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First with the news

Monday 13th May 2013

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INDABA going all African

SOUTH Africa has confirmed intentions to broaden its annual tradeshow beyond southern Africa to the entire continent.

The initiative was disclosed by National Tourism Minister Marthinus van Schalkwyk at the launch of the 2013 INDABA over the weekend in Durban.

Van Schalkwyk said more could be done to "tangibly strengthen" Africa's tourism industry via mutually beneficial 'coopetition.'

The vision of the government and South African Tourism was to make INDABA the number one platform for exhibitors & buyers within the African continent.

A proposed 'pan-African' platform will see a gradual phase in of more African countries from next year - a move van Schalkwyk said "will be good for South Africa and the African continent."

Discussions for a united front began years ago, South African Tourism ceo Thulani Nzima told *Travel Daily* at the conference.

The tourism chief told *TD* there is a new trend whereby people start looking at continents first, before they look at specific

countries when planning travels.

Nzima said the participation of countries beyond southern Africa has "quietly" been achieved at the 2013 INDABA tradeshow.

"We are now going to make it known that this platform is for all of us - it will be a one-stop-shop for Africa."

"So it is very important for us that for a successful destination South Africa, we uplift the same standards with our regional African counterparts.

"There is no point in us as South Africa looking successful when the rest of the continent isn't doing well," Nzima stated.

More coverage from INDABA on **pages 4 and 5** of today's issue.

Collingwood coin toss

ONE lucky *TD* reader will this week win a money-can't-buy opportunity to be involved in the ceremonial coin toss at this weekend's blockbuster AFL game between Collingwood and Geelong at the MCG.

Emirates is offering this once-in-a-lifetime opportunity via its sponsorship of the Collingwood Football Club, with the prize including tickets for two to the 18 May game (but no flights or accom) and participation in the coin toss in front of an 80,000 strong crowd.

To enter, answer the simple questions in each issue of *TD* until Thu, and also tell us your favourite AFL team.

Today's question is: *How many years has EK been a CFC premier partner?* (A: 11 yrs, B: 16 yrs; C: 14 yrs) - email your answer to cointoss@traveldaily.com.au.

Insight Europe deals

HALF price companion airfares to Rome from \$899 inclusive of taxes are available through Insight Vacations or Trafalgar if booked with a guided holiday by 31 Jul, for travel 01 Oct - 23 Dec.

Nine pages of news

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

- AA Appointments
- Travel Trade Recruitment



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JTG EXCLUSIVE

UNITED

A STAR ALLIANCE MEMBER

Makepeace to be a hotel

MAKEPEACE Island, the \$8,000 a night luxury property on the Noosa River built by Virgin Blue founders Richard Branson and Brett Godfrey (*TD* 08 Jul 2011), is set to become a "fully fledged boutique hotel".

Launched about two years ago, the private retreat has until now only been available for exclusive use, but under plans submitted to Noosa Council, it's proposed this will be opened up so that smaller groups can also experience the luxury property.

At an event in Sydney on Fri, Godfrey said it was hoped that the resort could be launched as a hotel before Christmas, but the move is subject to standard procedures including a period of public consultation.

He confirmed that Makepeace Island was now a Virtuoso property, and was taking bookings direct after an initial exclusive period of representation by upmarket specialist The Tailor.

Makepeace offers luxury accommodation for up to 22 people, and bookings include all meals and activities.

Godfrey said the fully-inclusive product is comparable to other

top Australian properties such as Southern Ocean Lodge, and would probably be priced at around \$850 per person per night with a three night minimum.

Branson told attendees that he and Godfrey were happy to share the property, and that opening it up to smaller bookings would mean more people could enjoy it.

He said that although Makepeace wouldn't formally be part of his Virgin Limited Edition portfolio, the property could be promoted alongside his other offerings around the globe which include lodges in South Africa and Kenya, a Swiss ski resort and Necker Island in the Caribbean.

EY boosts Italy

ETIHAD Airways and Alitalia have expanded their partnership, with a fifth weekly codeshare flight between Rome and Abu Dhabi to be operated by the Italian carrier effective 13 Jun.

The new arrangement will also see the addition of the EY code to Alitalia codeshare flights onwards from Rome to 17 destinations across Europe.

