



**Travel Innovation & Technology Trends: 2013 and Beyond**  
with James Tobin  
**WATCH NOW >**

**Sabre**

# Travel Daily

First with the news

Friday 15th November 2013

Join Australia's largest and most successful mobile travel consulting group



Click

join.travelmanagers.com.au  
1800 019 599

**TRAVELMANAGERS**  
personally yours

## VN commission offer

**VIETNAM** Airlines has released a special agent commission offer on gross and published fares sold & ticketed from today to 30 Nov. Under the offer, VN will increase commission to 7% on all long-haul international sectors and YQ fuel surcharge during this period. International tickets issued prior or after this period will attract the normal 5%, while 0% remains on isolated domestic sectors issued.

## Rockies on Aussie TV

**ROCKY** Mountaineer has kicked off a new TV advertising blitz showcasing the world-class experience that the famous Western Canadian train offers. To check out the new commercial, click on the **Travel Daily TV** logo.



## helloworld online strategy

**TRAVEL** agents will receive a "share in the earnings" from the new helloworld.com.au website when it launches later this year, with Jetset Travelworld this morning revealing details of a new ten year strategic alliance with US travel giant Orbitz Worldwide (**TD** breaking news). JTG ceo Rob Gurney said the pact will bring "world class technology and content to the Australian market," with the new site featuring a "comprehensive range of air, land, cruise and car options at launch". As it evolves through 2014 mobile applications, travel insurance and dynamic packaging functionality will also be added. "It's our goal to provide options for customers to search online and transact both offline and online," Gurney added.

"helloworld.com.au combines the convenience of researching and booking online with the knowledge, support and advice of our dedicated and experienced agents," he said. Agents will be able to view a customer's online bookings and provide guidance and assistance, or book additional products and services as required, while the site will also include an 'agent

finder' to help customers locate their nearest *helloworld* store.


Gurney said that *helloworld* aims to reshape the Australian travel landscape "by uniting the dedication and experience of our full-service agencies with an industry-leading online offering. "As a result, *helloworld* agents will be provided with a share in the earnings from the online site," he confirmed. Chicago-based Orbitz operates a range of consumer-facing OTA sites including hotelclub.com, orbitz.com, ebookers.com and cheaptickets.com and also has a range of private label technology solutions used by partners including airlines and travel agencies through the Orbitz Partner Network.

## SCDL marketing head


**LAUGHLIN** Rigby has today been announced as the new head of marketing at Sunshine Coast Destination Limited (SCDL). Rigby brings years of destination marketing experience to his new role, having worked on the development of The Gathering promotion for Tourism Ireland.

## Mobile media at sea

**NEWSPAPERS** and lifestyle magazines have been added to the onboard media selection for Silversea Cruises passengers to download to their own devices. Titles from 100 countries in 56 languages will be available and updated every night to ensure guests receive the latest editions. The service is available to guests on *Silver Cloud* & *Silver Galapagos*.



**Mid Office**  
One partner, many choices



### You wouldn't offer the same trip to every traveller.

We don't offer the same solution to every travel agent. We work with you to select the mid office that best suits your business

Get the right fit

Australia  
1800 060 537  
sales@au.amadeus.com  
www.au.amadeus.com

New Zealand  
0800 949 009  
sales@nz.amadeus.com  
www.nz.amadeus.com

**AMADEUS**  
Your technology partner

## Bookabed restructure

**ROY** McCullagh, head of sales for the new Bookabed online wholesaler (**TD** 12 Jul), has revealed that after successfully launching the brand here "ahead of schedule and under budget" the company has decided to take his role off-shore and in-house. He'll be working to facilitate the transition and can be contacted on [roy@sydney.com.au](mailto:roy@sydney.com.au).

