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First with the news

Wednesday 15th May 2013

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Coin toss question

THE penultimate question in this week's EK competition to be part of the coin toss at this weekend's Collingwood-Geelong AFL game at the MCG (**TD** Mon) is: *How many services per day does Emirates offer a week from Australia to Dubai in conjunction with new partner Qantas?*

Email your answer, along with your favourite AFL team, to cointoss@traveldaily.com.au, with the final question tomorrow.

Local office for Brand USA

AMERICA is set to finally have formal representation in the Australian and New Zealand market, with confirmation that tourism marketing firm Gate 7 will be appointed to run the local Brand USA operation.

Brand USA, established as a major tourism initiative by US president Barack Obama (**TD** 24 May 2011), has a budget of hundreds of millions of dollars, and is being funded by the \$14 ESTA fee paid by travellers from US visa waiver countries including Australia.

There's long been speculation about the establishment of an Australian operation, with outbound travel to the USA booming in recent years.

Gate 7 md Jo Palmer told **TD** her company had received confirmation that its bid had been successful, and "once the contract has been fully executed we will make a formal announcement to the industry.

"We are honoured and extremely excited about the huge opportunity that working with Brand USA represents," she said.

It's understood that Gate 7 will also establish a full-time Brand USA presence in New Zealand.

Gate 7 already has an extensive US clientele, including Las Vegas, California, Palm Springs, Nevada, and San Francisco, and this week also added Destination DC, promoting the US capital.

The company also represents Germany Tourism and house-swap service HomeExchange.com.

Qantas Hols USA

QANTAS Holidays is promoting a range of "USA Your Way" deals which are on offer until 24 May.

Los Angeles and Disneyland packages are included, with deals such as tours and character breakfasts plus a range of second city additions from just \$456.

See the **last page** of **TD** today.

Eight pages of news

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

- AA Appointments jobs
- AA Appointments temp jobs
- inPlace Recruitment jobs
- Qantas Holidays

INTRODUCING IN 2014
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Nice looking nice!

TODAY, **Travel Daily TV** features an exclusive video produced from the recent Tour de France launch event hosted in Sydney by Atout France (**TD** 02 May).

The 100th edition of the world's most watched annual sporting event will this year depart from Nice in the south of France.

To view the report, click on the logo at right or see our website www.traveldaily.com.au/videos.



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*Prices based on per person twin share departing from Los Angeles. Conditions apply.

travel counsellors

Inside the world of travel
by Tracy Parkinson



This week, we welcomed back to head office eight of our Travel Counsellors who joined the company within the last three months.

As our Travel Counsellors work from home we prioritise keeping in touch with our TCs to provide ongoing training and support. During their two days at head office in Melbourne, we looked at ways in which they can further develop their business, offering advice on marketing, networking and time management. Because we want every single Travel Counsellors to succeed, we are always on hand to offer guidance and assistance – no matter how small the problem. It's always great to catch up with our Travel Counsellors throughout the year to strengthen our relationships. At Travel Counsellors it's not just with our customers that we build trusted friendships. We endeavour to create friendships with all our TCs and this is evident across the whole of the company.

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E-Visas to visit Turkey

VISITORS to Turkey for tourist or business purposes may be eligible for an electronic visa, according to a new DFAT update.

Turkish Embassies or Consulates should be contacted for the latest information, the bulletin states.

QF/EK pact approved in NZ

QANTAS and Emirates will now be able to offer joint fares and coordinated product offerings across the Tasman, after the long-awaited approval of their alliance by the New Zealand Ministry of Transport (**TD** breaking news).

The five year approval for the QF/EK Master Coordination Agreement "opens the way to shared services between the airlines on trans-Tasman routes," according to NZ Transport Minister Gerry Brownlee.

Qantas ceo Alan Joyce said the decision was "great news for global travellers and local tourism," meaning that NZ consumers can now tap into the lounges, frequent flyer benefits and destinations available under the joint QF/EK network.

Currently, Qantas and Emirates operate a total of 129 weekly flights between Australia and New Zealand.

Tim Clark, President of Emirates, said the move meant that the two airlines would "now connect New Zealand to Europe, the UK and Northern Africa more smoothly than ever before".

Brownlee said that competition on the Tasman would be maintained "through existing carriers on the route and the threat of entry by new carriers," citing an ACCC condition which require the airlines to maintain at least their pre-alliance aggregate capacity on the Tasman.

He said the alliance would also allow Emirates to offer ports such as Wellington and Queenstown as "tourism destinations accessible on their network".

EK mega-famils start

OVER 500 Aussie travel agents are currently winging their way to take part in two massive educationals in New Zealand and Dubai, with both trips supported by Emirates.

Heading across the Tasman, 250 agents will experience the delights of NZ courtesy of Tourism New Zealand, while a whopping 280 more agents - along with **Travel Daily** - will spend five jam-packed days in Dubai.

Those in NZ will enjoy both the North and South islands, while the Dubai mega-famil will include a desert safari and 'The Dubai Race' experiencing some of the emirate's unique attractions.

Far East voucher grab

A HOLIDAY to Singapore is up for grabs along with 20 x \$50 cash prizes in a 10-min online training workshop by Far East Hospitality.

