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# Travel Daily

First with the news

Monday 11th November 2013



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## BNE curfew flagged

**FORMER** Prime Minister Kevin Rudd has suggested adopting a night-time curfew at Brisbane Airport once a second runway is completed and operational.

Rudd has proposed banning air services into BNE between 11pm-6am (similar to Sydney Airport) on a two-year trial basis.

The ex-Labor leader argues SYD has proven it "remains an entirely viable airport," after implementing its curfew in 1995.

## "Hi-tech" Travel Partners

**TRAVEL** Partners is the latest group looking to target members from among "disfranchised agents" with the launch today of a hi-tech direct mail campaign.

Rather than relying on written endorsements, the 'video booklet' includes testimonials from successful Travel Partners as well as an explanation of the group's model by md Jeff Hakim.

Hakim doesn't actually mention JTG or *helloworld* by name, but opens his video presentation saying the Travel Partners model would appeal to "an existing travel agency that is looking at a

new branded option without the high franchise fees".

Unique features of the Travel Partners model cited include the ability to continue to trade under an existing business name - unlike other groups which don't allow this as an option.

Hakim also highlights the group's IATA accreditation and in-house ticketing options as well as access to all three GDSs and the use of Tramada NextGen.

Travel Partners doesn't target "home hobbyists" or part-time agents, he says, but rather is focusing on 'go-getters' who see travel as their profession.

Hakim said the video booklet is "a lot more expensive than a simple brochure or letter, but we felt it's the best way for other travel agents and agencies to really grasp the benefits and advantages of moving to become part of the Travel Partners family".


**CLICK HERE** to view the videos.

## VH-VKB first flight

**JETSTAR** Airways' second Boeing 787-8 *Dreamliner* aircraft, VH-VKB took to the air for the first time last week for the first of a series of test flights from Paine Field.

The aircraft is expected to join Jetstar's fleet next month and enter into service in early Jan.

The inaugural JQ commercial 787 service will operate this Wed between Melbourne and Cairns - stay tuned to **Travel Daily** for a full review later this week.



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**Eight pages of news**  
*Travel Daily* today has eight pages of news & photos including a full page from the **TravelManagers conference**, plus full pages from: (**click**)

- AA Appointments
- Travel Trade Recruitment
- Sabre Pacific



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Monday 11th November 2013

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## CHOICE feedback alert

**CONSUMER** watchdog CHOICE has alerted travellers to be wary of user-generated content on review sites this holiday season.

The warning comes following a report showing user-edited review platforms were the most trusted information source other than personal recommendations.

“The boom in hotel review sites has given rise to the practice of ‘astroturfing’ or the writing of fake reviews by companies to promote their own accommodation,” CHOICE head of media Tom Godfrey said.

CHOICE referred to examples in the US of fines levied on properties self-promoting via fake reviews, with the ACCC and Fair Trading said to be looking into similar situations locally (**TD 24 May**).

## Perry Xmas pudding

**QANTAS** Frequent Flyer is encouraging members to order Qantas Ambassador Neil Perry’s Christmas pudding by Thu 14 Nov “to ensure a special finish to your Christmas menu.”

Available via the Qantas Store, the pudding can be redeemed using 4,900 Qantas Points.

## JQ Japan aligns with JTB

**JETSTAR** Japan has signed a partnership agreement with Japanese travel and tourism giant JTB Corporation, which will see the development of dynamic holiday packages to the country.

The partnership will see regional tourism promoted to international source markets, packaged up with Jetstar Japan airfares.

The deal marks the first time JTB has partnered with a low-cost carrier for dynamic deals & builds on an existing pact between the two on group travel utilising JQ Asia, Jetstar Japan and Jetstar Airways in Australia.

Consumers booking through JTB will be able to combine live flight fares and availability with the range of JTB accom and activities.

Jetstar Group chief commercial officer David Koczkar said that dynamic packages were one of the most popular ways travel was booked to and within Japan.

“We hope that our value-based packages will help revitalise and grow tourism opportunities in some of the country’s most interesting regional cities.

“Our low fares and our growing

network both domestically within Japan and internationally will provide a whole range of new value-based packages for JTB customers,” Koczkar added.

Jetstar Japan has been operating domestic low-cost services in the country since Jul last year and has flown nearly three million passengers in that time, JQ says.

