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Vivid Sydney 2011. Artwork by Superblen, image used under licence from the Sydney Opera House Trust. Photo: David Clare.



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Sydney in Winter



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Travel Daily

First with the news

Wednesday 29th May 2013

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Agents urged to get online

AUSTRALIAN travel agents were urged to "own the mobile itinerary," as one of the key take-outs from the inaugural **Travel Daily** online conference which took place yesterday at desktops around the country.

Norm Rose, an analyst from US technology firm PhoCusWright, presented (live from northern California) from a white paper he wrote specially for the event, explaining how travel agents can drive customer engagement by embracing emerging technology trends in the Australian market.

The paper, sponsored by Sabre Pacific, highlighted the ongoing rapid adoption of technology here, where more than half the population have a smartphone and 33% of all Aussie households

have at least one tablet device.

According to PhoCusWright forecasts, online penetration in Australia/NZ will reach 41% of the total travel market for bookings of air, car rental and hotels this year - one of the highest rates in the world.

Rose suggested agents should offer their clients an easy way to see and manage itineraries online, as well as integrate mobile travel planning with agent expertise - and with so many people carrying smartphones when they travel, there's also an opportunity to offer "in-destination services," he said.

Several hundred people from across the industry took part in the event - more on **page two**.

Eight pages of news

Travel Daily today has eight pages of news & photos, a front full page about **Qantas** and **Vivid Sydney** plus full pages from: (**click**)

- AA Appointments jobs
- AA Appointments job ad
- inPlace Recruitment jobs
- Sabre Pacific

Colourful Qantas

QANTAS is inviting agents and their clients to "love every second" of Sydney's Vivid winter festival, via great QF fares.

The festival sees the Harbour Bridge and Opera House spectacularly lit up each evening - see the **front full page** of **TD**.



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ENDLESS SUMMER
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HotelClub withdrawal

ONLINE hotel reseller HotelClub will be discontinued as a partner of the Virgin Australia Velocity Frequent Flyer program from 27 Jun, with all new bookings and retrospective points claims to be submitted to Velocity by 26 Jun.

Young travellers spend up

AFTA ceo Jayson Westbury has suggested the industry has a significant opportunity in targeting younger travellers, with so-called "millennials" forecast to generate almost 50% of all travel

spending by 2020.

Presenting at yesterday's **TD/Sabre Pacific Web Event (see p1)**, Westbury highlighted industry trends, including the increasing connectedness of clients, social media and the propensity of young people to travel.

"In 2012, Millennials spend on travel was up by 20%. Tweet that!" he said.

Most important, he added, was that agents know who their customers are and focus on them.

Other presenters at the event included Mark Mison from Sabre Pacific, who spoke on some of the firm's tools available to harness emerging technologies for the benefit of travel agents.

The PhoCusWright paper presented at the event is being sent to all registrants, and can also be seen by [CLICKING HERE](#).

State of Origin tips

GAME 1 of the 2013 State of Origin series will kick off next Wed and courtesy of Accor, **TD** is giving rugby league punters a chance to win two nights at Pullman at Sydney Olympic Park.

To win, readers need to predict the answer (or be the closest) to three questions which will be featured in **TD** ahead of each game in the SOO series.

Questions for Game 1 are:

- 1) Which team do you tip to win the 2013 State of Origin series?
- 2) What do you predict the score will be for Game 1?
- 3) In what minute do you think the first try will be scored?

Send your guesses by 5pm 05 Jun to soocomp@traveldaily.com.au to have a chance at winning this fantastic prize.

JTG still consulting

JETSET Travelworld Group ceo Rob Gurney says a decision about the future evolution of the company's various retail brands will be finalised "in the not-too-distant future," telling **TD** that while there's lots of speculation around, nothing has been finalised at this stage.

"We have been determined to consult widely about any changes, and that takes time," he said, reassuring stakeholders that any decision will be in their best interests.

"We're not going to force anyone to do something they don't want to do," he added, saying "at the end of the day, we want to help build a strong future for everyone".

The consultation is part of the Boston Consulting Group review of the JTG operations.

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New Rex simulator

REGIONAL Express has acquired a new full flight simulator for its fleet of 50 SAAB 340 aircraft, to be based at a dedicated training facility at the Australian Airline Pilot Academy, in Wagga Wagga, currently under construction.

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New Tourism NT logo

NORTHERN Territory Tourism Minister Matt Conlan has unveiled a new colourful logo for use in Tourism NT marketing campaigns aimed at international markets.

The logo includes the Brolga bird in front of the sun, designed to portray the Top End's warmth as well as the Territory's wildlife.