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Four Seasons appoints

HANSNI Bhagani has been appointed as Director of Public Relations for Four Seasons Hotel, moving from her previous position as marketing communications manager at Best Western Australasia.

She takes over the role from Sarah Vickery who is now operating as a freelance communications consultant.

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New NZ convention centre

SKYCITY Entertainment will design, build and operate the proposed New Zealand International Convention Centre, under a NZ\$315m deal announced today.

The hotelier will contribute a

14,000 square metre site in the Auckland CBD valued at \$87m, and in return the NZ govt will extend Skycity's existing Auckland Casino Venue Licence until 2048, along with a "package of regulatory reforms".

The project includes public convention and exhibition space for up to 3500 delegates, and is expected to open in 2017.

More in today's issue of **Business Events News**.

QH Hong Kong VIPs

QANTAS Holidays has launched a range of Hong Kong holiday deals in a new summer spectacular campaign with the Hong Kong Tourism Board.

Packages include special Qantas fares and start from \$1239ppts.

Customers also have the chance to win 10,000 bonus frequent flyer points if booking an eligible package by 31 May & quoting the codeword "bonus" when booking.

Carnival drops Europe

THE deployment of *Carnival Legend* in Australian waters at the end of next year (TD Fri) will coincide with the line's withdrawal from the European homeport market.

In a letter to travel agents in the UK, the company cited general market conditions, rising air fares and the fact that most of its Europe passengers were from the US for the decision, which will see the entire Carnival Cruise Lines fleet operate from US ports apart from the Australian-based *Carnival Spirit* and the seasonal down under *Legend* deployment.

"This was a difficult decision for us, as we realise our guests truly love sailing with Carnival in Europe...we are hopeful we will return in the future," wrote CCL md UK & Ireland, Adolfo Perez.

This year, *Carnival Legend* and *Carnival Sunshine* are both operating in European waters, with a series of cruises in the Baltic and the Mediterranean.



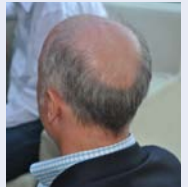
Window Seat

YOU be the judge.

Virgin Blue founder Brett Godfrey told TD on Fri (p2) that he's really enjoying being able to spend time with his family, almost exactly three years after stepping down as the airline's ceo (TD 06 May 2010).

Godfrey said that after a frenetic decade building DJ into a major aviation force, his current more relaxed lifestyle has meant that "maybe even some of my hair has started growing back".

TD took this exclusive pic of the Godfrey pate so you can decide for yourself.



AND speaking of a frenetic pace, you really have to admire the energy of Branson who had a huge week of engagements here spruiking gyms, resorts, airlines, space travel and more.

He topped it all off with an AirAsia X flight from Perth to Kuala Lumpur on which he fulfilled a longstanding bet with AirAsia founder Tony Fernandes (below), cross dressing as a flight attendant to serve pax.



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TRAVEL INDOCHINA
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Travel Daily
on location in
Durban

Today's issue of *TD* is coming to you from South Africa, courtesy of South African Tourism.

AFRICA'S top travel & tourism show, INDABA, launched on Sat at the Inkosi Albert Luthuli Convention Centre and Durban Exhibition Centre.

Around 13,000 international and local delegates are in Durban where they will nut out contracts with suppliers from South Africa, neighbouring nations and across wider Africa over four days.

Aside from networking events, seminars and workshops, there's also new 'speed-marketing' sessions which give suppliers just 4mins to pitch their product to potential tourism buyers.

South Africa Tourism is hosting five buyers from Australia at this year's event.

Budget resort group

A PILOT budget resort chain for South Africa has been proposed by Tourism Minister Marthinus van Schalkwyk at Tourism INDABA.

A feasibility study for the project has been commissioned by the SA govt, which aims to determine if there is a market for a cheaper resort chain on under-utilised state assets and properties.

The budget resorts would target domestic travellers (specifically families), on incomes of less than R5000 (AU\$550) per month.

"The time has come to remove the final barriers to fully unlock our country's tourism treasures and intrinsic value of travel for South Africans," the Minister said.

Durban INDABA home

DURBAN Mayor James Nxumalo has renewed calls for Durban to be made the "permanent home" of the INDABA Africa tradeshow.

The South African city has hosted INDABA for 21 consecutive years.