The training is built around the Far East Heritage Festival - visit www.yourworkshops.com.au.

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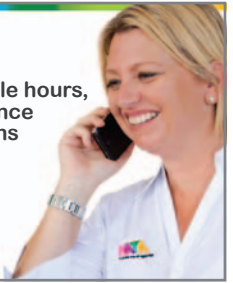
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QBT sponsors QRU

JTG-OWNED TMC QBT today confirmed its official sponsorship of the Queensland Reds and the Queensland Rugby Union.

QBT sales manager Qld Marty Byrne formally exchanged contracts at Ballymore Stadium with QRU chief commercial officer, Daniel Herbert.

The sponsorship, which runs its initial term until Feb 2014, also sees QBT as the Corporate Travel Partner of the organisations.

New TI Laos joint venture

TRAVEL Indochina is preparing to significantly expand operations in Laos, this morning announcing a new joint venture with one of the company's long-time preferred hotel partners - Sala Prabang.

The small group and FIT specialist operator, owned by the Jetset Travelworld Group, will open two new offices in Laos in partnership with Sala Prabang, in adherence with local laws requiring a local Lao partner.

TI md Paul Hole said rising demand for product in Laos from the Australian market required an enhanced presence.

"This is a relationship that we know and trust and this makes it possible for us to now open these two offices in our own right.

"Like us, they [Sala Prabang] can see the opportunity of expanding their own horizons," Hole told TD.

The new venture coincides with the 20th birthday of TI, which first operated to the region in 1993.

Hole said the challenge moving forward was getting the

growing markets to Vietnam and Cambodia to contemplate extensions of their trip into Laos.

"We can see the amount of tourism infrastructure that is being prepared for the growth in tourism," Hole added, referring to an extended runway recently opened at Luang Prabang.

In addition, new passenger terminals at the facility & similar developments in Vientiane show the emphasis placed on tourism.

"Dozens of new hotels have opened in Luang Prabang in the last 24 months," Hole stated.

The two new street-front offices in Laos' two largest cities will serve as outlets for TI passengers to have any issues on the ground looked at by locals familiar with the area, or to make changes to existing travel bookings.

Consistently strong demand for Vietnam has also seen TI expand operations in Ho Chi Minh City, with a new office recently opened in Danang on the country's east coast closer to Hanoi.

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Please forward a reference and personal summary to Scott Cammell, General Manager, Breakaway Franchises P/L scottc@breakawaytravel.com.au or call 0411263512

Princess Americas out

PRINCESS Cruises has released its 2014-15 Americas program, with a range of voyages covering the Caribbean, Canada, New England, US West Coast and the Panama Canal.

The itineraries include the debut of *Regal Princess* in the Caribbean, with a total of 11 ships sailing on 355 departures across 46 itineraries to over 70 destinations.

For info, see www.princess.com.



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McLachlan's own Gallipoli service

MAT McLachlan Battlefield Tours has announced it will stage its own commemorative service at Gallipoli for Anzac Day 2015.

The move comes after md Mat McLachlan recently returned from a two-week trip to Gallipoli where he met with Turkish authorities and identified locations for suitable services.

The Centenary celebration in two years is expected to draw unprecedented crowds and has led the govt to hold a ballot for attendance at events at North Beach, Lone Pine & Chunuk Bair.

Just 8,000 spaces have been allocated for Aussies to attend the 2015 services (**TD** yesterday).

"We intend to broadcast the official service on big screens at a significant site at Gallipoli," McLachlan said this morning.

"We will follow that with our own commemorative service, which will be hosted by prominent Australians and which

will give all our passengers the chance to pay their respects to the original Anzacs."

Clients booked on the trip who receive a ticket in the ballot will be taken to the official services, while other guests will attend the McLachlan arranged alternative.

The firm also has a range of trips available for Anzac Day 2015 - see www.battlefields.com.au.

Best Jobs finalists

TOURISM Australia is to shortly announce the next round of finalists in the organisation's very popular 'Best Jobs in the World' global marketing campaign later today, says md Andrew McEvoy.

According to other tweets made by the Tourism Australia boss, of the 330,000 applicants, 80% are now researching a working holiday in Australia, while STA Travel says booking & enquiries have seen a "massive increase."

Remote air upgrades

A FURTHER \$9.9m will be spent upgrading airstrips in remote corners of Australia over the next two years with money allocated from the 2013 Federal Budget, Transport Minister Anthony Albanese has announced.

The funds complement \$50m which has already been spent boosting 237 isolated airstrips.

Applications for funding will open later this month.

MEANWHILE, NT Tourism Minister Matt Conlan said the latest budget will provide a total of \$15m for the Territory to continue int'l marketing activities.

Initiatives the Minister will embark upon include a \$250,000 campaign highlighting the varied experiences and products offered in Alice Springs, with the town also receiving a new state-of-the-art visitor centre, to be operated by Tourism Central Australia.

Innovative visitor servicing technology will also be deployed at NT air and cruise gateways.



Window Seat

WE ALL know the Virgin Group has a unique sense of humour about itself - a fact never to be more evident than Richard Branson's trolley-dolly efforts.

