



Travel Innovation & Technology Trends: 2013 and Beyond
with James Tobin
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Travel Daily

First with the news

Monday 4th November 2013

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Virgin, Tiger pax up

VIRGIN Australia carried about 12,000 more passengers on domestic flights in Sep this year compared to 2012, up 5.2%, the airline reported today.

International traffic was also up 2.2% to 1.47 million.

Meanwhile, Tigerair Australia - which is managed by VA - saw a 20% uptick in passenger numbers in Sep, increasing by over 45,000 to 272,000 movements, propping up load factors by 3.1% to 86.7%.

BA committed to Sydney

BRITISH Airways has reacted strongly to suggestions on several online forums that it's set to axe flights to Sydney, saying there is "absolutely no truth in this at all".

The rumours claim that BA's London-Singapore-Sydney route will cease operating from Oct 2014, to be replaced by codeshare connections with oneworld partners Cathay Pacific and Qatar Airways.

However, a BA spokesperson told **TD** "we remain strongly committed to our Sydney flights and any speculation to the

contrary is baseless".

"Sydney is an important part of British Airways' network and we will continue to operate daily services to the city," BA said.

Earlier this year, British Airways made a "significant investment" in the London-Sydney service, with the deployment of new 777 aircraft offering the newest cabins and seats, as well as smoother onward connections via LHR TS.

QH Tramada upgrade

QANTAS Holidays and Viva! Holidays are reporting "significant business benefits" for Tramada agents who are taking advantage of technology enhancements.

Time savings of up to 15mins per booking & improved accuracy are available through The Next Generation tramada System, says manager national industry sales, for JTG, Fiona Dalton.

It's available to the QH, Viva!, Rail Tickets & Cruise Team brands.

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Sabre trends webinar

SABRE Pacific has opened registrations for Travel Innovation & Technology Trends webinar to be held between 10-11am AEDT on 12 Nov - details on **page nine**.

Seven pages of news

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

- AA Appointments
- Sabre Pacific
- Travel Trade Recruitment

Anyone for Oaks Day?

EMIRATES is once again offering ten lucky **Travel Daily** readers tickets to the races - this time for Crown Oaks Day at Flemington this Thu 07 Nov.

We've already given away 20 double passes to the racing carnival, and today's prize is 10 general admission double tickets (no flights or accommodation) for Thursday's event.

To win, be one of the first ten readers to answer the following question:

What is the newest destination on Emirates' global network?

Answers asap by email to ekracing@traveldaily.com.au.

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MAS tightens links

THE Northern Territory govt says the return of Malaysia Airlines flights to Darwin after an 11yr hiatus further emphasises the position of the NT capital as Australia's northernmost gateway.

The first service operated into Darwin on Fri last week.

NT Minister for Transport Peter Styles said the reintroduction of the link between Australia and Asia "will only continue to strengthen this connection."



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ITOs to be Aussie Specialists

TOURISM Australia has for the first time ever opened up its Aussie Specialist Program (ASP) for overseas travel agents to also include Australia-based inbound tour operators (ITOs).

Until now, the program has only been available to internationally based travel sellers in North America, UK/Europe, China, Japan, Korea and Asia, with TA md Andrew McEvoy saying the time has come to make the resource available to local ITOs.

"The way we distribute and sell Australian tourism product is something we've been looking at closely in recent months.

"Given its popularity and success with agents & wholesalers overseas, we know the Aussie Specialist Program works," he said, with the expansion offering a basic online training tool

targeting new starters with five training modules.

Once qualified, 'Aussie Specialists' are invited to do extra modules covering content from state and territory tourism organisations as well as luxury, nature, youth, indigenous and other niche experiences - more at www.aussiespecialist.com.

MEANWHILE, Tourism Australia is considering outsourcing the management of its Australian Tourism Exchange trade show, today opening up expressions of interest to potentially run the event post 2014.

The EOI will help TA evaluate whether outsourcing is "desirable and viable," with AusTender administering the tender process.

CLICK HERE for details.

KQ/CZ Aus codeshare

CHINA Southern Airlines has enacted a new codeshare pact with Kenya Airways, enabling the Kenyan carrier to codeshare on flights between Guangzhou and Sydney, Melbourne and Perth.