### Today's issue of TD

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

- AA Appointments jobs



**Splash into SUMMER!**

Westfield Gift Card

Compete as an agency to win:

**2x \$500** Westfield Gift Cards~  
Every week for 4 weeks

**ONLY 3 Selling Days To GO!**  
Look out for next week's winners in Travel Daily!

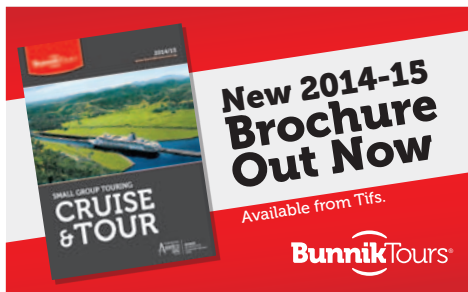
**PLUS 1x \$1000** Westfield Gift Card  
Major Prize~

Visit [qhv.com.au](http://qhv.com.au) to see where you sit on the leaderboard

~ Conditions Apply

For more information visit [www.qhv.com.au/agents](http://www.qhv.com.au/agents)

**viva! holidays**  
viva life!



**New 2014-15 Brochure Out Now**  
Available from Tifs.  
**BunnikTours**

# Travel Daily

First with the news

Friday 15th November 2013



**NO PEAK SEASON**  
Our **NEW W CLASS** wholesale fare is still one low price all year round, including Xmas and School Holidays. Plenty of seats available.  
**Aircalin**  
Contact your preferred wholesaler for a package today  
www.aircalin.com

## JTG block share sale?

**ANALYSTS** are speculating about a potential block of Jetset Travelworld Limited shares being put on the market, with 26.8% owner CVC Asia Pacific reported to be "exploring exit options" according to the *Financial Review*.



**Royal Caribbean's**  
**ROYAL FLUSH**  
One week cruise sale!  
EXTENDED BY POPULAR DEMAND  
SAVE UP TO \$1000 PER PERSON  
UP TO US\$200 ONBOARD CREDIT INTERIOR & OCEANVIEW  
DOUBLE ONBOARD CREDIT BALCONY & SUITES  
HALF PRICE DEPOSITS  
10 NIGHT CRUISE FROM \$999 PER PERSON  
Sale must end 23 Nov 2013  
T&Cs apply  
**Royal Caribbean INTERNATIONAL**

## Wotif launches packages

**ONLINE** travel agent Wotif.com has debuted its new holiday packaging system, with a range combining flight and hotel deals to a variety of Australian & South Pacific island destinations.

Initial product includes Sydney, Melbourne, Perth, Hobart, Cairns, Brisbane and the Whitsundays, the Gold Coast, Broome & Uluru, along with Fiji and Vanuatu.

Launch deals include return flights from Sydney to the Gold Coast and two nights accomodated from just \$208 per person, on sale until COB today only.

Wotif Group executive general manager for flights and packages Helen Demetriou said customers can save even more than if they book flights and hotels separately.

She said that with Wotif being a leader in online accommodation,

## Travel job age shift

**INPLACE** Recruitment ceo Sandra Chiles says that being 'too old' is getting younger when it comes to travel industry jobs.

In an update issued last night, Chiles said that some employers are rejecting applicants as young as 38 due to "assumptions that people who have not achieved a senior status by this age aren't as interested in making a valuable contribution to a business".

This type of thinking, she says, will lead to significant staff shortages in the future as the workforce continues to age.

the expansion is a "significant milestone, giving travellers the ability to book packages in a few easy clicks".

Wotif's rival Webjet this week revealed that its holiday packaging system is "ready to roll," saying packages are an opportunity to capture business traditionally transacted by bricks and mortar agencies (**TD Wed**).

## Supplier domination

**MORE** than 80% of online travel bookings in Australia and New Zealand are made directly with suppliers, according to a new report released overnight by research firm PhoCusWright.

Analyst Chetan Kapoor said the supplier domination is mainly due to the market's highly consolidated airline segment.

PhoCusWright is also predicting that the balance of web bookings is set to start shifting, with OTAs forecasted to "outpace supplier website growth"

"The OTA play on higher-margin hotel and packaging sales, as well as international flights, is clearly paying dividends," he said.

The newly released Australia and New Zealand Online Travel Overview report from the firm projects that OTA bookings will increase by 34% through to 2015, compared to 29% growth for supplier websites.