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Hosted Aussies in Indaba

SOUTH African Tourism Australia together with Kwazulu-Natal Tourism welcomed over 80 VIP guests to a networking function on Fri to celebrate ahead of the official opening of Indaba 2013.

Held at Bertoua Café Lounge, guests were treated to a variety of local cuisine and drinks with a band providing the perfect entertainment on the night for people to kick up their heels.

The Australian bunch includes

tour operators, wholesalers, OTAs, and for the first time, Sydney-based gay wholesaler, Gay Globe.

Pictured at the event from left are: Michael Zhang, Webjet; Sue Bohme, Gay Globe; Andrew Kelleher, Scenic Tours; Lalie Ngozi, South African Tourism, country manager Australasia; Patrick Barden, This is Africa; Wayne Hamilton, Swagman Tours and Rob Gurr, South African Tourism, manager - trade relations; leisure.

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Philippine Airlines

South Africa benchmark awards

SOUTH Africa has consolidated a mishmash of travel & tourism awards with a new united front.

Dubbed the Lilizela Tourism Awards, the new scheme aims to elevate local tourism companies and people who deliver world class products and services.

Speaking in Durban at the INDABA tourism show on Sat, South Africa's Minister of Tourism, Marthinus van Schalkwyk said the awards would bring together tourism forces.

"For many, many years we had awards all over the shop," van Schalkwyk admitted.

"Different institutions had

their own awards, they were not coordinated, and sometimes they overlapped.

"We decided it was time to consolidate all of this," the Minister said openly.

Van Schalkwyk said the principle of the awards was to ensure South Africa's tourism industry was continually improving standards of excellence.

Initially, the Lilizela Tourism Awards will feature 5 categories, but will be expanded to seven (with up to 18 sub-categories) in years to come.

One category is the "Minister's Award" which recognises businesses/events/people striving to aid SAT's 2020 Vision - which includes growing arrivals from the current 9.2 million to 15 million.

Other categories cover service excellence, emerging start-up companies, sustainability and accessibility.

The Lilizelas will debut in Sep.

INDABA blog event

THIS year's Tourism INDABA saw a first time travel bloggers tour and conference held, with 15 international and regionally recognised bloggers promoting the destination via social media.

Itineraries showcased South Africa's Garden Route, West Coast, Free State and the Limpopo and Mpumalanga paths between Johannesburg and Durban, using the #MeetSouthAfrica hashtag.

Bloggers included @traveldudes founder 'Melvin', who has nearly 100,000 Twitter followers.

Eastern Capes focus

SOUTH Africa's Eastern Cape - known as the Adventure Province - will adjust its tourism focus to be recognised as a home of culture and heritage.

Tapping the cultural tourism segment will prop up visitor numbers & revenue and increase support for local events and programs.

Cape summer surge

ACCOMMODATION room night demand in Cape Town over summer spiked 7% year-on-year for the Jan-Mar quarter.

The period was highlighted by a six percentage point increase in average occupancy levels in Mar, up to 78%.

B&Bs experienced the highest growth rates, followed by hotels, according to research conducted by Cape Town Tourism.

More than half of room nights were sold to international guests.

CTT ceo Mariette du Toit-Helmbold attributed targeted international marketing at key "travel decision-making" time as a factor for growth.

SA NGO rebrand

FAIR Trade in Tourism South Africa has changed its name to Fair Trade Tourism, with visitors using FTT accredited businesses are assured their travel benefits local communities & economies.

SA/Seychelles MOU

SOUTH Africa and the Seychelles Tourism Ministers will reinforce the countries' existing partnership and cooperation by signing a new Memorandum of Understanding in Aug this year.

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Clinton, Bush at GBTA

THE upcoming Global Business Travel Association Convention in San Diego this Aug will feature not one but two former US First Ladies as presenters.

GBTA has confirmed the attendance of both Laura Bush as a luncheon speaker, and Hilary Clinton who will deliver the keynote address at the event with takes place 04-07 Aug.

The GBTA convention attracts attendance of around 7000 delegates from around the globe - see www.gbta.org for details.

Clinton, who is also the former US Secretary of State and Senator from New York, will also be the keynote speaker at the American Society of Travel Agents convention in Miami this Sep.

Meet the lady in Red



QANTAS Head of Industry and Corporate Sales, Karen Tsolakis, made a colourful splash at the recent BTTB travel management awards and dinner at Sydney's Cockle Bay last week.

