuba Diving and Richard Branson's Makepeace Island resort.

Pictured above are, from left: Jane Nicholson, Tourism & Events Queensland; Rebecca Turner, Gold Medal Travel; and Winnie Sorenson, MyPlanet enjoying the river with Noosa Dreamboats.



**Hello Tomorrow** 

### Cook Islands on show

AGENTS participating in the Cook Islands Tourism Australian Roadshow in Apr/May will get the first glimpse of a new specialist training program to be unveiled.

To be held the week of 29 Apr in Brisbane, Melbourne, Newcastle and Sydney, the showcase will feature 12 suppliers, and offers wholesale networking & updates on the destination - register at cookislands.travel/AUSroadshow.

Start your Dubai adventure

Our incentive closes on the 17th March 2013, be sure to register and log all your sales for your chance to win one of 280 unforgettable five-day famil trips to Dubai.



6 Mystery prizes and 8 iPad minis also to be won.

Conditions apply; click here for details. Only open to eligible travel agency employees in AUS & NZ aged 18+. Must be available to travel between 15/5/13 and 20/5/13. Starts 21/01/13 and ends 17/03/13. Trip prizes split as follows: NSW/ACT: 40, VIC/TAS: 40, WA: 40, QLD: 40, SA/NT: 40, NZ: 80. There will be 30 trips per State group (60 in NZ) awarded via a game of skill. Remaining trips will be awarded via a game of chance. Mystery prizes awarded in game of skill to first placed entrants in each State Group. See conditions for details.



Friday 1st Mar 2013

#### Win a Grand Prix TRIP

QANTAS Holidays is celebrating the upcoming Australian Grand Prix with an incentive giving participating travel agents the chance to win tickets, accom and an exclusive behind-the-scenes tour of the motoring spectacular.

The prize will go to the agent with the highest number of Australian F1 Grand Prix package bookings during the 15 Feb-07 Mar incentive period, for travel 14-17 Mar 2013.

Toga Hospitality has partnered in the promo, offering four nights at the Travelodge Southbank.

Packages now on sale start at \$844ppts - triponline.com.au.



**Ireland targets MICE** 

**TOURISM** Ireland hosted key business event partners at a function in Sydney at Quay Restaurant last month.

Guest of honour was Irish Ambassador Noel White, and attendees at the Valentine's Day event were serenaded by the one and only Celtic Tenors, who rendered several heartmoving Irish lilts as they touted Ireland's strong MICE offerings.

Etihad Airways helped sponsor the major prize of a trip to Ireland and there were lots of heartshaped giveaways too.

Pictured above at the event from left are: Marissa Fernandez, DMS/Odyssey International; Donna Campbell, Tourism Ireland, Paul Reitberger, Conference Resources (the lucky winner of a trip to Ireland); Rebecca Smith, Event Partners; Nicole Foster, Abbey Incentive & Events; Adam Vance, Etihad Airways; and Diane Butler, Tourism Ireland.

MEANWHILE Tourism Ireland has released a hilarious new online video promoting The Gathering 2013 - the campaign which aims to encourage anyone with Irish heritage to rediscover their roots this year.

Featuring Dublin comedian Andrew Maxwell, the video has already received more than 700,000 views since being posted just three weeks ago.

To view it click on the Travel Daily TV logo or see traveldaily.com.au/videos.

# TRAVEL INDOCHINA

Share the Experience

#### Retail Team Leader

Are you passionate about Asia?

Travel Indochina is seeking a Retail Team Leader to lead Travel Indochina's retail team in Sydney.

#### **Key Responsibilities:**

- Responsible for the retail team and retail support functions in Travel Indochina's Australian business.
- Ensure the team achieve their KPI's and the overall strategic goals, particularly the sales targets, of the business.
- Ensure the maintenance and constant improvement of procedures and systems to maximise efficiencies and reduce costs of operations.
- Identify operational issues and staff training gaps and work to resolve them.
- Lead and coach the team to ensure an efficient and sales focused department.
- Communicate any changes to procedures, systems or product to the team and support them through any changes.
- Work with Marketing and other departments to develop ongoing opportunities to develop the retail and groups departments.

This role would suit a candidate with previous travel agency store retail management experience. A competitive salary is on offer combined with incentives and the opportunity to travel.

#### **About Travel Indochina:**

Travel Indochina is a boutique travel company specialising in small group and independent travel to Vietnam, Cambodia, Laos, China, Thailand, India, Burma and Japan. Visit http://www.travelindochina.com.au/.

If you are interested in joining our dynamic Sydney-based team please email your application to Steve Brady steve. brady@travelindochina.com.au before Friday 15 March 2013

#### New Grimm gm

MICHAEL Chua has been named as the new director of sales at the Ao Nang Cliff Beach Resort at Krabi in Thailand - the property which is owned by former Sydney InterContinental Hotel general manager Wolfgang Grimm.

