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Travel Daily

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Monday 27th May 2013

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Magellan heading for 75

THE Magellan Travel Group has announced the addition of its newest member, ACT-based Ozcruising, which will officially join up on 01 Jun.

CEO Andrew Macfarlane said this takes Magellan to 70 member agents, with a further five from Vic, NSW and SA "intending to join between now and 01 Oct," and currently serving out notice periods with their current franchise groups.

Magellan previously announced it had moved to 70 members earlier this year (**TD** 21 Mar) but since then a branch location operated as Thursday Island

Web event tomorrow

DON'T forget to tune into **TD's** unique online conference tomorrow morning, in partnership with Sabre Pacific.

The live Web Event includes presentations from AFTA ceo Jayson Westbury, plus a specially commissioned PhoCusWright paper from Norm Rose.

Registered participants will have received an email link to connect to the conference at 10am EST.

Business & Leisure travel has dropped off its member list.

Ozcruising is an online agency which specialises in cruises departing Australia, with Magellan saying it's a "consistent leader in the online cruise market generating very significant revenue for a number of the big cruise companies servicing the Australian market".

Evergreen 2014 out

EVERGREEN Tours is promoting its new 2014 Canada & USA brochure (**TD** Fri), which features a comprehensive North America touring program and cruising in Alaska, Mississippi, Caribbean & New England - see **front full page**.

A bumper issue!

Travel Daily today has nine pages of news & photos, a front full page for **Evergreen Tours**, an exclusive report from New York on **Delta's new JFK Terminal 4** plus full pages:

- AA Appointments
- Travel Trade Recruitment
- Cox & Kings

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Travel Daily

First with the news

Monday 27th May 2013



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SAA PER/CHC c'share

SOUTH African Airways will begin placing its 'SA' code on the seasonal services of codeshare partner Air New Zealand between Perth-Christchurch, from Dec.

The carrier is spruiking the Perth service as a 'one-stop to Africa' option from the NZ South Island.

Country Manager Australasia, Tim Clyde-Smith said the new initiative would mean less time in the air and provide one of the most convenient ways for Kiwis to reach the Africa continent.

\$44.1b tourism investment

TOURISM Australia's push for investment in the country's tourism infrastructure has borne fruit, with a report from Tourism Research Australia (TRA) confirming a 22% increase in the pipeline over the last 12 months.

However the figures are dominated by aviation, with orders for new planes comprising much of the statistics.

"This investment needs to be better balanced with adequate levels of investment in airports, as well as accommodation and arts and recreation infrastructure, to fully leverage increased aviation capacities in and around Australia," said TRA chief economist and gm, Leo Jago.

As well as \$22.5b in new aircraft investment, the 2012 pipeline included \$5.6b in accommodation, \$6.4b in airport infrastructure and \$9.6b in arts and recreation.

Jago said that if the \$5.6b invested in the accommodation pipeline is realised, this will

provide an extra 9,760 rooms.

Moreover, when taking new accommodation supply from mixed use developments into account, this could be boosted to a potential 12,250 rooms.

To view the full TRA investment report [CLICK HERE](#).

MEANWHILE, the latest TTF/Mastercard tourism industry survey released today has found that the strong Aussie dollar remains the top concern of tourism operators, along with rising concerns about putting tourism on the political agenda in the lead-up to the Sep election.

Club Med free nights

ALL-INCLUSIVE holiday experts Club Med has released a 'Free Nights' promotion, offering up to three free nights at properties in Phuket, Bali, Cherating Beach, Bintan Is, Guilin and the Maldives.

Valid for stays between now and 31 Oct, a minimum seven-night stay (including three nights free) is priced from \$1,020 per adult & \$590 per child, when booked before 30 Jun - [clubmed.com.au](#).

Legendary brochure

BEYOND Travel has released its inaugural Legendary Rail Journeys brochure which features a range of luxury and value rail packages in Russia, China and Mongolia that can be tailored to client budgets and schedules.

The brochures release comes from increased demand from agents and clients in recent years, said Beyond Travel marketing manager Bryce Crampton.

More new brochures on [pg 8](#).