More than 300 procurement specialists were present, with QF being the major sponsor.

Tsolakis is **pictured** above with her sales team, from left:

Yosu Uriguen, Melissa Maloney, Andrew Rattle, Kate Bowler and Darren McDermott.

£404m H1 loss for TUI

UK TRAVEL giant TUI Travel PLC says it's expecting a 10% increase in full year "underlying operating profit," after announcing a pre-tax loss of £404m for the six months to 31 Mar.

That was an improvement on the £457m first half loss last year, with ceo Peter Long saying that the company was trading strongly, with "strong booking volumes and improved margins" in a number of markets.

TUI operates a wide range of global travel businesses including the Thomson and First Choice travel agency and tour operator groups and is also part-owner of the PEAK Adventure Travel Group.

In its 'Modern Mainstream' division, the company's "direct distribution sales" in the UK comprised 91% of bookings, with online amounting to 42%.

The company said that sales in the Adventure division, which includes PEAK Adventure Travel Group brands such as Intrepid, Peregrine, Geckos, TrekAmerica and Exodus, were "robust".

CONGRATULATIONS

Belinda Howden

from **Banksia World Travel**

Belinda is the top point scorer for Round 13 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a complimentary pass for two people to Wildlife Sydney, courtesy of **Merlin Entertainments Group**.



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



Emirates **Holiday Inn**

Budapest closure

FOREIGN Minister Bob Carr has confirmed that measures in tomorrow's Federal Budget will see the closure of Australia's embassy to Hungary.

The removal of representation in Budapest will also come along with the postponement of plans for DFAT to launch a new diplomatic post in Dakar, Senegal.

Crown lifts Echo stake

CROWN Limited has been granted permission by the NSW Independent Liquor and Gaming Authority to increase its holding in rival hospitality and gaming group Echo Entertainment from 10% to 23%, but the hike is still subject to Qld Govt approval.



Garuda Indonesia

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Due to recent expansion Garuda Indonesia is looking to appoint a reservation and ticketing Officer based in our Brisbane and Sydney office on a 12 month contract role.

Applicants will need to satisfy the following criteria

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Code: Res BNE & Res SYD

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A Customer Service Officer position has become available within our Sydney Airport team, and we're looking for an experienced and highly efficient candidate to work with our team on a 12 month contract role.

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- Must have a minimum of **2 years Customer Service experience** within the airline industry
- Must be willing to work shifts, weekends and public holidays
- Must be able to pass a Federal Police check
- A good listener, problem solver and capable communicator
- Able to work well under pressure and within a fast paced environment

Code: Airport SYD

For the above positions there will be an opportunity for an extended contract, based on the individual's performance and operational needs of the airline.

Should you wish to join this award winning airline, please send a detailed cover letter and CV to recruitment@garuda-indonesia.net.au by COB 17 May 2013. Applicants are requested to include the job code in the subject line when applying. Only successful applicants will be contacted.



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Air Tickets+Travelport

TRAVELPORT today announced that JTG offshoot Air Tickets has become its first Asia-Pacific client to implement the new Travelport Net Fare Manager.

The product automatically aggregates fares distributed by airlines to an inbox where they can be quickly viewed & managed.

Self-Boarding in HKG

NEW gates are reportedly being considered by Cathay Pacific Airways at Hong Kong Airport in which passengers will be able to board by themselves without having travel documents checked.

The gates would essentially be an advanced version of those used at city rapid-transit stations.

Similar technology is already being trialled by Air China by Beijing International Airport.

Face detection cameras would be used at gates to recognise the passenger, making staff available elsewhere, however critics say this is more likely to slow the boarding process rather than speed it up.

"We are looking at the project along with the Airport Authority and we'll finalise the supplier [of the technology] in the next 12 to 18 months," CX chief operating officer Ivan Chu Kwok-leung said.

'Get High' in Snowies

AIMED at positioning the destination as Australia's premier alpine region, Tourism Snowy Mountains has launched a new destination promotion campaign inviting visitors to 'Get High' in the Snowy Mountains.

The pitch will see a series of TV commercials aired in the ACT, regional NSW and Vic, as well as a new touring guidebook for visitors.

"This is the top of Australia. It's simply beautiful and inspirational all year round. You just can't get any higher than this," Tourism Snowy Mountains ceo Peter Sheppard commented.

