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Travel Daily

First with the news

Monday 25th March 2013

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QF/EK YouTube push

QANTAS and Emirates will be waiting with bated-breath for a decision on their planned alliance this week by the ACCC, with QF's inaugural services to Dubai from both Sydney & Melbourne taking place this coming weekend.

In the lead up to the launch, the carriers have produced a new video on the partnership, which has already received over 4,000 hits on YouTube since its roll out on Thu - see www.bit.ly/QFEKvid.

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Holidays

Gray to succeed Ferguson

AUSTRALIAN Tourism Export Council has lauded former Federal Tourism Minister Martin Ferguson for his service to tourism after announcing his retirement from the Ministry on Fri afternoon.

"Minister Ferguson has made an

enormous contribution to the Australian tourism industry over the past 5 years and the industry has benefited greatly from his focus, dedication and vision," said ATEC md Felicia Mariani.

She praised his efforts to unite state and federal entities to drive the industry's long term strategy to overcome issues which had held ATEC back in the past.

"Tourism gained a strong friend & supporter with his appointment to the portfolio which finally brought a significant voice for tourism to the cabinet table."

ATEC chairman John King OAM said Ferguson would be "sorely missed" by the trade.

Gary Gray was this afternoon named as Ferguson's successor to the Tourism portfolio.

Euronet booking delay

DELAYS on confirmations can be expected today as European rail network operators switch from winter to summer timetables, Rail Plus national sales and marketing manager Greg McCallum has said.

Booking turnaround times are affected in a similar way every six months due to the changeover.

"Once all of the European rail carriers have uploaded their summer inventory, confirmation times will quickly return to normal," McCallum reassured.

DriveAway earlybirds

DRIVEAWAY Holidays' latest round of earlybird discounts on car hire, motorhome rental and Peugeot leasing will end on Thu 28 Mar - more details on [pg 11](#).

Eight pages of news

Travel Daily today has eight pages of news and photos, plus full pages: ([click](#))

- AA Appointments
- Travel Trade Recruitment
- Rail Plus
- Driveaway

It pays
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Globetrotter portal

A NEW website featuring new travel packages, destination info, image galleries, blogs on travel and interactive staff profiles was launched late last week by Globetrotter Corporate Travel.

The platform also offers a free downloadable Travel Health Check tool allowing businesses to assess their travel program to help find savings & increase efficiency.

See the website, available at www.globetrotter.com.au.

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Holiday Inn Express for Oz

INTERCONTINENTAL Hotels Group has confirmed the debut of its budget-priced Holiday Inn Express brand to the Australian market, with a Perth property slated to open by early-2015.

The new-build 224-room Holiday Inn Express will be built at 257 Adelaide Terrace by WA-based developer Sunfire Asset, and offer Swan River views.

Head of Sunfire Ralph Nunis said the HINN Express model allowed operational costs to stay low and meant “competitive” room rates.

The Holiday Inn Express model offers “uncomplicated” rooms with a “smart, modern and consistent layout” and a range of amenities.

IHG says the announcement addresses the growing demand for hotel rooms in the WA capital - home to the country’s highest

CBD hotel occupancy rates, which are forecast to top 88% in the financial year to Jun 2015.

The average price of a Perth hotel room is tipped to jump 30% by the same time, escalating from \$199 to \$259 per night.

Construction of the \$35m project will get under-way in mid-2013, and incorporates a 20-floor hotel and a circa 1888 heritage house.

“There is a real investment potential in Perth hotels at the moment, with the mining capital of Australia experiencing soaring room rates and a shortage of guest rooms,” Nunis said.

“The [Perth] CBD hasn’t seen a new hotel build for more than a decade, so we’re delighted to be working towards a solution for both business & leisure travellers to the city,” he added.

IHG’s Phil Kasselis the said HINN Express “meets the need for an affordable alternative to full service hotels.”

The new Perth project lifts the number of IHG brands present in the Australian marketplace to four, behind InterContinental, Crowne Plaza and Holiday Inn.

P&O sails ex all states

CRUISES will depart from every Australian mainland state as part of P&O Cruises’ 2014-15 schedule. Highlights of the new program include dedicated departures from Fremantle, sailing to Indonesia on *Pacific Jewel*, as part of the P&O SeaAsia range which will see the liner based in the WA port.