The report is available for online purchase for US\$695 - **CLICK HERE**.

## Philippine donations

**SEVERAL** freight forwarders have offered to assist with getting donations to people affected by the Philippines typhoon crisis.

One of the companies is BM Express based in Minto, NSW, which will send items by sea at no charge to the Philippine Red Cross or Sagip Kapamilya charities.

Items can be boxed up and dropped at the company 9-5 Mon-Fri - for more info contact Fely on 02 9820 2645.

## Amadeus consulting

**NEW** processes to help travel agents in the Asia-Pacific region boost business efficiency have been launched by Amadeus.

Among the services available in the Amadeus Consulting Services is a Discovery Workshop where an onsite assessment of business workflows is conducted and a set of recommendations delivered.

Further onsite assistance is available to assist travel agents with technology migrations, with Amadeus experts also able to be contracted to carry out the work.

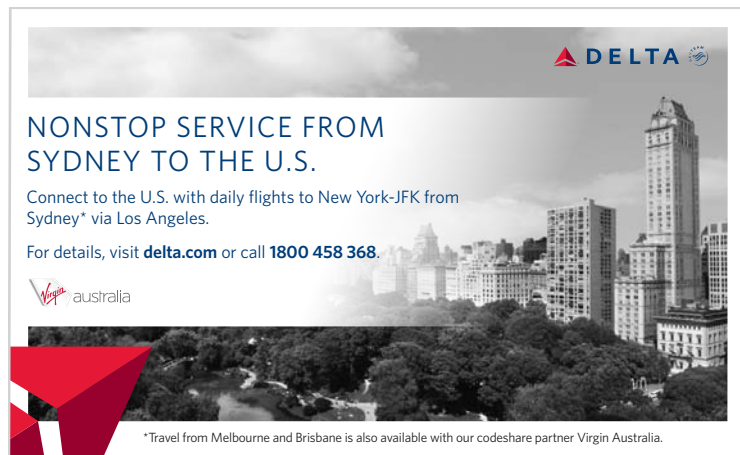
## Govt to sell NZ stake?

**A PRIVATISATION** program by the NZ Government is likely to see it sell a 22% stake in Air NZ, perhaps as soon as next week, says the *New Zealand Herald*.

While a final decision has not yet been made, it's understood the govt will drop its share in the national airline to 51%, raising NZ\$400m in the process.



**OTHER TOURS**  
I AM SO HAPPY WE PICKED ALBATROSS WITH THEIR LONGER STAYS!  
ALBATROSS TOURS  
Enjoy longer stays, mostly 3 & 4 night stops! [www.albatrosstours.com](http://www.albatrosstours.com)



**DELTA**  
**NONSTOP SERVICE FROM SYDNEY TO THE U.S.**  
Connect to the U.S. with daily flights to New York-JFK from Sydney\* via Los Angeles.  
For details, visit [delta.com](http://delta.com) or call 1800 458 368.  
Virgin australia  
\*Travel from Melbourne and Brisbane is also available with our codeshare partner Virgin Australia.

## MIXED CABIN FARES

ON SALE NOW

Mixed  
Economy/Business fares  
from

**\$5,890+**

الإتجاه  
**ETIHAD**  
AIRWAYS  
ABU DHABI

[CLICK HERE FOR DETAILS](#)

# Travel Daily

First with the news

Friday 15th November 2013

Maxine joined because  
it's her ticket to freedom

Every agent has  
a reason to join

**MTA** mobile  
travel  
agents  
Call 1300 682 000  
Visit [join.mtatravel.com.au](http://join.mtatravel.com.au)



## Airline safety review launched

**AN INDEPENDENT** review into aviation safety regulation in Australia will be carried out to compare local air safety protocols against other leading countries.

Details of the review were announced yesterday by Deputy Prime Minister and Minister for Infrastructure and Regional Development Warren Truss.

A panel of leading aviation safety experts will carry out the review and will be chaired by Safeski's Australia chairman David Forsyth AM.