The int'l logo is **pictured** below.



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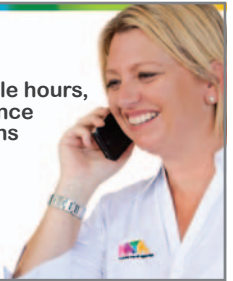
Wednesday 29th May 2013

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It's all about the shopping

COMMONWEALTH Bank merchants across Australia will be able to accept payments from the ever-growing numbers of Chinese travellers under a new alliance launched in Sydney today with UnionPay International.

Department store David Jones is the launch partner for the move, and is now accepting the Chinese credit and debit cards, with the facility to be rolled out to all CBA

merchants by the end of the year.

There are a staggering 3.5 billion - yes, billion - UnionPay members across the globe, and with China now Australia's second biggest source of tourists it's seen as vital that spending money here is as easy as possible for them.

Already the average spend for visitors from China is double that of the nearest international market, according to CBA group executive Ian Saines who launched the pact this morning.

The involvement of David Jones is also significant, with ceo Paul Zahra saying it would raise awareness of the store among Chinese visitors, allowing them to enjoy the upmarket shopping experience it offers.

UnionPay chairman, Mr Su Ning, has travelled to Sydney for the launch event, and tomorrow is set to announce another UnionPay innovation which will be ideal for Aussie travellers to China.

It's a locally issued dual-currency UnionPay card from Bank of China, meaning Aussies can have their own UnionPay cards - which are naturally widely accepted in China as well as here.

Delta expands in Central America

DELTA Air Lines is set to add three new routes to Central America, with weekly flights from 21 Dec 13 operating each Sat between Los Angeles and Belize City, Minneapolis to San Jose Costa Rica and New York JFK to Guatemala City.

Gizo Airport closure

SOLOMON Airlines has ceased operations to Gizo/Nusatupe airport, which has closed for three months for upgrades.

Flights are scheduled to resume on Wed 21 Aug 2013, and in the interim period Munda airport will become the hub for intending passengers to/from Gizo, and all Kaghau, Choiseul Bay and Balalae flights on the Flysolomons Islander/Twin Otter aircraft will pivot via Munda.

The carrier said that passengers with prepaid tickets to and from Gizo will be provided with boat transfers, but for others who have not yet bought tickets all flights will terminate and originate from Munda, with transfers at passenger's own cost.



Window Seat

A JAPANESE court has ruled that a man whose teenage son amassed a \$54,000 credit card bill during a wild night out in the city of Kyoto does not have to pay most of the charges.

The 16-year-old and a friend took his father's platinum Amex while he toured some of the city's swankiest nightclubs, getting sloshed on whisky and premium champagne which cost as much as \$3500 a bottle.

The judge ruled that the bar owners and the credit card company should take most of the blame for the card's misuse, ordering that the father pay just \$8,000 of the massive bill.

THAILAND'S Onyx Hospitality Group has announced a special new partnership with Thai soccer team Buriram United, with the deal including the creation of a football-themed Amari property in the country's eastern province.

The Amari Buriram United hotel will be invested in by the club's owner, Newin Chidchob, and will be "designed in the style of a football stadium, complete with a mini football pitch in the centre".

Ensuites will be designed in the style of change rooms, with other facilities including a soccer-themed restaurant.

Amari ceo Peter Henley said he was thrilled at the move, adding that sports tourism is a "huge potential and emerging market for both domestic and international visitors".

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EK back to Libya

EMIRATES will resume flights to the Libyan capital of Tripoli, via Malta, from 01 Sep as a sign of commitment to the country.

The thrice weekly Dubai-Tripoli service will be operated by a Boeing 777-200ERs and become EK's 23rd destination in Africa.

Wotif exec to Wego

ONLINE travel search engine Wego.com has named Matthew Varley as its new chief operating officer, based in Singapore.

Varley was previously with the Wotif Group, where he held key senior executive roles in Australia and Asia over eight years.



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Travel Directors plot 40% growth

THE new co-owners of Perth-based escorted adventure touring specialists Travel Directors have signalled plans to expand its trade ties and database by tapping into the East Coast market.

Former Adventure World founder Peter Newsom and long-time business ally John Bescoby bought into the business earlier this year (**TD** 20 Mar), seven years after selling out to NRMA in 2007.

Already well established in WA with a strong database of clients, Newsom told **TD** the duo would aim to boost the profile of the tour operating side of the business by partnering with Travel Directors' Tony Evans.

"Travel Directors have pretty much kept the business a secret on the east coast, so we see an opportunity," the Central Coast-based Newsom told **Travel Daily**.