All up, 143 departures have been scheduled, which also feature expanded departure schedules from Melbourne to Tasmania and South Australia, as well as roundtrip voyages from Adelaide.

A five-day sailing from Sydney to Melbourne as part of the Australian Open tennis grand slam and three ships visiting Sydney Harbour on Australia Day 2015 are also part of the schedule.

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Travel Daily

First with the news

Monday 25th March 2013



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AIRWAYS

Travel Daily on location in Toulouse

Today's issue of *TD* is coming to you from Toulouse in France, courtesy of Atout France

TRAVEL Daily is in France for the 8th Rendez-vous en France workshops in Toulouse.

But before business begins, *TD* along with 900 tour operators from around the world, fanned out for a fun weekend on an array of exciting famils to 67 regions to explore the beauty of France.

Groups cycled through Alsace, sipped fine wine in Bordeaux, lazed on the Riviera, indulged in gourmet treats, visited the beaches of Normandy, and got a private tour of the A380 Airbus factory in Toulouse.

Chateaux, Abbeys, culture, art and town markets are also on the list as French tourism goes all out to impress buyers and reinforce that France is still the world's most popular tourist destination - 80 million visit the country annually.

Look for *Travel Daily's* exclusive coverage later this week.

Insurance furore continues

TRAVEL Daily stories on moves by so-called "agent-friendly" travel insurers into the direct market (*TD* Thu, Fri) have excited a strong response from readers.

Several agents have forwarded "like-for-like" quotes comparing SureSave's agency offering with that of the firm's sister brand

NZ axe standby fares

AIR New Zealand has confirmed it will cease to offer Standby Fares to guests, effective 06 May.

The grabseat fare offering are available on a last-minute basis at the airport between domestic NZ ports when spare seats were still available on a flight 30 mins out from departure.

The Star Alliance carrier said the move was "in recognition of the greater availability of cheaper airfares and the fact customers prefer to be able to purchase confirmed seats at great prices."

MEANWHILE, Air NZ said on Fri it would expand the number of grabseats available domestically by 100,000 this year.

The extra cheap seats coincide with Air NZ's ongoing fleet growth.

Travel Insurance Direct, indicating that the online seller is in some cases undercutting retailers' pricing by as much as 40% - with similar or better policy inclusions.

While agents accept that travel insurers will offer their product through multiple channels, what has angered some is aggressive consumer advertising by Travel Insurance Direct - particularly in Victoria, where the firm uses trams and daytime TV.

Another reader highlighted the irony of Travel Insurance Direct advertising in shopping centres - in some cases right outside the door of agencies selling SureSave.

Last week, SureSave's Michael Callaghan defended the firm, saying its various brands (which also include Travel Insurance Direct, World Nomads and Cheap Travel Insurance) offer "very different products".



Window Seat

PASSENGERS travelling between Brisbane and Melbourne on Wed 27 Mar will be entertained in a unique way, with three of Australia's best comedians performing their shows onboard.

Peter Hellier, Tommy Little and Karl Chandler will each deliver their standup comedy routines on a special stage as part of promotion for the upcoming Melbourne Comedy Festival.

The show, dubbed "Flight of the Comedians", will also see five Brisbane based comedy fans win tickets to Melbourne to see some of the festival's shows.

"I have played most comedy venues around Australia...One venue I have never played is a Jetstar plane flying above the clouds...until now," Hellier said.

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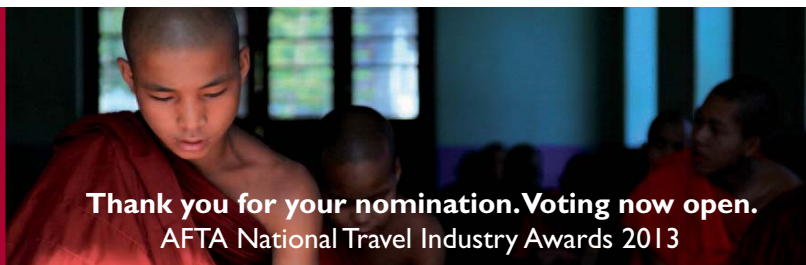
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Star Wars theme park?

DISNEYLAND Resort could soon be home to a *Star Wars* inspired 'land', according to a survey of guests who hold an annual pass.

"How interested would you be in visiting a *Star Wars* themed land at the Disneyland Resort?", the visitor poll ask, with guests able to vote on a sliding scale from 1 ("not at all interested") to 10 ("extremely interested").