Arrivals from Australia to Japan are up about 25% for the nine-months to Sep (**TD 08 Nov**).

## AA ‘free flight’ fine

**AMERICAN** Airlines has been hit with a \$US20,000 civil penalty by the US regulator for promoting “free of carrier charges” airfares when taxes and fees were still required to be paid.

The US Dept of Transportation ruled that in Jan & Feb, AA had conducted an email ad campaign featuring a “kids can fly free” deal, when charges applied.

“By failing to adequately convey that its “Kids Fly Free” fares were not truly “free,” American failed to state the entire price to be paid by the consumer to the air carrier as required,” DOT said.

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## “Brave” Travel Indochina reviews

PAST passengers of Travel Indochina will be able to provide unedited online reviews on all tour aspects through a “brave” new partnership with Reevoov. The deal, billed as “an Australian first”, aims to give prospective pax a chance to gain knowledge on tour aspects, such as accom used, itinerary content, tour leaders, local guides and value for money, while providing an overall rating on their experience.

Managing director Paul Hole said the move to enable analysis of Travel Indochina’s trips shows “we stand by the quality of our tours and our team, so we’re happy to be completely transparent about the feedback we get.”

“Our post trip surveys consistently demonstrate our clients’ high level of satisfaction with their tours, and we’d like to be able to share this with prospective passengers.

“Likewise, we don’t shy away from negative feedback – we take the input very seriously and view it as a chance to continually improve our holidays,” Hole said.

Customer synopsis are listed under a separate search field for each Travel Indochina itinerary under a ‘Reviews by Reevoov’ tab.

## TM mark milestones

TRAVELMANAGERS has announced that Singapore will be the host city for the home-based agent network’s 2014 conference.

Singapore Airlines has signed on as the official partner carrier for next year’s conference, with all PTM’s attending to travel with SQ to the 2014 edition of the event.

As a gesture celebrating agent loyalty, Personal Travel Managers celebrating five-year anniversaries with the group each year will be flown to join the conference, with TravelManagers picking up the bill.

Conference registration fees for five-year celebrants will also be covered by the company’s newest preferred travel insurance partner Allianz Global Assistance.

More TravelManagers coverage on **page seven** of today’s TD.

## SYD welcomes 3U

SYDNEY Airport has confirmed the twice weekly launch of non-stop services by Sichuan Airlines between Chongqing and Sydney using Airbus A330s (TD 30 Oct).

CEO Kerrie Mather lauded the 20 Dec debut of 3U’s inaugural services, saying the “new route further strengthens Sydney Airport’s status as Australia’s gateway to China.”

MEANWHILE, hotel aggregator HotelsCombined has partnered with Sydney Airport to provide its price comparison service to SYD’s online accommodation search.

Visitors to the Sydney Airport website are now able to compare many different travel sites for the best deals on more than 500 hotels in Sydney and 400,000 properties around the world.

## RCI Royal Flush sales

ROYAL Caribbean International has launched a week-long Royal Flush sale, with numerous value add offers available on stateroom sales on 2014 and 2015 sailings.

Deals on Australia, NZ & South Pacific cruises include up to \$400 onboard credits per room & half price deposits - ph 1800 754 500.



## Window Seat

AUTHORITIES at Chicago O’Hare Airport in the US have found a small alligator living in a room underneath an escalator inside one of the terminals.

The foot-long reptile was found by maintenance workers who captured it in a trash can before handing it over to animal welfare officers.

Airport management are now trying to figure out how it got under the escalators or how long it was living there.

ULTRA-CUTE Virgin America pet ambassador Boo (below) will this week welcome a group of abandoned chihuahuas being flown by VX from San Francisco to loving homes in New York.

Overpopulation of the tiny animals in California is seeing shelters at capacity, with VX set to relocate many to new homes in the US East.



Royal Caribbean's

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## Vic Tourism China app

**THE** first official iPhone Chinese language visitor guide application has been launched by Victoria's state government, featuring over 200 listings across the state.

## Big push for Rugby World Cup

**THE** 2015 Rugby World Cup is set to be heavily promoted in Australia after two of the nation's biggest retail/wholesale groups were awarded rights to promote the sporting spectacular.

Flight Centre & Qantas Holidays were among a handful of local travel companies to gain an 'official Overseas Travel Agents' agreement to market the event.

Sportsnet Holidays & Gullivers Sport Travel have also been announced as OTAs by the International Rugby Board.