Virgin Atlantic is the next to deliver a unique promotional push, recently releasing a new commercial entitled "Flying in the face of ordinary".

The ad looks at a number of gifted children around the world displaying superhuman skills and even supernatural powers, and then their future selves working with Virgin Atlantic.

From an infant making hundreds of paper aeroplanes and throwing them out of her pram, to a small child catching a falling object, sight unseen, the ad is very entertaining.

View the commercial by clicking the logo.




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Regional Vic Mercure

ACCOR will open a 62-room Mercure branded property in the Murray River town of Echuca on the NSW/Vic border on 22 May.

The hotel will be rebranded from Quality Inn Port of Echuca, with rooms priced from \$140pn.

SkyTeam launches global meeting tool

A NEW online self-booking meeting tool has been rolled out by the SkyTeam alliance, allowing discounted group travel for int'l events to be booked on any of the alliance's 19 member airlines.

The function is available via a dedicated booking portal on the SkyTeam.com website and is free to use, with the only requirement being a minimum of 50 attendees at the event travelling from at least two different countries.

Events can be registered up to five years in advance, with further enhancements coming later in the year, SkyTeam said.

The feature also includes a boosted reward program, offering one free ticket for every 50 attendees on any SkyTeam airline travelling to the event.

For more information, see today's edition of **BEN - Business Events News** - subscribe free at businesseventsnews.com.au.

More kids suites open

PENANG'S Hard Rock Hotel has doubled the number of family-style "Lil Rock Suites" available at the resort from 10 to 20, due to their overwhelming popularity.

The rooms offer separate living areas for parents and kids, with the specially decorated children's spaces featuring a Playstation and own TV, kids toys, books, in-room dining menu for kids within a dedicated 53sqm area.

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Canada at 2013 prices

ITINERARIES to Canada and Alaska with APT, leaving in 2014 can be booked at 2013 prices until 09 Jun under a new Earlybird deal released by the tour firm.

The deals mark savings of up to \$6,440 per couple, with free air/tax offers also available.

Visit www.aptouring.com.au.

TK firms up 787 order

STAR Alliance carrier Turkish Airlines has finalised an order with Boeing for up to 70 aircraft worth a list price of \$US6.9b.

The agreement includes 40 737 MAX 8s, 10 737 MAX 9s and 20 Next-Gen 737-800s, along with options for an additional 25 737 MAX 8s (TD 10 Apr).

It's the biggest Boeing aircraft order in Turkish Airline's history.

MEANWHILE, Boeing has delivered its first 787 Dreamliner aircraft to ANA since the FAA grounded the aircraft in late Jan.

EK/QF good for cruise

THE alliance between Emirates & Qantas will also benefit the Arabian cruise industry, says Dubai Tourism's cruise expert Hamad Mohammed Bin Mejren.

Speaking to trade media in Dubai last week, Bin Mejren said the deal "will definitely increase our cruise passenger numbers from Australia and New Zealand."

He said the joint initiative with the airlines would tie-in well with other joint activities to be rolled out in the marketplace.

One such initiative is working with MSC Cruises on an allocation of seats with Emirates for flights out of Australia, to make it easier for companies to sell air & land.

"I am very pleased about the merger between Qantas and Emirates. It will be a huge contribution not only to cruise but tourism in general" he added.

More comments from Bin Mejren in tomorrow's issue of **Cruise Weekly**.

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Nzima unfazed by attendee drop

A **DRAMATIC** fall in the number of suppliers participating at this year's INDABA tourism showcase in South Africa is of little worry to the head of the host nation's tourism chief.

Exhibiting company numbers at the fair have declined by more than 25% in the past three years, from 1,820 to about 1,200 in 2013.

In the past five years, overall attendance dropped from 12,400 people in 2008 to 10,800.

Speaking with **TD** in Durban at INDABA, South Africa Tourism's ceo Thulani Nzima allayed concerns the fall was due to less desire by suppliers to attend.

"Let's put this into perspective as maybe we can get lost in the numbers," Nzima said.

He explained the 2010 figure was fuelled by companies keen to promote their wares ahead of the soccer World Cup that year.

"The desire to come was different," he said.

"A lot of people came because they were preparing for 2010 and wanted to experience this wonderful country, and link up with products and secure rooms and share itineraries.

"There was always going to be natural drop off [in numbers].

Nzima further cited industry consolidation after the "global

economic meltdown", which saw many company acquisitions "where we used to have five buyers coming from one entity we maybe have just one or two.

"It's a natural phenomenon, it doesn't mean the entities are not coming anymore," Nzima added.

He also said businesses that had survived the recession had been forced to implement cost cutting, "but they continue to come here."

"With 3,000 suppliers and 1,500 buyers, the ratio is perfect for us. "We are quite happy."

SA Tourism's head honcho said a number of new initiatives had been rolled out in 2013 to keep buyers and suppliers keen to return.

A blogging tour and conference, a focus on heritage and culture, TripAdvisor Masterclasses, speed marketing and an insider platform that linked tourism companies with govt officials to discuss related policies had received welcome feedback, Nzima told **Travel Daily**.