The survey is also collecting data on how familiar people are with the "*Star Wars* universe", including the characters, places and stories associated with the movies, books and games.

Reports out of the United States also suggest Walt Disney World in Orlando is mulling a similar addition as part of its growth.

In 2011, Disneyland's sister-park California Adventure opened a new *Star Wars* 3D attraction, and last year, Disney acquired Lucasfilm - the production firm behind *Star Wars* - for US\$4b.

QF regional response

QANTASLINK exec manager John Gissing has welcomed a govt report on regional aviation growth that identified the number of pax at regional airports had spiked by nearly 2 million, to 24.4 million, between 2010 and 2012 (**TD Tue**).

The number of regional airports accessed increased to 171, up from 148 three years ago.

"We are seeing more people travelling to-and-from regional Australia, for both business and leisure, which is great for tourism and regional economies," he said.

Gissing said QFLink had made a range of network improvements to accommodate the growing number of people travelling from regional to metropolitan cities.

"We are flying to more places, more often and flying advanced aircraft with are larger, quicker and quieter," he said.

More recent initiatives include deploying larger Q400s and upping frequencies throughout NSW.



TIC NSW under Business Chamber

THE Tourism Industry Council NSW has announced plans to form a strategic partnership with the NSW Business Chamber.

Party cooperation will include policy, research, training, business development and advocacy (from the Chamber), combined with TIC NSW's industry capability and knowledge.

The proposal will see the TIC established as an operating division in a position that "will play an effective role in assisting the NSW Government to deliver the Visitor Economy Industry Action plan," says TIC NSW

chairman Ken Corbett.

He said the new entity within the NSW Business Chamber would tighten the tourism focus of the Chamber, and improve communications with small businesses throughout the state.

Changes will see TIC NSW have a two-pronged positioning, where it will maintain its own voice on relevant issues but also play a larger role in influencing the broader visitor economy objectives across the state.

Corbett said the "milestone agreement" would allow the TIC NSW to work closely with govts at all levels to achieve positive business and tourism outcomes."

All current members will automatically become members of the Tourism Division of the Chamber at no additional cost.

A decision on the move will be decided at an Extraordinary General Meeting, with the current model wound up on 30 Jun.

TripAdvisor Tiny buy

THE world's largest travel website TripAdvisor has made yet another acquisition, buying the app Tiny Post for an undisclosed sum.

Tiny Post allows users to write over photos and convert them into stories.

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Daily	EK421	22:05	05:00

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New Cunard land trips

CUNARD Line has introduced four new shore excursions in London, New York and Hamburg for the 2014/15 cruise program. Options include a *VIP Royal Tour of London* which offers a private viewing of the Crown Jewel, a Tower of London guided tour and two nights at the Goring, or an *Exclusive Macy's Fashion Breakfast* in New York, that gives guests access to the store before regular operating hours.

QFFF bonus points

QANTAS Frequent Flyer is offering bonus points on eligible international Qantas flights between Australia and Dubai or Australia and the UK, Europe or Middle East (via Dubai) for travel between 22 Apr and 30 Jun. Return Economy class flights can earn a bonus 2,500 points, while International Business Class and First Class return flights will accrue 5,000 & 7,000 points respectively. QFFF members need to register and book before 04 Apr to take advantage of the special offer.

Google takes a hike

GOOGLE Street View has taken to some of the world's tallest mountains, with browsers now able to scale Mt Kilimanjaro, Mt Elbrus, Aconcagua and parts of Mt Everest while online.

Jan air, hotel satisfiers

VIRGIN Australia and Singapore Airlines have ranked highest in Roy Morgan Research's Customer Satisfaction Awards for Domestic Airline and International Airline respectively for the month of Jan. Sofitel was the leader in the Hotel & Resort category in the Customer Satisfaction category.

Quest rejig in Manly

QUEST Serviced Apartments has completed a half-a-million dollar refurbishment of the Quest Grande Esplanade property, coinciding with the rebranding as Quest Manly last week. The revamp has seen kitchens and living areas in all studios and apartments refreshed for a modern, contemporary style.

If you like our service and support we would appreciate your vote for **Finnair Best International Airline-Off-line NTIA 2013.** Voting is now open until 19 April.