Truss said the purpose of the review was to ascertain whether Australia was on the right track to meet future challenges in the sector and respond to expected growth in demand for services.

Forecasts show the amount of aviation activity is expected to double over the next 20 years.

"The industry is a vital part of our economy and we must ensure it is supported by a regulatory system that delivers the highest levels of safety," Truss said.

Extensive consultation with the aviation industry and the public will be carried out as part of the review, with a final report to be formally submitted in May 2014.

"The independent review reinforces the Government's commitment to maintaining safety as the highest priority in aviation," Truss added.

### JAL 787s to Hanoi

**JAPAN** Airlines will expand its Boeing 787 operations to the Tokyo Narita-Hanoi route effective from 07 Jan, with daily *Dreamliner* services replacing the current 767-300ER flights.

## Frasers looks to grow

**FRASERS** Property Australia, which owns and operates the Fraser Suites in Sydney, Perth and Melbourne, is recruiting for a new Director, Business Development.

An advertisement in today's *Financial Review* says the appointee will "drive the sourcing of new residential and mixed-use development opportunities".

## Qantas reward rejig

**QANTAS** is set to increase the number of frequent flyer points required for a Domestic Flight Upgrade Award from Discount Economy to Business.

Effective from 14 Jan 2014, passengers will need 25% more points for the upgrade meaning for example 30,000 points are required for a one way upgrade on a 2,401-3,600 mile sector.

The current points levels will apply to any upgrades confirmed prior to 14 Jan, irrespective of the date of travel or when the upgrade was requested.

## US Star exit strategy

**RAPID** plans are under way for the "seamless transfer" of US Airways from the Star Alliance to oneworld, the carrier's president Scott Kirby said.

The carrier, which this week received the green light from regulators to proceed to merge with American Airlines (*TD Wed*), is aiming to begin the transition between alliances in Q1 next year.



## Window Seat

**WE'VE** heard of a boring trip, but how about a trip TO Boring.

The town of Boring, Oregon in the USA has joined forces with the Scottish town of Dull and the Australian rural community of Bland to attract more tourists through their uninspiring names.

Bland is located approx 500km west of Sydney, has a population of about 6,000, and with Boring and Dull have formed the alliance known as "the league of extraordinary communities".

"Dull and Boring already work together to promote themselves to tourist markets, so why not get in on the act," Bland Shire Mayor Neil Pokoney said.

**AUTHORITIES** in Moscow have come up with a unique way to promote the upcoming Winter Olympics in Sochi, Russia.

A new ticket machine for the Moscow subway doesn't accept money as payment, but instead requires customers to perform squats or lunges before it dispenses a ticket.

The machine uses a high-tech camera system to track the movement of patrons, who have to stand in a particular spot and do their workout in order to receive a free rail pass.

The exercise routines are on YouTube - [CLICK HERE](#) to view.

### Industry Sales Manager Sydney based.

We have a rare opportunity for an experienced Sales Manager to lead a team of thriving industry account executives. This is a dynamic and varied sales role for a high calibre and driven professional.

The successful candidate will possess proven sales leadership experience in the travel industry and will be highly effective in articulating vision and direction to deliver continued growth. Strategic agility will be essential to forward planning, with first class commercial and analytical skills as well as meticulous attention to detail. Central to this role will be the ability to engage and influence across internal business operations and external customers.

### Travel Industry Account Executive Sydney based.

Reporting to the Industry Sales Manager, we are looking for an individual who has previous experience in an on-road sales role in the service or travel industry. This role will require the ability to successfully maintain and develop key travel accounts within a defined sales territory.

Relevant tourism or travel related experience is essential, as the successful candidate will be required to set targets to achieve yield and revenue.

To apply or for more information, please visit [careers.virginaustralia.com](http://careers.virginaustralia.com)

Applications close  
Wednesday 20 November 2013.



