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Travel Daily

First with the news

Thursday 28th March 2013

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AirAsia X to Adelaide

KUALA Lumpur based low-cost carrier AirAsia X is understood to be considering launch services to the South Australia capital.

TD sources indicate the long haul offshoot of AirAsia is mulling a four times weekly operation to Adelaide, with flights debuting as soon as early Oct 2013.

AAX currently flies to Sydney, Melbourne, Perth & Gold Coast.

TD has comps covered

ENTRIES for our month-long 'Wanted' competition in which we have teamed with the Singapore Tourism Board to give away a four night trip for two to the city-state (see **page 8**) will close on 31 Mar.

If you haven't entered as yet, there is still a chance to win, with all the month's questions listed at traveldaily.com.au/competitions.

We'll be announcing the grand prize winner next week.

Next week we launch a new monthly comp in partnership with United Airlines & the Greater Palm Springs Convention & Visitors Bureau, where we'll give away a stunning five-night trip for two to California - more details to come.

JTG brand refresh in wings

DETAILS are emerging of significant changes within Jetset Travelworld as part of its ongoing business review, with key areas including a "brand refresh" and "strengthened franchise models".

Yesterday JTG ceo Rob Gurney told **TD** the company aims to develop an "alternative future pathway," and that the major changes will aim to improve the competitive position of the retail network, provide more value for consumers and significant benefits for suppliers.

A range of options have been developed for the retail business, and are being thoroughly tested with a range of stakeholders

before being finalised.

Gurney said that with the review involving such big changes, "we're not going to rush it."

He said it's envisaged that the transformation of the business will take place over a two year period, with a significant amount of work in 2013/14.

"We believe the benefits will flow relatively quickly," he added.

A presentation at last month's half year results announcement included details of JTG's response to the rapidly changing environment, with the proposed brand refresh to be supported by a consolidated marketing spend "which rivals key competitors".

The review also covers other parts of the JTG business, including the wholesale division where the firm aims to grow the "online deferred payment inventory segment," as well as focusing on developing exclusive product for selected destinations.

Joyce talks to TD

TODAY'S *Travel Daily* features an exclusive trade column from Qantas ceo Alan Joyce, commenting on the significance of the newly approved global alliance with Emirates.

The Qantas-Emirates pact officially kicks off on Sun with a ceremonial A380 fly-past of the Sydney Opera House.

See **page 6** for Joyce's comments on the massive milestone.

QF Hawaii incentive

TRAVEL agents are reminded to get their entries in to win a place on an exclusive famil flying on Qantas' newly refitted Boeing 767 aircraft to Hawaii (**TD** 11 Mar).

The fabulous five day trip will take place in May and is certain to be a great experience.

To enter, send an email to qftraderegistration@qantas.com.au stating why you would like to be on the trip, with winners to be announced next week.

Happy Easter to all

THE next issue of **TD** will be published next Tue 02 Apr due to the Easter public holidays.

Today's issue has eight pages of news and photos, plus full pages: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
- Cox & Kings

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Qantas boosts hotel range

QANTAS and its online accommodation offshoot, Hooroo, have enhanced their international accommodation offering which means more than 100,000 properties across the globe can now be booked online via the QF website.

Hooroo isn't disclosing the provider of the expanded international range, which is available via an identical platform to that used for its directly contracted Australian properties.

Bruce Fair from Hooroo told **TD** the move "provides a more consistent user experience for booking accommodation at home or overseas," and also confirmed that the range includes 13,000 Qantas Frequent Flyer partner properties across the globe.

Accommodation is available in key Qantas destinations, including more than 300 hotels in Dubai which is becoming QF's new hub for flights to the UK effective from this Sun 31 Mar.

Qantas head of digital, John Loneragan, said the booking flow on the QF website allows clients to easily add hotels to their flight

booking, "which delivers a seamless online experience".

The booking system on both the Qantas and Hooroo websites provide instant confirmation.

Govt welcomes pact

FEDERAL Minister for Transport & Infrastructure Anthony Albanese has applauded the ACCC's final determination in favour of the alliance between Qantas and Emriates (**TD** yesterday).

Albanese said approval the pact was "good news" for Australian travellers and the economy.

"Millions of travellers stand to benefit from cheaper fares, reduced travel times and greater access to more destinations in the Middle East, Africa and Europe."

The Minister said the joint venture would bring overseas tourists to more regional cities locally and provide better access to international markets for regional Australians.