Qantas' Platinum partners



QANTAS head of industry sales Karen Tsolakis and executive mgr, sales, marketing & distribution, Steve Limbrick hosted the annual Platinum Club Agents event in Sydney late last week. The signature event is regarded as one of the most prestigious nights on the industry calendar, and was attended by 100 agents nationwide. Guests were treated to a delectable three-course dinner prepared by past *MasterChef* contestants, held at The Sculpture Terrace rooftop of the Museum of

Contemporary Art, with stunning views over Sydney Harbour and the Opera House, showcasing QF's commitment to world class food and wine experiences. Attending his very first Platinum Club event was Qantas Domestic ceo Lyell Strambi, who thanked agents for their ongoing support and highlighted the exciting opportunities to come under the proposed alliance with Emirates. **Pictured** above from left are: Tom Goldman, Karen Tsolakis, Andrew Blakey, Donna Meades-Barlow and Karsten Horne.



ABOVE: Qantas' Karen Tsolakis, Lyell Strambi & Stephen Limbrick (right) with former *MasterChef*

contestants, Justine Schofield, Julie Goodwin & Hayden Quinn, who prepared the Platinum dinner.

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CAT 27: **CRAIG OWENS** - BEST SALES EXECUTIVE - INDUSTRY SUPPLIER

afta
NATIONAL TRAVEL INDUSTRY AWARDS

Zimbabwe visa entry

THE Dept of Foreign Affairs & Trade is advising Australian citizens entering Zimbabwe for tourism purposes are required to pay for a single entry, 30-day visa on point of entry.

Extensions are possible, and require a visit to the Zimbabwe Department of Immigration or an Immigration Office.

WIN A 2-NIGHT BREAK AT PALMER COOLUM RESORT

This week, **Travel Daily** is giving one lucky reader the chance to win a 2-night break at **Palmer Coolum Resort** on the Sunshine Coast.

The prize includes two nights accom in a 2-bedroom Woodland Suite and flights from any Australian capital city.

Palmer Coolum Resort's Kids Club is considered one of the best holiday destinations for kids in Australia. Providing a comprehensive range of facilities and activities, Kids Club caters for children from 6 weeks to 10 years.

For your chance to win this great prize, email your answer to the question below by COB on Thursday to: pccrcomp@traveldaily.com.au.

In 50 words or less, tell us which of our activities or fun holiday programs planned and coordinated by our qualified child workers would your kids like to take part in and why?

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Tablet flicks on the go

TRAVELLERS will be able to pack more of their personal music and movie collections into holidays with the launch last week of the Seagate Wireless Plus personal media storage device.

The device works just like a portable hard drive, however is wireless and streams content to a user's tablet or smartphone, in a way similar to onboard streaming technology quickly being adopted by airlines.

Available with capacity of up to 4TB, it allows up to eight wi-fi connections and three separate video streaming sessions at once, ensuring all the kids can watch what they want on long journeys.

More info at www.seagate.com.

Garden show for Syd

SYDNEY'S Centennial Park will host the inaugural Australian Garden Show between 05-08 Sep, produced under the direction of Vivid Sydney Festival director Anthony Bastic.

Program details and tickets will go on sale next month.

Cairns reaps rewards

INCREASED operating capacity from Chinese carriers into Cairns is paying dividends, with the Nth Queensland city posting a 15.2% year-on-year improvement in international arrivals for Feb 2013.

In all, 61,712 people arrived on flights from overseas, compared to 53,569 twelve months ago.

RCCL installs Coke machines fleet-wide

COCA-COLA vending machines will be installed on all Royal Caribbean International vessels operating worldwide by the end of the year, RCCL has confirmed.

The 'Freestyle drinks machines' allow users to create their own unique soft drink, with interactive video screens taking users through a step-by-step process to design a personalised beverage they can access on their cruise.



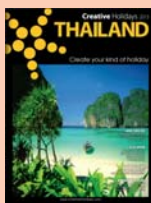
Brochures of the Week

WELCOME to *Brochures of the Week*, **Travel Daily's** Mon 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.



Topdeck - Australia & New Zealand 2013/14

Highlights of the new guide to youth holidays in Australia and NZ include experiences such as tasting kangaroo and emu meat in a small outback town, or a Great Barrier Reef cruise. Over 3,000 departures of 50 different itineraries feature, taking in all corners of both countries. New tours include a 21-day trip from Melbourne to Cairns, while prices have been dropped on a 6-day NZ Southern Explorer, including a half-day Fox Glacier hike.