### 100 PLACES TO THE WEST COAST OF USA

- ★ Visit Los Angeles, Las Vegas & more!
- ★ Every booking made with *Trafalgar*, *Contiki*, *Insight Vacations* and *Creative Holidays* for all destinations and holiday products, until 15 January 2014, will gain you entry into the draw

[CLICK HERE TO FIND OUT MORE](#)

Combine your land booking with a Virgin Australia airfare and double your chances of winning



**TRAFALGAR**  
see the world from the inside

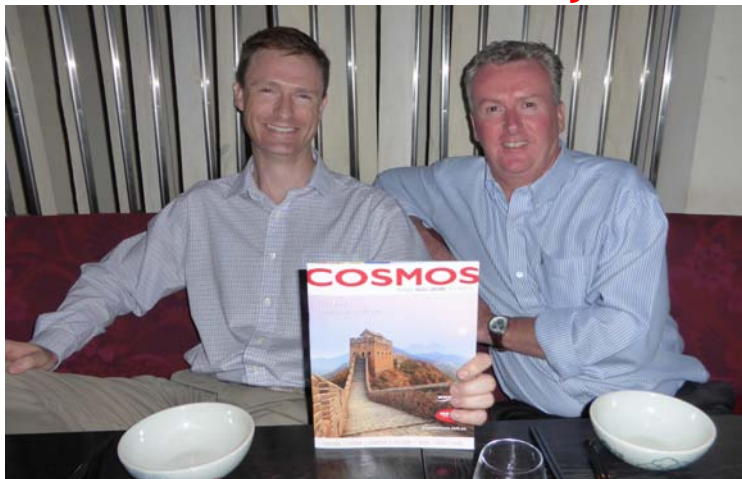


**INSIGHT VACATIONS**  
The Art of Seeing in Style

**Creative Holidays**



# Cosmos bowled over by Asia



A BRAND new destination and range of 'flop and drop' packages have been introduced to the Cosmos Asia 2014 program.

Now in its third season, Cosmos marketing manager Australasia Christian Schweitzer is chuffed by the success of the program, with business in 2013 double that of the year prior and the Australian market now representing almost a third of all Cosmos Asia travellers.

Schweitzer revealed Cosmos has close to doubled its share of business to Asia out of this market in the past year, rising from a 15% stake in 2012 to 28% in 2013.

Asia's growth is outperforming that of mature markets (the USA and Europe), but with less volume.

Myanmar, which was included for the first time last year, has been rested from the brochure, but still available to book online.

In its place is Sri Lanka, with Cosmos featuring a 10-night Grand Tour of Sri Lanka that is priced from \$2,230ppts.

Sri Lanka joins China, Thailand, Vietnam, Cambodia, Japan and India in the 2014 program, with Schweitzer commenting that its China program takes the lion's share of business.

To capitalise on the success of its China product, a new two city six-night tour of Beijing and Shanghai with land transport by high-speed train, China's Cities of Contrast, has been added.

Cosmos inbound manager Australasia Peter Cooney said Cosmos' Japan bookings are back to pre-tsunami levels, with the operators Ryokan extension popular with Aussies booking its Journey through Japan itinerary.

Of the 2014 Asia range, Cooney said India has the greatest growth potential.

A collection of Beach Stays in Phuket, Koh Samui and Goa are new to the program, enabling pax the option to extend their trips.

Earlybird savings of \$300 per couple are available on tours booked before 31 Jan 2014.

Schweitzer (left) and Cooney are pictured at the Cosmos media launch yesterday for the Asia 2014 program at Spice Temple.

More at [cosmostours.com.au](http://cosmostours.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?**

OPERA AUSTRALIA



## Zuji expands guides

A NEW white-label destination content app has been launched by Webjet offshoot Zuji, in an expanded deal with content supplier ArrivalGuides.

## Sabre air shopping platform

SABRE has announced the launch of its "next generation air shopping platform," and claims that it has been proven to find the lowest fares and find more fare choices for travellers.

The algorithm evaluates over one billion fare combinations, and allows for new features such as the ability to return multiple prices for the same itinerary, an expanded calendar search and an enhanced 'alternate city' search.