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Celebrity X Cruises

INNSW reassurance

INFRASTRUCTURE NSW is adamant the temporary Glebe Island exhibition facilities will be fulfilled, despite revelations last week it had severed ties with the successful bidder, the Sydney Harbour Expo@Glebe Island consortium (**TD** Thu).

In a brief statement on Fri, INNSW reassured that the Glebe Island project was still going ahead "to support the industry" while the Sydney Exhibition & Convention Centre is remodelled.

"Nothing has changed in terms of this commitment," the organisation stated.

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Travel Daily

First with the news

Monday 27th May 2013

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Chinese travellers spending up

NEW data released by Visa shows Chinese credit card account holders led growth in visitor spend while visiting Australia in 2012, with overall market spend up 0.3% to be worth \$4.8 billion.

Growth from China however was up a massive 11.6% year-on-year to \$247.2 million, according to the VisaVue Travel report, moving the Chinese market into 4th spot in terms of Visa dollars spent here, overtaking Canada.

Account holders from the United States and New Zealand were up 4.85% and 4.7%.

Travellers from the UK are the biggest Visa spenders in Australia, however last year witnessed a 6.9% decline in spending to \$776 million, a drop that was offset by the China market increase.

"Growth from China far outshines other markets," said Visa's country manager for Australia, Vipin Kalra.

The 19 countries in Visa's Asian scope (which includes China and the likes of Indonesia, Singapore, Thailand, India & the Philippines) accounted for 26% (\$1.2 billion) of tourism spend in the country, "highlighting the significance of the Asian tourist dollar," Visa said.

Dec remained the highest value month for tourism receipts.

La Tomatina g'tee

BUSABOUT says it's including admission to the now ticketed Spanish tomato festival - La Tomatina - as part of its one-, three- and five-day packages.

Earlier this year, organisers for the festival implemented a charge to attend the 28 Aug event, significantly limiting participating numbers, Busabout said.

A one-day ticket includes entry, a post-festival party and transfers, and is priced at \$110pp.

Southern GBR debut

TOURISM & Events Queensland has unveiled the state's newest branded region - the Southern Great Barrier Reef.

The zone includes Bundaberg, Gladstone, Heron Island, Great Keppell Island & Lady Elliot Island.

EK lounge retrofit

EMIRATES will invest heavily into refurbishing the airline's 35 global airport lounges to align them to the same interior design as Concourse A at Dubai Int'l.

With dedicated lounges on six continents, including four in Australia - Sydney, Melbourne, Brisbane and Perth, Emirates is predicting the revamp will take 18 to 24 months to complete.

Paris Charles de Gaulle has been the first gateway outside Dubai to be refitted with the new design, where the size of the lounge has been boosted by 67% to handle up to 157 passengers.

Kenya Air to AUH

A **NEW** thrice weekly service between Nairobi and Abu Dhabi has been announced by Kenya Airways, to be launched on 01 Jul, utilising Boeing 737-800 aircraft.

The African carrier already has a codeshare agreement with Etihad Airways on the same route.



Window Seat

DELTA Air Lines & Virgin Atlantic may have tied the knot, but Sir Richard Branson is one airline executive who really dislikes ties - he never wears them - and isn't afraid to show it.

So, on Fri at the new Delta T4 terminal at New York's JFK he stood out tie-less, in an open-necked white shirt, surrounded by more formally dressed Delta executives.

"I'm the dull Richard, and he's the dashing Richard," joked Delta boss Richard Anderson, adding, "I'm working on him to wear a necktie."

With that remark, Sir Richard leapt up from his VIP seat in the audience, jumped on stage to where Anderson was seated, pulled off his tie and threw it at the startled assembled guests!

More Delta news on **page 7**.



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Global Aviation Services GSA for Delta Air Lines Australia is seeking an experienced BDM Corporate to join our Sydney Sales Department.

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You will be required to proactively seek new business opportunities as well as drive existing corporate contract business with Delta Air Lines industry partners.

You must possess a high level of customer service, excellent communication & presentation skills, fares & ticketing experience, good knowledge of Microsoft Office plus a positive attitude.