Namibia self-drives

THE Namibia Tourism Board has introduced three self-drive routes to increase the diversity of tourism products and experiences to northern parts of the country.

Routes visit Victoria Falls, the Okavango Delta, and the world renowned Etosha National Park.

SA Wayn's top pick

ONLINE social travel community Wayn.com has voted South Africa as its top dream destination in the world for 2013, followed by Brazil and Dubai.

SAT multi-layer marketing drive



TOURISM businesses limiting themselves to a one-dimensional marketing presence are inhibiting growth, says the chief executive officer of South African Tourism.

Speaking at INDABA on Sun, Thulani Nzima commented that it was vital for companies to have an interactive marketing mix, itself having a visible social, print and electronic media presence.

SAT's marketing network covers a broad spectrum of platforms, including ties with TripAdvisor, Expedia, National Geographic and www.wayn.com - the fastest growing travel and lifestyle social community website in the world with 21.7 million members.

"The days of billboards are getting smaller today and you have to be where the people are."

He said holiday-planners use social media when it comes to plotting where to go and stay.

"People believe people" when it comes to making holiday choices,

Nzima said, with SAT leveraging South Africa's "emotional connection" (the country's scenic landscapes, adventure & safaris) to lure travellers to book.

Nzima said consumers want booking platforms that package complete holidays, which is why its ties with sites like Expedia are so important to NTOs.

Pictured from left at a media briefing at INDABA in Durban, from left are: Keith Jenkins, IAmbassador; Ross Kata, Expedia; Thulani Nzima, SAT ceo; Helena Egan, TripAdvisor; Lindsay Rocke, Fox/National Geographic and Jerome Touze, Wayn.com.

Viva! Islands on Sale

EIGHTY hot deals across 18 islands have been launched by Viva! Holidays in an eight-week sales campaign, with eight island holidays also able to be won for bookings paid in full by 30 Jun.

Royal Job Opportunities

Royal Caribbean Cruises is a global cruise holiday company that operates five brands including Royal Caribbean International, Celebrity Cruises and Azamara Club Cruises. We are one of the world's largest and most innovative cruise companies.

Marketing Executive - North Sydney

We are currently seeking applicants for the role of Brand Executive, to be the brand guardian for our 'Celebrity Cruises' and 'Azamara Club Cruises' brands in Australia & New Zealand. With the support of the international marketing team, the role will be responsible for ensuring that all communications conform to global brand guidelines and resonate with target markets.

The role will work with all departments on a consultative basis to ensure that the brand and product experiences are well understood, are appropriately communicated and achieve commercial goals.

To be considered for the role, you must have a minimum of 4 years' experience in a Marketing role, along with highly effective communication skills, both written (including copy writing) and verbal.

Marketing Coordinator - North Sydney

Working closely with a Brand Executive, handle the day-to-day implementation of campaigns, coordinate marketing collateral and provide marketing support to internal and external teams.

A minimum of 12 months proven marketing experience is required, ideally in a multi-national and/or tourism environment. Tertiary qualifications in marketing or tourism, together with experience in coordinating external design, print and distribution suppliers and the design and production of travel brochures will be highly regarded.

If you have the above skills and the drive to join our company, please send your application, including your resume, to recruitment@rcclapac.com

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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.

Where is Slava from?

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

Congratulations to yesterday's lucky winner, **Gemma Agnew** of **World Travel Professionals**.

A flowery feeling at Cooks show



MORE than 100 agents from the Brisbane area attended the official Cook Islands roadshow at the Gallery of Modern Art.

In attendance were 12 local suppliers from the destination, on hand to answer questions and spruik their island wares.

Attendees were shown how to make traditional and very flowery ei katu headwear, with the evening capped off with a powerful drumming display and impressive dance performance.

Cook Islands Tourism has also recently wrapped up a series of consumer events promoting the destination to the public.

Pictured above launching the new Cook Islands program at the roadshow from left is Rachel Cartwright, Discover Travel & Cruise; Debbie Cox, Air New Zealand; Debbie Grace, Discover Travel & Cruise and Kerryn Cook from Cook Islands Tourism.

Kent on A&K journey

ABERCROMBIE & Kent founder Geoffrey Kent will join passengers on board the second exclusive private jet journey, departing from Miami on 06 Oct.

The itinerary will visit nine countries in 26 days, with seats on the chartered Boeing 757 priced from \$105,000ppts.

Regional Vic ferries

SALES of the Mornington Peninsula Attractions Pass spiked 10% last year, with pax numbers on the Queenscliff to Sorrento ferry doubling in the same period.

The commissionable pass is priced from \$63 for adults and offers discounted ferry fares for travellers moving between the Great Ocean Road and the Mornington Peninsula.

Tahiti side trip offer

AIR Tahiti Nui, in partnership with domestic carrier Air Tahiti have launched a new fare offer, with visitors able to take a side trip to a neighbour island for an additional \$70 on top of the fare.

The offer applies to new fares booked and ticketed by 03 Jun with available islands including Huahine, Raiatea & Taha'a.



AFTA UPDATE
The latest updates from AFTA's Chief Executive, Jayson Westbury

FOUR months to the day to the Federal Election, the Gillard Government via Treasurer Wayne Swan has delivered their sixth Federal Budget.