To test it, Sabre commissioned a third party study comparing its system to other providers, with consulting firm Fried & Partner conducting an analysis of 100 of the top booked city pairs in 24 countries from North America, EMEA and Asia Pacific.

The Sabre system found the

lowest fare 9% more often than Amadeus and 35% more often than Travelport, with fares "just over 2% lower than Amadeus and nearly 12% against Travelport," according to Sabre Travel Network EMEA senior vice president, Harald Eisenaecher.

## Dom airfare rebound

BEST Discount domestic airfares continue to fluctuate according to the latest government data released late yesterday.

The Domestic Air Fare Index showed Restricted Economy fares was at a level of 74.2 - the highest recorded since Dec last year.

Business Class fares rose slightly to 82.2, yet still reached the highest level recorded in a year.

## GROUP PRODUCT MANAGER EUROPE

Academy Travel is the leading Australian provider of small group cultural travel for the sophisticated over-55's market. Each year we operate 70-80 group tours from our Sydney office. The vast majority of our tours are to Western Europe and the UK. We have our own office in Rome and a network of suppliers around the globe.

We are looking for an energetic and enthusiastic full-time product manager with significant industry experience and a thorough knowledge of Europe. You will be responsible for developing itineraries with our expert tour leaders, negotiating with suppliers in relation to programs and costs, budgeting, preparing pre-departure information for clients and tour leaders, and producing appealingly written itineraries for design and distribution.

### Key skills include:

- Significant travel industry experience as a group tour product manager or similar role
- Demonstrated knowledge of the over 55's special interest tour market
- Excellent communication skills, including the ability to write detailed itineraries and tour information confidently and accurately
- Demonstrated skills and confidence in developing budgets using Excel or similar software
- Good knowledge of Western Europe and the UK, including personal travel experience
- The ability to work independently in a small team.

### Desirable attributes include

- Fluency in Italian, German and/or French
- Genuine personal interest in the arts, archaeology or history
- Tertiary qualifications in a relevant field

We provide a pleasant working environment in the Sydney CBD in a small team with possible flexible hours, a high-quality, intellectually stimulating product and the opportunity to develop your skills in this expanding market niche. Generous salary and benefits.

Please apply in writing to Stuart Barrie at: [stuart@academytravel.com.au](mailto:stuart@academytravel.com.au)

[www.academytravel.com.au](http://www.academytravel.com.au)

## First Mega-Fam “Wynner” named



### IT'S back!

The Travel Corporation is once again running its mega-famil in 2014, with Insight Vacations, Trafalgar, Contiki and Creative Holidays each set to host a group of agents on a fabulous USA trip.

Winners on the famil will fly to LAX courtesy of Virgin Australia.

Melanie Wynn of Phil Hoffmann Travel in Glenelg was selected as one of the first travel agents to win a seat on the nine-day American Explorer Mega-Famil.

Wynn will be among a 100-strong group of agents on the trip to the US west coast, and is **pictured** above centre receiving her golden ticket from Alison Thomas, Virgin Australia & Owen Boyce, Insight Vacations.

For an exclusive opportunity to win a spot on The Travel Corporation's 2014 Mega-Famil, see **Travel Daily** this coming Mon.

### Friendly ticket prices

**QUEENSLAND** Tourism & Major Events Minister Jann Stuckey has announced the range of ticket prices available to fans attending Gabba-hosted matches of the 2015 ICC Cricket World Cup.

Three games will be hosted at the Brisbane venue, with adult and child entry passes priced from \$20 and \$5 respectively.

“The ICC World Cup will now be accessible to even more families and that will be great for the event and the state’s economy,” Minister Stuckey said.

### Airbus trials ash cloud

**AIRCRAFT** manufacturing giant Airbus has created the world’s first man-made ash cloud in an effort to develop technologies able to navigate volcanic blasts.

The one-tonne cloud of ash was up to 800ft in height and nearly two miles in width and designed to replicate conditions similar to the 2011 Eyjafjallajokull volcano blast which closed much of Europe’s airspace for six days and cost airlines US\$1.7 billion.