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Toga tunes into 'Tahs training'



TOGA Hotels hosted a group of key partners to an exclusive training session with the NSW Waratahs at the Sydney Football Stadium last week.

Thirty attendees (above) had the opportunity to watch the Waratahs go through a series of their training drills, while also getting to know some of the players and the Toga team.

The hotelier is a proud sponsor of the Sydney based rugby team.

Pictured right is the Waratahs'

utility Berrick Barnes with Toga's Birte Jaschkowitz (left) and Shahnaz Bakhshay.



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25% off Arctic trips

PEREGRINE is offering savings of up to 25% on its newly released 2014 Arctic voyages when booked before 31 Jul 2013.

The program features three new itineraries including a 16-day Greenland to Churchill that takes in Canada's Northwest Passage.

A 13-day Greenland to Canada's High Arctic and a 13-day Baffin Island Explorer via Fury & Hecla are also new to the 2014 offering. Phone 1300 655 433 for info.

Middle East stopover

TEMPO Holidays has a three-night stopover available at the Howard Johnson in Dubai priced from just \$63ppts.

Available when booking flights with Emirates, the deal also includes daily brekkie, airport transfers & meet & greet at Dubai airport.

Bookings for the 'Hello Dubai' package must be completed before 04 Aug - call 1300 362 844.

\$4/day Balcony upgr

ROYAL Caribbean is promoting Balcony cabin upgrades from an oceanview stateroom priced from as low \$4 per day when booking a 2014/15 earlybird on *Voyager of the Seas* before 31 Dec 2013.

The offer applies to a 14-night sailing from Perth to Singapore, departing on 01 Apr 2015.

A similar upgrade (\$6 per day) is offered on Celebrity Cruises' *Celebrity Solstice*, on a 12-night Sydney to Auckland voyage on 27 Nov 2014.

See www.royalcariibbean.com or www.celebritycruises.com.au.

Boeing Vic tech centre

AIRCRAFT manufacturer Boeing has opened its largest Research & Technology facility outside of the USA at Port Melbourne, Victoria.

Boeing Australia employs 3,000 staff in 27 locations across five subsidiaries, and is responsible for parts and technology being used in the 787 *Dreamliner*.

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Philippine Airlines

More accom guests

THE proportion of Australians paying to stay at hotels/motels in the year to Mar 2013 has risen to 30%, up 5 points on 12 years ago, new Roy Morgan Research on domestic holidays has shown.

Over the same period, the number of Aussies renting accom surged two percentage points to 17%, however 6% less people stayed with friends or relatives when taking a domestic vacation, and caravan/cabin holidays declined from 12% to 9%.

Roy Morgan Research Int'l Director of Tourism Jane Ianniello said there's been a trend in more Australians willing to pay for accom, rather than scrounging off friends and family.

"It is important for hotel & motel chains as well as tourist parks to understand the demographics, attitudes and behavioural profile of their target market, so as to tailor appropriate messages that motivate them to choose their brand," Ianniello said.

Etiihad acquisitions

ABU Dhabi-based carrier Etihad Airways has announced plans to integrate a group of airport service businesses, adding more than 4,000 staff to its workforce.

Abu Dhabi Airport Services, Abu Dhabi In-Flight Catering and Abu Dhabi Cargo Co will, subject to govt approval, be transitioned into Etihad Airport Services.

The purchase will provide significant incremental revenue opportunities, cost savings, and operational efficiencies across the various business entities, EY said.

Topdeck incentive

YOUTH tour operator Topdeck is rewarding agents selling two of its Australia or New Zealand trips with a chance to win their own adventure in the region for up to 15 days on select itineraries.

The 'Sell 2 Get 1 Free' is based on new bookings travelling and paid in full before 30 Sep - see www.topdeck.travel/ozagent241.

Jordan appealing to more Aussies

AUSTRALIAN visitor numbers to Jordan have been on the rise with year-on-year growth seen coming to the destination known as the 'Switzerland of the Middle East'.

Speaking in Sydney last week to celebrate Jordan National Day on 25 May, Nicole Lenoir-Jourdan, representative for the Jordan Tourism Board in Australia, said the biggest jump in Australian arrivals was recorded in Sep 2012, with a rise of 28.2%.