#### QR postpones Chengdu

**QATAR** Airways has delayed the launch of its new Doha-Chengdu route by six months.

GDS displays now show the flights launching on 03 Sep rather than the previous 19 Mar date.

#### **Technology Update**

Today's Technology Update is brought to you by Amadeus IT Pacific.

It is my great pleasure to present the first of my Amadeus Technology Updates.

A couple of weeks ago Amadeus wished a heartfelt farewell to Sari Vahakoski and I made my debut as the incoming Manager Director at an event for our industry partners.

I was genuinely impressed with the feeling of community in the room. It underlined for me what makes Amadeus different: everything we do is based around the partnership between our customers, our suppliers and our people.

Our unique Altéa airline platform is a great example of how we work as a community, giving travel agents and airlines a common platform to provide the best service and duty of care as well as save consulting time and hassle.

The recent addition of Dolphin Dynamics to our mid office suite, joining Amadeus Agency Manager, Tramada, Travelog and VTO, shows our commitment to working with you to meet your needs rather than dictate: we know that one size does not fit all.

From a travel leadership perspective, Amadeus is truly a leader and was recently named the travel sector leader in European R&D. Our latest white paper **Shaping the Future of Travel** in APAC, is a fantastic example of how we can highlight the future growth areas in our local travel industry.

I look forward to meeting you all to share our exciting plans for 2013.



Tony Carter, Managing Director, Amadeus IT Pacific

AMADEUS
Your technology partner

#### New PER T2 opening

THE \$120m new Perth Domestic terminal which promises to speed up passenger movements for regional travellers was yesterday officially opened by Minister for Perth, Stephen Smith.

Dubbed Terminal 2, the facility will open to passengers tomorrow and is located next to the current International Terminal (T1).

T2 will be the new home of Skywest, Alliance Airlines & Tiger.

#### **Emirates hits a six**

**EMIRATES** has been announced as the official stadium naming rights partner of Lancashire County Cricket Club in the UK.

The ten year deal will see the club's home ground renamed as Emirates Old Trafford.

#### Niue flights double

AIR New Zealand will operate two weekly flights between Auckland and Niue, with GDS displays currently showing the additional rotation in place between 12 Apr and 26 Oct 2013.

#### Air Niugini wants ceo

**PNG** flag carrier Air Niugini is seeking a new chief executive officer, with at least ten years senior management experience.

The role is open to both PNG citizens and non-citizen applicants.

#### **Ryanair STN reaction**

**IRISH** low-cost carrier Ryanair has flagged major capacity reductions at London Stansted Airport, after officials there increased charges by 6%.

FR accounts for more than 70% of Stansted's traffic, and says it will now cut more than 170 flights per week which amounts to about one million passengers, or a 9% reduction.

The airport charges have increased at the same time as Stansted was sold by former owner BAA to Manchester Airports Group yesterday.

The carrier called on the Civil Aviation Authority to investigate the increase in charges, claiming it was "part of a sweetener package" to increase the price of the airport.



# General Manager AFTA Accreditation Scheme

With the recent announcement of the transition for travel agent regulation to accreditation, AFTA now seeks to appoint a General Manager for the new AFTA Accreditation Scheme which is to be developed over the coming months.

The General Manager will report to the Chief Executive of AFTA and will be responsible for:

- Managing the development of the new Accreditation Scheme
- Industry and Consumer Education awareness and engagement delivery
- Liaison with government officials and the ACCC
- Operational responsibility for the ongoing management of the new scheme once developed

To be successful in this role the person must have significant experience and knowledge of dealing with government grants, developing and operating quality systems, exposure to the T-QUAL accreditation scheme, knowledge of government processes and senior experience and responsibility for a P&L.

A high level of communication skills, understanding and knowledge of the travel and tourism industry and a willingness to travel interstate will be highly desirable attributes of the successful candidate.

An executive salary package will be negotiated for this senior role.

Interested applications can apply by emailing Sue Whelan on ea@afta.com.au.



**ABOVE**: AOT Group organised a famil for nine of its team recently to South Australia, organised in partnership with the South Aus. Tourism Commission.

While in Adelaide the team explored hotels and the city's highlights, then toured Kangaroo Island for a spot of wildlife sightings, and the stunning Barossa Valley to sample the regions food and wine.

Pictured at the Remarkable Rocks on Kangaroo Island, from back left are: Brian Forsyth and Mick Boylan, Sunlover Holidays bdms; Fiona Murphy, Sunlover Holidays travel consultant; Sammy Hess, Inbound FIT consultant; David Ingall, Pacific Spirit Travel senior groups

#### **Evergreen appoints**

**EVERGREEN** Tours has appointed Judith Hainke as its new Marketing Manager.

Hainke was most recently the Manager of Communications & Brand EMEA for American Airlines, based in London.