Creative Holidays - Thailand 2013

Thirty new accom options have been added to the CH range for Thailand, making it one of the largest in the Australian market. Of this, nearly 20 are in Phuket alone, cementing the popularity of the destination among Aussies. The affordability of luxury options on the island have seen a strong swing to these, such as the Banyan Tree and the W Retreat in Koh Samui.



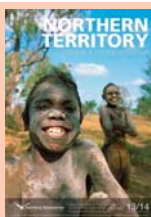
Bill Peach Journeys - Private Jet Journeys 2013

The old pilgrimage from Sydney to London and return has never before been available with the luxury of private jet. Itineraries of 17 and 18 days travel by Embraer private jet and run for only 30 people at a time, visiting some of the world's most spectacular locations on the way, complete with luxury accom.



Introduction to the island of Niue

Little is known about the tiny island of Niue, which is tucked away in a small part of the South Pacific, but the destination's Tourism Office is pushing promotion of the island with its first ever mass-produced guide. Served by twice-weekly flights by Air New Zealand, Niue boasts much to travellers of all types seeking all kinds of experiences. From adventure activities to pristine beaches, Niue offers so much unspoilt nature to be explored.



Territory Discoveries - Central & Top End 2013/14

All of the many ways to explore the Australian outback, with multiple tour operators, are featured as part of the new guide from Territory Discoveries. Included is product from Inspiring Journeys, as well as features on the ultra-luxury available at remote homesteads such as Seven Spirit Bay in Arnhem Land & Berkeley River Lodge. Packaged deals are available, as well as FIT product, multi-day touring, flights and part or full day tour options.



Driveaway Holidays - Peugeot Open Europe 2013

Cruise Europe's coastal roads and mountain village tracks in a luxury Peugeot, with self-drive options at so many pickup and dropoff depots across Europe. This guide takes agents through the entire step-by-step booking process, helping clients choose the best rental package for them, as well as answering the questions most often asked. The information available ensures clients leave for their trip fully informed on how to best enjoy their car.

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Insight celebrates with OVC



GOLD Coast agency Our Vacation Centre recently enjoyed a morning break consisting of Insight Vacations, who dropped in unexpectedly to celebrate strong sales results with the team.

Bringing chocolate mud cake, fresh strawberries, bottles of French champagne, as well as streamers and party whistles, Our Vacation Centre were toasting to having already reached the Top

Four Oaks in Victoria

COMPLETION of the fourth Oaks Hotels & Resorts property in Vic, consisting of 220 apartments is on track for this year, the company has announced.

Kakadu licenses open

APPLICATIONS are now being accepted for tourism licenses operating in the Kakadu National Park to begin from 01 Apr 2014.

Permits available include sport fishing tours, bushwalking tours, safari camps and access to Indigenous sites are open until 31 Mar, with a second round opened in Oct for any remaining licenses.

EK Wolgan agent deal

TRAVEL industry staff can take a break at the Emirates Wolgan Valley Resort & Spa from 01 Apr, priced from \$350pppn.

The deal is available year-round, call (02) 9290 9733 for bookings.

Mobile bookings rise

RESEARCH conducted by PayPal into mobile travel booking trends has revealed a 16-fold explosion in bookings made on mobiles in 2012 compared to the year prior.

Growth figures trump that of online, with more than 15-times as many payments being made on mobiles than through computers.

According to the findings, one in every five consumers booking travel through PayPal is now done through a mobile device.

MEANWHILE, PayPal has launched a new promotion, offering a suitcase full of spending money as a prize, with entries awarded for every travel-related booking processed via PayPal.

Achiever / Elite Status sales level after only two months of the year.

The team were certainly appreciative of the surprise and the recognition from the wholesaler at their achievement.

Insight Vacations sales manager for Qld/NSW Tomas Malmberg is **pictured** above with the team from Our Vacation Centre enjoying their well-earned morning tea.

Abu Dhabi race at full throttle



FORMULA One Grand Prix racing can be addictive, as proven by the team from the Abu Dhabi Tourism & Culture Authority last weekend as they hosted trade partners to corporate hospitality at the Australian F1 Grand Prix.