The expanded pact came into effect from 30 Sep.

FC name change tick

FLIGHT Centre shareholders have approved the company's name change (**TD** 20 Sep), with the listed entity changing from Flight Centre Limited to Flight Centre Travel Group Limited.

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Virgin australia

*Travel from Melbourne and Brisbane is also available with our codeshare partner Virgin Australia.

Park Regis & Leisure Inn debut in Kiwi land

STAYWELL Hospitality Group has this afternoon confirmed it will introduce both the Park Regis & Leisure Inn hotel brands to the NZ market after taking over the management of five Mercure hotels from CP Group (**TD** Fri).

Effective 01 Dec, the properties include the Park Regis Auckland, Park Regis Dunedin, Park Regis Picton, Leisure Inn Wellington and Leisure Inn Rotorua.



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Toga to manage 4 Rendezvous

TOGA Hotels will take over management of four Rendezvous Hotels in Australia as part of an expanded joint venture between the firm and Far East Hospitality.

The partnership was flagged six months ago in **Travel Daily** (TD 01 May), with further details revealed today indicating Toga will assume the management responsibilities of Rendezvous Grand Hotel Perth Scarborough, Rendezvous Studio Hotel Perth Central, Rendezvous Grand Hotel Melbourne and Rendezvous Grand Hotel Adelaide.

Toga will provide consultancy to the remaining seven Rendezvous Hotels in Australia and NZ.

CEO of Toga Hotels Rachel Argaman said the joint venture

with Rendezvous "marks an important milestone" for Toga's expansion in the region.

The partnership will boost the Singapore-based FEH's portfolio, adding Adina Apartment Hotels, Medina Serviced Apartments, Vibe Hotels and Travelodge brands to its network of Quincy, Rendezvous, Oasia, Village, Far East Collection and Marque.

Under the JV, the companies plan to merge financial resources to pursue more yield accretive acquisitions & growth opportunities.

Far East Hospitality's ceo Arthur Kiong said the alliance places the firm in prime position to seize other opportunities in the Asia Pacific region.

Tassie wi-fi hot spots

VISITORS to seven key tourist destinations on the east coast of Tasmania will have access to free public wi-fi as part of a scheme to drive tourism and promotion of the region.

The service has been deployed in locations including Swansea, Bicheno, St Helens and Coles Bay.

"With the high use of social media, the free public wi-fi will provide visitors with a device to help market Tasmania for us," Tourism Minister Scott Bacon said late last week.

He said tourists will be able to use wi-fi to help locate a nearby attraction or upload images from their Tasmanian holiday onto social media networks, promoting the East Coast around the world.

MU delays CNS start

CHINA Eastern has pushed back the relaunch of seasonal services between Shanghai Pu Dong and Cairns until 07 Jan 2014.

According to GDS displays, MU will operate the route thrice weekly into Cairns on Tue, Thu and Fri utilising Boeing 767s.



Window Seat

THE world's largest inflatable water slide has opened this weekend at Tekapo Springs in New Zealand ahead of the busy summer season, the first time one of the slides has been available to ride outside the US.

Known as "The Trippo", the 53m slide offers three chutes for riders to hurtle down from its 11m height into Lake Tekapo.

Prices for admission is NZ\$20 per adult and \$15 per child for an all-day pass for the slide.

ON THE topic of world records, Shanghai's Kerry Hotel Pudong has capped its month-long Pink October campaign in grand style, etching its name into the prestigious Guinness Book of World Records.

The property emptied its 25m swimming pool & replaced the contents with one-million pink & green plastic balls to create the World's Largest Ball Pit.

Both the size of the pool and the number of balls contributed to the breaking of the record, which was celebrated with 300 guests jumping into the pit.

Each ball was individually sold off, with proceeds donated to breast cancer research.

Mad hatters out for Derby Day

EMIRATES showed off its Dubai themed marquee to A-List celebs and special guests on AAMI Victoria Derby Day.

The marquee features a special guest having flown in all the way from Emirates' Bab Al Shams Desert Resort & Spa - a 200kg camel statue made of copper and brass, dubbed Al Montaser.

"We felt that this year was the perfect time to celebrate Dubai," said Emirates divisional senior vp of commercial operations East, Barry Brown.