On Fri, Flight Centre said it had already kicked off its World Cup preparations by detailing an expression of interest program for fans, with details to be announced later this month.

The World Cup will be played at 13 venues around England and Cardiff, Wales from 18 Sep to 31 Oct 2015.

Flight Centre Australia executive gm Tom Walley said the program would allow rugby fans to nominate games of interest, including the finals series, and

would receive updates as event & package details were finalised.

Walley said Flight Centre's offering would include match tickets, accommodation, flights and other options.

"Given our vast product range and our expertise in building travel itineraries for customers, we also plan to tailor packages to suit travelling rugby fans, rather than offering a small number of off-the-shelf options," he said.

Fans will be able to pick from Flight Centre's allocated games - which include the Final at Twickenham on 31 Oct - as well as pool games not in the retail group's allocation.

It's the first time Flight Centre has had an official association with the Rugby World Cup, Walley added.

**MEANWHILE**, VisitEngland chief exec James Berresford said the announcement of 15 global OTAs so far in advance of the RWC presents "an excellent opportunity to raise awareness of England" in key markets.

## Belgian WW1 centre

**A NEW** interpretive centre which tells of the history of the 'Great War' has been opened at Ploegsteert, Belgium.

Funded in part by the Australian Government, the *Plugsteet 14-18 experience* depicts the experience of soliders and civilians in the Ploegsteert area during the First World War.

The centre features cutting-edge digital displays which remake the story of Australia's first large-scale action in Belgium - the Jun 1917 Battle of Messines - and marks the completion of the final part of the Australian Remembrance Travel along the Western Front site in Belgium - more details at [www.ww1westernfront.gov.au](http://www.ww1westernfront.gov.au).

## Ski guru goes fishing

**SKI** Travel specialist Sue Thorley has teamed with New Zealand-based enterprise Dive Fish Snow Travel as a broker under the name Ski Holidays and Tours.

Dive Fish Snow Travel offers packages across the South Pacific, Asia, New Zealand, the Indian Ocean and Galapagos Islands.

Based out of Sydney, Thorley will market Dive Fish Snow Travel product as it steps up its presence and marketing initiatives in the Australian market.

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

## WIN A NYE OPERA HOUSE EXPERIENCE

Win the most fabulous New Year's Eve experience in Sydney!!!

**Travel Daily** is giving away two A Reserve double passes to either the New Year's Eve Gala Concert or *La bohème* at Sydney Opera House, valued at \$708-\$808.

The winners will also have the opportunity to purchase the Midnight Party tickets to go along with the performance at \$269 each.

For your chance to win, answer the question below in 25 words or less, and send it by COB on Friday 15th November to: [NYEopera@traveldaily.com.au](mailto:NYEopera@traveldaily.com.au).

*Why would going to an opera event at Sydney Opera House be a great New Year's Eve experience?*

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## 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.

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Barcelona	\$1,537*	Barcelona	\$7,587*
Paris	\$1,582*	Paris	\$7,687*
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Selected flights and departure dates apply. Flights from other departure points and First Class fares also available.



[qantas.com.au/agents](http://qantas.com.au/agents) | [emiratesagents.com/au](http://emiratesagents.com/au)

\*Airtfares quoted based on Economy and Business Class return fare from Melbourne. Other departure points on sale at higher airtfares. 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.



## Gate 7 relocation

TRAVEL PR & reps Gate 7 are moving offices to 97 Rose St, Chippendale NSW 2008 on 14 & 15 Nov, advising that staff may be hard to contact during the move.

## Courtside with United's Kings



**MUCH** like last Fri's basketball match between the Sydney Kings and Cairns Taipans, it will be a case of "game on" when United bring new competition to the trans-Pacific route with their Boeing 777 product from 01 Apr. United - which renewed its sponsorship of the Kings for a second season - hosted media to fantastic box seats to witness the Kings crush the Taipans by 13pts.

Sponsorship of the Kings sees the United logo take court centre stage for home games, with a huge branding presence in the centre ring for ball toss ups. Director for Australia/NZ Alison Espley was very excited about

the introduction of 269-seat 777s between Sydney and Melbourne to San Francisco and Los Angeles - now just five months away - telling **TD** she can hardly wait to bring a new United product to this market, replacing 747-400s.

