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# Travel Daily

First with the news

Monday 20th May 2013

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## Tiger cuts its losses

**TIGER** Airways Australia narrowed its operating losses in the last quarter of its 2012-13 financial year, with a S\$15m loss for the three months.

That was a \$3m improvement on the previous corresponding period, and came with an 85.6% load factor, up 4.2 points.

The full year loss was S\$69m, but the Singaporean parent company predicted things would improve with the airline's new 60% Virgin Australia joint venture.

## AFTA accreditation update

**THE** introduction of the new AFTA Travel Agent Accreditation Scheme (ATAS) will be accompanied by a "significant consumer and travel industry marketing campaign around the benefits of booking through an accredited agent," according to Gary O'Riordan, AFTA's newly appointed gm of accreditation.

An AFTA update issued on Fri says a business case seeking an allocation of funds will be lodged with the govt to support the first year of the scheme's operation.

O'Riordan said it's intended

that the AFTA board will sign off on the draft framework for ATAS early next month, and this will be followed by industry consultation.

A Code of Conduct for scheme participants will be developed, along with a Charter governing the operations of the ATAS, which will officially kick off in Jul 2014.

In the meantime a number of committees have been formed to represent the interests of agents, suppliers and associations in the scheme, as well as to consult with consumer affairs ministers.

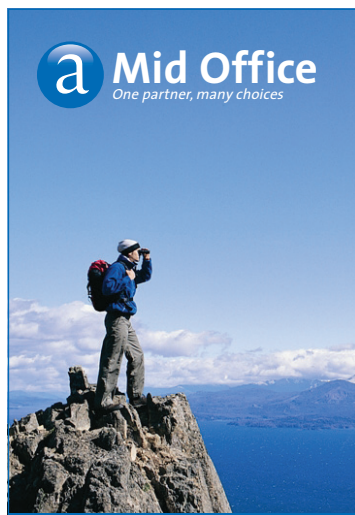
The update confirms that the TCF will cease operation on 30 Jun 2014, with claims paid until Mar the following year.

ATAS is not compulsory, but will provide a "nationally consistent accreditation scheme" to maintain high standards of professionalism and reduce regulatory costs for the industry.

## New Quest chief

**QUEST** Serviced Apartments has promoted its current general manager Zed Sanjana to the new role of CEO, to take the fast-growing company into its next phase of expansion.

Founder Paul Constantinou will continue as executive chairman, with the new appointment allowing him to focus on the strategic direction and growth of the Quest Franchise Network, which now includes over 150 properties in Australia, NZ & Fiji.



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## Webjet appoints ceo

**ONLINE** travel firm Webjet has created a Melbourne-based ceo role, with David Allen appointed to drive growth, including the recently acquired Zuji division.

MD John Guscic said Allen's 30-year career in the industry "will be critical to the propulsion of the Webjet and Zuji brands in the South Pacific region."

Allen, who will report to Guscic from 17 Jun, has previously held senior roles at Avis, Sabre Pacific, Zuji NZ & corporate agencies.

## Seven pages of news

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

- AA Appointments
- Travel Trade Recruitment



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## Air India revives Aus plan

MELBOURNE and Sydney are yet again back on Air India's radar, with a new launch date possible before the end of the year.

Air India chairman and md Rohit Nanden last week revealed an "aggressive" expansion was on the cards using Boeing's 787 Dreamliner as the backbone.

The Indian carrier's 787s - with freshly installed battery encasing - would enable AI to add new non-stop services from Delhi to other destinations also including Rome, Moscow, Milan and Birmingham.

AI's product would be superior to rival Indian airlines, "and that is how we will compete."

"We are introducing Rome and Milan, Moscow, Birmingham in the next three-five months, then we are introducing Australia," Nanden said late last week.

"Air India will expand aggressively this year. We are looking at five destinations in five months. Not many airlines try that," he said confidently.

However a specific date is yet to be confirmed, with Nanden's suggestion for the triangular Delhi-Melbourne-Sydney-Delhi service indicating a Nov debut.

But India's Minister for Civil

Aviation Ajit Singh, last week said the state-owned carrier would commence flights to Australia even sooner, possibly by Aug.