"Dubai has always been a popular destination with Australians, and our partnership with Qantas has made it even more accessible," he added.

VIPs visiting the marquee were treated to many aspects of Dubai, designed to inspire people to experience or re-experience the

UAE city for themselves.

The menu dished up was inspired by the diverse flavours of the Emirati culture.

Among the celebrities attending was Trafalgar's ambassador Kerry Ann Kennerley who is **pictured** below with EK's Barry Brown.



Shopping choice pick

NEW Roy Morgan Research shows shopping is the most popular choice of activity chosen by Australian holiday-makers.

For the 12 months to Sep 2013, 44% of Aussies went shopping when vacationing abroad, while 43% visited at least one city and 42% dined at restaurants.

Historical places (39%), museums (35%) and theme parks (26%) rated highly in the survey.

Perth Duty Free open

JR/DUTY Free has commenced operation from the first of three stores at Perth Airport Terminal 1 this month.

Located at arrivals, the stores opening coincides with the recent first phase transformation of the precinct at T1.

The two departure duty free stores will be refreshed over the next three to four months.

Go Wild in Africa.

Prices starting from \$1,487*

* Conditions apply.

Click for more detail

Now you can fly from Sydney, Melbourne, Perth and Brisbane to Africa with the people who know it best, Kenya Airways and their airline partners

Kenya Airways
The Pride of Africa



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Twenty years of Syd Skalleagues



INDUSTRY networking group Skal Sydney North - one of 23 Skal chapters Australia-wide - headed onboard P&O Cruises' *Pacific Jewel* for a special celebration at the ship's fine-dining Salt eatery.

The group was commemorating 20 years in existence as a chapter of the worldwide travel & tourism industry networking group.

Following the sumptuous lunch, the attending group are **pictured** above gathered by the pool.

Extra Comfort to SYD

HAWAIIAN Airlines will roll out a new seating class on its Airbus A330 fleet from 01 Jun next year - including services to Sydney - to be sold as an upgrade add-on.

Dubbed Extra Comfort, the 40 enhanced Economy Class seats offer five extra inches of legroom, priority boarding, on-demand seat entertainment, personal power point and premium meals.



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Scenic in Antarctica

SCENIC Tours has confirmed the charter of Compagnie du Ponant's *Le Boreal* for two private charters in Antarctica in 2015 due to overwhelming success for the 2014 season.

The exclusive 10-nt sailings will operate round-trip from Buenos Aires on 07 and 17 Feb 2015.

Many spaces have already been pre-registered by passengers who missed out for next year's season, says Scenic's Antarctica product manager, Louise Hill.

"With only 200 guests on each cruise we anticipate the 2015 season to sell out extremely fast."

Sea World sale record

SEA World Resort has set a group buying record of \$5.75m in revenue, selling over 32,000 room nights in a recent week-long promo through Cudo.com.au.

The Gold Coast theme park sold more than 6,400 five-night family holiday packages.

B6 allows devices g2g

NEW York-based carrier JetBlue Airways is claiming to be the first US airline to enable pax to use personal electronic devices from gate-to-gate (g2g) after last week's decision by the TSA to relax rules during all stages of flight (**TD** Fri).

B6 implemented the policy on Fri afternoon within 15mins of receiving the nod from the FAA.

Delta Air Lines said it was first to submit plans to the FAA to enact activation of g2g PED technology.

50% off 'Nam cruises

UNIWORLD is offering a 50% saving on its 15-day Timeless Wonders of Vietnam, Cambodia & the Mekong itinerary for sailings on 06, 20 and 24 Aug 2014.

The deal represents a saving of \$2,750pp, with prices starting at \$2,892pp if booked by 31 Dec.

The package includes a seven-night cruise on the 58-pax *River Orchid* and seven day land tour.

For more info call 1300 780 231.

Early Bird fares to 35 European cities from \$1,524.*

The Emirates and Qantas Early Bird Fares have landed. Book your clients' flights now and they'll save on travel for next year. With great fares, up to 1,500 channels of entertainment and a 30kg luggage allowance to 35 European one-stop destinations, don't forget to book that trip. Offer ends 15th November, 2013 unless sold out prior.