**Pictured** overlooking the game from their private box are UA's Kirill Litovchenko, marketing manager and Alison Espley.

## Hurtigruten savings

**HURTIGRUTEN** earlybird offers of up to 25% on select departures for 2014, available via Discover the World Marketing, have been extended until 31 Jan 2014.

## Bennelong tenderer

**THE** Sydney Harbour Trust has awarded Frank van Haandel the tender for one of the country's most iconic restaurants.

'Guillaume at Bennelong' at the Opera House will shut its doors for the last time later this year, with the venue receiving a facelift ahead of its May launch as Bennelong by Stokehouse, with van Haandel building on the success of similar restaurants in Brisbane and Melbourne.

The new restaurant will offer both formal and casual dining areas over the two-tiered structure, and will be open seven days a week for lunch and dinner, and for breakfast on weekends.

Bennelong by Stokehouse's head chef has been named as rising star Richard Ousby.

Previous restaurant operator Guillaume Brahimi was lauded by the SOH Trust chairman John Symond for his "extraordinary contribution" to the Opera House over the past 12 years.

**MEANWHILE**, the Sydney Opera House is celebrating airline Major Partner Etihad Airways' 10th anniversary by offering discounts on fares to INHOUSE subscribers.

Discounts apply for travel to Sep 2014 across all classes of travel to destinations in Europe, Middle East, Africa and North America.

Bookings need to be made by Fri 15 Nov on EY's website, using the 'OHS13' promotion code.

## Marriott buys Protea

**SOUTH** African based hotelier Protea Hospitality Holdings will come under the management or franchise of new owners after Marriott International signed a Letter of Intent to acquire the group's portfolio of 116 hotels.

Protea operates or franchises properties across three brands - Protea Hotels, Protea Hotel Fire & Ice! and African Pride Hotels.

The majority of Protea's hotels are located in South Africa, with additional properties in Malawi, Namibia, Nigeria, Tanzania, Uganda and Zambia.

The pending transaction, to be finalised in early 2014, will nearly double Marriott's presence in Africa to over 23,000 rooms.

Under terms of the sale, Protea Hospitality Holdings will create a property ownership business to retain ownership of the hotels it currently owns.

When finalised, Marriott would manage approximately 46% of the rooms, franchise around 40% and lease about 14% of rooms.

Marriott International president and chief executive officer Arne Sorenson said: "Protea Hotels enjoys unparalleled brand recognition in Africa, and our combined portfolio of Protea Hotels and current Marriott International brands would create a platform for accelerated growth and new job growth in South Africa and across the continent."

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## Asia

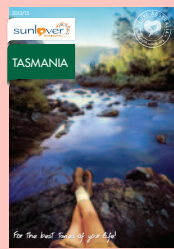
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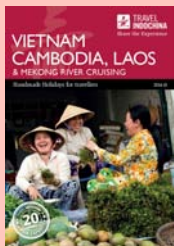


## Brochures of the Week

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



**Sunlover Holidays - Tasmania 2013-15**  
Product to suit all tastes and budgets features within the newest guide to the Apple Isle - Tasmania. Hotel reviews featuring on TripAdvisor are included to help guests find the best hotel for their clients. Product is divided up into sections such as Essential Experiences which details the must-do activities as well as insider tips under the heading "Our Local Secrets". A wide variety of Stay / Pay and Value-Add deals are also on offer to ensure guests receive excellent value for money on their holiday.



**Travel Indochina - Vietnam, Cambodia & Laos 2014**  
The latest range of Handmade Holiday options include a range of brand new day tours, cruises and hotels. Responding to strong growth in passenger volumes visiting the region, the company's flagship destination offers pax experiences such as a half-day Hanoi Street Food Tour, new Halong Bay cruising and a two-day excursion to Hoa Lu. New for Cambodia is a hiking tour through the Kulen Archaeological Park, while a five-day Mystical Luang Prabang cruise has been added to the range in Laos.



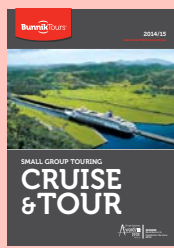
**Grand Pacific Tours - New Zealand**  
Tours featured in the latest updated guide released by Grand Pacific Tours are valid for departures from Mar next year until Feb 2015, with pricing held for the duration of the season. The range comprises four itineraries allowing pax to discover the country by both land, rail and sea, with cruising aboard *Celebrity Solstice* included in some journeys. Itineraries range in duration from 15-28 days, with many departures guaranteed to operate and a range of tour extensions also available.