Rail Plus Orient deals

COMBINATIONS of two or more Orient-Express Hotels travel products including rail and cruise experiences have been discounted by 15% by Rail Plus, and available until further notice.

Orient Express operates six tourist rail journeys and three river cruise options in Asia such as the Eastern & Oriental Express between Singapore and Thailand.

MEANWHILE, Rail Plus has added the new Orient Express river cruise ship *Orcaella* to its website, which operates 7- and 11-night itineraries on the Ayeyarwady and Chindwin rivers.

English winter deals

BACK-ROADS touring is offering Earlybird deals on a 4-night Heart of England itinerary, which visits historic English landmarks and Xmas markets, if paid by 15 Jul.

Rotorua's natural learning curve



SIGNIFICANT levels of investment made recently have helped to make the New Zealand North Island city of Rotorua as much a destination in its own right as the geological wonder that it is.

In particular, a multi-million dollar development at the Rotorua Museum has turned the establishment into a must-see experience for any visitor.

Inside, visitors can travel back in time to Rotorua's past and learn more about the city's amazing geological founding and growth, as well as its culture,

landscapes and the history of the surrounding areas through multimedia exhibits, cinema experiences and guided tours.

Guests can explore from the "mudbath basement" to roof-top.

This group of agents enjoyed this and many other parts of the city during a recent famil hosted by Destination Rotorua.

Pictured above outside the museum prior to their journey inside, from left is Andrew, Melanie and Wyland from Infinity Holidays; Felicity, Blue Holidays; Christina, APT and Joey Rihari from Destination Rotorua.

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NYC tourist campaign

NEW York City Governor Andrew M Cuomo has committed US\$60m to promoting the city to overseas markets in the biggest tourism campaign in decades.

The city saw 202 million visitors in 2012 who collectively spent \$57m during their stay.

Governor Cuomo said he was "committed to making the State a 'must see' global destination".

Wu launches in North

WENDY Wu Tours has released a new five-night itinerary taking in the sights of Northern Vietnam.

The Northern Glimpses itinerary sees guests enjoy three nights in Hanoi before a two-night Halong Bay cruise on an Au Co vessel, visiting secluded Halong islands.

Priced from \$1495ppts, the tour can also be combined with a five-day short stay in the Sapa region.



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Two million EY Guests

ETIHAD Airways has surpassed two million members of its Etihad Guest loyalty program, with the lucky two-millionth member awarded a 200,000 Miles balance.

Amadeus revenue up

TRAVEL technology giant Amadeus has reported a 4% jump in revenue for the first quarter of 2013 to €795 million. The company saw further migrations result in a 13.6% spike in Passengers Boarded to 131.7m globally, taking its total share in travel agency air bookings up 1.6% to 39.8% worldwide.

Hamilton on Tencent

IMAGES and video promoting Hamilton Island will be accessible to more than 780 million Chinese consumers following a social media pact signed with Tencent. Tencent is China's most popular social networking platform, with Hamilton Island also preparing to launch its official account on the Weibo social platform next week.

Hula to Hawaii special winners



VIVA! Holidays' 'Hula to Hawaii' promotion, which closed on Fri, (TD 22 Apr) saw significant competition among the agent community, with many vying for the chance to win a \$1000 Red Balloon gift voucher.

To be in the running, agents needed to book and deposit on a Hawaii package before last Fri, with bonus TRIP points also offered throughout the campaign.

In celebration of the booming incentive, Hawaiian Airlines and Viva! Holidays staff gathered to celebrate, with floral lei's and pineapple lumps handed out to all at the carrier's Sydney office late last month.

Pictured above getting into the Hawaii incentive spirit, from left is Julie McKinley, Hawaiian Airlines; Tommy Kostovski, Atlantic Pacific; Suzannah Batty, Atlantic Pacific; Gillian Hayward, Viva! Holidays and Hugh Twomey, representing Hawaiian Airlines.

WIN TICKETS TO SEE SLAVA'S SNOWSHOW



Every day this week, we are giving readers the chance to win a double pass to the **Slava's Snowshow** at Theatre Royal at 7.30pm on Tuesday 11th June.

Since its creation by renowned Russian clown Slava Polunin in 1993, Slava's Snowshow has played to millions of people in more than 30 countries and 120 cities including New York, London, Los Angeles, Paris, Rome, Sydney, Rio de Janeiro and Moscow.