ECONOMY PRICES DEPARTING MELBOURNE FROM		BUSINESS PRICES DEPARTING MELBOURNE FROM	
Dublin	\$1,524*	Dublin	\$7,575*
Barcelona	\$1,537*	Barcelona	\$7,587*
Paris	\$1,582*	Paris	\$7,687*
London Heathrow	\$1,743*	London Heathrow	\$7,979*

Selected flights and departure dates apply. Flights from other departure points and First Class fares also available.



qantas.com.au/agents | emiratesagents.com/au

*Airfares quoted based on Economy and Business Class return fare from Melbourne. Other departure points on sale at higher airfares. Offer ends 11:59pm (AEDT) 15th November, 2013 unless sold out prior. Departures from 1st March until 31st October, 2014. Prices correct at 10th October, 2013 but may fluctuate if carrier charges, fees, taxes or currency change. Fares shown are for travel in the low season. Offers subject to availability and flight restrictions apply. Small variations in prices may occur as a result of differences in airport taxes and charges. Cancellation and change fees apply. Parts of the Qantas - Emirates partnership continue to be rolled out progressively in 2013. Other conditions apply.

Queenstown summer promo

A **NEW** joint marketing campaign showcasing Queenstown as a summer holiday destination has been launched to holidaymakers in New South Wales and Victoria.

The campaign, dubbed "Everyday a different story" is being run conjunctively by Destination Queenstown and Tourism New Zealand, aiming to boost arrival numbers to the city between Jan and Apr 2014.

Focusing on the uniqueness of the area and the wide variety of adventure activities on offer, the promotion will feature the city's natural landscapes via a series of outdoor & online advertisements.

Jetstar will also contribute to the campaign with a number of special airfare offers for services from Melbourne & Sydney.

Destination Queenstown ceo Graham Budd he was anxiously anticipating the expected boosts

to inbound tourism to the region.

"Queenstown is widely known in Australia for its winter offerings however the message from this campaign is that the region is the ideal adventure getaway with a wide range of summer activities on offer".

"Not only is Queenstown accessible, it's widely recognised as the adventure capital of the world and this campaign will help build on the success of that," Tourism New Zealand Australia general manager Tim Burgess said.

Free Burj Al Arab nite

JUMEIRAH has launched a new 'Suite Finale' offer of a free night at Dubai's iconic Burj Al Arab with bookings of five nights or more in any category at Madinat Jumeirah.

Prices for the limited offer start at AED2800 (AUD\$803) per night.



Full Time Communications & Marketing Executive

Are you passionate about Asia? Do you thrive on sharing your travel experiences? **Travel Indochina** is currently seeking a **Full Time Communications & Marketing Executive**.

The role is focused on coordinating the production of all Travel Indochina brochures. This will include managing the services of our brochure design company and working closely with internal stakeholders in the product, sales and marketing teams.

The role will also be the key creative developer of text content for use in print, and includes writing all text for brochures, marketing materials, and internal communications. As well as assisting the marketing team with general marketing activities, such as advertising and PR.

As our new Communications and Marketing Executive, you will demonstrate:

- Excellent Organisation, time management and planning skills
- High Attention to detail
- Excellent verbal and written communication skills.
- Project management skills
- Demonstrated ability to work in an autonomous environment and make and implement independent decisions effectively.
- Ability to build effective and positive working relationships
- Advanced computer and design skills.

If this sounds like the exciting opportunity you have been waiting for then apply today and you could be part of our winning team!!

Please apply via email by Friday, 15 November 2013
with a covering letter to
bronwyn.cook@travelindochina.com.au

KLM rejig boarding

KLM Royal Dutch Airlines has shaken up the boarding process for flights, with pax booked in a window seat towards the rear of the aircraft to be boarded first.

They will be followed by pax seated in the midsection of the aircraft, and then those with an aisle seat, the carrier says.

Pax will receive a boarding number at the gate which is based on their seat location, with numbers to be displayed in sequence on screens at the gate.

The "innovative" new procedure is first being adopted on a trial basis on three daily flights out of Amsterdam Schiphol to Berlin, Budapest and Helsinki, with an aim to improve current inefficient methods and allow passengers more time in the airport lounge/gate area before being seated.