**Insight Vacations - Gold Luxury 2014/15**  
The tour operator's range of 'signature' itineraries feature in Insight Vacations' latest brochure release, each of which offer fine-dining, boutique and high-end hotels and in-depth local touring. The guide includes adventures in Europe, the Greek Islands, USA and Canada. Guests can stay in the Hotel Kempinski in Vienna - the city's top-rated property on TripAdvisor. Local experiences such as a cooking class in Provence where guests learn from renowned chefs are among experiences offered.



**Aurora Expeditions - 2014/2015**  
Stunning photography throughout this new brochure show off the many highlights in an expanded itinerary range with new expeditions to more of the world's most remote locations. Several new journeys have been developed & released in the new brochure including a deep exploration of Mount Everest in Nepal, trekking mountain trails with Buddhist monks and walking ice-capped peaks in the Andes mountains.



**Bunnik Tours - Cruise & Tour Small Expeditions 2014**  
Holland America Line and Celebrity Cruises voyages feature in a range of new itineraries from Bunnik Tours combining luxury land touring with a sea adventure. Sped across 40 pages, three all-inclusive deluxe itineraries have been designed for Europe, the Mediterranean & the Black Sea, or select a further eight tours in South America. Guests can experience attractions such as Machu Picchu and sail either the Galapagos Islands or cruise through the man-made Panama Canal.

## Gogo in-air text & talk

**INFLIGHT** connectivity provider Gogo has developed new 'Text & Talk' technology that enables pax to send & receive text messages in real time at 30,000 feet.



Monday 11th Nov 2013

## New Indigenous art on QF B737

**QANTAS** has taken delivery of a brand new B737-800 aircraft decked out in an Indigenous art colour scheme.



The latest jet is the fourth in the range, which began in 1994 with the first design appearing on a QF B747.

Designed by Balarinji, the livery serves as a flying tribute to the world's oldest continuous culture & is an interpretation based on a 2005 painting "Medicine Pocket",

by West Australian Aboriginal painter Paddy Bedford.

Medicine Pocket was gifted by Bedford's family - who travelled to Seattle for the handover of the new jet - to the National Gallery of Australia.

The carrier's newest Indigenous ambassador, AFL player Adam Goodes, also took part in the delivery ceremonies for the new "Mendoowoorji" aircraft.

## CX Passbook boarding

**CATHAY** Pacific and Dragonair pax are now able to access boarding passes on their iPhone or iPod via the iOS Passbook app once they have checked in online.

Mobile Boarding Pass can then be presented and scanned when proceeding through immigration, security and the boarding gate.

## WA airport upgrades

**MAINTENANCE** works will be carried out at 28 regional & rural airports across Western Australia in a \$4m project announced late last week by the WA Government.

Funds have been allocated from the state's Royalties for Regions program, with the largest project being a \$1.6m resurfacing and resealing of the runway at Kununurra Airport (KNX).

WA Transport Minister Troy Buswell said works will improve safety and help develop tourism opportunities for the regions.

## QT welcome Tropfest

**SHORT** film festival Tropfest has signed a creative partnership with boutique hotel QT Sydney.

Through the pact, attendees of Tropfest will have access to special hotel rates of \$280 per night, with the property also hosting the exclusive VIP after-party.



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# Home-based heads to sea for cruise conference



**ABOVE:** TravelManagers' Michael Gazal, Joe Araullo and Barry Mayo with QF32 hero pilot Captain Richard de Crespigny (second from left) following his presentation.

**BELOW:** Cheree Parkes & Sonia Lupish from Albatross Tours meet with PTMs during a Supplier Session at the Sofitel Wentworth Sydney prior to boarding the ship.



**ROYAL** Caribbean International's mega-liner *Voyager of the Seas* welcomed 160 members of the home-based TravelManagers network, partnership office staff, partner suppliers and special guests last week for a two-night cruise to nowhere.

Excitedly exploring *Voyager's* 15 decks, the Personal Travel Managers and conference attendees met for an official welcome with Royal Caribbean staff in Cleopatra's Needle - one of several theatres and lounges aboard the largest ship sailing from Australia this season.