Air India has a fleet of six 787 Dreamliner aircraft, two of which recommenced operation just last week on domestic routes, while international flights will launch on 22 May to London, with Paris, and Frankfurt to follow.

If Air India can commit to either revised launch date it will become the first airline to operate 787s to Australia, trumping JAL which said this month it would replace 777-200ERs on the Tokyo-Sydney route, effective 01 Dec.

Three years ago, **TD** exclusively revealed Air India's intention to fly to Melbourne (**TD** 21 Jun 10).

Since then Australian routes have been repeatedly rumoured and/or announced, with nothing eventuating yet.

## Clark to Destination A

FORMER Travel Corporation gm for procurement, management & coordination Ian Clark (**TD** 06 May) has been appointed as gm for Destination Asia (Vietnam).

## Tiger car aggregator

NO-FRILLS carrier Tiger Airways says it will introduce a car rental aggregation site in Q1 of the 2014 FY as the firm shifts focus to a "choice beyond travel ticket."

Rental companies to be listed include Budget, Avis, Thrifty, Sixt, Hertz, Dollar, National, Alamo, Europcar and others.

Currently Tiger's website only links to Hertz for car rentals.

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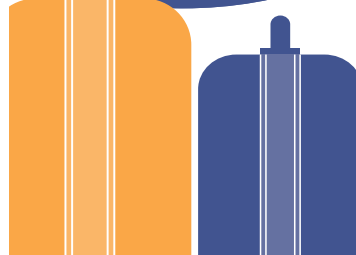


## Berman leaving Grays

**UBID4ROOMS** founder Gary Berman will leave the Grays Online accommodation operation GraysEscape at the end of the month, moving on from the company which purchased UBid about a year ago (**TD** 30 Apr 12).

Berman, who set up Ubid4Rooms in 2007, told **TD** it had been "a great journey, and while it will be sad to move on, I think the time is right for me to pursue other opportunities".

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## Wet'n'Wild asbestos woe

**PLANS** for Australia's newest theme park have suffered a setback, with the site found to contain more than 30,000sqm of asbestos contaminated soil.

Wet'n'Wild Sydney is a sister water park to the Gold Coast attraction bearing the same name, and is earmarked to open by Dec.

Currently under construction in Prospect in the city's west, the \$115 million park will feature over 40 waterslides & attractions such as wave pools and a collection of "world's first" rides.

NSW Premier Barry O'Farrell last year said Wet'n'Wild Sydney would attract around 900,000 visitors annually, with one-fifth of those coming from overseas or travelling interstate.

However, a NSW Govt Planning & Infrastructure environmental assessment report pertains to design modifications to the park for "site remediation works."

A 'Modification Request' filed earlier this month confirms the discovery of friable & non-friable asbestos contamination late last year, spread across the majority of the grounds of the water park.

## Ecruising appoints

**ECRUISING** Group has expanded its senior team, appointing Aurora Walker as general manager to oversee its ecruising.travel online cruise specialist division.

Walker was most recently team operations manager at Corporate Travel Management.

The ecruising.travel business has also welcomed Bertha Harvey, previously from Carnival Australia, to its marketing team.

The extent of contamination occupies approximately 60% of the land, 20% of which is friable asbestos - and in dust form is potentially life-threatening.

"Given the significant amount of asbestos contamination that has been identified at the site during the bulk earthworks stage of the project, the site is now considered to be unsuitable for the proposed use without remediation," the document says.

The govt says site remediation works - such as sealing asbestos material beneath Wet'n'Wild's future carpark or covered by 1m of clean fill - will be overseen by specialists and remedial the asbestos contamination.

A consultation period in Feb-Mar attracted responses from five public authorities, however there were no submissions from the general public.

"The department is satisfied that, subject to implementation of the remediation strategy... the site will be made suitable for use as a water theme park prior to commencement of use," the paperwork states.

Operator Village Roadshow told **TD** remediation work "was always planned as part of the development" & would not alter the park's design or schedule.

## New BARA exec dr

**BARRY** Abrams has been named as Executive Director of the Board of Airline Representatives of Australia, replacing Warren Bennett who retires next month

Abrams' extensive career includes roles with Qantas, Ansett/Air NZ and NSW Treasury.