Tickets available through www.ticketmaster.com.au.

To win, simply be the first person to send through the correct answer to the question below to: slava@traveldaily.com.au.

Which famous circus show did Slava also play in?

Hint! Visit lunchbox-productions.com.au/slava

One week Dream sale

A FURTHER 10% discount is on offer as part of a one-week Mediterranean sale starting today from SeaDream Yacht Club.

The saving can be applied to any of eight voyages departing between Jul & Sep this year, sailing on *SeaDream I & II*.

Mention promo code OWS10 to take advantage of the sale fares.

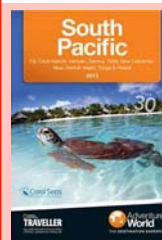
AA/US gets go-ahead

AMERICAN airlines bankruptcy judge Sean Lane has formally approved the carrier's impending merger plans with US Airways.

Lane again rejected a severance plan of nearly US\$20m to outgoing AA ceo Tom Horton, although said the matter could be considered again at a later date.

Brochures of the Week

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



Adventure World - South Pacific 2013

Ten new hotels have been added to the program, including Volivoli Beach Resort & Tropica Island Resort in Fiji and properties in Vanuatu, Niue and Hawaii. The biggest change would be the new dedicated section for weddings featured within the pages, highlighting the services available for the newly-betrothed. A wide array of single day tours also feature, with cruising available to secluded bays for snorkelling and island exploring.



Botanica World Discoveries - 2014/15

The garden lovers brand now have five new destinations to choose from, with New Zealand, Japan, Canada, Singapore and USA added to the range. The APT group tour operator's new guide has developed five new cruises and six new tours, taking the total range to 34 itineraries. It proves a sizeable boost, after last year's range consisted of 26 itineraries. The popular Chelsea Flower Show is included in four departures.



Insight Vacations - Winter Europe 2013

Planning for end-of-year European journeys can begin with the new Insight guide offering departures starting in Nov this year. Offerings include 35 premium escorted journeys, with the new addition being a 9-day Alpine Christmas Markets. Available tours include city breaks, regional breaks for country and scenery lovers as well as warmer itineraries around the Mediterranean and Middle East cities.



APT - Europe River Cruising 2014

Unveiled as part of the new APT European River Cruise guide is the "Royal Experience", allowing travellers to enjoy a cruising style fit for a king or queen. Such "signature experiences" include an exclusive tour of the home of a German Princess, private opera recital in the Hungarian State Opera House, private access to Vienna's City Palace and more. On top of this comes two new vessels joining the APT fleet in 2014 in the form of the *AmaSonata* & the *AmaReina*, with new itineraries also added.



Peregrine - Antarctica 2013-14

Inspired Antarctic adventurers are sure to find a tour to suit in the new Peregrine guide, which offers a host of experiences from crossing the circle, to visiting South Georgia or the Falklands and more. Peregrine calls it their "strongest range of Antarctica trips to date", with a highlighted voyage being the 22-day Falklands, South Georgia and Antarctica via Buenos Aires itinerary. Shorter journeys as quick as eight days are also offered, with journeys run on one of four comfortable vessels designed to handle the sometimes perilous Antarctic waters.

Experts favour LHR expansion

LAWMAKERS in Britain have sided with the aviation industry, calling for the expansion of London Heathrow by adding a third and maybe even fourth runway to handle capacity issues.

A parliamentary transport committee has found expansion of the country's largest air hub to be the best solution, vindicating the calls of Sir Richard Branson and BA boss Willie Walsh, who have long favoured the addition of a third runway.

The issue remains at odds with

environmentalists and politicians considering the impact on local housing and wildlife in the area.

The committee also rejected the "Boris Island" plan of London's Mayor Boris Johnson, who called for a brand new facility to be built in the Thames Estuary, saying it would be too expensive & would harm local wildlife.

"We conclude that a third runway at Heathrow is necessary, but also suggest that a four-runway proposal may have merit," the committee said.

WIN A HOLIDAY TO HAWAII, THE BIG ISLAND

To avoid confusion with the name of the entire state, the island of Hawaii is often called the "Big Island," and what an appropriate name it is. Nearly twice as big as all of the other Hawaiian Islands combined, its sheer size can be inspiring.