For the record, their sixth budget that will deliver a deficit announced to be in the order of \$18 billion. Wow, that is a lot of money and money that everyone in the end will have to find.

This budget is one that has made many announcements, but generally there is not a great deal of confidence that many of the announcements will actually be delivered. The main reason for this is that the majority of the big announcements have long term estimate statements and it's believed that the current government will not be in place in the long term. In the end, time will tell but no matter what the result in September, this budget does nothing for the travel and tourism industry.

While the Treasurer has left the passenger movement charge (PMC) alone, you might recall the fight that took place in last year's budget after the PMC was increased. Tourism gained no mention whatsoever in the Treasurer's speech. Some will say it is better to not be mentioned, but this is significant for the industry as it means that there are absolutely NO new programs to be supported in any way by the budget in the 12 months ahead of us.

There are real cuts to a number of the tourism expenditures, but this is across all departments and while they are not welcome, they should leave the tourism industry in a business-as-usual situation. For travel, the big deal is the cap on the tax deduction allowed by employees for self-education. This has been capped at \$2,000. What this means is that many people who may be self-funding their own education via degree courses will only be able to claim the total of \$2000.

Many travel agents arrange travel and conferences for all sorts of professions and generally those professions claim the expense of the conference as self-education. This will only be allowed next financial year to a maximum of \$2000.

This will have a broad ranging impact on the travel industry as either the conference will not proceed or the profession that is hit with this cap needs to rethink how the individual funds the conference expense.

And if you are half way through a course, you will need to fund the second half out of tax dollars rather than a tax return.

Having been in Canberra for the budget as I am every year, I have to say that the feeling this year is a little blah!

Good luck to you in the year ahead, I think we will all need to dig deep to find good news within this 2013 Federal Budget.



Excite Holidays is a **leading online wholesale travel company** supporting the travel agency network, a **2012 AFTA Wholesale Finalist**, with access to one of the most advanced booking systems available. If you understand the value of customer service and have what it takes to proactively deliver exceptional assistance then consider working for Excite Holidays as **we have the following opportunities available:**

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Vivid celebrates Who

DOCTOR Who will feature in the 2013 Vivid Sydney Festival, with a special light show noting the program's 50th anniversary to be displayed on 01 Jun. Projections will be beamed up on the front of Customs House at Circular Quay in six parts, every ten minutes starting at 6:50pm.

Wendy Wu Earlybirds

SPECIAL offers on a selection of the most popular all-inclusive tours to China and Vietnam, departing in 2014 have been made available by Wendy Wu Tours as part of an Early Bird Specials guide released yesterday. Discounts of up to \$1333pp are on offer for bookings made and fully paid before 25 Aug this year. A variety of land only stopover packages in Hong Kong and Macau are also featured in the new brochure, with a highlighted tour being the 21-day Magnificent China, priced from \$4252ppts.

Qantas Hols first past the post



IT MAY be the race that stops a nation, but the trophy all jockeys and horse trainers within the industry came to visit the team at Qantas Holidays six months ahead of the "Great Race" in Nov. The visit of the trophy coincided with the launch of sales and holiday packages for the event, which will see tens of thousands again pack Melbourne's Flemington Racecourse on 05 Nov. Qantas Holidays and Viva! Holidays have released packages starting from \$511 per person, which include three nights accom twin share and a precinct ticket to the Emirates Melbourne Cup. Packages can also be designed to incorporate other high-profile

horse racing events in the same week, such as the popular Derby Day and Stakes Day events. **Pictured** above with "The Cup" is the Qantas Holidays Melbourne marketing team, which from left consists of Angie Howes, Michelle Martin, Amanda Behre, Jeffrey Chang, Andy Chang, Natalie Parinetto and Suzanne Sapsed.

Air price drop notice

DISCOUNT travel website Hotwire has launched a new real-time alert system designed to inform of drops in the price of airfares on particular routes. Entitled TripWatcher.com, the site is currently available only to watch flights from US origins at the moment and is able to watch flight itineraries planned for up to a year in advance. Users connect to TripWatcher through Facebook, Twitter or via an email notification signup on the website itself and enter the desired trip details they'd like to monitor price movements.

Upon a price drop for that sector on the dates requested, the user is notified, with the system also able to advise on even cheaper fares on dates near to what was originally entered. The system currently only watches airfares, but the ability to keep an eye on hotel prices and car rental rates is in the pipeline, according to the company. At present, no word has been made available on whether the system will be rolled out on flight searches in Australia.

WIN A HOLIDAY TO HAWAII, THE BIG ISLAND

To avoid confusion with the name of the entire state, the island of Hawai'i 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 Hawai'i, 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.11: What type of fitness class can one attend at Buddha Point?

Hint: www.hiltonwaikoloavillage.com



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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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**AWARD WINNING BOUTIQUE AGENCY
SENIOR CORPORATE CONSULTANT**

SYDNEY CBD – Up To \$70k + bonus + super

Who said the travel industry doesn’t pay well? Join this award winning, dynamic and progressive boutique TMC with modern offices in the CBD. You will be working on dedicate corporate accounts, providing exceptional service on each and every booking. Minimum 7 years corporate travel experience, outstanding airfare and ticketing knowledge and strong account management skills are a must. Apply for this exceptional role today as it WILL be filled very quickly!