"The partnership between QF and EK will strengthen the growing relationship between the two countries," Albanese added.

New TIME sponsor

TOGA Hotels has signed on as the newest Gold Sponsor for the Travel Industry Mentor Experience program during 2013.

The pact with TIME follows the recent appearance by Toga chief Rachel Argaman at the Program 8 Graduation of Mentees in Feb.

"This iconic hospitality organisation joins the ranks of other committed and generous industry gold sponsors whose support is invaluable to TIME's endeavours to grow and nurture the future professionals from travel, tourism & hospitality," said Program Manager Marie Allom.

Travel levy proposal

A NEW paper from think-tank The Lowy Institute has proposed a levy on the cost of passports and/or airline tickets to fund better consular services for Australians travelling abroad.

The policy brief says that media coverage of overseas incidents has raised the expectation of the level of service Australians expect when they encounter trouble, and this comes at the same time that DFAT resources are stretched.

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BREAKAWAY International Travel Industry Club **FINNAIR**

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Departures to 30NOV13.

From \$600* return pp plus taxes.
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CLICK HERE for further details

Sunlover lifts agent rewards

SUNLOVER Holidays has launched a new travel agent loyalty program, based on 'Star Points' earned by selling Sunlover product.

The 'Sunlover Stars' scheme includes a wide range of lifestyle gift vouchers and merchandise rewards, with the program free to join at www.starspoints.com.au.

Sunlover was previously part of

New AEH sales execs

THREE new sales executives have been recruited by Asia Escape Holidays to represent the wholesaler in Vic, NSW and Qld.

Loretta Viola, Claudia Wolf and Miriam Musgrave all bring extensive industry experience to their new positions across a variety of different sectors.

More industry appointments on pg seven of today's *Travel Daily*.

the Passport to Rewards loyalty scheme, but gm Leanne Chard said "the time was right to have a program that was exclusively ours and one that offers agents exciting new benefits".

Members of Sunlover's Passport to Rewards (PTR) program who activate their membership of Stars will automatically be entered in a draw to win a share of 1 million Stars points.

And the first 100 agents to join Sunlover Stars who are not current PTR members will receive a welcome reward of 1000 points.

Interestingly, the scheme allows agents to redeem Qantas Frequent Flyer Points, as well as Sunlover Holidays travel vouchers.

Agents earn one 'Star Point' per dollar of Sunlover land product sold, and there's also a "Points + Pay" option for redemptions.

VA sign on with UATP

VIRGIN Australia has joined the UATP payment network, expanding options for corporate customers paying for flights.

UATP is a "comprehensive payment solution that airlines offer to reduce the high cost of credit card use and provide important data for accurate travel management".

UATP ceo Ralph Kaiser said the addition of VA was exciting.

"They are obviously a key carrier in Australia and UATP corporate travellers want to book Virgin Australia," he said.

Japan visits pick up

JAPAN National Tourism Organisation has reported a 19% year-on-year increase in Australian visitors to the country during Feb.

According to JNTO's preliminary figures, approx 21,300 Aussies travelled to Japan, helping boost the year-to-date visit numbers to 53,000 - up 32% on 2012.

Globally, Japan's foreign visitor numbers for the month were up 33% to 729,500.

Year-to-date arrivals are ahead of the same time last year by 13%.



EASTER breaks at Vibe Hotel in Sydney's Rushcutters Bay and Carlton in Melbourne are sure to be a sweet delight, with both properties appointing a special Chocolate Services Manager.

In place right across the long weekend, the CSMs will "be on hand to provide guidance to all things choc-related" - including directing guests to nearby chocoholic havens and also providing a range of complimentary sweet treats.

The innovative move was announced in the TD office via the delivery of a very cute Easter Bunny (pictured) along with a basket of tasty goodies.

It was a tough job, but we managed to do our duty by the industry and sample the eggs which we can officially confirm were delicious.



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QF Int'l figures down

QANTAS Group has reported a 3.6% year-on-year increase in pax numbers for the 2013 financial year to date (ending Feb), with revenue passenger kilometres sliding 0.3% as available seat kilometres rose 0.2%.

Jetstar Domestic and Jetstar International passenger numbers were up 3.5% & 3.1% respectively in Feb compared to last year, to 800,000 and 391,000 movements.

Jetstar Asia witnessed the biggest passenger volumes, rising 16.6% from 258,000 to 301,000.