This month Travel Daily is giving readers the chance to win a holiday to the island of Hawaii, courtesy of Hawaii Tourism Oceania, Hawaiian Airlines and Hilton Waikoloa Village.

The prize includes two return economy airfares from Sydney to Kona via Honolulu with Hawaiian Airlines, six nights accommodation at the incredible Hilton Waikoloa Village and return airport transfers with a flower lei greeting on arrival.

Each day Travel Daily will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this inspiring Hawaii holiday.

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

Q.9: On the Sydney to Honolulu service, does Hawaiian Airlines offer seat back entertainment?

Hint: www.hawaiianairlines.com.au



[Click here for terms & conditions](#)

HAWAII TOURISM
OCEANIA

HAWAIIAN
AIRLINES

Hilton
WAIKOLOA VILLAGE

Live like Spanish King

TEMPO Holidays has released a Stay 4 Pay 3 deal at the five-star Ritz in Madrid, with breakfast included & priced from \$677ppts on sale to 27 Dec - 1300 362 844.

Travel Daily
First with the news

Monday 13th May 2013

Samoa 'Set for success' on show



PRODUCT and marketing managers from across Australia, New Zealand and Europe headed to Samoa recently for the 2013 Fa'a Samoa Roadshow, the theme of which was 'Set for Success'.

The Samoa Tourism Exchange conference saw a number of innovative strategies developed to help visitor numbers continue to grow across global markets.

Numbers from Australia were continuing to swell, with 25.2% more Aussies visiting in 2012, a jump of 11.7% on years prior.

In addition to some of the many

experiences and attractions available on the island, conference participants received property updates, inspected the newest accom offerings and met with property management to have any questions answered.

Styles of accom varied from waterfront resorts to fales dotted along the coastline, with inbound operators and car rental firms also having an opportunity to show off their wares.

"It's exciting for us to see the growth opportunities in Samoa and receive feedback from the Australian tourism industry on how to further improve the number of visitors to our islands," Samoa Tourism Authority Australia's Adele Leathan said.

The Australian conference participants are **pictured** above with two local Samoan warriors.

One World milestone

BUILDERS in New York City have attached a 408ft broadcast spire, making One World Trade the tallest building in the Western Hemisphere at 1776 feet.

The project on the site of the former World Trade Centres opens next year.

JetBlue to fly to Haiti

AMERICAN low-cost carrier JetBlue Airways has announced its newest destination as Port-Au-Prince, the capital city of Haiti.

The carrier will operate daily from New York JFK and twice daily from Fort Lauderdale to the city from 05 Dec.

Dubai to get Trumped

DEVELOPMENT of a new Donald Trump branded int'l Golf Course will begin in Dubai in a new pact with developer Damac.

Trump will supply the course's branding as well as manage the development over a 25-year lease.

Membership fees are expected to be among the most expensive in Dubai, Trump has warned.

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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Travel Daily TV

business events news

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WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

JOB OF THE WEEK

BDM – BOUTIQUE AGENCY SYDNEY – GENEROUS SALARY PACKAGE

Create a valuable impression when you join this outstanding corporate travel company. You have experience sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing a well known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line.

LOVE THAT FAMILY FEELING?

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

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

HIT THE ROAD IN SUNNY QUEENSLAND CLIENT RELATIONSHIP MANAGER BRISBANE - SALARY PACKAGE CIRCA \$100K

Are you an experienced senior client relationship manager looking for a new challenge? This fantastic role will see you managing a key national account, where you will be responsible for strategic account management of this primary client. Ideally you will have an extensive background in travel at a management level, with excellent negotiation skills, strong commercial and business acumen.

FIRST CLASS EDUCATIONALS

INDUSTRY BDM – PREMIUM PRODUCT SYDNEY - SALARY PACKAGE to \$80K

This fantastic 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.

LOVE THE SMELL OF SUCCESS EVENT DIRECTOR

SYDNEY BASED - SALARY PACKAGE \$90k

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

INCREDIBLE REVENUE! NOBODY DOES IT BETTER AIRLINE REVENUE MANAGER

SYDNEY BASED - SALARY PACKAGE \$75K

Are you a talented Revenue Manager looking for a work life balance? Or are you a senior Revenue Analyst looking to step up? This popular airline is looking to employ your talents. You will be responsible for achieving revenue targets across assigned routes by developing and implementing revenue management strategies to optimise pricing and seat inventory. ALTEA and Inventory Management essential.