"We are not here to replicate what we did before, we're here to take Travel Directors to the next level, whatever that might be."

Part of the future will be to increase brand awareness on the eastern seaboard over the next three to four years.

"If we can be 30-40% bigger than we are now, that's fine, but we don't want to over-complicate or fix something that's working."

With close to 30 years in the game (21 of which have been as escorted touring experts), Travel Directors currently offers a unique worldwide program of around 40 mid-sized group

departures annually, to regions incl Africa, Asia, the Americas, the Himalayas, Europe and Russia.

Trips venture to destinations yet to be fully explored, including Ethiopia, Angola, Albania, Cuba, and even North Korea - though the latter trip is now on hold.

Itineraries cover less common cruising and rail journeys, as well as motorcycle tours, while incorporating uncommon cultural aspects along the way.

Newsom said an example was Travel Directors' 28-day The Five Stans tour visiting Kazakhstan, Krygyzstan, Tajikistan, Uzbekistan & Turkmenistan next year, priced at \$13,495 per person - a tour yet to be brochured but already selling out, Newsom explained.

"The mainstream guys don't offer this sort of stuff," he said.

Tours tend to be longer at an average of 28-30 days, "so you can actually do something unique with an itinerary," he added.

Another point of difference is the firm has steered clear of a series of departures, with one or two trips a year offered.

"With the database they have tours just fill up as the product sells itself - the trick has been to nail it once, then pull back and throw something else in the mix."

"Most guests are well travelled and they are now thinking there's a few places left in the world we'd like to stick on the bucket list and see before I am not able to - and that's our unique offering."

Whirlwind North West fam



A GROUP of 40 Victoria & NSW based agents discovered WA's Kimberley region on Australia's North West Tourism's mega famil earlier this month.

Divided into small groups, agents sampled a range of experiences such as touring Roebuck Bay by hovercraft (**pictured**), trying traditional spear fishing on the Dampier Peninsula and visiting retreats such as Eco Beach Resort,

Home Valley Station & El Questro.

Sampling a variety of accom & tours and having the opportunity to sightsee, swim, and bushwalk amongst some of the most spectacular scenery in Australia, participants experienced the best of what the Kimberley has to offer during the four day famil.

North West Tourism said the famil was key to assisting agents promote and sell the region.



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Visitor spend survey

MELBOURNE has been ranked 10th in a list of the Top Ten cities in the Asia-Pacific region for high spending international visitors, becoming the second Australian city to feature in the list.

The 2013 Mastercard Global Destination Cities Index ranks 132 cities by region in terms of int'l overnight visitor spend, with the Thailand capital of Bangkok taking out top spot in the standings.

Visitors to Melbourne are predicted to spend \$5.9b in 2013, with Sydney ranked fifth with visitor spend estimates of \$10.4b.

Mastercard Australia country manager Andrew Cartwright said the inclusion of both cities show Australia has great appeal for int'l visitors - a great economic result.

Other cities in the top ten included Singapore, Tokyo, Seoul, Taipei, Kuala Lumpur, Shanghai and Hong Kong, with Bangkok also trumping London to take the top spot in the survey overall with overall spend estimates of \$14.3b.

ATEC seeking info

THE Australian Tourism Export Council is conducting a survey to better understand how member businesses benefit from research and development.

ATEC has commissioned MyTravelResearch.com to conduct the confidential survey, which is seeking members to rate issues impacting the tourism industry.

High exchange rates, govt policy & 'red tape', staff skills/retention, poor or insufficient support infrastructure, productivity, service quality are some of the 'issues' under the spotlight, with those polled asked to rate their relevance from between "critical" to "completely unimportant".

The Research & Development Industry Consultation study also is seeking info on the top three priorities for businesses mulling whether to invest in R&D, if companies are aware of all the available funding and mentoring options - to participate in the poll see www.bit.ly/ATECsurvey.

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BNE - 3 x A320 flight via DRW each week from Jun

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Philippine Airlines

Larger QF aircraft to fly in WA

QANTAS will deploy bigger aircraft on routes within Western Australia as part of a four-year, \$100m boost to WA services, the carrier announced yesterday.

Across both the Qantas mainline and QantasLink operations, capacity would be increased on services to Learmonth & Karratha as well as two early morning flights to Perth from Geraldton.

Selected sectors between Perth & Learmonth would be upgauged from a 74-seat Bombardier Q400 to a narrow-body Boeing 717, offering 125 Economy Class seats.

Karratha would see 12 Business Class seats introduced on some services, and an additional 31 Economy seats via a B737-800 deployed to supersede the B717s.