Oct and Jan also saw strong positive jumps, up 14.8% & 19.6%.

The Middle Eastern country has a lot to offer the modern traveller including the waters of the Red Sea, the wilderness of the Wadi Rum, pilgrimages, historical sites and more.



Jordan is also a great stopover for travellers heading to London, which is only a four hour flight away from the capital.

Pictured in Sydney at the Jordan Tourism Board event from left are reps: Hilary Matchett, Nicole Lenoir-Jourdan and David Reeves, sales manager Australia.

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#Time shown relates to Northern Summer Schedule from now until 5th October. *Business Class Onboard Lounge.

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Australia appeals to Chinese

COUNTRIES such as Australia, France, Italy, Switzerland and Thailand are going the right way in their efforts to attract larger numbers of Chinese tourists, according to a TravelZoo executive.

Jason Yap, the firm's Asia-Pacific ceo said a recent poll conducted by the company found Australia ranked highest in the Top 10 "must-see" destinations for the affluent and ambitious young Chinese market.

Other countries ranking highly in the survey included Thailand, Taiwan, the Maldives and the US,

with several European nations also featuring in the final result.

Australia was enjoying some of its success from marketing driving holidays in premium vehicles, something Yap said the Chinese market was seeking in increasingly larger numbers.

He said the UK's higher Air Passenger Duty as well as the underplaying of famous colleges such as Oxford and Cambridge were contributing to the lack of interest from Chinese travellers.

Macau holds its own

THE city of Macau is holding its own in light of increasing competitions among nearby Asian cities for the tourist dollar.

Macau Government Tourist Office marketing manager Ben Zaubzer said a good example was Hong Kong, being much larger and with more established air links to the rest of the world.

"Macau and Hong Kong are good combinations," Zaubzer said.

"Hong Kong has what Macau doesn't and Macau has what Hong Kong doesn't - so they definitely complement each other.

"Macau is a historic city so it will always pride itself on its culture and history both from the past and today - they both definitely offer something different."

New Chinese carrier

A SUBSIDIARY of Air China, Shandong Airlines will provide CNY200m worth of funding to a new Chinese carrier given the green light to begin operations.

Qingdao Airlines, to be based at Liuting International Airport in the north-east of China, was approved as the latest carrier to start domestic operations using B737 and A320 aircraft.

Accor into Portsea

ACCOR will open its first hotel in Victoria's coastal resort town of Portsea, with the new build 24-room Mercure Portsea Golf Club & Resort to open from 01 Jun.

TSAX on African Adventure



ADVENTURE World recently hosted this group of Travelscene American Express agents on a famil to South Africa, Botswana, Zambia and Zimbabwe.

The eight day trip included visits to Victoria Falls, Chobe National Park, a plenitude of wildlife spotting on game drives and stays at some luxurious properties.

A traditional Boma dinner at Victoria Falls gave agents a chance to sample some of the local game, including crocodile, wart hog, impala, antelope and

guinea fowl.

Participants included AnnMarie Hunhammer, Phil Hoffmann Travel Glenelg; Phillipa Turner, Travelscene Jan McSweeney; Nadia Murphy, Travelscene Tweed Valley; Martine Hero, Globenet Travel; Leonie Clay, Travelscene Norwa; Stephanie Pizzano, Travelscene Manuka; Aimee Wesley, Balgownie World Travel; Kristy Collier, Eyre Travel; Kylie Burch, TSAX host; Trent Malcolm, SAA and Eddie Steinmann & Candy King, Adventure World.

WIN A NEWPORT BEACH PRIZE PACK



Every day this week, **Travel Daily** is giving one lucky reader the chance to win the above prize pack, courtesy of **Visit Newport Beach**.

Ranked among the "Top 10 Resort Towns in the US", Newport Beach epitomises the casually sophisticated lifestyle of Southern California. This idyllic seaside destination is widely celebrated for its natural beauty alongside stylish accommodations, eclectic coastal cuisine and shopping. www.visitnewportbeach.com.

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You must display consistently high levels of professionalism and be able to demonstrate strong written and verbal communication skills and a passion for customer service. You will be an enthusiastic team player, and proficient use of Microsoft applications (particularly Word, Excel and PowerPoint) is essential.