#### Aurora 2014 trekking

**AURORA** Expeditions has launched a new range of treking destinations in 2014 following the sell-out of its land-based expeditions to Nepal.

The new options include Bhutan where guests can take the 11-day Druk Path Trek from Paro next year, priced at US\$4,999ppts.

There's also an eight-night Patagonia trek operating in Dec from El Calafate, Argentina, priced at US\$3,780pp, which marries up with an Antarctica cruise - see www.auroraexpeditions.com.au.

consultant and Denise Armstrong, Sunlover Hols travel consultant.

Front row: Kylie Dealy, Inbound product coordinator; Sam Gordan, Destination & Contracting mgr and Richard Greaves, Sunlover Holidays team leader.

### REWARD!

#### Lost & Found in Singapore



This week *Travel Daily* and **Singapore Tourism Board** are giving you the chance to win one of four \$200 Red Balloon vouchers.

Be surprised at the adventures Singapore has to offer! There's certainly more than enough thrills - think free falls or high speed - in this city to set your heart racing. The question is, are you game for it? Share with us something you found in Singapore and you'll be in

I got lost in Singapore and found an exciting adventure: ...... (in 25 words or less)

the running to win.

Send your entry by COB on Fri to: stbcomp@traveldaily.com.au



### **Cunard Queen Victoria famil**



**CUNARD** Line hosted a group of 16 Australian and New Zealand travel agents last weekend on a voyage from Auckland to Sydney aboard *Queen Victoria*.

The agents were treated to Cunard's signature experiences including High Tea in the Queens Ballroom, a pub lunch in the Golden Lion, Royal Ascot Ball, along with some product training.

Queen Victoria will sail on her 116-night World voyage next year, via South America.

**Pictured** with Capt Inger Olsen (front left) are Ana Isusqui, NRMA.

Second row: Karen Kerr, Cruise Guru; Robyn Featherstone, HWT; Gail Littin, Pukekohe Travel; Elizabeth Lynch, Cruise Guru; Belinda Clark, Cunard NZ; Nicola Lambkin, United Travel Eltham; Pam Cowley, Mondo Travel Hamilton & Natalie Succar, NRMA.

Third row: Vanessa Harrison, Cruise1st; Jessica Plunkett, Carnival Australia, Cunard.

Back row: Michelle Sutton, Cruiseabout Howick; Annalea Sewhoy, Cruiseabout Merivale; Penny McDonald, Crusie Republic and Isabel Dimock, Oz Cruising.

#### Lowcostbeds US reps | QVH

**DISCOVER** the World Marketing has been appointed as exclusive representative in the United States for independent trade only bed banker, Lowcostbeds.



# Supplier Updates

**WELCOME** to Supplier Updates, **Travel Daily's** new regular feature. Agents can now access the

latest special deals and promotions being offered by suppliers, simply by CLICKING HERE.

Supplier enquiries for notices: advertising@traveldaily.com.au

#### **QVH Per res closed**

QANTAS Holidays and Viva! Holidays' Perth-based reservation sales team will be closed on 04 Mar as it marks the WA Labour Day Public Holiday.

The JTG wholesalers will provide extended day coverage through its Sydney & Melbourne centres, operating from 8:30am-8:00pm.

#### **BLUE family package**

BLUE Sydney, A Taj Hotel has rolled out a 'Kids @ Taj' package aimed at families that includes Luxury Marina interconnecting rooms, priced from \$700/night.

The offer includes a free bottle of champagne for the adults and a massive one-metre long pizza to book phone (02) 9331 9000.



Friday 1st Mar 2013

#### **Nordic Xmas options**

**50 DEGREES** North has added two new tours that combine a traditional Scandinavian Christmas & the Aurora Borealis.

The six-day Aurora Safari and Treehotel - Christmas Special trip includes two nights at the Aurora Safari Camp, a night in a Swedish cabin and two nights at the Treehotel, priced at \$3,590pp.

There's also a new seven-day Santa, Elves & Glass Igloos tour that operate on 14 Dec & 21 Dec, priced from \$3,150pp - more at www.fiftydegreesnorth.com.

#### **BritRail heading south**

**BRITRAIL** has launched its newest rail pass which focuses on the country's southern regions.

The BritRail South West pass is the 7th in the range, and offers access to rail routes along into the Cotswolds, through stops taking in Bath, Oxford, Windsor, Torquay, Portsmouth and on to Cardiff and Swansea, in Wales.

The pass is available in travel ranges from three days to one month over First & Standard Class.