MOVE BEHIND THE SCENES

**MULTIPLE POSITIONS IN WHOLESALE PRODUCT
SYDNEY CBD – \$43-\$53K PLUS SUPER**

If you are sick and tired of sales targets Andover spending day in day out on the phones a career in wholesale product could be for you. You will be working with a leading wholesale travel company within their busy product team. Reservations Support, Inventory and Product Load positions are available. If you have experience using Calypso, great admin skills and strong attention to detail, with a minimum 1 year experience working in wholesale travel. Get off the phones and get your CV to AA Appointments today.

**ENJOY THE FINER THINGS IN LIFE??
TRAVEL CONSULTANTS X2**

MEL (EAST) – SALARY PACKAGE TO \$55K (DOE)

We have two sensational high end leisure consulting roles located in the inner eastern suburbs of Melbourne seeking experienced consultants looking to make their next career move. Working Monday to Friday, you will be working in a boutique office environment servicing a very high end clientele. Seeking an energetic & motivated self starter who can impress with their round the world knowledge and minimum 5 years consulting experience, this is an opportunity not to be missed. Apply today to find out more!

**PICK OF THE BUNCH
CORPORATE CONSULTANT**

ADL (INNER) – SALARY PACKAGE UP TO \$55K (DOE)

This global travel management company is seeking their next corporate superstar to join this professional boutique team. If your priority is finding the right work/life balance then look no further. Working Monday to Friday business hours, you will be working for a company that look after their staff & have a genuine interest in assisting you with your career progression. You must have a minimum 18 months previous consulting experience and knowledge of GDS to be eligible for this position.

**THE MOST SOUGHT AFTER AIRLINE ROLE
AIRLINE BDM**

MEL (CITY) - SALARY PACKAGE TO \$70K (DOE)

This full service airline, who’s presence in the industry is continuing to grow onwards and upwards is seeking a sales superstar to join their team. Bringing your previous years working on the road in a similar role, you will responsible for developing key relationships and increasing the market share of this growing airline. With a fantastic salary package on offer including some sensational perks you would be crazy not to apply. This role will not be vacant for long, so contact AA Appointments today to find out more!

**WHATS NOT TO LOVE ABOUT WHOLESALE
RESERVATIONS CONSULTANT**

ADL (INNER) – SALARY PACKAGE TO \$80K OTE

This award winning wholesaler is seeking a passionate travel professional to join their expanding team. Moving away from face to face consulting you will be responding to phone and email enquires from travel agents seeking your suggestion with creating quotes and make bookings. You must have previous consulting experience plus some personal travel experience to be eligible. Be rewarded with a fantastic salary package, amazing famils and a fun & exciting team working environment! Contact AA today to make this role yours!

**A SOUTHERN DELIGHT
RETAIL TRAVEL CONSULTANT**

BRISBANE SOUTHERN SUBURBS– up to \$47K + BONUSES

Are you a retail travel consultant looking for a new challenge in the suburbs? Sick of the up and downs in your pay cheque? Then come and join this boutique travel team in their southern suburbs agency. You’ll earn a strong base salary plus bonuses, undertake top famils, enjoy a supportive working environment and love the variety of enquiries you’ll receive. All this and more can be yours if you have min 2 years retail travel consulting experience and a positive attitude. Apply today to find out more!

**CHAMPAGNE & CAVIAR
HIGH END RETAIL TRAVEL CONSULTANT**

GOLD COAST – UP TO \$45K PKG + INCENTIVES

Do you love selling high end travel? Want a role where you can sell the best of best all day long? This is it! We currently have the opportunity for a senior travel consultant to jump in and join this reputable and renowned travel team on the Gold Coast. You’ll love tailoring itineraries and selling a variety of cruise products. All you need is a min 3 years retail travel consulting experience and exceptional customer service skills. If this sounds like the opportunity you have been searching for – call today!



TOP TEMP BENEFITS INCLUDE

Best industry rates; paid weekly
Referral vouchers
Temp to Perm opportunities

Temp of the Month/Annual rewards
Flexible working hours/days
Full conversion training where required

**LEISURE TRAVEL & WINE TASTINGS - 5 MONTHS
MAITLAND AREA - GALILEO IS ESSENTIAL
HOURLY RATE + SUPER + + +**

Based in the Maitland area of the Hunter Valley region, we have an exceptional 5 month temp role for an exceptional travel temp! You will be skilled and trained in Galileo with amazing leisure travel knowledge. You will be available to start ASAP, working full time, Monday to Friday however this is flexible. You will demonstrate a strong ability to book all mediums of travel for all incoming travel requests via email phone and walk-in leisure clientele. Delivering fantastic customer service is of second nature to you. 10 mins walk from the closest station.