Taking in the atmosphere from the Abu Dhabi Lakeside Lounge, guests were in pole position as far as viewing opportunities allowed, also taking in some Arabian style hospitality during the race events.

TCA Abu Dhabi were in town to

try and render attendees they had a Grand Prix of their own, which will once again take place at Yas Marina from 01-03 Nov.

Pictured above enjoying the Abu Dhabi corporate facilities, which included a Shisha, from left is John Schibli, Premium Sports Tours; Deb Fox, APT; Michael Woods, Abu Dhabi Tourism & Culture Authority; Ian Murton, Garuda Indonesia and Kate Brown from the Abu Dhabi Tourism & Culture Authority.

Toga Taipans in Dragon-Boats



NICKNAMED the Toga Taipans, a team of competitors from across the Toga Hospitality organisation trained for eight weeks to prepare for the NSW Corporate Games Dragon Boat Championships, held last weekend.

While having fun was the key aspect of the day, a tinge of competitive fire fuelled the teams

to strive for victory.

The Toga team had a fantastic day, taking out the win in a minor finals event, along with having an exciting and fun-filled day.

With competitor teams looking on in concern at the quality of their opposition, the Toga team are **pictured** below preparing for one of the day's races.

W to double in Asia

THE luxury W Hotels brand has flagged a massive expansion plan which will see the group double its presence in Asia by 2018.

In addition to recent openings in Singapore and Bangkok, new properties have been slated for development or construction in Indonesia and Malaysia as well as four new hotels in India and China, including a resort in Goa & hotels in Shanghai & Guangzhou.

Tahiti travel packages

AIR Tahiti Nui has partnered with Tahiti Travel Connection to release a range of travel packages to the idyllic island destination.

Deals start from \$2250ppts for seven nights at the Le Meridien Tahiti in a deluxe ocean view room, with airfares flying TN.

Elsewhere, a seven night trip with five at the Hilton Moorea and a night each side in Papeete is priced from \$2595ppts.

Travel Associates sample HK



HONG Kong turned on its best for the marketing team from The Travel Associates, who spent four nights in the city courtesy of the Hong Kong Tourism Board, Cathay Pacific and Shangri-La Hotels.

Joining them was a member of the Infinity Holidays marketing team also, with the group relaxed and ready to hit the city upon their arrival in comfort travelling with Cathay Pacific from Australia.

While in Hong Kong, the group spent two nights each at the Shangri-La properties on Hong

Kong Island as well as in Kowloon.

Enjoying a foodie walking tour of the city was one of many highlights enjoyed, along with a cooking class at the Six Senses Cooking Studio, which is where the group are pictured above.

From left is Lisa Lee, Hong Kong Tourism Board; Raelene Carter, Infinity Holidays Marketing; Clair Paul, Travel Associates; Sarah Clay, Travel Associates; Adrian Clarke, Travel Associates; Denice, Six Senses Cooking Studio; Michael Thomson, Shangri-La Hotels & Resorts; Carla Orbell, Cathay Pacific; Sue Johnson, Travel Associates; Mandy, Six Senses Cooking Studio; Kane Parsell, Travel Associates and Coby Sullivan from Travel Associates.

Final Encores taken

ENCORE Travel Pty Ltd, located in Frankston, Vic (ABN: 26 728 483 696) has ceased trading as a travel agent according to the latest Travel Compensation Fund participant update.

AKL huge China boom

AUCKLAND Airport has recorded a massive year-on-year leap of 94.2% for the number of Chinese visitors passing through its terminals during Feb 2013.

Chinese New Year festivities, which this year were held in Feb as opposed to late Jan, affected the statistics of many airlines and airports in the Asia-Pacific region & was cited by AKL management as being key to the increase.

Australia posted a modest 1.1% improvement to 60,000 arrivals.

JetBlue US premium

NEW YORK-based JetBlue has announced the introduction of "premium seats" on daytime transcontinental US flights, with the move effective next year.

The plan would see JetBlue offer a competing premium product to that offered by most of its rivals including Delta, United Airlines and AA.

JetBlue spokesman Robin Hayes said the carrier believed some passengers were choosing other airlines because of its lack of business class seats and wi-fi.

The airline has already announced plans to install in-flight internet on all its aircraft.

JetBlue codeshare partners on US routes include Emirates and Qatar Airways.