## Window Seat

**HIGH-END** luxury lodge Saffire Freycinet in Tasmania has launched an 'e-tox' package aimed at helping guests achieve total relaxation during their stay and disconnect from the social media driven world we live in.

Upon checking in, guests must relinquish all electronic devices until departure, with a series of rejuvenation and relaxation exercises conducted and guided by a personal Saffire host.

The package is priced from \$3,600 per person and includes two nights all-inclusive accom, daily Saffire activities including a yoga class and a Spa Saffire "downtime" massage.

'E-Tox' packages are available on selected weekends from Jun until Sep, and for more details, phone 1800 723 347.

**IN CELEBRATION** of Holland's annual *Rooihagen* "Red Hair Festival" in Breda, regional UK airline Flybe is attempting to create a new world record by carrying the highest number of bloodnuts on a service from Inverness to Amsterdam.

Helping it on the quest is a statistic in its favour which said 13% of Scotland's population are natural carrot tops.

The carrier is also hoping that some of the UK's most famous redheads will fly, and will top off the attempt by deploying an all-Ranga crew on the service.

The three day festival starts on 30 Aug and culminates in the massive excitement of 2013 World Red Hair Day on 01 Sep.



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## Travel Daily on location in Hawaii

Today's issue of *TD* is coming to you from the sunny shores of Waikiki, where Qantas and Hawaii Tourism are hosting a group on a special famil.

FIVE lucky travel agents from Melbourne, Hobart, Toowoomba, Brisbane and Mount Isa were selected to be part of Qantas' first famil group to travel on the refurbished Boeing 767 aircraft to Honolulu (see feature this page).

The group has so far enjoyed a Grand Circle Island tour courtesy of Roberts Hawaii, and time at the Ala Moana Shopping Centre - and later this week the agents are set to hit the famous surf.

Hosting the group for two nights is the Miramar Waikiki, with Trump International Hotel.

## Ala Moana growing

ICONIC Hawaiian shopping precinct Ala Moana is set to expand, with US department store Bloomingdale's confirmed as the centre's newest addition.

Ala Moana group's Scott Creel said Bloomingdale's would be built on land currently occupied by Sears, which closes shortly.

Slated to open by Nov 2015, the three-level Bloomingdale's will be complemented by a new development consisting of between 60-90 new stores, boosting the total area of the centre by 400,000 square feet.

## Ritz-Carlton Maui sale

THE owner of the Ritz-Carlton Kapalua Resort on the island of Maui has placed the 297-room property on the market.

The resort also has 107 condominium units, indoor and outdoor meeting spaces, a spa and six F&B outlets.



Garuda Indonesia

## Marketing and Media Officer - Australia 12 month contract role

Due to current expansion, Garuda Indonesia is looking to appoint the services of an experienced marketing & media officer to join our regional marketing team in Sydney. Working alongside the Marketing & Media Executive, you will be responsible for assisting in the co-ordination and implementation of the marketing communication plans for the Australia/South West Pacific region.

The candidate should possess strong communication and presentation skills, strong proof reading and copy writing skills, be detail and deadline orientated and able to working within a team environment.

### Successful candidates should possess the following attributes:

- Minimum of two years experience within the airline or travel industry
- Strong proofreading, grammar and copywriting skills
- Tertiary qualifications in Tourism, Marketing or Communications
- Excellent communications skills both written and oral
- Excellent attention to detail and accuracy
- Preferably have a working knowledge of graphics, printing programs and print media operations
- Experience using the following programs – Adobe In-design, Adobe Illustrator and Adobe Photoshop and experience using all Microsoft Office products.

There will be an opportunity for an extended contract, based on the individuals performance and operational needs of the airline.

Should you wish to join this award winning team, please send through a detailed cover letter and CV to [recruitment@garuda-indonesia.net.au](mailto:recruitment@garuda-indonesia.net.au) by the 24th of May 2013. Only successful applicants will be contacted.