Qantas Domestic figures were down around 6,000 pax (2.1%), but Qantas International saw the largest percentage fall, down 9.2% to 449,000 movements.

Agency rebranding

ARENDEZVOUS Travel & Leisure has announced its new business name as Rendezvous Holidays.

The Aussie travel agency offers a range of single/solo holidays around the globe, commissionable to agents - rendezvous.com.au.

AAT Kings NZ 'Bible'

AAT Kings has consolidated its range of New Zealand based tours into one 'bible' for 2013/14.

The new "united approach" features 'First Choice' and 'Best Buy' itineraries, coupled with a range of new Short Breaks and three Inspiring Journeys trips.

Global md Anthony Hayes said the NZ Guided Tours brochure was expected to receive a similarly favourable response from the trade & consumers to AAT Kings' recently introduced Australia Guided Tours program for 2013/14 which earned an "overwhelmingly positive" reaction.

The all-in-one offering has given clients and consultants the ability to gain a deeper understanding of the depth of product available through AAT Kings, Hayes said.

Seventeen longer duration guided tours (known as 'Guided Expeditions') are offered.

'First Choice' trips are based on 4-4.5 star accommodation, *You're Invited* dining experiences, a Welcome Reception, included & optional experiences and stays of two or more nights in one hotel.

The 'Best Buy' range provide "greater value-for-money touring product," and stay in three-star accom, must-see highlights and mostly overnight stays.

See www.bit.ly/AATnz1314.

Aussies enjoy joie de vivre



ABOVE: A number of French specialist travel agents and wholesalers from Australia visited Toulouse this week for Atout France's annual Rendez-vous travel industry trade show.

TD spotted thistrio exploring the stands of some of the hundreds of exhibitors from across France which is one of Australia's most popular European destinations, from left: Christian Blondeau, France at Leisure, Brisbane; Angelic Sinclair, Mediterranean Holidays, Gold Coast; and Patrick Benhamou, Atout France Director Australia.

SIA Easter fare sale

SINGAPORE Airlines and SilkAir have released special fares from Australia to Singapore & beyond, priced from \$693 ex Melbourne, \$699 ex Adelaide, \$710 ex Sydney and \$715 ex Brisbane.

Fares through to Phuket round-trip are around \$50 extra.

SilkAir airfares out of Darwin to Singapore start from \$535.

Discounts are available to over 50 destinations across Europe, South Africa, Asia and India, for travel from 03 Apr-30 Nov 2013 (until 31 Aug to India only), on sale until 02 Apr.

Ends midnight Tuesday

Millions of seats on sale

<p>Gold Coast from \$69*</p> <p><small>One way. Checked baggage not included.</small></p>	<p>Brisbane from \$85*</p> <p><small>One way. Checked baggage not included.</small></p>	<p>Melbourne from \$85*</p> <p><small>One way. Checked baggage not included.</small></p>
<p>Perth from \$199*</p> <p><small>One way. Checked baggage not included.</small></p>	<p>Fiji from \$199*</p> <p><small>One way. Checked baggage not included.</small></p>	<p>Los Angeles from \$1148*</p> <p><small>Economy return.</small></p>

For more sale fares visit us at virginaustralia.com or contact your Account Manager.

*Departing Sydney. Conditions apply. VIR1193/TD

Thursday 28th Mar 2013

New GSR commercial

GREAT Southern Rail has this week screened its newest TV commercial to the travel industry at this week's NT Muster series of roadshows in Sydney and Melbourne.

The commercial, entitled "Time to Explore", focuses on The Ghan rail service between Darwin and Adelaide, with the extended version now able to be viewed on **TD TV** by clicking here.



The 2013 series of NT Muster roadshows (**TD** yest.) came to its conclusion last night in Melbourne.

More MEL pick-up bays

MELBOURNE Airport has opened a 400-metre new traffic lane in the terminal forecourt, providing 26 additional one-minute public pick-up bays.

MEANWHILE, the airport will shortly release its preliminary draft 2013 master plan for public comment and consultation.

Palm Springs putts into Manly



THE first annual golf day for Greater Palm Springs Convention & Visitors Bureau in partnership with United Airlines was enjoyed by representatives & wholesalers in Manly, Sydney this week.