VA open refurbished SYD lounge

VIRGIN Australia has taken the wraps off its refurbished lounge at Sydney Domestic Airport.

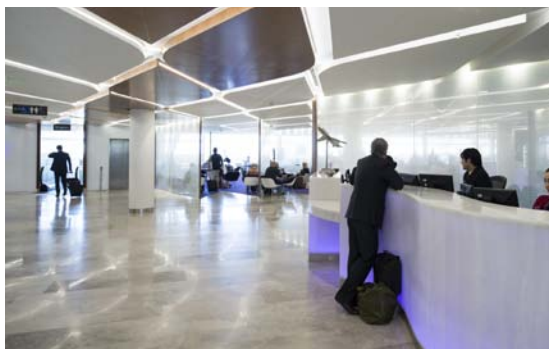
The remodelled facility boasts an array of illuminated bars, stylish colour schemes, opaque privacy screens with curved glass and panoramic views over Botany Bay and the runways.

The refreshed lounge offers capacity for up to 500 guests over two levels, with an open-plan look & feel.

A unique leaf-roof design adorns the new facility, with the

layout envisaged by Tim Greer of design firm Tonkin Zulaikha Greer.

Business Class, Gold & Platinum Velocity lounge members will also enjoy a revamped kerbside entry



Monday 4th Nov 2013

Qld events funding

QUEENSLAND Tourism & Major Events Minister Jann Stuckey has announced \$1.4m in funding to be distributed among 52 events.

Stuckey said the funds would help the events provide economic & social benefits to communities through higher attendances.

New Pan Pac market

PAN Pacific Hotels Group will open its first hotel in Myanmar in 2016 after signing an agreement with a local developer to build the 348-room Pan Pacific Yangon.



that allows passengers to bypass the main entry to the terminal, check-in and clear security through the lounge (**TD** Apr '11).

Once inside, among the service

offerings available include three barista coffee stations and options from menus designed by VA culinary consultant

and celebrity chef Luke Mangan.

Speciality breakfast items such as pancakes can be enjoyed along with fresh fruits and flavours from locally sourced ingredients.

Snacks such as hand-made cookies, soups, mini-quiches and salads are also made available, while guests are able to order a simple toasted sandwich at any time of the day.



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.



Wendy Wu Tours - Japan, Taiwan & South Korea 2014

Gradual expansions in the product range in the Far East area has warranted Wendy Wu Tours launching a dedicated brochure for the region. Included in its 40 pages are a wide range of independent travel packages for Japan, Taiwan, South Korea in addition to Mongolia, Hong Kong and Macau. New for 2014 is a week-long private departure of Japan and several short stays in various cities. Content in the brochure is largely unescorted, however some group tours have also been included.



Chimu Adventures - Antarctica 2014

Itineraries to the frozen continent in the coming season will depart from Ushuaia, Bluff and also from the Tasmanian port of Hobart. The brochure has been designed as a 'go-to' guide for travel agents to help them design the ideal trip for clients. All of the major regions of the continent are covered including the South Shetland islands, Falklands, South Georgia and more. The guide also contains detailed information on expedition ships, deck plans and stateroom accommodation categories.



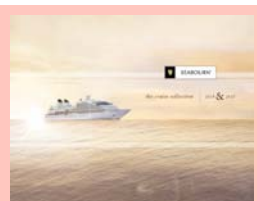
Explore Holidays - Italy 2014

Spread over 120 pages, Explore Holidays' second guide to Italy offers a comprehensive analysis from top to bottom. Nearby islands of Sicily and Sardinia are also featured to highlight the wide product variety. Now on agency shelves, the brochure is broken up by regions and covers single day tours, multi-day journeys and accom in all major cities, regional centres as well as smaller villages and towns. The guide also focuses on Italy as a gastronomic destination and where to find the best food & wine.



Tempo Holidays - France & Spain 2014

In addition to the namesake destination, Portugal and Morocco also feature in the new Tempo guide to some of Western Europe's most popular destinations. Recently announced river cruising options feature along with associated shore excursions such as wine tasting, walking tours and onboard activities. Rail itineraries and tours to battlefields are also detailed alongside an expanded range of independent FIT product, with a free two-night stopover in Dubai available to add-on.