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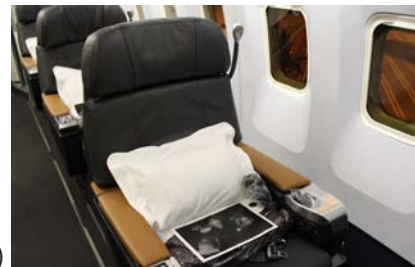
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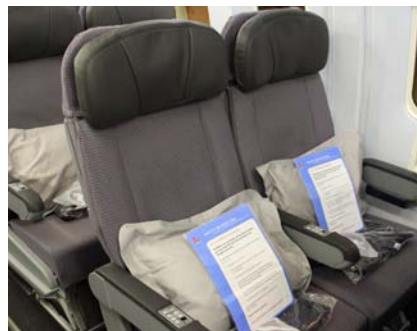
## Inside QF's refurbished B767s

NUMEROUS enhancements have been made to Qantas' fleet of Boeing 767 aircraft, currently operating on transcontinental Australia services as well as on the Sydney to Honolulu route.

*Travel Daily* spent last weekend in Hawaii (as you do!) travelling on a return service with the newly refurbished Boeing and today brings readers a special look inside the jazzed up 767.



ABOVE: Enhanced cushioning has been installed on Business Class leather seat-backs. Bulkheads have been redesigned, with new side lighting, new divider curtains and seat pockets, with the cabin set in a 1-2-1 layout.



LEFT: Economy Class passengers also experience an enhanced product, with new carpets, arm rests, side lights and leather head-rest - and inflight entertainment is provided using wi-fi streaming content to iPads.

Joining us on the trip were Aussie travel consultants on a special famil arranged by Qantas and Hawaii Tourism as the first Australian trade group to experience the new 767 product on an international route.

Among the many additions and upgrades, all passengers are provided with a personal iPad for the flight, configured with Q Streaming, the on-demand entertainment system offering many hours of movies, TV shows and music, with dedicated choices for children to enjoy.

For a photo gallery of the new Qantas 767 product, go to our website at [www.traveldaily.com.au](http://www.traveldaily.com.au) or see [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



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## Kimberley Quest heads east



**PEARL** Sea Coastal Cruises last week showcased its Kimberley voyage offerings at an event in Sydney which featured 'Head Chef' Rhys Badcock.

Badcock, **pictured** above with the company's Alice Ralston and captain Josh Bairstow, should

look familiar - as well as providing the culinary delights aboard *Kimberley Quest II*, he was the winner of Channel Ten's recent *Masterchef Professionals*.

Pearl Sea Coastal Cruises is a family business - founded by Alice's parents Jeff & Lynne - and has been operating Kimberley voyages for more than 18 years.

The current custom-built vessel accommodates up to 18 guests in air-conditioned comfort, and is equipped with a helipad, spa and spacious public areas.

Pearl Sea Coastal Cruises offers trips ranging from 6 to 14 days taking in the breathtaking Kimberley region, as well as specialised fishing expeditions between Sep and Nov "when the barra are on the bite".

*Kimberley Quest II* is also available for private charter. See [kimberleyquest.com.au](http://kimberleyquest.com.au).

### Crompton VA CCO

**VIRGIN** Australia has confirmed the appointment of Judith Crompton as its Chief Commercial Officer, over a month after her new role was exclusively revealed by *Travel Daily* (TD 19 Apr).

Crompton was previously VA's Group Executive Sales, and the expanded role has responsibility for Alliances, Network, Revenue Management and Sales across both domestic and int'l networks.

More flights to MNL than any other carrier  
 4 x B777 direct flights from SYD  
 3 x B777 direct flights from MEL  
 7 x A320 flights from PER/BNE via DRW from June

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**Philippine Airlines**

### SAT planning studies

**SOUTH** African Tourism (SAT) will conduct its first consumer research on the Australian market in more than eight years to better understand the Aussie traveller.

To be held during the next fiscal year, SAT's regional director for Asia & Australasia, Evelyn Mahlaba told *Travel Daily* the Australian market remains "significant" for South Africa.

In terms of visitor arrivals, Australia ranks 7th, with the UK, US and German markets the top three countries, while China has also surged into the top 10.

Mahlaba said the investment in a consumer insights study would aid SAT understand buying behaviour and what triggers booking decisions.

"Until now, we've only be gauging what's happening by following other trends," she said.