Located in Southern California, 172 kilometres from Los Angeles Airport or a quick 50 minute flight with UA, Greater Palm Springs is made up of nine distinct cities called the Oasis - Palm Springs, Cathedral City, Palm Desert, Rancho, Mirage, Indian Wells, La Quinta, Desert Hot Springs, Indio and Coachella.

The event tied in to showcase Greater Palm Springs' 115 golf courses including the La Quinta Resort & Club's five courses, Marriott's Shadow Ridge Golf

Resort, Cimmaron Golf Resorts two courses - The Pebble course & The Boulder Course and Tahquitz Creek Golf Resort's two courses.

Other activities in the region include the Palm Springs Aerial Tramway, Thousand Palms Oasis at The Coachella Valley Preserve, and Tahquitz Canyon.

Year-round sunny weather lures leisure and business tourists and there are many accommodation options available including resorts, boutique inns, budget hotels and lodging - see www.palmspringsoasis.com.

Pictured above enjoying the day teeing off (for the first time for many people in the group), are the United and Palm Springs Convention & Visitors Bureau reps and invited wholesalers.

Champagne bargain

AUSTRALIAN champagne expert Kyla Kirkpatrick will lead her first tour of the Champagne region of France on 23 Jun 2013 ex Paris.

Participants on the five-star trip will stay at the 17th century Chateau de Mairie, and enjoy private visits to 15 champagne houses or mansions, sampling some 70 varieties of champers.

The five-night Insider's Tour is available priced at \$3,992pp, representing a 20% discount. Phone 0403 149 809 to book.

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.

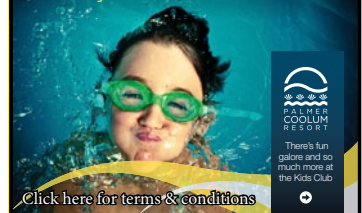
The prize includes two nights accom in a 2-bedroom Woodland Suite and flights from any Australian capital city.

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: pcrcomp@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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Travel Industry Account Executive Perth based.

A unique opportunity is available for a Travel Industry Account Executive in Perth.

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This role requires an effective communicator who has the ability to build strong relationships to maximise business development opportunities as well as competitor analysis within a defined territory.

We are looking for an individual with experience in an on road sales role in the service or travel industry. A background in airline ticketing, GDS or CRM coupled with previous expertise in a business development role in the service industry will be highly regarded.

To apply or for more information, please visit careers.virginaustralia.com

Applications close Tuesday 2 April 2013.



Singapore Rivers flow

A NEW animal park attraction in Singapore which showcases river wildlife of the world's seven biggest global river systems is set to hold a soft opening tomorrow.

The 12-hectare River Safari park will showcase 300 different animal species normally found in the Amazon, Nile, Mississippi, Yangtze, Mekong, Congo, Murray and Ganges river systems.

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Best Tour Operator International
Globus Cosmos



Best Cruise Operator International
Avalon Waterways

Best Sales Executive Industry Supplier
Chris Le-Roux - NSW
Melinda Robilliard - VIC

P&O World Cruising

UK-BASED P&O Cruises World Cruising will operate its *Ventura* out of Venice for an extended Mediterranean season in 2014.

The innovation is hoped to appeal to Australian cruisers who are increasingly keen on Mediterranean trips, with the 2014 program also including an enhanced "Select Sailing" program offering bonuses for group bookings.

More info in today's *Cruise Weekly* - cruiseweekly.com.au.

Rail applications due

AGENTS are being reminded that applications for this year's Rail Plus Global Rail Expert program are due this afternoon.

There are 40 spots available in this year's scheme which offers top graduates a range of prizes including a return trip to Canada.

To enter, explain in 500 words or less why you want to become a Global Rail Expert - email today to railexpert@railplus.com.au.

Darling Live deal done

NSW Deputy Premier Andrew Stoner has signed the contractual agreement with Darling Harbour Live as the latest phase of the Darling Harbour redevelopment.

The deal between the NSW govt and Lend Lease, Capella Capital, AEG Ogden and Spotless, will see the 20-hectare Darling Harbour precinct covering Cockle Bay, Haymarket & Ultimo redeveloped into the country's first "fully integrated convention, exhibition, and entertainment facilities."

Kawarau Zipride

AJ HACKETT Bungy is preparing to launch The Kawarau Zipride at the world famous Kawarau Bridge Bungy site.

The new attraction features three zip lines (which can carry up to a total of six people combined) at speeds of up to 60kph on a 260 metre 'return trip' alongside the Kawarau River.