**INVENTORY/TRAVEL SUPPORT CONSULTANT
SYDNEY CBD - ASAP FOR 3 MONTHS
HRLY RATE + SUPER.**

Are you an experienced Inventory and/or Travel Reservations Support Consultant? Are you proficient using Calypso? If so, then we would love to hear from you! This is fantastic a temp role starting ASAP working full time, Monday to Friday for approx. 3 months with ongoing opportunities. If you love supporting your fellow colleagues and no task is too small, then this is the role for you. Training and support provided. Career progression and temp to perm opportunities exist with this client. This is not just any old temp role!

**TEMP YOUR WAY AROUND TOWN
TRAVEL CONSULTANT**

MEL (WEST) – HOURLY RATES \$20.00 - \$25.00PH

This assignment is a fantastic opportunity for an experienced retail consultant to secure temp work for the next month. This retail agency is looking for an energetic & motivated self starter who can impress them with their round the world knowledge and Galileo & Crosscheck expertise. Servicing a busy walk in agency, you must have a minimum 12 months industry experience and be ready for an immediate start. This temp role will reward you with a generous hourly rate for your efforts, so for more information call our friendly temps controller today!

**REGISTER FOR TEMP WORK TODAY
TRAVEL CONSULTANTS**

PERTH (VARIOUS) – HOURLY RATES \$20.00 - \$25.00PH

In between permanent jobs and want to try out the market?? OR, Are you travelling through and want to keep your skills current?? Whatever the reason, we have some great temporary and contract roles ready to be filled! Join the AA Temp Dream team and enjoy top hourly rates, interesting clients, flexible hours, various locations & fun & friendly team environments. If you have a minimum of 12 months travel industry experience, have Sabre, Galileo or other CRS skills and enjoy the flexibility of temping then we want you!! Contact AA to find out how to register!

**CALLING ALL NATIVE CALYPSO GURUS
WHOLESALE TRAVEL TEMPS**

BRISBANE CBD– TOP HOURLY RATE

If you are an experienced travel temp with superb native calypso skills and love a fun working environment – this is the temp assignment for you. This leading domestic wholesaler is looking for experienced travel consultants to come and assist them in their sales team. You'll love the fast paced nature of this office and the friendly supportive environment. Strong native calypso skills will be a must along with min 12 months travel consulting experience. A top hourly rate will be on offer!

Want to know more? Then give us a call now.

SOUTHERN BLISS

RETAIL TRAVEL CONSULTANT

BRISBANE SOUTHERN SUBURBS – UP TO \$25/HR + SUPER

Are you an experienced travel consultant based in the southern suburbs? We have a sensational new temp assignment for you starting immediately! There are a number of days over the next two months that this boutique agency requires a temp to assist them during a busy period. You will be offered a top hourly rate, weekly pay cheque, plus there is the possibility of going temp to perm for the right person! All you need is strong Galileo & CCT skills and 12months retail travel experience. Sound like you – then apply today and start temping tomorrow!

CONTACT AUSTRALIA'S MOST EXPERIENCED TEMP RECRUITMENT TEAM

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NSW & ACT

Ph: 02 9231 6377

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Regina Johnston

QLD & NT

Ph: 07 3229 9600

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Cherie Napolitano

VIC, WA & SA

Ph: 03 9670 2577

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Kristi Gomm

Inbound Groups with a twist! - Sydney CBD

- ▶ Highly respected established agency
- ▶ Mid June/July start
- ▶ Salary up to \$50K + super neg.

This role involves preparing group bookings & quotes for series & adhoc groups from European and Spanish/Latin American markets. You will be arranging the land arrangements for the groups throughout Australia's main tourist areas, including accommodation, tours, activities, transfers and entertainment bookings.

This agency is very proactive in their approach to staffing. Management like to get the best out of their team and keep every employee challenged and motivated. To make this possible at times they are able to offer split roles to expand on employees existing skill sets by incorporating other areas of the business into their roles including Product, FIT and even Sales if the successful candidate wants to move in these directions.

Must have Inbound, groups or FIT and TourPlan exp.

Call or [email](#) Kristi Gomm for more details

Corporate Travel Team Manager - Brisbane

- ▶ Highly sought after PURE management role!
- ▶ Lead, motivate and develop your team
- ▶ Global TMC that offers development & progression

Manage performance and quality of service among your team by providing regular updates, feedback and coaching. Work closely with higher management across business goals.

Call or [email](#) Kelly Wellsmore for more details

BDM Corporate Travel - Sydney

- ▶ Winner of multiple NTIA awards
- ▶ Work in the SME market
- ▶ Package up to \$75K DOE plus incentive

Join this well established boutique corporate agency, create new sales opportunities, get in front of key decision makers and acquire new business. Supportive & encouraging culture.

Call or [email](#) Sandra Chiles for more details

Product Executive - Sydney

- ▶ 12 month maternity leave cover
- ▶ Experienced in contracting essential
- ▶ Japan and Thailand

If you love all things Asia and have experience contracting product in travel wholesale then this could be an excellent stepping stone to move into product management.

Call or [email](#) Ben Carnegie for more details

Event Travel Consultant - Sydney

- ▶ 1 year maternity leave contract
- ▶ Boutique agency - Sydney Inner West location
- ▶ Sabre & Tramada, Salary to \$50K+

This opportunity could be your chance to move away from face to face consulting and still utilise the skills you have from your retail travel consulting background.