### Ibis appointments

**ACCOR** has today announced the appointment of two hotel executives, with Glen Erickson and Paul Rogers named as general managers of Ibis Perth & Ibis Perth Styles respectively.

### ASP 'People's Choice'

**NORTHERN** Territory Minister for Tourism Matt Conlan says there's been a revival in interest for travel to the Red Centre since Tiger Airways began flying to Alice Springs last month.

His comments come as Alice Springs was voted Australia's top destination in a recent Tiger 'People's Choice' sale.

To capitalise on interest, Tiger Airways has launched a new TV and online campaign in Sydney & Melbourne, promoting things to see and do in Central Australia.

The NT Govt has injected \$13m from the 2013 Budget to beef up domestic visitation.

"We are determined to see our tourism industry returned as a powerhouse contributor of the Northern Territory economy," Conlan said on Fri.

### New AA boarding cat.

**AMERICAN** Airlines has rolled out a new category for boarding flights for passengers travelling without overhead luggage.

The newly introduced category enables pax without any carry-on luggage (or pax with items that can be stowed beneath a seat), to board the aircraft ahead of the bulk of other passengers, but behind those in premium classes or top tier frequent flyers.

The carrier says the initiative is "focused on optimising the boarding process in an effort to bring you the most streamlined experience possible."

## REWARD!



Lost & Found in Singapore

This week *Travel Daily* and **Singapore Tourism Board** are giving you the chance to win an **iPad mini and a Smart Cover**.

Whether it's fun and games for the kids, entertainment for the family or action and adventure for the adults, there's certainly something for everyone. Take a peek into what Singapore can offer for families!

Share with us a great family experience you found in Singapore and you'll be in the running to win. Hint: Check out our Trade Secrets at [yoursingaporeexperience.com.au](http://yoursingaporeexperience.com.au).

**I got lost in Singapore and found fun for the whole family: ..... (in 25 words or less)**

Send your entry by COB on Fri to: [stbcomp@traveldaily.com.au](mailto:stbcomp@traveldaily.com.au)



## Super Rugby Rd 14 Winner

### CONGRATULATIONS

**Ann McCauley**

from **Landmark Travel**

Tanya is the top point scorer for Round 14 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental**.



### Major Prize Sponsors

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



Today's issue of *TD* is coming to you from the Dubai Mega Famil, courtesy of Dubai Tourism.

**DUBAI** is going all out in its frenetic bid to lure even more tourists.

Dubai Tourism's Head of Region for Australasia & Asia Mohamed Al Mahuiri, told *TD* there are already 607 luxury hotels and apartments in Dubai, but another 15 will open this year, plus 14 more in 2014, bringing the total to 636 with 90,000 rooms on tap.

"There's no stopping us, we want to make it so much easier for visitors to come to Dubai for a good, quality stopover destination," he said.

"We have so much more to offer with over 150 nationalities who will give you a warm welcome," added Mahuiri.

As *TD* has found, the Emiratis are friendly & most speak English.

In a day, visitors can experience rugged mountains, go dune bashing, cool off at pristine beaches, stroll through lush green parks and take desert safaris. Dubai is the only place in the world where you can snow, water and sand ski all in a day.

Touring is easy. You can use the fast, clean and cheap Metro for little more than a dollar - it's the world's longest driverless, automated railway system.

A 30-minute taxi ride costs AU\$12; buses even have air conditioned bus stops.

For shopaholics, there are 70 shopping malls, and if you dig below the surface you'll find hidden gems in the gold and spice markets and alleys.

There's great food and a vibrant nightlife with hundreds of restaurants, where you can drink and dance, but you have to be over 21 to drink legally.

You can dine in style at Michelin star restaurants, or eat at street-side shisha cafes & budget bites.

More from the Dubai mega-famil in tomorrow's issue of *TD*.

## AAT Kings reminder

**EARLY** payment discounts of up to \$1,146 per couple on AAT Kings' 2013/14 New Zealand guided touring program will close off at the end of this week on 24 May.

The deal applies to First Choice & Best Buys trips - call 1300 556 100.

## Mega-fam agent workshops



**AGENTS** at the Dubai mega famil heard today about the astonishing growth of Emirates Airlines and its plans for the future at the start of workshops held at the Jumeirah Towers.