Seabourn - The Cruise Collection 2014-2015

Hundreds of available itineraries across the globe's seven continents feature in the new collection of small-ship cruising aboard the luxury Seabourn line. Voyages range in duration from a single week through to a colossal 116 day world cruise. New ports are set to be visited, with the West African coastline added for the first time. The guide also features deck plans and the fleet's onboard highlights.

EY shelves Tripoli

ETIHAD Airways has blamed "operational challenges" behind a decision to temporarily suspend thrice weekly flights to Tripoli, Libya effective immediately.

Agent wins Rooms, iPad & More

TRAVEL technology firm Travelpart has selected the winners of its recent Australian Travelpart Rooms And More agent incentive, with two prizes of a new Apple iPad Mini up for grabs.

Stanislava Porubcanova from Australia Online Travel and Sally Chung of Holiday International Golden Travel are the proud new owners of the Apple products.

The agents chosen as the prize winners made the highest number of bookings through the integrated metasearch booking platform, recently enhanced to speed up the search process.



First prize winner Stanislava Porubcanova is pictured above right with her new iPad, presented by Travelpart Hospitality Business Development Manager, Kevin Lu.

Pattaya ferry sinking

SIX people on a ferry with over 150 passengers aboard heading to the Thai resort of Pattaya have drowned after the vessel sank on Sun afternoon near Koh Larn.

Foreigners are among the dead.

Record B777X orders

ORDERS from four airlines for as many as 255 planes, worth around \$87 billion at list prices are set to be announced by Boeing at the upcoming Dubai Airshow.

All three major Gulf carriers are part of the talks, with as many as 150 planes rumoured to be going the way of Emirates (**TD** Tue), while Cathay Pacific could confirm their order ahead of the show, according to reports from the UK.

Hahn Air adds Z4

IRAQI carrier Zagrosjet Airlines is now available for e-ticketing through an alliance with Hahn Air. Z4 operates a single A321 jet based at Erbil, flying to Amman, Stockholm and Beirut.

Topdeck extra dates

A SPIKE in demand has seen Topdeck add a range of new dates for its New Zealand adventures departing in Nov and Jan.

The tours getting new departures are the 16-day Grand Kiwi on 17 Nov & 16 Jan; 14-day Kiwi Encounter on 19 Nov & 18 Jan; six-day Southern Explorer on 27 Nov & 26 Jan and the seven-day Northern Explorer on 19 Nov. More at www.topdeck.travel.

The gift of TIME

THE Travel Industry Mentor Experience is pitching the gifts & experiences available through the TIME Silent Auction (**TD** 25 Oct) as great Christmas gift ideas.

Auction items include flights to Hamilton Island with Virgin Australia or Auckland with Air NZ, a sports car hire with Avis, P&O Cruise, AAT Kings day tour or an iPad from Sabre Pacific and eNett - travelindustrymentor.com.au.

Escape to Brunei with a side-trip on SQ's Early Bird fares



Unique Regent in Bali

NEWLY opened luxury resort The Regent Bali has selected The Unique Tourism Collection as its Australian representative to oversee sales & marketing activity.

First famil by Peregrine Reserve

EXPERIENCES

including a visit to a village in Karauli, seeing the Taj Mahal and Amber Fort were among the many highlights enjoyed by a group of agents on a recent trip to India. Peregrine Reserve hosted the trip - their very first famil - with the group flying via Bangkok courtesy of THAI Airways International.

Leading the tour was Peregrine

Reserve Queensland bdm Liliana Rogers with Reserve specialist Louise Harrington and THAI sales executive Kerrin Trenorden.

While in India, the group also took in a hot air balloon ride over Jaipur and stayed at the Imperial



Hotel in Delhi, most famous at the site where Mahatma Ghandi signed India's independence act from Britain in 1947.

The group, **pictured above**, included Ann Bridgewater, Harvey World Ballarat; Genny Pashula, Holiday World Travel; Jacqui Ingram, Flying Colours Travel; Meg Righelle, Travelscene Eastern Hill; Meredith Flanders, Travelscene Toorak; Kerrin Trenorden, THAI Airways and Liliana Rogers, Peregrine Reserve.