Ziprides are priced from \$60.

A range of multi-ride & combo Bungy packages will be offered.

SPECIAL GUEST FEATURE



Qantas CEO Alan Joyce shares his views on the freshly approved global airline alliance with Emirates, exclusively to **Travel Daily** readers.

THE ACCC's approval of Qantas' global partnership with Emirates is good news for our customers, good news for our employees and good news for our shareholders.

With final approval secured for five years, we can now start delivering this groundbreaking venture.

And when the first Qantas flights to London via Dubai take off on Sunday, it will mark a new chapter in the rich history of the 'Kangaroo Route'.

Dubai is the right hub for the 21st century Qantas: a global city within eight hours' flying of 75 per cent of the world's population, and our gateway to Emirates' vast network in Europe, the Middle East and North Africa.

Partnership with Emirates opens up more destinations in established markets such as the United Kingdom and Germany, and strengthens Qantas in areas where we've traditionally had a limited presence, such as southern Europe.

Quite simply, our frequent flyers now have the ability to earn and spend points on the best European network available.

The response so far has been outstanding. When we started selling the partnership there were 17 times as many bookings to Milan and 13 times as many to Munich compared with last year.

Customers appreciate the reduced journey time – getting to Europe is now an average of two hours and 15 minutes quicker than it used to be with Qantas – and they recognise the exceptional benefits that this partnership offers, from lounge access to frequent flyer recognition.

Then there is the Dubai hub itself. I think people are going to love the welcome they receive at Emirates' spectacular new, 'Concourse A' A380 facility in Dubai International Airport's Terminal 3.

When Tim Clark and I announced this partnership we said it would be a meeting of equals.

We are sharing ideas and combining the best from each airline – Emirates has introduced a fourth membership tier for its loyalty program, and we have matched Emirates' chauffeur car service.

And just as the partnership strengthens Qantas' competitive position in Europe, the Middle East and North Africa, so it strengthens Emirates' position in Australia.

For the first time, Emirates is selling seamless itineraries beyond Australia's major capitals to our regional tourism and business centres – places like Cairns and Hobart.

We expect benefits for inbound tourism, with Qantas' global sales force now able to pitch Australia to a bigger audience than ever before.

While the Australia-Dubai-Europe connection is at the heart of the partnership, it will deliver benefits elsewhere, too.

Moving our hub for London flights to Dubai frees up 40 per cent more seats on our services to Singapore and 10 per cent more to Hong Kong. We have reworked our Asian network to provide better timings and smoother connections, the first phase of a long term strategy for the region.

On top of this, Emirates itself has a substantive network between Australia and Asia, with four flights per day to Singapore, Bangkok and Kuala Lumpur – and these routes will also be available to Qantas customers under the partnership.

On the Tasman, we will maintain our existing capacity on overlapping routes and explore the potential for new routes such as Adelaide-Auckland (subject to relevant regulatory approvals).

So this is a true global partnership, and its potential is very bright. It will not just help Qantas International return to profit – strengthening the Qantas Group financially – but in time provide a platform for growth into Europe.

It's a great time to be at Qantas: our strategy is on track, we're investing in aircraft, technology and people, our fleet is the youngest it's ever been, and customer satisfaction is at record levels.

The launch of our partnership with Emirates is another big, positive step forward. I'm proud of what it represents and I'm excited about the prospects for the future.

QF/EK Sydney flyover

QANTAS and Emirates will celebrate the launch of the new approved alliance this weekend, with a special A380 flyover of Sydney Harbour on Sun.

The two superjumbos will pass in formation over the Harbour Bridge & Opera House at 10:30am.

DXB traffic soaring

DUBAI International Airport achieved an 11.4% jump in pax movements in Feb, topping 5.08m compared to the corresponding month last year, while aircraft movements were up about 4%.

Year-to-date passenger numbers were up 13% to 10.6m.

Oman welcome tick

OMAN Tourism says approval for the Qantas/Emirates alliance is a welcome boost for tourism into the Sultanate.

Country mgr Mona Tannous said the partnership "is a win for Australian travellers," making Oman more accessible via Dubai.

dnata eyes Broadlex

EMIRATES owned entity dnata has proposed to acquire Broadlex Air Services, a provider of cleaning services across a range of sectors, including major and regional airports around the nation.