Darren Tyrrell, EK's regional mgr Western Australia told agents when he started with the airline 11 years ago, it had 38 aircraft in its fleet: now it has 204 wide-bodied jets in service, with another 194 to be delivered.

"We are now the world's largest airline, the largest operator of the A380 with 34 of them in service and another 56 on order, and we're also the largest operator of the B777 - 119 flying and 68 still to come," he said.

He said passengers love the Business Class Bar, and he drew laughs when he said it was recently voted by a NZ magazine as one of the top ten places in the world to meet the opposite sex, coming in at number six.

Tyrrell added that the new pact with Qantas will only add tourism numbers to the Emirate, with a

## Logan tourism portal

**THE** City of Logan in South-East Qld has unveiled a tourism strategy with a new website promoting dining, attractions and accommodation options.

More at [www.visitlogan.com.au](http://www.visitlogan.com.au).

## QF Defence sale?

**QANTAS** is believed to be soliciting offers for the purchase of its Defence Services division, as part of an ongoing program to divest non-core assets.

The *Financial Review* says the business, which employs 500 people, is expected to raise between \$80m-\$100m.

combined 98 flights a week to Dubai and beyond.

**Pictured** at the workshop from left are: Darren Tyrrell EK with Julie King, DTCM Australasia director; Mohamed Al Mahuiri, DTCM head of region (Australia & Asia) Overseas Promotions and Inward Missions and Veronica Rainbird, DTCM trade relations.

Monday 20th May 2013

## VS posts wider losses

**BLAMING** fewer business pax travellers and the 2012 Olympic Games, Virgin Atlantic has posted a £93m loss (A\$144.8m) for the full year to Feb.

The result is 16% worse than on the £80m loss announced for the same period in 2011, with ceo Craig Kreeger predicting VS would return to profit in 2015.

## 1/4 off Dodecanese

**SELECTED** Tempo Holidays' eight-day Dodecanese Mosaic Greece & Turkey cruise itineraries have been discounted by 25% when paid in full before 31 May.

The price drop applies to departures on 01 & 08 Jun; 06, 13 & 20 Jul and 03, 24 & 31 Aug.



## 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](mailto:brochures@traveldaily.com.au).



### TasVacations - Tasmania 2013/14

Featuring one of the biggest product offerings available in the wholesale market, this new guide from TasVacations is a complete guide to the Apple Isle. A number of new itineraries are featured, both escorted and independent, along with a number of guided walks on some of the most scenic tracks imaginable. The TasVacations team also hold extensive knowledge of the state and can help with any itinerary requests. A large number of new hotels also make their debut in this new brochure.



### Nitmiluk Tours - Katherine Gorge Touring Guide 2013

Australia's "Timeless North" is fully laid out for the imagination and desires of any traveller to put together a trip to the region to suit their needs. Included are ways to see the area both by air and on the water, with accommodation offerings both simple and through to the most luxurious anywhere. Everything from seeing the cliffs from canoes or aboard a luxury boat can be enjoyed, and at any time of the day or night. Those wishing to explore on foot are also catered, with multi-day hikes offered.



### APT - South America 2014

Twelve itineraries feature in the new APT guide, all designed especially for groups no larger than 28 pax. A smaller group size allows a more intimate experience to get better acquainted with the country and some of the locals. Luxury cruising can be enjoyed on the Amazon, around the Galapagos Islands, the Patagonian Lakes and even Antarctica. On land, sights such as Machu Picchu and Cusco can be reached by scenic railways. New hotels have also been added in many of the most popular cities.



## McCormack tosses the coin



**PETER** McCormack from Royal Caribbean Cruises experienced the thrill of a lifetime on Sat night

when he tossed the coin at the MCG to kick off the blockbuster AFL game between Collingwood and Geelong.

He was the lucky winner of **TD's** coin toss competition last week, courtesy of Emirates which has been a Premier Partner of Collingwood since 1999.

McCormack is **pictured** in his Magpies scarf on the ground in front of 80,000 fans with EK Vic state manager Dean Cleaver and four delightful cabin crew.

To make the night even more perfect for the Collingwood fan, his team overwhelmed Geelong in the final quarter after a nailbiter, with the final score being 102-96.