HI opens in the west

HOLIDAY Inn has opened its newest Australian property in the form of the 146-room Holiday Inn Warwick Farm in the south-west suburbs of Sydney.

The property, formerly known as the Sunnybrook Hotel, underwent a multi-million dollar renovation and refurbishment with a view to appealing to the area's booming business & commercial interests.

App for Abu released

A **NEW** online & offline mobile guide for iPhone promoting the variety of attractions on offer in Abu Dhabi has been launched.

The app can be downloaded for free from the Apple Store, is kept updated via information from the visitabudhabi.ae portal and offers a virtual Abu Dhabi trip planner.

DXB skyrockets ahead

PASSENGER traffic utilising Dubai International Airport posted growth of 13.1% year-on-year for the month of Sep, according to the latest stats from the facility.

More than 5.4 million arrivals and departures were recorded - compared to 4.7m in Sep 2012 - the latest figures pushing year-to-date traffic up 16%, nudging 50m.

MEANWHILE, air services provider dnata will implement the Amadeus Alteia Departure Control Flight Management at its centralised load centre in Dubai.

Helen Wong incentive

GROUP tour operator Helen Wong's Tours has launched a new "Incentiviser" for Australian travel agents, offering places on a faml to China or Vietnam next year.

Consultants can earn a spot on the trip by selling eight places on Helen Wong's Tours departures before the end of the year.

Sales of \$32,000 regardless of the number of places sold will earn the same reward.

Under the incentive, consultants who sell \$52,000 or 13 passengers will be able to bring a partner with them on the faml.

For more details - **CLICK HERE**.

Marvel WA season

SEVEN itineraries ranging in duration from a week through to 18 days make up the latest Western Australia product release by Travelmarvel.

Launched late last week, the new guide builds on growing local sales figures, with many itineraries taking in the state's most famous attractions & landmarks including the Pilbara and Kimberley regions.

Further available highlights include reef cruising at Ningaloo, Monkey Mia, Broome, two nights at El Questro Wilderness Park and wine tasting at Pemberton's Lost Lake Winery.

WIN A HOLIDAY TO JORDAN



This month **Travel Daily** is giving readers the chance to win a holiday to Jordan, courtesy of **Jordan Tourism Board, Greece and Mediterranean Travel Centre** and **Royal Jordanian Airlines**.

The prize includes:

- Two Economy Class return airfares from Royal Jordanian port in Australia to Amman
- Seven day tour of Jordan, including Jerash, Dead Sea and Petra
- 6 nights accommodation
- Air conditioned transportation, entrance fees and meals.

Each day **Travel Daily** will ask a Jordan-related question - just read the issue and email us your answer. There will be 21 questions in total. 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 incredible Jordan holiday.

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

Click here for terms & conditions of the competition.

Q.2: What is known as the rose red city?



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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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

JOB OF THE WEEK

NATIONAL CORPORATE CONSULTANCY MGR SYD & BNE - SALARY PACKAGE UP TO \$150K+

Our client, one of the largest travel organizations within the Australian market has a rare vacancy for a Travel Consultancy Manager to progress the business ensuring an even stronger position within the market place moving forward. If you have proven client relationship experience combined with strong management, analytical and strategic thinking skills and the ability to proactively provide future planning and project management services apply now!

CAN YOU BUILD STRONG RELATIONSHIPS?

CONTRACTING/PRODUCT MANAGER SYDNEY – GENEROUS SALARY \$\$

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Contracting/Product Manager. You will be well organised and have the ability to source for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

ARE YOU AN OPERATOR?

CORPORATE CALL CENTRE MANAGER SYDNEY – GENEROUS SALARY \$\$

This award winning Corporate travel management company is looking for an experienced Call Centre Manager with travel experience to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills.

RARE OPPORTUNITY IN THE WEST!

CLIENT RELATIONSHIP MANAGER PERTH - SALARY PACKAGE UP TO \$90k

As Client Relationship Manager you will be responsible for managing a portfolio of high profile clients. Key objectives include growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with managers at all levels up to executives.

INDUSTRY SALES NEVER LOOKED SO GOOD!

INDUSTRY BDM – PREMIUM PRODUCT SYDNEY - SALARY PACKAGE \$\$\$

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

ARE YOU TECHNICAL?