Qantas Group CEO Alan Joyce said the 22% extra capacity was a result of new corporate contracts secured in the resources industry.

The extra seats forms part of a renewed focus on QF operations

in Western Australia, following on from the announcement earlier this year of a multi-million dollar boost to lounge facilities at Perth Airport (TD 08 Mar).

PER's new Terminal 3 lounge will be 30% bigger than the current facility and will be able to cater to an additional 140 people.

Another A330 aircraft will also be deployed on all Sydney/Melbourne flights to Perth to ensure "the same high quality service on the ground as they receive in the air," Joyce declared.

MEANWHILE, Qantas has this morning announced a new pact with Make-A-Wish Australia.

The carrier will offer domestic and int'l air travel to help ensure wishes are granted to ill children, including family holidays as well as celebrity meet-and greets.

Group director Olivia Wirth said the pact was "a perfect fit and a most-deserving organisation for Qantas to partner with".

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Langham capital raise

BRITISH hotel brand Langham Hospitality is expected to raise approx US\$550 million as part of its Initial Public Offering on the Hong Kong Stock Exchange.

Paris is the new city of Pink



THIS group of Qantas Holidays & Viva! Holidays Global Achievers winning agents and their travel companions recently headed to Paris to see global music superstar Pink perform in the cosmopolitan City of Love.

Hosted by Qantas Holidays, Viva! Holidays, Eurostar and the Victoria Palace Hotel Paris, head of sales Fiona Dalton said the trip was "a chance for our agents to be reminded that what they do genuinely makes a difference".

Travelling via Dubai, the group also enjoyed Business Premier class travel on the high-speed link between London and Paris.

After their time in Paris, the group headed to the picturesque south of France for some more activities courtesy of Atout France,

Monaco Tourism and Rail Europe.

Activities included a golf lesson in Provence, wine tasting at the Chateau de Cremat and a chance to see the world's best tennis players in action at the Monte Carlo Masters, before catching a helicopter back to Nice.

Pictured above at the Moulin Rouge in Paris, in the back row from left is Jill Johannsen, Frank Cacciotti, Kingsley Yates, Bronwen Hockley, Trish Stamp, Greg Mant, Anne Westby, Kirsty Johannsen & Fiona Dalton, Qantas Holidays.

Front row: Sarah Phillis, Jenny Cooper, Angela Kaluzyn and Lelia Cochrane.

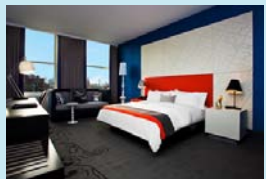
Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



New Safari Tents available at **Big4 Katherine Holiday Park** allows guests to get right in amongst nature, whilst providing many of the comforts of home. The permanent tents sit on wooden decks and are located near the park's swimming pool and camp kitchen.

Inside is a queen bed with all linen provided, with a fridge, table & chairs.



A cool and sophisticated re-design has been unveiled at the **W New York - Union Square** as part of \$100m renovation plans over the group's 11 properties in the US. All 270 rooms and suites have been redesigned, as well as the hotel's bars and restaurants. Some of the enhancements made are astounding, such as the Presidential Suite including a wall unit that converts to a DJ booth.



For those seeking island living yet not willing to abandon certain luxuries, **Ratua Private Island** in Vanuatu has opened well-appointed luxury tents into its accom range. The tents are located on the water's edge overlooking a white sand beach yet near the jungle. Guests retain access to full hotel facilities if they wish.

STB iPad mini winner

SINGAPORE Tourism Board has announced the winner of last week's mini comp to win an iPad mini, featured exclusively in *TD*.

Congratulations to Helen McAuliffe from Infinity Holidays, whose winning entry was:

"I got lost in Singapore & found fun for the whole family... *in Little India. My kids loved the colour, character and flavours of this vibrant area. Local vendors loved dressing my daughter in gorgeous colourful jewellery!*"

Skyscanner partner

TRAVEL search website Skyscanner has announced a new partnership with Wotif, enabling flight searches on its site and mobile apps to display results from Wotif brands such as travel.com.au & lastminute.com.au.

The pact comes as a result of strong growth in Australia by the Skyscanner mobile apps available on iPhone, Android & Blackberry.

Skyscanner sees 70% of its user access coming from mobiles, with around 3m visits per month.

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Travel Manager Required

Kode Entertainment Group (South Yarra, Melb) are seeking an experienced full-time executive leisure, groups and corporate travel manager.

For more information please [CLICK HERE](#)

GOL mulls Nigeria

LATIN American low-cost carrier GOL Linhas Aereas has confirmed its considering launching a new route between Brazil and Nigeria.