**ABOVE:** Personal Travel Manager Merran Wiggins delivered a powerful rendition of John Lennon's "Imagine" at the start of the 2013 TravelManagers Awards ceremony.

After dinner, groups fanned out to try out ship nightlife at stagershow, piano lounges and many more.

The next morning, formal conference proceedings resumed with a few informative sessions from preferred partners Amadeus and Allianz Global Assistance.



**ABOVE AND ABOVE LEFT:** Keynote speaker Janine Shepherd gave a rousing presentation to conference attendees and then happily met and signed copies of her range of books for Personal Travel Managers.

**RIGHT:** Building bicycles for the most deserving kids was a moment none of the Personal Travel Managers are likely to forget anytime soon.



Closing official events was a gripping presentation from Captain Richard De Crespigny, well known as the pilot who on 04 Nov 2010, guided QF32 back to Singapore after one of its engines exploded shortly after take-off, saving hundreds of passengers' lives in the process.

The Captain detailed the "catastrophic event", how much damage was being done to the plane as it made its way back to Changi and how if things weren't bad enough, nearly turned utterly disastrous once back on the ground thanks to an engine that was still running.

TravelManagers general manager Michael Gazal formally closed the conference, inviting the group to enjoy the ship at their leisure for the afternoon ahead of the company's 2013 Awards ceremony.

Beginning the ceremony, House of Travel Australia ceo Joe Araullo expressed his pride and gratitude for each of the PTMs.

Numerous deserving award winners were named and recognised for a year of outstanding achievements recorded in their individual businesses, before staff from the National Partnership Office capped off proceedings by donning colourful wigs and performing a well choreographed dance to LMFAO's smash hit *Sexy and I know it*.

For a collection of other exclusive images from the conference, see [www.traveldaily.com.au/photos](http://www.traveldaily.com.au/photos).





## Globus begins big famil season



SIX individual travel agent famil groups will make up a massive season of educational trips, with agents set to experience many unique aspects of the individual Globus Family of Brands.

For the first time, Monograms will participate in the program of famils, with a number of city discoveries to be built into a number of itineraries.

Groups will jet off to Europe, Africa and Asia, each enjoying

## Mammoth Mtn open

CALIFORNIA'S Mammoth Mountain Ski Area has opened for the winter 2013/14 season, with four chair-lifts operating over six trails covering 1,500 vertical feet.

## Canaveral terminal

FLORIDA'S Port Canaveral has given a green light for work to begin on a new US\$80-85 million cruise terminal, capable of handling ships with a capacity of up to 6,000 passengers.

Construction is slated to start in Jan, with the facility expected to be up and running by Nov 2014.

## GPT shop up incentive

TRAVEL agents booking Grand Pacific Tours before 30 Nov will earn a \$50 gift card reward for each room booked as part of a Nov industry incentive launched.

Gift cards will be mailed to agents along with documentation for the tours booked.

## SAA, WB codeshare

SOUTH African Airways has signed a new bilateral codeshare agreement with Rwanda's flag-carrier airline, RwandAir on daily services between Johannesburg and Kigali.

## AI to improve B787s

AIR India will ground its Boeing Dreamliner fleet progressively from the end of this month for a phased maintenance program involving parts replacement and software upgrades recommended by the manufacturer, AI has said.

## Alliance points promo

ONEWORLD has launched a new offer in celebration of the recent addition of Qatar Airways into the family of airline partners.

Passengers of QR's QMiles Frequent Flyer program travelling on any existing oneworld carrier between 15 Nov and 24 Jan will accrue points at double the normal rate of earning, excluding the upcoming holiday peak.

Additionally, members of oneworld airline Frequent Flyer programs travelling on Qatar Airways services between 15 Nov and 31 Jan 2014 will also earn double points.

a packed schedule of events, activities and sightseeing.

India will also feature with a dedicated Cosmos Asia famil set to visit the subcontinent.

The first of the groups has just returned from an exciting Taste of Europe adventure in which they visited London, Amsterdam, Switzerland's Lake Lucerne, Paris and Germany's Rhineland region.

**Pictured** above from bottom left is Catherine Leigh Bell, HWT Maitland; Anne Hannigan, HWT Stanthorpe; Shaun McIntosh, Globus; Cheryl McLaughlin, HWT Penrith; Jennifer Brown, HWT Camberwell and Isaac Weston from Mondo Travel, NZ.