## Third runway for MEL

A **PRELIMINARY** draft master plan released today by Melbourne Airport has confirmed plans for a third runway, to help it cater for a forecast 64 million passengers annually by 2033.

The new 3km long east-west runway would be about 2km south of the current east-west runway, with other elements of the plan including an elevated loop road to cater for more vehicles and reduce travel time, plus a proposed airport rail link.

CEO Chris Woodruff said last year (**TD** 21 Nov) the additional runway would need to be capable of handling Airbus A380 aircraft.

View Melbourne Airport's plan at [www.bit.ly/MEL2013plan](http://www.bit.ly/MEL2013plan).

## 787s worth the wait

**QANTAS** ceo Alan Joyce says the delivery of Qantas Group's first 787 *Dreamliner* for Jetstar, now expected in Sep (**TD** Fri), "will be worth the wait."

Joyce made the remark at an event where he was joined by Jetstar Group ceo Jayne Hrdlicka & Boeing officials who inspected Melbourne-made components to be fitted to JQ's *Dreamliner* fleet.

Hrdlicka confirmed Jetstar is expecting to take delivery of three 787s this year, which may fly to destinations like Honolulu, Phuket and Tokyo.

# Travel Daily

First with the news

Monday 20th May 2013

## AFTA gets social savvy

**THE** Australian Federation of Travel Agents has ramped up its social media presence, unveiling a new Twitter handle (@AFTAofficial) and hashtag for the 2013 National Travel Industry Awards being held on 20 Jul.

AFTA is encouraging agents to use #AusTravel and #NTIA13 tags.



## Rd 8 Results

### CONGRATULATIONS

**Erin Jackson**

from *The Village Travel*

Erin is the top point scorer for Round 8 of *Travel Daily's* AFL industry footy tipping competition and has won a complimentary pass for two people to Wildlife Sydney, courtesy of Merlin Entertainments Group.



## Major Prize Sponsors

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



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iririki Island Resort Vanuatu



## 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 fares 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: [hawaii@traveldaily.com.au](mailto:hawaii@traveldaily.com.au).

**Q.14:** How many animals (excluding the tropical fish and the Japanese Koi) call Hilton Waikoloa Village home?

Hint: [www.hiltonwaikoloavillage.com](http://www.hiltonwaikoloavillage.com)



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## WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

### EXPERT IN LOYALTY PROGRAMS?

#### OPERATIONS SPECIALIST

#### SYDNEY BASED - SALARY PACKAGE \$98K

Are you tired of working for an employer that doesn't value your input? Then its time to make the move. This role is primarily focused on analysing the operations of an existing travel loyalty rewards program including systems and customer service; making recommendations for best practices and implementing enhancements. Must come from a travel background with loyalty management experience.

### ANALYSE THIS

#### BUSINESS ANALYST

#### BRISBANE & SYDNEY – GENEROUS SALARY PKG

Are you an analytical thinker? A first class problem solver? Then come and work for one of travel's leading companies, a great brand that is recognized globally. Working in this growing department you will be responsible for liaising with internal and external partners on implementing customer-centric solutions. Experience in a similar analyst role and Calypso essential.

### YOUR PAST, PRESENT AND FUTURE IS ONLINE

#### INDUSTRY SALES/PRODUCT MANAGER

#### SYDNEY – SALARY PACKAGE \$120K

If you are passionate about product and have established key relationships, this dynamic online provider needs you! Due to recent success and expansion they are looking to expand their team. Your primary objective will be to develop and secure dynamic travel products from new and existing clientele for their direct consumers. You will be rewarded with a fun, funky office environment, social events & top \$\$\$.

### NEVER TAKE NO FOR AN ANSWER?

#### BUSINESS DEVELOPMENT MANAGER

#### BRISBANE – SALARY PKG \$100K OTE ++

Experienced in the MICE market in Queensland? Know how to drive and get new business over the line? Then come and join this leading event management company in a newly created role. This BDM role will reward you like no other in the market currently – amazing incentives, inspirational leadership and long term career development. Proven MICE sales experience a must.