GOL said it was "studying" the possibility of the new African route, to be operated by one of the airline's Boeing 737NG jets.

New Zoo attraction

CHILDREN will be able to immerse themselves in the scientific marvels of the animal world via a new interactive exhibit soon to be opened at WILD LIFE Sydney Zoo at Darling Harbour.

The new attraction, dubbed WILD Discovery Zone, offers a rotating schedule of educational activities for kids including handling animal artefacts such as crocodile skin and echidna bones as well as opportunities to get up close with a variety of animals.

WILD Discovery Zone will open in time for the upcoming school holidays on 29 Jun, with opening discounts of 30% off full prices available at www.wild-life.com.au.

Aussie spend up in US

AUSTRALIAN visitors took full advantage of a strong exchange rate against the USD, spending a massive US\$5.5b in America over the course of last year, according to new figures from the US Office of Travel & Tourism Industries.

Through the year, Sep was the most popular month for Aussies to head to the US, with the report showing more than 142,000 arrived for a visit, the number up 16% on the year prior.

The outlay amount was an 11% year-on-year increase and saw Australia ranked eighth in terms of international visitor spend, with Canada taking out top spot.

"Visitors from Australia have spent record levels on US travel and tourism goods and services in eight out of the last 10 years, helping to propel Australia up in the rankings to our eighth largest market abroad in 2012," the report from the US Office said.

Grabaseat NZ\$5 fares

AIR New Zealand is offering 500 Grabaseat fares priced at NZ\$5 today on a range of services across the country as it celebrates a Sir Edmund Hillary milestone.

Mini prize for a major comp



A NEW Apple iPad mini is now in the possession of its proud new owner - Nadia Bertic from Harvey World Travel Garden City.

Bertic was the winner of a sales incentive recently conducted by

Rail Plus and Leisure Pass Group.

In order to win the iPad Mini, agents needed to pass three training modules designed around the Leisure Pass as well as maintain strong sales of the group's range of rail passes, which include The London Pass, Paris Pass and Berlin Pass.

Bertic booked 24 Leisure Passes during the incentive period.

She is pictured above being presented with her prize by Rail Plus Queensland sales representative Larry Burrows.

Velocity Doubletree

VIRGIN'S frequent flyer scheme Velocity has added the newly opened Doubletree by Hilton properties in Darwin and Alice Springs as partners.

Members will accrue 1,000 Velocity points per qualifying stay.

Japan touring options

JAPAN Holidays has availability on two autumn itineraries to the Land of the Rising Sun, departing in Oct and Nov this year.

Priced from \$4,800pp, the Taste Trekkers Tour runs from 20-31 Oct and will focus on the culinary offerings of Japan, guided by food gurus Sally Lynch and Jane Lawson from Zenbu Zen.

The second itinerary - Hidden Christians - centres on the culture and history of Kyushu island, operates between 03-12 Nov and is priced from \$3,900 per person.

More details on (07) 3300 2396 or at www.japanholidays.com.au.

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.

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

Name all of Newport Beach hotels

Congratulations to yesterday's lucky winner, Marisa Manes from Inflight Travel of Toorak.



AFTA UPDATE

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

YESTERDAY, I was most pleased to take part in the first *Travel Daily*/Sabre Pacific webinar which covered a range of important topics around connecting with the customers of the future.

Norm Rose from PhoCusWright presented a summary of a paper he has authored which covers how travel agents can drive customer engagement by embracing emerging technology trends in the Australian and New Zealand market. There were many insights and some of this has been covered by *Travel Daily* in this issue.

A couple of interesting terms for me included "SoLoMo" - a new word (some may already be across this) which refers to the integration of social, location-based, and mobile marketing tools.

SoLoMo can be used to connect with current customers or indeed to acquire new customers and many of the concepts required to have a solution to the SoLoMo issue were presented by Norm.

In addition to this I talked about knowing who your customer is today, but not just by name, more by generation and how SoLoMo relates to each of the generations.

Importantly, this relates to the GEN-Y's. Why you ask? In 2012 GEN-Y spend on travel was up by 20%. This is called an emerging market.

Further, it is said that by 2020 GEN-Y will represent 50% of all travel spend generated. For travel agents this means being ahead of the curve and ensuring that strategies are in place within the business to tap into this market.

That does not mean to walk about from our current customers. No, on the contrary, it means that travel agents today have to have the connectivity tools in place and working to be able to connect and sell to today's customer and tomorrow's customer in the way that the customer wants to connect. This can mean a large combination of ways travel agents will need to be ready.