Interested applicants should send a resume and cover letter via email attention to Sarah Mallick, Client Service Manager at sdunne@hertz.com. Applications close Friday 7th June.

Delta Air Line's new JFK T4 home takes off

DELTA Air Lines' new US\$1.4b Terminal 4 opening at New York's JFK Airport on Fri had all the hype worthy of The Big Apple.

Frank Sinatra's signature song, *New York New York* blared out, red, white and blue balloons rained down, the glamorous Rockettes dancing girls from Radio City

Music Hall appeared, along with NYC Mayor Michael Bloomberg, while Sir Richard Branson even popped in from London.

"We are the airline of New York," boasted a proud Delta ceo Richard Anderson in officially launching the gleaming new hub.

"It's the culmination of a long five-year journey to where we are now as the most admired airline in the world, according to *Fortune* magazine, and the most profitable in the world by any financial standard," he stated.

Phase one of the project incl nine new & seven renovated int'l gates (pictured inset), improved

& renovated check-in areas, along with Sky(Team) Priority check-in (pictured at bottom), and new baggage handling systems.



There's plenty of restaurants - such as local favourites Blue Smoke and NY-based burger joint, Shake Shack - & shopping galore.

Around 75% of seats at gates have access to power points.

For Premium pax, there's the airline's flagship Sky Club lounge - a massive space offering a rooftop terrace where you can watch aircraft taking off from JFK's runways (below).

It has a chef-designed menu and flyers can eat prior to departure, while enjoying a range of top wines.

Phase two at T4 is already underway and will be completed

in 2015 (adding an extra 11 gates for its regional airlines), and by which time Delta plans to have consolidated its T2 operation.

Virgin Atlantic T4 appraisal



ABOVE: Delta Air Lines is not the only airline to operate from the revamped Terminal 4 at New York's John F. Kennedy Airport, with Virgin Atlantic Airways also sharing the facility.

In Dec, the carriers confirmed plans to form a joint transatlantic alliance with the US carrier to acquire a 49% stake in Sir Richard

Branson's carrier (*TD 12 Dec*).

Virgin Atlantic has more recently also confirmed it is investigating joining the same global airline group of Delta, SkyTeam.

Pictured at the JFK T4 launch is Virgin founder Sir Richard Branson (centre) and new VS ceo Craig Kreeger (left) giving the thumbs up to their planned joint arrangement and NY facility, with and Delta Air Lines ceo Richard Anderson.



ABOVE: Delta's Sky Priority check-in avails SkyTeam partner Elite Plus card-holders access to a private check-in lounge.

BELOW: NYC Mayor Michael Bloomberg says Delta's "awesome" new terminal will go a long way to helping set record visitor numbers.



LEFT: Delta Sky Club at T4 JFK is the largest in the carrier's system & offers amazing tarmac views.



ABOVE: Delta's super Sky Club lounge at JFK T4 is the place for hip Aussie Business travellers to unwind in between flights who like cutting-edge cocktails.

The Lounge, all 24,000sqf of it, has an amazing bar where *Travel Daily* noted you can order a range of interesting, aviation-themed

beverages.

Options include The Red Eye, The Wheels Up, First Class Margarita, A Fly Me To Manhattan and an Atlanta Peachtree Fizz.

They're mostly Vodka-based, some are complimentary, but expect to pay about US\$10 for the more upmarket varieties.




ABOVE: The Rockettes from NYC's Radio City Music Hall at the opening event at JFK Terminal 4.



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DURING a recent Inbound NT famil hosted by the Australian Tourism Export Council, a group of 12 international guests experienced AAT Kings' Uluru Sunrise Base tour and the Uluru Sunset and BBQ Dinner.

Up to 35 product buyers from inbound and domestic wholesale companies meet with local operators and experienced firsthand the amazing attractions

to be found in the Northern Territory last month.

Guests experienced AAT Kings' exclusive access to the base of Uluru for an intimate barbecue dinner within Uluru-Kata Tjuta National Park.

The event was followed by targeted famils across the region, led by AAT Kings representatives.