Monday 25th Mar 2013

CX mobile boardings

CATHAY Pacific has rolled out its mobile boarding pass option at London Heathrow, valid for all CX services to Hong Kong & onward, taking to 21 the number of Cathay Pacific ports allowing mobile phone boarding technology.

Wyndham ups China

EIGHT new Ramada brand hotels will be added in China by the Wyndham Group over the next two years as part of the group's worldwide expansion.

Super Rugby Rd 6 Winner

CONGRATULATIONS

Geoff Talbot

from HRG Australia

Geoff is the top point scorer for Round 6 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental**.



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



WANTED

Mr/Miss Singapore-Know-It-All
Guilty of knowing the best off-the-beaten track experiences to find the Real Singapore

Stand to win a Get Lost and Find the Real Singapore adventure for two. Includes return economy class fares, 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

Q.17: What is the attraction on Sentosa Island where you can experience the thrill of surfing?



Brought to you by:



[Click here for Terms & Conditions and to view all questions](#)

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

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READY FOR THAT NEXT STEP IN YOUR EXECUTIVE CAREER?

LAUNCH AN EXCITING **NEW** PRODUCT

INDUSTRY SALES BDM X 3

SYDNEY AND MELBOURNE – SALARY PKGE \$ 100K

Are you a talented industry sales rep thirsty to represent a new product? Deserve a better salary package? This global company can offer you this and so much more.

You will enjoy launching and promoting a NEW product the industry has been waiting for. Excellent salary package and flexible working conditions including working from home.

Must have on the road travel industry sales exp.

HIT THE ROAD

INDUSTRY BDM – PREMIUM PRODUCT

SYDNEY - SALARY PACKAGE to \$80K

This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect individual.

NORTH, SOUTH, EAST AND WEST

CORPORATE BUSINESS DEVELOPMENT MANAGER X 8

BNE, MEL, PER, DRW – EXCELLENT SALARY + COMMISSION

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll b joining a leading corporate TMC offering a long term career and the real opportunity of progression. With a leading Brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. Apply for this role and watch your future career soar

LARGE MARKET ACCOUNT MANAGEMENT

CORPORATE ACCOUNT MANAGER

SYDNEY - SALARY PACKAGE \$85K+ +

Manage a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to a growing global brand who celebrates and rewards success and offers long term career development

JOIN A LEADER IN WHOLESALE TRAVEL

RETAIL TEAM LEADER

SYDNEY - SALARY PACKAGE \$60K PLUS INCENTIVES

This leading international wholesale organisation have a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success.

Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

YOUR CHANCE TO EXCEL

WHOLESALE TRAVEL - TEAM SUPERVISOR

SYDNEY – SALARY PACKAGE \$50-\$65K

This great new role is within a leading organization undergoing exciting growth within this specialized department. You will be reporting to the operations manager supervising a team of up to 25. You will ideally come from a wholesale background and have used Calypso. This is a chance to move your career forward with endless opportunities within this organization

MANAGE THIS UNIQUE CLIENT BASE

ACCOUNT MANAGER -ACADEMIC

SYDNEY - SALARY PACKAGE \$90K PLUS INCENTIVES

Our client a leading corporate travel management company has an opening in their account management team. You will have a portfolio of clientele that is slightly different than your normal corporate client base. Ideally you will have experience managing clients from the academic space in account management or operations. Great salary and career development on offer.

THE MAIN EVENT

EVENT 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.

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NATIONAL TRAVEL INDUSTRY AWARDS



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WWW.TRAVELTRADEJOBS.COM.AU

Travel Trade Recruitment is delighted to have been nominated in category 26 for 'Best Agency Support Service' at this years AFTA National Travel Industry Awards for Excellence, and we now need your vote to help us make it to the finals!

[Click here](#) if you work for an Australian Travel Agent and would like to vote for Travel Trade Recruitment or any of your other favorite travel suppliers in the Best Supplier categories.



VOTE TRAVEL TRADE RECRUITMENT IN CATEGORY 26:
'BEST AGENCY SUPPORT SERVICE'

Wholesale Travel Consultant

Brisbane - Circa \$40K + Uncapped OTE - Ref 406Q

A leading travel provider has a vacancy for a Wholesale Travel Consultant to join their fun and friendly team in Brisbane CBD. This company is extremely reputable, well established and offer a secure and stable working environment. You will be dealing with travel enquiries from the trade and using your extensive travel experience and sales abilities to secure bookings. In return a solid base salary, uncapped commission structure and fantastic perks are offered.