Broadlex offers comprehensive cleaning services at airline jet bases, domestic and international terminals, airline club lounges, customs and security screening areas, check-in counters, baggage handling areas and other zones.

The Australian Competition and Consumer Commission is currently reviewing the proposed takeover with a decision expected in Apr.

MK business uptick

AIR Mauritius will launch a third weekly frequency between Perth and Mauritius on Fri 05 Apr, with the carrier reporting strong forward bookings for the new service.

MK manager Australia Steven Palombo said the increased capacity to the Indian Ocean tourist hot-spot had been well embraced and supported by the travel trade.

"We are getting a good mix of business ex Melbourne and Sydney to connect with the new flight," Palombo told *Travel Daily*.

US drops paperwork

TRAVELLERS to the USA who are not on the Visa Waiver Program will no longer need to complete an immigration form prior to arrival in the country, under new regulations which will come into force next month.

The I-94 form will become part of an automated process, which will see records of admission automatically generated using traveller information already transmitted electronically.

The change will decrease paperwork for both immigration officers and travellers, "and will allow Customs and Border Patrol to better optimise its resources".

Most Australian travellers will not be affected because the Visa Waiver Program applies, meaning they register before travel using the Electronic System for Travel Authorisation (ESTA).

Travellers under visas who still require hard copy evidence of their legal admission into the USA will be able to print a copy of the electronically generated I-94 online at www.cbp.gov/I94.

Regal Princess floats

PRINCESS Cruises' newest fleet addition, the 3,600-passenger *Regal Princess* has been floated out from its building dock at the Fincantieri shipyard in Italy.

The next phase of development for the vessel covers final construction and interior fitting.

Regal Princess is expected to make its debut in Jun next year.

Austria launch Bliss campaign



THE Austrian National Tourist Office has this month launched a new marketing and social media campaign focused on individual travellers and authentic travel-experiences.

The 'Austria. Moments of Bliss' campaign features up to 250 activities, diversions, meals, landmarks and "tucked-away" secrets across the country.

The promo seeks to capitalise on continual growth from the Australian market to Austria, with visitor numbers up more than 10% year-on-year in 2012, to 335,000 overnights.

"It provides guidance to potential travellers and offers examples of authentic, hands-on experiences that go beyond the ordinary," ANTO Director Australia Astrid Mulholland-Licht said.

Some of the suggestions include a bike ride around Lake Neusiedl, learning to waltz at Vienna's best address & sampling Gruner Veltliner at the Nikolaihof - Europe's first biodynamic wine estate.

ANTO says it hopes to generate

about 132 million impressions via channels in Australia and the US, coming via targeted print advertising (to businesses and to the consumer), a social media push and online marketing.

A new 'Moments of Bliss' brochure along with a brand-new iPad app (called iAustria and launching next month), will further cement the campaign.

See www.austria.info/bliss.

"We are very confident that 2013 will be another successful year for Austrian tourism.

"The major Australian tour operators have reported increased booking levels, the six months forecast for airline bookings to Austria show double-digit growth, and the ongoing strong Australian dollar makes Austria even more attractive," Mulholland-Licht said.

Pictured at the launch of the 'Bliss' campaign from left are: ANTO's Manuela Moedlhammer, Astrid Mulholland-Licht and Michael Gigl, regional manager USA and Australia.

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Accor Stay Pay promo

ACCOR has launched a 'Stay 3 Pay 2' promotion today, available at over 1,400 hotels across the group's global network, for stays from now until 30 Jun.

Brands covered include Pullman, MGallery, Novotel, Mercure and Ibis - www.accorhotels.com.

Limits on Dreamliner

REGULATORS in the US may impose a temporary ban on the Boeing 787 *Dreamliner* operating the very long distance routes it was intended to fly, while Boeing irons out the jet's battery bugs.

Boeing has reportedly lost up to \$450m due to the 787 grounding.



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Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Tourism Accommodation Australia (NSW) has installed its new Board of Directors, voting **Nigel Greenaway** as new Chairperson. Greenaway joins **Brian McHenry, Craig Bond, David Bark, Sonia Lefevre, Gus Moors** and **John Mclwain** as the new members of the group's board.

Bringing 12 years of experience in sales positions, **Madeleine Clow** has started at **Club Med** as the General Manager Australia & New Zealand. Clow replaces **Quentin Briard**, who is moving to Singapore within the firm to take up new challenges with the all-inclusive resort operator.