Pictured in the Red Centre back row from left are: Steven Wong, Holiday Pacific; Nicole Bria, Expanding Horizons; Jema Calleja, Goway; Kellie White, AOT Group; Brett Binns, AAT Kings and Chad Howard, Blue Holidays.

Front: Rita Iadarola, Expanding Horizons; Maggie Duong, Australia Tour Management; Monica Yeong, Australia One; Elise Bell, Voyages Resort; Serina Udipikar, AAT Kings and Jenifer Christien; ATS Pacific.

Short Galapagos trips

SILVERSEA Cruises has unveiled a series of new three and four day *Silver Galapagos* expedition cruises to the Galapagos Islands, that are combined with pre/post South America land adventures.

The trips operate between late Sep and mid-Dec - 1300 306 872.

Barossa Valley TVCs

SOUTH Australia will be promoted as the country's top food and wine destination in new commercials being rolled out this week on TV and in cinemas.

Tourism Minister Leon Bignell said the focus of the 'Barossa. Be Consumed' campaign would revolve around food & wine in the region and the rest of SA.

The national campaign launches on 02 Jun and will be backed by an integrated promotion across digital and print media.



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.



Bentours - Cruising 2014

Many parts of the Scandinavian countries are explored to a lesser degree than other parts of Europe, and this is the area of expertise of Bentours, who have listed a wide range of cruising options in the region as part of this new guide. Many new journeys feature in areas such as Russia, Norway, Ukraine & the polar regions. Marvels such as a hotel made of ice can be experienced as well as another side of European history through museums & monasteries. Highlighted voyages include the Volga Explorer in Russia and a look through the Arctic wonders off the coast of Norway.



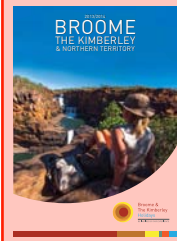
Evergreen Tours - Canada and USA 2014

Launching into the US for the first time, Evergreen has unveiled a product range spanning the East, West and South of the country, as well as a boost to Canada and Alaska itineraries with Rocky Mountains tours and Alaskan cruising. Highlights of the new US program include experiencing the Mighty Mississippi River, as well as comprehensive looks into both sides of the country with 21-day East and West tours. Also on offer are Caribbean cruising options on the two largest ships in the world today.



Travelmarvel - Europe River Cruising 2013/14

Newly 100 pages of detailed holiday options have been packed into the new Travelmarvel guide to European river cruising. Kicking things off are three new ships added to the fleet, with a new itinerary, and two new land journeys. The new *MS Excellence Rhone* is sailing the Rhone river and offers an 11-day sailing from Paris to Nice combined with a land stay also. A new 33-day tour in Britain on offer visits 38 towns, villages and cities in ten countries, including two nights in a Scottish castle.



Broome, The Kimberley & Northern Territory 2014

This program has been packed with the latest in holiday ideas for Australia's far north west - regarded widely as one of the world's most beautiful regions. Among these are accom options including The Billi Resort, Cicada Lodge and the Berkeley River Lodge. Journeys on The Ghan Railway are also included, with many off-train extensions and sightseeing options.



Grand Pacific Tours - Warbirds over Wanaka 2014

Two special tours have been developed for aviation enthusiasts and anybody interested in history to take in the 2014 Warbirds over Wanaka International Airshow. A 13-day South Island Getaway or an 8-day South Island Escape both include a 3-day pass to the show, including runway seats, marquee access and much more. This is combined with a comprehensive tour of many of the region's most popular attractions. Prices in the guide include airfares, accom, many meals, prepaid attractions and the show.



Cicada Lodge - Experience an Ancient Destination

Recently launched, the newest luxury accommodation available in the Northern Territory offers up its own individual guide to showcase a new level of luxury and remote living. The guide reflects the indigenous culture of the land, owned by the Jawoyn people, the high-end service and the feeling of discovery and adventure that the property brings. The guide introduces the property and showcases its features, stay packages, transport options and sightseeing offerings.