## Aeroflot subsidiary

RUSSIAN carrier Aeroflot has launched a new regional offshoot carrier to be known as Aurora Airlines to boost air service to the country's far Eastern regions.

As part of a five-year plan, the carrier will see regional flights grow from 30 airports to 128 and annual traffic grow to 2.4m pax, operated by a fleet of 40 aircraft including jets and turboprops.

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

Click here for terms & conditions of the competition.

## Q. 7: Royal Jordanian's business class cabin is called?



**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](http://www.traveldaily.com.au).

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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

### **\*JOB OF THE WEEK\***

#### **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.

### **SHARP OPERATOR WANTED**

#### **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.

### **LOVE RETAINING ACCOUNTS?**

#### **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!

### **INSPIRE A GENERATION**

#### **TRAVEL INDUSTRY TRAINING MANAGER SYD & BNE - SALARY PACKAGE \$\$**

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace.

### **MANAGE THE WILD WEST!**

#### **CORPORATE OPERATIONS MANAGER X2 PERTH – EXECUTIVE SALARY**

These company's have future growth and development on the horizon so don't miss out on joining them on this fabulous journey. As a Manager you will need to possess the required skills and have exceptional knowledge of corporate travel, training and development of staff and client relations. This role allows you to take full management control of these travel offices and the make the operation run smoothly.

### **HUNTER 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.

### **A MIX OF CULTURAL FUN**

#### **CONTRACTING/PRODUCT MANAGER SYD & BNE – 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.

### **ROLL UP FOR THE BIGGEST EVENT**

#### **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!

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## Finding talent within the Australian Travel Industry

### Sports Travel Consultant

Brisbane - \$DOE - Ref 922PS1

Looking for a role selling a product you are truly passionate about? Do you love Spring Racing Carnival, follow the F1 results and scream the house down when watching League on TV? This niche independent agency, who specialise in sports tours & packages, are expanding their small team. If you are sports mad and have one years travel experience using a GDS, then this could be your opportunity to get your foot in the door of a well established company.

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

### Business Development / Sales Manager

Sydney - \$Competitive + Bonus - Ref 858SJ2

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

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

### Retail Travel Reservations

Melbourne - \$Competitive + Commission - Ref 487DB1

Calling all Travel Consultants! A fantastic new opportunity has arisen for a Travel Consultant who loves travel! This leading travel company are market leaders and deal with both retail and wholesale. They are looking for someone who enjoys a fast paced, target driven environment, whilst offering excellent customer service. This position will see you dealing with customers over the phone and in person. Don't miss out on this great opportunity!

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

### Travel Consultant

Adelaide -\$40-50K + Super - Ref 4589NC2

This well known boutique travel agency are looking for a Senior Travel Consultant to join their award winning team! Working with both retail & corporate clients, this position is varied, busy and most importantly fun! If you have a proven track record in sales, GDS experienced and extensive fares and ticketing, this is the role of you! So, if you love retail travel and you're ready for your next step, what are you waiting for?

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

### Group Travel Guru

Brisbane CBD - \$DOE - Ref 851PS1

A Group Travel Consultant is required to join an industry leading travel company to work in its fast paced team due to company expansion. If you have worked in both corporate & leisure travel and enjoy a diverse work load, then this could be the opportunity you have been looking for! Candidates who can bring their own business will them are highly desired. A minimum of 5 years experience tailor making holidays is essential to be considered for this role.

**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 this leadership role.

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

### Senior Cruise Travel Consultant

Melbourne - \$Attractive Package - Ref 1520KF1

Are you a seasoned sail away specialist? Have you got experience selling not only cruises but air travel too? A fantastic opportunity has arisen to join a market leading cruise company as a Senior Cruise Consultant. If you understand the terms 'boat drill', 'join the Cruise Director on the Lido Deck for the Midnight Buffet' and how to find your 'Muster Station', this role is for you! Come and join this expanding agency based in Melbourne as a Senior Cruise Consultant.

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

### Travel Consultant

Perth - \$DOE + Super + Incentives - Ref 3951NC9

A Senior Travel Consultant is required by an extremely reputable and well established travel agency, located on the north side of the river. This is an excellent opportunity if you enjoy selling a wide range of travel products from cruise to long haul to tailor-made. Work for a reputable name in the WA travel market where you can enjoy long happy career, recognition, rewards and fantastic bonuses. Call now for more information about this role!

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



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