Based in their office in Mascot, **Michelle DeGiovanni** has been named as the new Global Reservations Manager for **Bill Peach Journeys**. She joins the organisation alongside **Jonathan Walters**, who has started with the company as its new Domestic Operators Coordinator.

The **Melbourne Convention Bureau** has recruited two new regional sales directors for its offices in Asia. **Edward Kwek** and **Jessica Chang** will take on the regions of North Asia and South Asia respectively.

Anthony Craven has been welcomed into the team at **The Langham, Sydney** as the property's new Executive Chef. Craven will manage the team at its Galileo restaurant, launching its new afternoon tea product.

New Horizons Holidays has recruited **Danielle Leckenby** to the role of Sales Executive at the Perth-based wholesaler. Elsewhere in **The Travel Corporation**, the Public Relations team has welcomed **Danielle Muller**, who has commenced in her new role with the team.

Sabre has hired **Deborah Kerr** as its new Chief Product and Technology Officer. Kerr joins from her previous employment at Hewlett Packard.

Thirty-year aviation veteran **Steve Forte** has been appointed by **Virgin America** as its first Chief Operating Officer. Forte will oversee Flight Operations, Control Centre, Aircraft Maintenance and Guest Services.

As **American Airlines** proceeds on the merger process with US Airways, the carrier has named **Bev Goulet** as Senior Vice President and Chief Integration Officer. Elsewhere, **Peter Warlick** has been promoted to the position of Vice President and Treasurer.

IHG loyalty rebrand

INTERCONTINENTAL Hotels Group will rename its IHG Priority Club Rewards loyalty scheme as the IHG Rewards Club from Jul, with a range of new benefits being progressively rolled out to all program members.

New benefits will see members of the scheme's Elite tier able to roll over point-earning nights into the following membership year to put towards their next free night.

Free redeemed nights will also now count toward qualification for the Elite membership tier.

Members will also be granted free in-room wi-fi connectivity.

Fischer Bill Peach trip

FORMER politician Tim Fischer AC and his son, Harrison, will host Bill Peach Journeys' 12-day Icons of Outback Australia Airruise, departing on 02 Jul 2013.

The trip, personally prepared by Fischer, retraces the footsteps of Australia's first Saint, Mary MacKillop, aboard a 34-seater private jet, priced at \$13,495pp.

Townships visited include Longreach, Winton, Cloncurry, Katherine, Kununurra, Broome, the Coonawarra, Mildura, Hay and Cowra, as well as Uluru, Katherine Gorge, the Bungle Bungle Range & more - www.bit.ly/BPJfischer.

Changi jumps in Feb

PASSENGER traffic utilising Singapore's Changi Airport last month jumped 9.2% year-on-year, the facility has announced.

A total of 4.12m passengers used the airport in Feb, with the strong number attributed to the Chinese New Year celebrations.

Traffic between Singapore and Australia grew by 10% during the month, which was one of the top ten passenger source markets.

Frasers partners PEPR

FRASERS Hospitality has signed PEPR Publicity to raise the brand awareness of its three Aussie properties in the local market, with the account managed by Philip Engelberts & Bianca Alosi.

Thursday 28th Mar 2013

Rendezvous CHC back

THE CBD-based Rendezvous Hotel Christchurch has begun taking bookings ahead of its scheduled reopening on 01 May.

The 171-room property has been closed to the public since the Feb 2011 earthquake, but repairs are now complete.

Rendezvous Hospitality Group ceo Eric Teng said the firm was "excited" to be re-opening the doors to guests, and was pleased to be part of the city's massive rebuild and revitalisation project.

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

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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HOT ROLES OF THE WEEK

Travel Accountant, Sydney

- ✓ Growing travel wholesaler inner city
- ✓ Strategic role reporting to CEO
- ✓ Opportunity for promotion to CFO
- ✓ Require min. 3 years experience with qualifications

Contact Sally or Ainslie on 02 9231 644
or email sally@tmsap.com

Corporate Multi Consultant, Sydney

- ✓ Great office in CBD
- ✓ Salary \$60k + super
- ✓ Manage own portfolio of VIP corporates
- ✓ Opportunity to grow with this company

Contact Sally or Ainslie on 02 9231 644
or email sally@tmsap.com

Leisure Consultant, Eastern Suburbs

- ✓ Run your own desk with a great base salary
- ✓ Fabulous opportunity to work alongside sales team
- ✓ Great management team