Norm also mentioned the fact that the iPad was only invented in 2010. Just 2 ½ years ago and think about how many people are using them now.

What is next - who knows? But the important take out from this *Travel Daily*/Sabre Pacific webinar is - Be Ready and get yourself connected to your customers.



TICNSW warns on MEL progress

TOURISM Industry Council NSW general manager Andrew Jefferies has called for an urgent decision into NSW's future aviation needs

In line with last week's release of the Melbourne Airport Master Plan (**TD** 20 May), which details plans for a third runway, Jefferies said the new runway will enable MEL to service more aircraft movements per hour than Sydney at peak operating capacity.

Jefferies urged the Federal Govt to repeal the Sydney Airport Demand Management Act 1997, which limits peak hour capacity movements at the facility to no more than 80 per hour.

"This decision would alleviate some of the more immediate peak hour capacity concerns in Sydney & give the Government the opportunity to further consider the next most appropriate steps," Jefferies said.

The TICNSW gm also called for attention to the parallel runway

under construction at Brisbane Airport, saying NSW is "simply handing economic growth, jobs, visitors and future prosperity to Vic and Qld on a platter".

MEANWHILE, Jefferies has praised the NSW Govt's efforts in lobbying the Commonwealth to modify the GST Tourism Refund Scheme to allow competition from private refund operators.

TICNSW added its weight to the argument, saying the opening of the scheme to private operators would help to "drive growth in this important sector of our economy and deliver additional benefits to our overseas visitors".

Spirit on sale today

SAILINGS on *Carnival Spirit's* 2014/15 Australian season are now on sale in the Polar system, with staterooms aboard the new deployment *Carnival Legend* to be opened by the end of Jun.

Club Med buyout bid

TWO of Club Med's shareholders have tabled an offer to buy the all-inclusive resort operator in a deal worth €541m (AU\$725.9m).

The bid from AXA Private Equity & Chinese investment firm Fosun has been described by Club Med as "friendly", with the company's board to meet to discuss the offer in detail, *BBC Business* reports.

Finance analysts expect any buyout will see the group expand further in Asia due to downturns in Europe, with more effort put into expanding the company into more high-end market segments.

Whales by Sea World

SEA World Resort on the Gold Coast has launched its Whale Watching season, with a one-night accom deal with two tickets on a whale-watching expedition priced from \$134pp twin share.

Children can be added in line with the resort's maximum occupancy for \$77 each per night.

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: hawaii@traveldaily.com.au.



Q.21: How much is it to hire a digi player on board Hawaiian Airlines Brisbane service?

Hint: www.hawaiianairlines.com.au

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HAWAII TOURISM
OCEANIA

HAWAIIAN
AIRLINES

HILTON
WAIKOLOA VILLAGE

All-inclusive in the French Alps



FIRST class travel aboard the TGV was the ideal way to head to the French Alps, with this group of agents kicking back and enjoying the luxury on the rails as part of this ski famil recently.

The group were being hosted by Rail Plus and Club Med and hung their hats at the luxurious Club Med Valmorel followed by the Club Med Peisey Vallandry.

As with all Club Med properties, the experience was all-inclusive, which saw the group enjoy all meals and an open bar as well as ski and snowboard lessons in exclusive groups.

With the snow still falling at

the time ahead of the European summer, it proved an excellent opportunity to get some early practice in on the slopes before the Australian ski season started.

The group is **pictured** above - back row from left are Adam Ferraro from Club Med; Matt Symonds, Railplus, who somehow managed to maintain his sun-tan in the French winter; Daniel Goodwin, FC Earville; Gayle Fogarty, Noller and Turner Travel Associates; Louise Curry, Motive Travel; Ann Simmons, Cousins Connections; Charlotte Harding, Claremont Cruise and Travel; Hayley Bayford, Jetset Central Melbourne; Ieuen Redlich, Club Med and Luke Chittock from Travelworld Floreat.

Front row: Jane Black, Globenet Travel; Sandra Sirianni, MTA; Julie Lambert, Travelworks Cruise & Travel; Amy Wasbutzki, Executive Edge; Melanie Bandy, HWT Drysdale; Aylin Ozzbek, FC Sunnybank; Renee Germane, Jetset Rosebay and Sophie Brooks from HWT Lane Cove.

Barrier Reef promo

SOUTHERN Great Barrier Reef (**TD** Mon) has kicked off life as a standalone Qld region by launching a new marketing pitch promoting the areas entitled "Where great begins".

Unveiled by Qld Tourism Minister Jann Stuckey, the initiative was the result of a collaboration between Bundaberg, Gladstone and Capricorn tourism regions.