AFL Rd 9 Results

CONGRATULATIONS

Tracey McAlpine
from Jetset Travelworld Group

Tracey is the top point scorer for Round 9 of *Travel Daily's* AFL industry footy tipping competition and has won an overnight accommodation at any Toga Hotel across Australia, courtesy of Toga Hotels.



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 & Iriiki Island Resort Vanuatu



Tahitian roadshow

TAHITI Tourisme Australia is calling on travel agents to mark their diaries for the upcoming Rendezvous Tahiti mini roadshow. To be held in Aug, the showcase will include updates from hotels, wholesalers, airlines and more. Events are planned for 29 Aug in Melbourne and 22 Aug in Sydney.

Singapore to Boracay

TIGER Airways associate airline Southeast Asian Airlines (SEAir) is launching a new thrice weekly service between Singapore and Kalibo, Boracay on 18 Jul.

The new nonstop route will be operated on a four weekly basis in peak season.

Denarau heli transfer

PACIFIC Island Air & Seaplanes & Helicopters Fiji has confirmed plans to develop a site on Fiji's tourism hub, Denarau Island, from which it will offer scenic flights and island day trips.

TASCo agents on Rwanda famil



ABOVE: The Africa Safari Co. is never one to disappoint, with a recent group of agents having just returned home from one of the most unique educational trips on offer this year.

The party got to experience trekking with the great primates of Rwanda - a once in a lifetime experience to trek the last of the great Mountain Gorillas.

They spent time with a gorilla family in the Virunga Mountains, taking great pictures & generally savouring the whole experience.

Participants also trekked to view the golden monkeys and chimpanzees in Nyungwe Forest. "The accommodation en route between the areas was of a high quality and it was a trip of a lifetime" said one agent.

Now back in Australia, md Susie Potter said the consultants are now armed with knowledge

to pass on to their clients and memories never to be forgotten.

Pictured after their gorilla trek are Julia, Sue, Leanne, The Africa Safari Co.; Belinda, Guide, Adele, Kerry & Kerrie, with support crew.

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.19: Maunakea is the tallest sea mountain in the world and famous for stargazing. How many feet is it above sea level?

Hint: www.gohawaii.com/au/big-island



[Click here for terms & conditions](#)



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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

Part of the Travel Daily group of publications.



Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Assistant Editor: Matt Lennon
Contributors: Chantel Housler, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au



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S Rd 15 Winner
SUPERUGBY

CONGRATULATIONS

Tom Robinson
from Qantas Airways

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

SYDNEY SEALIFE AQUARIUM

Major Prize Sponsors

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

Emirates **Holiday Inn**



WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

*** TOP JOB OF THE WEEK***

CORPORATE BDM

SYDNEY BASED – SALARY PACKAGE OTE \$100K+

Do you strive to work for one of the most successful global TMC's selling across the SME market? If you have proven sales skills in seeking out new business opportunities and winning, you can be a vital member of this wonderful team. Working for a fantastic agency specializing in SME this is a great opportunity to diversify your knowledge and broaden your skills. Apply now!

TAKE TO THE SKIES

AIRLINE 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.

NEVER TAKE NO FOR AN ANSWER?

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.

MOVE INTO ACCOUNT MANAGEMENT

JUNIOR CORPORATE ACCOUNT MANAGER

SYDNEY BASED – SALARY PACKAGE UP TO \$70K

If you've gone as far as you can go as Corporate Travel Consultant or Team Leader and you're ready to move into Account Management, this wonderful corporate agency due to expansion has created this new role for a senior corporate consultant to learn new skills and take on a portfolio of your own. You'll be extremely well presented and have great communication skills for this role.

LOVE EVENTS, LOVE THIS JOB

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.

IS AIRLINE LOYALTY YOUR THING?

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.

IS STRATEGY YOUR MIDDLE NAME?

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.

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Working in partnership with the Australian Travel Industry

Ski Travel Specialist

Brisbane - \$Competitive + Bonus - Ref 562A

If you want to combine your two loves, travel & the snow, then this is the role for you! Sell ski packages and tailor made ski itineraries every day. If you have a travel background and are an avid skier enjoy an uncapped earning potential see the \$'s come your way selling a product you love. In a CBD location with a fantastic team, this rare opportunity is sure to be snapped up soon. Show your interest now and apply with your CV outlining your passion for ski.