TECHNICAL SYSTEMS ANALYST SYDNEY – SALARY PACKAGE UP TO \$85K

Our client a leading corporate travel company is looking for a talented Technical Systems Analyst to join their management team. You will be responsible for executing an implementation of new systems and upgrades new and existing clients. Determining new solutions that will provide value to existing clients along with being Primary escalation point to support technical queries from existing customers.

ROLL UP FOR THE BIGGEST EVENTS

CORPORATE EVENTS DIRECTOR SYDNEY – SALARY PACKAGE OTE \$90K+

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

HUNTERS WANTED!!

CORPORATE BDM – SME MARKET SYDNEY – SALARY PACKAGE OTE \$100K+

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

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LIVE **WEBINAR**

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Finding talent within the Australian Travel Industry

Air Product Manager

Gold Coast - Up to \$80K - Ref 834PS1

Do you have 5+ years airline contracting experience on both domestic & international routes with fare loading & revenue management experience? This award winning travel company are recruiting and offering a rare job opportunity based on the Gold Coast. If you have strong commercial contracting & senior relationship management skills, this could be your chance to secure a locally based position with significant scope, opportunity and benefits!

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

Travel Team Leader

Sydney - \$80K + Super - Ref 843SJ1

Use your extensive travel industry managerial and business development experience to help grow and develop a fantastic Asia travel product. My client is an independent tour company offering unique and exciting tours predominately to Asia. They are looking for a Travel Manager to help grow and increase their product and market share in the Australian travel industry. A fantastic salary is offered with real autonomy and job satisfaction in a rare leadership role

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

Wholesale Travel Consultant

Melbourne - \$Attractive + Commission - Ref 5589KF1

Are you a passionate travel professional with excellent sales experience looking for a new challenge? Work for the best in the business selling global travel packages to travel agents. Based in Melbourne CBD, you will join a dynamic team of like minded professionals and be well rewarded with a great base wage, commission & incentives. This amazing company love to promote from within so career progression would be available to those who want it!

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

Corporate Travel Consultant

Adelaide - \$40-50K + Super - Ref 0854NC2

Do you have international corporate travel experience? Are you a ticketing and re-issue wizz? This exciting role is for a really amazing Consultant who has international fares and ticketing within a fantastic stable company. Service your corporate clients to a high level whilst assisting future clients with use of the on line booking system. Utilise your corporate skills and knowledge and develop future business opportunities.

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

Travel Consultant

Brisbane - \$DOE + Commission - Ref 883PS1

Feeling underpaid and under valued? This well established multiple independent is expanding its retail store in a high traffic area and require an experienced Retail International Travel Consultant to join their team. The ideal candidate will be Galileo trained with extensive worldwide destination and product knowledge. In return an above average basic salary is on offer. Weekend and evenings work will be required on a rota basis. Please send your travel profile with your CV.

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

Corporate Accommodation Sales Exec.

Sydney - \$50K + Super + incentives - Ref 6693KF1

A unique opportunity has arisen! Take your career to the next level by joining this property management company in the North Shore of Sydney. Your role will be diverse and offer you the chance to take on a new challenge and carve your career path. From taking reservations for clients, to developing new business contacts and a chance to be out of the office meeting and greeting customers then this could be what you are looking for out of your next role!

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

Retail Travel Consultant

N. Melbourne - \$Attractive + Commission - Ref 5547KF1

Calling all Travel consultants! Are you looking for a change? Want to earn excellent commission? Want to be part of a great travel team? This established travel organisation are looking for an experienced Travel Consultant. Working with a small team of Travel Consultants, quoting on a wide variety of worldwide travel itineraries, selling both package and tailor made holidays using a GDS. This is your chance so what are you waiting for?

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

Corporate Travel Consultant

Perth - \$50-60K + Super - Ref 0832NC1

Corporate Travel Consultant needed to work for a lovely niche TMC. Have you got strong GDS experience teamed with ticketing? Do you cover all aspects of business travel? You must be a confident, self sufficient agent and really know your stuff for this fantastic role working within a great team on a mix of accounts. This is a one year contract role and an opportunity to gain valuable experience whilst using your skills and handling all aspects of Business Travel.

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



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