"The southern part of the reef is the most accessible reef touch-point in Queensland, spanning 300 kilometres of Queensland coast and is only a four hour drive from Brisbane," Stuckey said.

The promo aims to boost the domestic visitation to the region, which last welcomed 1.6m visitors, up 16% year-on year.

DXB a booming hub

MORE than 5.4m passengers utilised Dubai Int'l Airport in Apr, marking the facility's ninth month of double-digit growth in a row and an 18.7% year-on-year jump.

The month was also the fifth consecutive with more than five million pax arrivals, taking the year to date visitors to over 21m.

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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GET DRESSED FOR SUCCESS

**CORPORATE TRAVEL CONSULTANTS x 15
CBD & SUBURBS – \$45k - \$75k +**

Corporate travel is BOOMING at the moment and NOW is the time to make the move to your next role. AA Appointments are currently recruiting for a number of corporate travel roles from domestic consultant to senior VIP. From small boutiques to global TMC’s; from SME accounts to blue chip, entertainment and sporting clientele. Send your CV to AA Appointments today and in less than a month you could be working in a new office, on a better salary with a new team and more opportunity to develop your career.

READY TO LEAD THE EASTERN SUBURBS?

**RETAIL TRAVEL TEAM LEADER
SYDNEY, DOUBLE BAY – \$75k ote**

Looking for a leadership role closer to home in the Eastern Suburbs? We are searching for an experienced Retail Travel Manager or ZIC ready to step up and lead this established team in exclusive Double Bay. You will be a hands on leader of this small team; as well as consulting you will be responsible for developing staff, recruiting and training novices and managing accounting processes. You must have recent travel industry experience, strong sales and communication skills and leadership experience.

KEEP WARM THIS WINTER WITH THIS HOT ROLE!

**PRODUCT EXECUTIVE
MEL (INNER)–SALARY PACKAGE TO \$50K+ SUPER**

Here is your chance to move into the highly sought after position of working in the product team of this very successful & prestigious wholesaler. This is a great, varied role where you will be responsible for assisting the Product Manager with contracts, pricing, brochure production and competitor analysis, together with acting as a support to reservations & sales consultants. Previous exposure to product coordinating and a high attention to detail is a must in order to apply for this hot new role!

DON’T WAIT FOR EOFY TO MAKE THE NEXT MOVE

**LEISURE TRAVEL CONSULTANTS
PERTH – SALARY PACKAGE TO \$50K (DOE)**

Retail roles are running hot in Perth. Working for some well established & boutique travel companies now is the time to apply. Servicing a range of clientele, you must have a strong background in retail consulting, exceptional destination knowledge and excellent customer service skills. Here is your chance to work for some of the industry’s most reputable retail brands, enjoy a generous salary package and be invited on some amazing famils. Contact AA Appointments today to find out how to apply!

EARN THE BIG BUCKS

**WHOLESALE RESERVATIONS CONSULTANT
MEL (INNER) - SALARY PACKAGE UP TO \$80K (OTE)**

This wholesale travel company is looking for a talented reservations consultants to join their team. Due to ongoing growth in the company another position has become available in the busy reservations team. Sell the destinations you love so much and enjoy the opportunity to further your knowledge on more off the beaten track cities! This is your chance to earn the big bucks with sensational bonuses on offer for doing the job you love! You must have minimum 18 months industry experience to be apply.

BE REWARDED FOR YOUR HARD WORK

**CORPORATE TRAVEL CONSULTANT
PERTH (INNER) – SALARY PACKAGE DOE**

Are you currently working for a Consolidator or Airline but feeling like your NOT being recognized for your hard work & dedication? Join a company that will reward you for the work you do & encourage you to progress & develop your skills within the company. As a part of this dynamic team you will be responsible for handling all aspects of ticketing for agents. You may also assist in calculating taxes, additional collection charges and fares advice. You must have min 18 months experience in fares & ticketing to apply.

WAVE GOODBYE TO A CITY COMMUTE

**RETAIL TRAVEL CONSULTANT
BRISBANE SOUTHERN SUBURBS – UP TO \$48K PKG**

Sick of sitting in traffic every day? Wish your commute only took 10 mins and you could pop home for lunch? With this superb role you’ll be able to do this and more. Located in the southern suburbs this well established boutique agency is looking for an experienced retail travel consultant to come and assist them on a maternity leave contract. You’ll love the variety of clientele and enjoy a strong salary pkg plus Mon – Fri hours with Saturdays on rotation. All you need is previous retail consulting experience.