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

Specialist Travel Consultant (Africa)

Sydney - \$DOE + Super + Bonus - Ref 477

Have you been to Africa, Kruger National Park or Victoria Falls? Do you want to develop your African destination knowledge and talk all day long about Africa's diverse continent, amazing wildlife reserves and breathtaking landscapes? Join this dynamic team today as an African Specialist Travel Consultant. Work in lovely modern offices in this niche role selling luxury African adventures and safaris! A fantastic bonus system will keep your pockets lined with realistic targets.

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

Wholesale Travel Consultant (Africa)

Geelong Victoria - \$Attractive Salary - Ref 482

Do the words Serengeti and Safari bring a smile to your face? Then I need you! You would be an experienced Wholesale Africa Travel Specialist with the passion to sell the destination, the experience and the culture, as well as the ability to provide exceptional service, advice and recommendations to our valued travel agents. Unleash the beast inside you, maybe a change in career and a move to wholesale is in order, then arise to the challenge. Don't miss out!

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

Senior Retail Travel Consultant

Central Coast - \$Attractive Salary + Super - Ref 487

Sick and tired of commuting from the Central Coast to the CBD? Experienced Retail Travel Consultants wanted to join successful & busy agency located on the Central Coast. If you excel at building and maintaining long lasting relationships with your customers and are skilled at creating the perfect experiences for your clients please apply today. We're looking for someone positive & outgoing to join successful agency. Call if this sounds like you!

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

Travel Specialist (Europe)

Bayside Victoria - \$Salary + Super - Ref 4521

Have you island hopped through Croatia or the Greek Islands & experienced the post war relics of Berlin? This high end Travel Agency is looking for a Senior Travel Consultant to join their small and busy team. You will have Amadeus skills, know Europe inside out and have sold other destinations. You will be self-driven, independent and have the ability to build long term relationships with the loyal repeat clientele. If you are looking for a move to the seaside please call me.

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

Corporate Travel Consultant

Perth - \$50-60K + Super + Benefits - Ref 0455

Do you have brilliant product knowledge, exceptional GDS, and are passionate about travel? This is a lovely role working for a well-established Travel Agency, who has built its reputation on fantastic customer service and exceptional travel deals. An experienced Corporate Consultant, with bubbly personality and great personal travel experiences, is needed for customer service and sales orientated role. Exceptional training will be provided.

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

Start your job search at www.TravelTradeJobs.com.au



WANTED

Rail Plus is calling for 40 bright and ambitious travel consultants to join their exclusive Global Rail Expert Program for 2013.

What's in it for you?

- Dux of the class will receive 2 x Economy Flights to Canada + land arrangements*
- 2nd placed graduate will receive 2 x Gold Service tickets on The Ghan or Indian Pacific.
- 3rd placed graduate will receive a fully funded place on an International Rail Plus Famil.
- 4th placed graduate will receive a ticket to the 2013 NTIA Awards in Sydney on the 20th of July 2013, including accommodation and airfares from their nearest capital city.**
- 5th placed graduate will receive a ticket to the 2013 Christmas TraveLeague Luncheon in Melbourne on the 11th of December 2013, including accommodation and airfares from their nearest capital city.**
- Top 5 placed graduates will each receive free advertising in their local paper highlighting their achievements.
- All graduates will receive a Eurail Global Pass and personalized Rail Expert gift as well as an invitation to a graduation dinner in their state to help celebrate their new Global Rail Expert status.
- Upon graduating, Rail Plus will also provide you with an exclusive priority email address for future communication.

Program Outline: Successful applicants will complete 1 online module per week for 10 weeks, beginning 8th April 2013, learning about rail products right across the globe.

If you are interested in becoming a Global Rail Expert, tell us in 500 words or less why you would like to become a "Rail Expert". As there are only 40 spots available for this sought-after program we will be looking for the most creative and enthusiastic entrants.

Applications to be emailed to Jessica Halliday at railexpert@railplus.com.au by Thursday 28th of March for a program commencement date of the 8th of April 2013.

*Details and inclusions to be confirmed. **Airfare & Accommodation only applies if winner is from another state.

Rail Expert Graduates are the most knowledgeable consultants in the industry. Their expertise leads to higher conversion rates and more sales.



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