DO YOU LOVE CHASING MICE? BUSINESS DEVELOPMENT MANAGER SYDNEY BASED - SALARY PACKAGE \$\$

How strong is your network across the SME market? If you're a successful BDM who has proven skills in seeking out opportunities for new business and winning it, you can be a vital member of this wonderful team. Working for a successful Agency specializing in SME this is a great opportunity to diversify your knowledge, broaden your skills, or simply to work with a fantastic team of successful people.

RIDE THE WAVE TO SUCCESS

SENIOR OPERATIONS MANAGER SYDNEY - SALARY PACKAGE CIRCA \$120K

This award winning conference and events travel specialist is searching for a talented operations manager to manage their talented team. Key responsibilities will include increasing profitability, staff leadership, mentoring and development and account management. Essentially you will come from a strong PCO management background with excellent business acumen + full profit & loss accountability.

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Finding talent within the Australian Travel Industry

Cruise Consultant

Brisbane - \$40-50K + Comm. + Super - Ref 2117D

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

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

Bus. Development Manager (Corporate)

Sydney - \$Generous + Bonus - Ref 464

Amazing new opportunity for experienced Business Development Managers to take a step into a leading global travel management company. If you have B2B sales experience of at least 3 years within a TMC and are looking for your next step up I have a challenging role to sink your teeth into! The position involves sourcing and gaining new business for a large corporate travel company, territory NSW. Great salary package available for the right hunter!

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

National Sales Manager

S.E. Melbourne - \$Attractive + Incentives - Ref 555pca

Experienced National Sales Manager required for Australia's premier and world leading travel & cruise company located in South East Melbourne. Your expertise lies in sales with solid years of proven records and sales achievements and the ability to manage a team. Established contacts and customer relationships from a previous role advantageous. Great Incentives and benefits for the right candidate. Bring your professional sales skills to this rewarding new job.

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

Corporate Leisure Travel Consultant

Perth - \$50K + Super + Salary Review - Ref 0573

Are you an experience Travel Consultant, looking to make the move into corporate travel? Love high end VIP Clientele? This could be your next move into a boutique corporate travel agencies who is looking for a fantastic Travel Consultant to come and join the team in the role of Corporate Leisure Consultant. This is a well-established agency who has built its reputation on fantastic customer service and brilliant travel industry knowledge. Its time to make the move today!

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

Corporate Travel Team leader

Brisbane - \$Comp. + Super + Incentive - Ref 582A

Experienced travel industry professional needed to join award winning TMC. If you have a solid corporate travel background and managerial experience, then this could be the career opportunity you've been waiting for. You will be responsible for any operational issues involved in the travel booking procedure as well as closely working with a team of experienced consultants mentoring & managing their progress within the company.

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

Leisure Retail Travel Consultant

Wollongong - \$60K - Ref 560

Attention Retail Travel Consultants - do we have a dream job for you! Are you looking for a high-end Retail Travel Consultant role working Monday - Friday in a central boutique office for an extremely impressive salary and Incentives. Your dreams have come true! My client is looking to expand their team with a consultant who has experience working in a retail travel environment for a minimum of two years! This position will be filled quickly, don't wait apply today!

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

Retail Travel Agent

East Victoria - \$DOE + Super - Ref 529pca

Fancy a change? No more commuting to the CBD? A leading agency located in the eastern suburbs of Victoria is looking for a Senior Travel Consultant to join their busy office. The ideal candidate will have a minimum 2 years experience, proficient in Galileo & is well travelled. You will offer exceptional customer service skills & work towards excellent targets. Your expertise will lie in Cruise and Leisure with some occasional Corporates. An opportunity for the all-rounder.

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

Corporate Travel Consultant

Adelaide - \$45-55K + Super - Ref 0359

If you are a fantastic Travel Consultant in retail travel with a brilliant customer service background, career focused & want to move into the huge world of corporate travel this is the role for you! Work for this well-known name in the corporate world offering a fantastic salary, excellent training, Monday to Friday hours! If you are an experience Corporate Travel Consultant or an experienced Retail Travel Consultant looking for your big break this could be for you!

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



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online... on mobile... in branch