Contact Sally or Ainslie on 02 9231 644
or email sally@tmsap.com

Team Leader, Brisbane

- ✓ Join this leading travel company
- ✓ Hands on operational role
- ✓ Manage a team of VIP reservations staff

Contact Sally or Ainslie on 02 9231 644
or email sally@tmsap.com

International Wholesale Consultant, Adelaide

- ✓ Rapidly growing business
- ✓ Strong international reservations needed
- ✓ Great computer and GDS skills a must

Contact Stuart Phipps on 02 9231 6444
or email stuart@tmsap.com

Wholesale groups consultant with a twist

- ✓ No flight bookings
- ✓ Global travel organisation
- ✓ Mon – Fri hours

Contact Sharon Moss on 02 9231 6444
or email sharon@tmsap.com

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READY FOR THAT NEXT STEP IN YOUR EXECUTIVE CAREER?

CORPORATE TRAVEL IS BACK

**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 be 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

TAKE THE HELM

RETAIL TEAM LEADER

SYDNEY - SALARY PACKAGE \$60K PLUS INCENTIVES

This leading international wholesale organisation has 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.

FIRST CLASS EDUCATIONALS

**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 families, car allowance & bonuses await the perfect individual.

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

LOOKING FOR MORE MONEY IN SALES?

**CORPORATE SALES MANAGER X 2
MELBOURNE – SALARY PACKAGE OTE \$125k**

If you have the determination & resilience of a successful BDM this exciting opportunity with a leading Brand is available now. If you can articulate your proven ability to build new business through your initiative, relationship skills and target-driven attitude this company has a place for you on their growing team. Your success will ensure their continued growth and you will be rewarded with a fantastic salary + bonus & benefits

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

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.

YOUR LIFE IN EVENTS WILL ONLY GET BETTER

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

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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 favourite travel suppliers in the Best Supplier categories.

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



Cruise Consultant

Brisbane - \$35-55K + Super + Commission - Ref 405A

Want to become a cruise expert and specialise in a niche travel product? If you have a passion for cruising and travel sales, then apply now. You will be working towards targets and earning an uncapped commission within in a sales & service focused environment. You will be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

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

USA Travel Team Leader

N. Sydney - \$DOE + Super + Commission - Ref 496

Experienced Travel Consultants who love the USA and do not love face-to-face consulting, today is your day. A successful & well established wholesale company are looking to employ a Team Leader to inspire and lead the USA specialist team! If you're a gun at selling travel to the USA, have travelled there yourself, have the skills or aspirations to be a leader, and have experience in either retail or wholesale travel agency, then you fit our criteria so call now!

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

Cruise Consultant

Victoria - Up to \$45K + Super + Bonus - Ref 483

All aboard the cruise ship! Do you love all things cruise & love being a passionate Travel Consultant? If you are an experienced Travel Agent and have excellent knowledge of cruises around the world, this may be your lucky day. Ideally you will have been on some cruises, have sold plenty of them and have a bubbly & enthusiastic personality. Work in a team with great fun dynamics and really get more out of your career with this leading Tour Company. Jump ship today and call me!

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

Sports Travel Consultant

Central Coast - \$DOE + Super + Commission - Ref 494

Attention experienced Travel Consultants who love Sports and want to combine their two passions whilst furthering their career with the salary and incentives to match! Get on side with this unique & successful company who specialise in sports & group international travel. Work in a luxury office with a professional team Monday to Friday with no face-to-face consulting. If this role is exactly what you have been waiting for, don't wait any longer - apply now!

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

Online Marketing & Web Consultant Analyst

Melbourne CBD - \$Attractive Salary - Ref 490

This is a fantastic opportunity to work with a leading travel company where you will join the marketing team to maximise business values from the existing website. A big part of this role will involve managing search engine advertising, so a solid understanding of SEM, performance analysis of advertising spend, and strong knowledge of Google Ad-words is essential. Communicate & use analytics to create useful data driven insights.

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

International Travel Consultant

Adelaide- \$DOE + Super + Commission - Ref 5369

It's time to make the move, use your worldwide knowledge and join a winning travel team! An experienced Travel Consultant with at least 2 years experience is needed asap! If you are passionate about travel, love sales and know your product - this is the role for you! With uncapped commission to earn, make the move and work for this leading travel agency in Adelaide CBD! Book flights, transfers, hotels, tours cruise - the world is your oyster.

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

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