#### **AA** Brazil increase

AMERICAN Airlines is seeking regulatory approval to introduce new daily roundtrip services between both Los Angeles and Chicago to Sao Paulo in late 2013 and 2014 respectively.



Stand to win a Get Lost and Find the Real Singapore adventure for two. Includes return economy class airfares, 2 nights stay at Shangri-La Hotel, Singapore & 2 nights stay at Shangri-La's Rasa Sentosa Resort & Spa and attractions passes.

Just answer the daily question on Singapore in TD's newsletter for the month of March (20 questions in total). The prize will go to the reader with the most number of correct entries and the most creative caption for the last question.

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



*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 <a href="https://www.traveldaily.com.au">www.traveldaily.com.au</a>.

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# WORK BEHIND THE SCENES PRODUCT - ALLOTMENTS CONSULTANT SYDNEY – UP TO \$45K + SUPER + BONUS

Tired of tire kickers? Want to move away from face to face selling? This is the role for you. This award winning wholesale company is looking for a talented allotments consultant to join their friendly team. You will be responsible for keeping a check on revenue for the company, liaising with overseas suppliers and assisting the product team. This is a great opportunity to make the move away from consulting. If you have 12 months industry experience; apply today?

# ADD SOME EXCITEMENT TO YOUR WORKING LIFE RETAIL TRAVEL CONSULTANT ADELAIDE – SALARY PACKAGE UP TO \$45K+ (DOE)

Wow! There has never been a better time to be on the job search in Adelaide! We have a NEW and exciting retail position close to the city. This award winning travel agency requires a new superstar consultant to join their growing team. Working on interesting itineraries you will be paid a sensational salary, be offered exciting famils and will see you love going to work again! Min 12 months industry exp required! Call us today!

# IMAGINE THE LUXURY FAMILS ON OFFER RETAIL CONSULTANTS X 2 MELBOURNE (INNER) – SALARY PACKAGE TO \$55K+ (DOE)

Have you been searching high and low for a good old fashioned retail position? We have 2 sensational high end leisure consulting roles that will see you moving away from the time wasters and allow you to create luxury 5 star tailor made itineraries for your loyal clients! With both of the roles located in the Inner Eastern Suburbs you can kiss goodbye the city commute and say hello to stress free mornings! Min 5 yrs exp.

# SAIL AWAY SAIL AWAY CRUISE CONSULTANTS BRISBANE CBD – SALARY PACKAGE \$55K OTE

Do you have a passion for the seven seas? Want to be part of the fastest growing product in the travel industry? Are you ready to take your career to the next level? Come and work for one the largest wholesalers in Brisbane as part of their cruise team. Be part of a fantastic team with the great opportunity for quick career progression in a fast paced environment. Superb educationals to exotic destinations. If you have a year's industry experience and superb cruise knowledge this is for you!

#### WORK FOR THE BEST IN THE BUSINESS CORPORATE TRAVEL CONSULTANT SYDNEY – \$60K PACKAGE + BONUS

Do you want to work for one of the best in the business? Want to work for a company that treats you like a person a number? This fantastic corporate Travel Management Company is looking for an extraordinary corporate consultant to join their fun and friendly team. You will be responsible for managing all the corporate travel needs of the client. If you have 2 years corporate travel experience and have knowledge of Galileo/Tramada, apply for this great role.

# ARE YOU SICK OF FEELING LIKE A ROBOT? CORPORATE TRAVEL CONSULTANT PERTH – SALARY PACKAGE TO \$65K (DOE)

Exciting \*NEW\* corporate role located close to the CBD in Perth! This role will see you move away from a boring processing role and will allow you really concentrate on customer service and your ability to tailor make itineraries with your loyal clients. Working Monday – Friday hours you will be rewarded with one of the best salaries in Perth for doing the job you love! Min 3 years exp and ticketing req.

## JUNIOR CONSULTANTS – BE PAID LIKE A SENIOR! TRAVEL CONSULTANTS

MELBOURNE (INNER) – SALARY PACKAGE \$52K

Due to company growth, this successful travel agency requires a new consultant to join their team. This role will see you move away from face to face consulting and allow you to focus on customer service! With a fantastic rotating roster on offer you will have a sleep in every 2 weeks and be paid a high base salary! This role could be your if you have a min 12 months experience using Galileo! Call us today!

# SET THE WORLD ON FIRE..... CORPORATE TRAVEL CONSULTANT BRISBANE (CBD) – SALARY PACKAGE \$47K

Stop sitting back wondering what it's like to work for a global organisation. The time is now to show off your stuff and take the corporate travel world by storm. The growth opportunities are endless, the accounts are fast paced and interesting and the team is the best in the business. All you need is a min 18 months international corporate travel consulting experience, solid CRS skills and sensational customer service skills. Apply to find out more.

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