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

BDM (Academic & Corporate)

Sydney - \$80K Package + Incentives - Ref 603

A leading travel management company are looking for Sales Manager/ Business Development Manager to assist with their ongoing expansions across the Australian travel market in both Academic & Corporate Travel. You will be responsible for building rapport and developing relationships with key prospects. It is essential you have confident communication skills, sound travel industry knowledge, should be highly motivated with a positive attitude and a fantastic sales track record.

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

Wholesale /Retail Travel Sales Specialist

Melbourne - \$Attractive + Travel Perks - Ref 608PCA

Aujourd'hui est votre jour. Work Mon-Fri 9-5 and enjoy a range of travel perks. Are you a customer-oriented Sales & Service Specialist? Secure a long-term position & join this busy Wholesale/ Retail Office handling sales enquiries & ensuring the client's bookings & experience is smooth. The candidate must be able to work independently & have an interest in Paris/France. Limited face-to-face contact with clients/suppliers, 99% of responses will be through email or phone.

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

Senior High End Travel Consultant

Adelaide - \$DOE + Super + Benefits - Ref 0505

This is a special in Adelaide. We need the complete package; fantastic customer service, extensive travel industry experience, high end luxury travel knowledge teamed with going that extra mile! Do you think outside the box? If you can recommend where to stay, what to do, where to shop and offer it all with a smile - this is a role for you! Extensive travel agency experience and considerable personal travel experience will make sure you secure an interview today!

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

Travel Consultant

Brisbane - \$40-45K + Super + Commission - Ref 678

Are you passionate about travel? Do you have an established client portfolio and looking for a move within the travel industry? If yes, then this Travel Consultant position could be your next move. This boutique travel agency are looking for experienced Travel Consultants to join their passionate team in Brisbane. As an experienced Travel Consultant you can expect to be dealing with unique travel experiences, whilst focusing on a high delivery of customer service.

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

Accountant (6 Month Contract)

Sydney - \$Excellent + Super + Incentives - Ref 592

Attention Accountants with experience working in a retail travel agency! We have a 6 month Contract available with immediate start and working Monday to Friday only. My client is a Boutique Travel agency with a central Sydney office location. This contract is 2-3 days for the month of June and then from July to December will be 5 days a week, to cover maternity leave. Lovely team and office environment willing to pay the right price for the right candidate.

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

Retail Travel Consultants (Temp)

Melbourne - \$\$\$ attractive hourly rates. Ref 999PCA

Experienced Travel Consultants... Looking for a job? But found nothing that grabs you? Don't go stale! Earn some money whilst you're looking. We constantly have new temp roles coming in and they could be yours! Keep your skills and product knowledge fresh for your next career move. Show your might - register your CV to be part of these great opportunities and allow us to look for your ideal job whilst you earn money. Please include your specialties and skills.

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

BDM-Corporate Travel

Perth - \$Excellent + Super + Incentives - Ref 6000

Are you an experience BDM with in corporate travel and you have the contacts in the WA region, this is a rare chance to join a winning team! Do you have sound understanding of corporate travel sales, business development experience and have a proven sales record? A leading TMC are looking for an experience BDM to assist with their ongoing expansion across the corporate travel division, sourcing new leads, building rapport and developing relationships with key prospects.

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



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2. Email palwasha.munam@coxandkings.com.au with your completed booking form and your favourite number between 1 and 50. Each number corresponds to an exciting mystery prize, which we will post out to you. If your lucky number has been previously selected, we will invite you to select again.
3. Return to step 1 and start again – you can keep selling tours and collecting prizes until all items have been claimed.



Travel Agents Reservations



Cox & Kings
1300 836 764



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1300 362 844



Bentours
1800 221 712

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Conditions: Valid for new bookings only, made from 13 May until 13 Jul 13 or until all prizes are redeemed. To qualify, minimum spend of \$2000 per booking is required and bookings need to be confirmed and deposited. Booking deposit is non refundable. Prize cannot be redeemed for cash value. Tempo Holidays Pty Ltd ABN 51007331213, VIC License 31341