### EVENTS & INCENTIVE LEADER

#### 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.

### SOAR TO NEW HEIGHTS

#### REVENUE MANAGER

#### EAST COAST AUSTRALIA - SALARY PACKAGE \$75K

Are you a talented Airline Revenue Manager looking for a better work life balance? Or are you a senior Revenue Analyst looking to step up into a management role? 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 strategies. ALTEA and Inventory Management essential.

### HUNT DOWN YOUR NEXT GREAT ROLE

#### 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.

### REPRESENT LUXURY

#### INDUSTRY BDM – PREMIUM PRODUCT

#### MELBOURNE - SALARY PACKAGE \$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. Your friendly personality, presentation skills & creative ability is required here. Great families, fully maintained car & bonuses.

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[www.aaappointments.com](http://www.aaappointments.com)





## Finding talent within the Australian Travel Industry

### Out of Hours Corporate Travel Consultant Brisbane - \$Competitive - Ref 376Q

Work out of hours and reclaim your days! This is a diverse and exciting emergency corporate travel role, where no two days are never the same. Ideally on a part time base, utilise your excellent industry knowledge and fantastic GDS skills to help keep the level of service this company offers at its best. A great remuneration package, incentives and perks are offered plus flexible working hours to suit you and the chance to work with a leading TMC.

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

### Specialist Travel Consultants Sydney CBD - \$100K OTE - Ref 89551C

A rare chance to join a market leading specialist travel company. Savvy Travel Consultants with a strong sales background and excellent rapport building skills are needed to join this amazing company at an exciting time of expansion. Use your excellent destination and product knowledge to book dream vacations to the South Pacific. This role is based in modern offices in Sydney CBD. GDS knowledge is not essential. Don't let this opportunity pass you by!

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

### After Hours Travel Consultant Melbourne - \$\$\$\$ with penalty rates - Ref 580PCA

Experienced Corporate Travel Consultants required to extend the hours of this extremely busy corporate office. You would be working on a weeknight roster and weekend shift, and be set up in your own home so you can love your job without your leaving house! You will be Sabre/SAM experienced and able to deal with a mixture of corporate clients, including individual accounts, groups and conferences. Ability to hit the ground running & work independently a must.

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

### Travel Consultant - Barossa Area Adelaide - \$DOE + Super + Commission - Ref 6007

This established agency is looking for a brilliant Travel Consultant. Its time to join this close knit team! If you have at least 3 years experience and love working within the travel industry, this is a fantastic role within a well-established and busy travel agency. Bring your fantastic product knowledge, communication skills and excellent GDS skills to the table, and work with a fantastic team and supportive manager. Fantastic fares and ticketing knowledge a must!

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

### Travel Consultant Goldcoast - \$Comp. + Super + Incentives - Ref 457

Calling all travel temps! Looking for an exciting temporary travel position with a mixture of wholesale and retail? If so, look no further. This established independent travel company are looking for an experienced Travel Consultant to cover annual leave. Bring your excellent GDS skills to the table and be part of this award winning dynamic team. Based on the fantastic Gold Coast, this position will see you quoting and booking international travel with Sabre.

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

### Business Development / Sales Manager Sydney - \$75K Package + Incentives - Ref 507

Do you have sound understanding of corporate travel sales, business development experience & a proven sales record? A leading travel management company are looking for Sales/BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. This is a rare opportunity to develop your managerial and corporate travel experience with a leading TMC. Apply Now!

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

### Product Manager Melbourne Bayside/SE - \$Excellent - Ref 521PCA1

Are you the king of negotiations and brochure production? Are you a passionate Product Manager or in senior management with a leading wholesaler in Australia? I am urgently seeking an experienced Product Manager to join a leading global travel company. You will have previous experience as a Product / Marketing / Sales Manager and have managed a small team. Excellent career opportunities and progression will follow within the company.

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

### Product Development Consultant Perth - \$55K + Super + Benefits - Ref 0536B

This is a fantastic chance that will be filled quickly! We are in need of a fantastic Product Development Consultant to join this house hold name. Do you have firsthand experience of updating websites with an eye for detail? Can you negotiate fantastic deals and have proven experience in creating and sourcing the most amazing product? Bring your experience, knowledge and positive attitude to this team orientated role. Implement, develop and plan fantastic travel deals.

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



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**