Call or [email](#) Ben Carnegie for more details

Retail/Corporate Travel Branch Manager

- ▶ Located on the northern outskirts of Perth
- ▶ Award winning travel group
- ▶ Motivate your team, grow business, manage clients

This agency has a proven record of sound retail sales and a small corporate division which accounts for 30% of their business. Be involved in all aspects of the agency's success.

Call or [email](#) Kelly Wellsmore for more details

USA

YOUR WAY

Offer ends
24 May 2013,
unless sold out
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is limited.

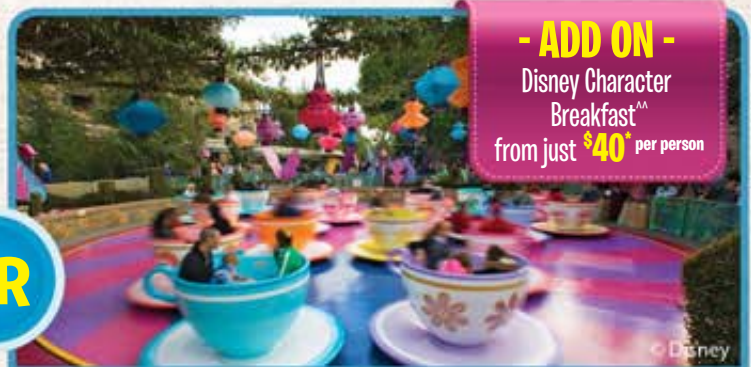
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STEP ONE ↓ CHOOSE A LOS ANGELES OR DISNEYLAND PACKAGE:



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Movie Stars Homes tour
from just \$67* per person

OR



- ADD ON -
Disney Character
Breakfast**
from just \$40* per person

Explore Los Angeles

Package Includes: • Return economy airfares to Los Angeles flying Virgin Australia™ • 4 nights accommodation at Hacienda Hotel Los Angeles *** in a Standard room*

Bonus Includes: • FREE return airport transfers • FREE discounted shopping offers at select locations^

FROM PRICE PER PERSON TWIN SHARE

EX GATEWAY	EX MEL	EX SYD	EX BNE	EX ADL	EX PER
LOW SEASON 9 May - 5 Jun 13	\$1325*	\$1342*	\$1352*	\$1734*	\$1881*

Explore Disneyland Resort, California

Package Includes: • Return economy airfares to Los Angeles flying Virgin Australia™ • 4 nights accommodation at Super 8 Motel Anaheim ** in a Run of House room • 2-Day Disneyland Resort 1-Park Per Day Ticket*** • Return airport transfers

Bonus Includes: • FREE continental breakfast daily • FREE discounted shopping offers at select locations^

FROM PRICE PER PERSON TWIN SHARE

EX GATEWAY	EX MEL	EX SYD	EX BNE	EX ADL	EX PER
LOW SEASON 9 May - 16 Jun 13	\$1536*	\$1553*	\$1563*	\$1945*	\$2092*

STEP TWO ↓ CHOOSE A 2ND CITY FROM THE FOLLOWING:

- Las Vegas** from \$456* per person twin share
- San Francisco** from \$586* per person twin share
- New York** from \$697* per person twin share
- New Orleans** from \$730* per person twin share
- Miami** from \$769* per person twin share
- Orlando** from \$1145* per person twin share

For more information visit www.qhv.com.au/agents

IMPORTANT INFORMATION: *Agents may charge service fees and/or fees for card payments which vary. If you book with Viva! Holidays an additional 2% fee applies to credit card payments. Prices are correct as at 24 Apr 13 but may fluctuate if surcharges, fees, taxes or currency change. Offers subject to availability. Amounts payable to third parties not included. Please check all prices, availability and other information with your travel consultant before booking. Bookings must be made direct with Viva! Holidays or a travel agent. Package cancellation fees apply. These property ratings are Viva! Holidays' views, not official ratings. ~Book Virgin Australia (VA) in Q class. Airfares must be paid and ticketed within 72 hours of booking but no later than 24 May 13. Departures ex ADL & PER are via SYD in both directions. VA flights within the USA are codeshare and operated by Delta Airlines. Connecting Airfares within the USA must be booked in conjunction with an international airfare from Australia in Q class. #Pricing for packages including Hacienda Hotel in Los Angeles is correct as at 24 Apr 13 but is subject to change at the discretion of the hotel operator. Prices and packages quoted refer to the best available flight and hotel packages on 9 May 13 for Hacienda Hotel. ^ FREE discounted shopping offers at select locations are per booking. ^^ Includes dining at select restaurants only and reservations are strongly recommended to ensure booking. ## Disneyland ticket is a multi-day ticket allowing entry to either Disneyland Park or Disneyland California Adventure Park. Ticket is not valid for entry to both parks on the same day. Tickets are non-refundable and non-transferable. The Viva! Holidays General Booking Conditions apply, available at www.vivaholidays.com.au. Other conditions apply - ask for details. Qantas Holidays Limited ABN 24 003 836 459 trading as Viva! Holidays. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510.