YOUR BIG BREAK INTO PRODUCT

**PRODUCT LOAD CONSULTANT
BRISBANE CBD – UP TO \$49K PKG**

Dream of working in product? Today is your lucky day. We currently have the rare opportunity to join this global travel product team based in the Brisbane CBD. You will be responsible for loading contracts, updating specials, foreign exchanges and more in this fast paced role. Mon to Fri hours are on offer along with a top salary package, ongoing training and the start of a long and promising product career. This role is interviewing now so if you have a great attention to detail & travel industry experience – call us now!



AA APPOINTMENTS RECRUITMENT CONSULTANTS

LOOKING FOR A NEW CAREER DIRECTION? JOIN THE A-TEAM

RECRUITMENT CONSULTANT – PERMANENT DIVISION

SYDNEY: GENEROUS SALARY + BONUSES

Love being a part of the travel or hospitality industry but thirsty for a new challenge? You can now use all your exceptional industry knowledge, excellent customer service and client relationship skills in a brand new role.

Due to growth, our Sydney team is searching for a talented individual to join our Permanent Recruitment division. As part of our successful team, you will be responsible for matching our client recruitment needs, whilst also assisting candidates find their next perfect role.

Fantastic perks include:

A generous base salary + uncapped commission + amazing staff rewards including team incentives and an annual luxury AA Conference. This is the ideal opportunity to say goodbye to travel consulting and move into a brand new direction in your career.

Full training and career advancement is on offer.

Want to know more? Email your CV to apply@aaappointments.com.au or contact our MD on 02 9231 6377

For more great roles visit us @ www.aaappointments.com





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Kelly Wellmore

International Corporate Consultant - Sydney

- ▶ Prestigious global company that offers development & progression
- ▶ Prime Sydney CBD location
- ▶ Monday to Friday only!

This highly respected global Corporate Travel Company in Sydney's CBD has offices in all states of Australia and throughout the world.

Due to a growth in business they are expanding their team and are seeking an experienced Senior International Corporate or strong Retail Consultant to handle predominately challenging and complex international bookings.

You will be very rewarded with state of the art modern offices in an easily accessible location to reduce your travel time.

Excellent airfares knowledge as well as an ambition to strive to achieve excellent customer service standards to ensure your clients are getting the best possible service. Salary up to \$60K DOE

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

Business Development Manager - Sydney

- ▶ Experience within hotels or airline sales desirable
- ▶ Leading International Hotel Group, great culture!
- ▶ Competitive remuneration package on offer

Rare opportunity to join an International Hotel Group as BDM looking after the Corporate and Inbound markets. Strong networking ability & knowledge of the Sydney market ess.

Call or [email](#) Peter Jackson for more details

Domestic/Multi Skilled Corp Consultant - Syd

- ▶ Global, reputable company
- ▶ Domestic with a challenge!
- ▶ Salary up to \$50K + super

Opportunity for a Domestic Consultant to be up-skilled to international with 30% of their work being basic international bookings to give them the foundation for career progression.

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

Cruise Consultant - North Sydney

- ▶ Based on Sydney's North Shore
- ▶ Widest range of products
- ▶ No.1 Online Cruise Co.

If you know your cruising products and are really trying to get yourself ahead financially, this role will certainly help you get there. Great uncapped commission structure!

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

Fiji and South Pacific Specialists - Sydney

- ▶ Great team environment
- ▶ Excellent earning potential
- ▶ Start date 1st week of June

This is a well established company with a team that has long term retention because the staff are so well looked after and because of the high earning potential!

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

Tele-Sales Executive - Sydney

- ▶ Young and vibrant online company
- ▶ All leads provided
- ▶ Salary \$65K + super, OTE \$100K++

Join the market leader in the latest and greatest in daily deals. They seek an experienced business developer to join their travel team in securing deals to be sold through their website.

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



SABRE PACIFIC WANTS YOU

Sabre Agency Manager (SAM), which is at the heart of Sabre Pacific's Total Travel Solution, is booming and this is an amazing opportunity to join the only GDS truly dedicated to creating and supporting locally developed solutions.

In this newly created position you will take the lead on defining customer requirements and work with internal teams to constantly 'lift and shift' Sabre Agency Manager and other products & services that make up our Total Travel Solution.

You will bring a background of working closely with customers and software developers to define and build new technology which will deliver outstanding customer experiences. This role will be responsible for all aspects of developing and releasing new products including **product strategy, product enhancements, business development and financial projections.**

If you are a self-driven team player with software, travel, mid-back office experience along with the ability to gather and write clear requirements **WE WANT YOU!**

Please send applications to Zena Boakes at zenab@sabrepacific.com.au