Sensors fitted to an Airbus A340 flying 65kms away were able to successfully detect and measure the cloud’s density, with low-cost carrier Easyjet now planning on fitting the technology to its fleet by the end of next year.

## Technology Update

Today’s Technology Update is brought to you by Travelport.



The increase in mobile usage by travellers is one of the biggest trends impacting the face

of travel commerce. In order for travel agents to provide travellers with assistance throughout their journeys, having 24/7 access working tools on mobile is crucial.

One of Travelport’s strategic imperatives is providing flexible access to content – be it from a mobile phone, tablet, laptop or desktop. As such, we are proud to lead the way in developing tools and solutions to enable travel agents to work better in this mobile age. In 2011, Travelport created the first mobile solution for GDS access. The groundbreaking “Travelport Mobile Agent” was developed exclusively by Travel Technology & Solutions for Travelport, as part of the Travelport Developer Network – our third party developer community.

Travelport Mobile Agent provides Travelport-connected agents with access to all GDS content via Apple iOS or Android devices and runs on more than 4,300 different devices. It allows agents to log in using the same secure credentials they normally use, to create, access and work on current bookings stored in the system, and to configure programmable keys.

Travelport Mobile Agent has been downloaded more than 27,000 times globally since its launch, and we continue to see new installations every day, assisting agents to remain competitive in an industry that never sleeps.

For more information, visit: <http://www.travelport.com/Products/Travelport-Mobile-Agent>

*Patrick Andres, Travelport Vice President and Regional Managing Director-Asia Pacific*



### Agt incentive ending

**ONE** month remains for travel agents to take advantage of TravelMarvel’s “Book five and you travel too” incentive, offering a free river cruise for two people.

The incentive ends on 15 Dec, allowing any individual agent booking five TravelMarvel tours or cruises to receive a Russia, Rhône or Vietnam & Cambodia cruise for themselves and a friend.

For more information on the promotion, phone 1300 668 298.

### EK year-end NZ fares

**EMIRATES** has released seats to New Zealand priced from \$188 one way from SYD, MEL or BNE to Auckland, with deals also on offer for Christchurch and Wellington.

Business class fares start from \$588 ex MEL - on sale to 27 Nov while set blackout periods apply.



Come share our love of Europe

## Part Time Sales Executive – Sydney

Design your perfect Sales role!!

Albatross Tours is Australia’s fastest growing ‘niche’ tour operator specializing in quality European escorted tours. We are seeking an experienced travel sales professional to fill a part time representative role (12-15 hours per week) in Sydney. Initially a Maternity Leave replacement, this role has a view to becoming permanent due in the long term. Work hours are negotiable however the following skills and attributes are not!

- Performance and results driven
- The ability to influence and build lasting industry relationships.
- Strong negotiation skills
- Self motivated and ability to work independently
- Excellent written and verbal communication abilities including presentation and public speaking experience
- Travel industry knowledge and sales experience is absolutely essential – a network of contacts highly desirable!

If you are looking for a part time sales role with a quality and unique product (or perhaps know you someone who is?) then let’s have a chat! Hours and package negotiable. Territory is North & North Western Sydney.

Please contact – National Sales Manager, Stephen York at [Stephen@albatrosstours.com.au](mailto:Stephen@albatrosstours.com.au)

(Nb. No recruitment companies at this stage please. Applicants who do not meet role criteria will not be responded to.)

# Amadeus, Airlines & Agents celebrate 2013 in style

**AMADEUS** IT Pacific hosted their annual event for Amadeus airlines and travel agent partners earlier this week.

Managing director Tony Carter introduced the key benefits of booking with Amadeus, while general manager Jerome Brownlow talked briefly about Amadeus's Altéa community platform expansion since 2012 that now includes over 120 global airlines including newcomers THAI Airways International, Garuda Indonesia, Cathay Pacific Airways and Asiana Airlines.

Guests from airlines and travel agencies joined Tony, Jerome and the entire Amadeus team for a few drinks to celebrate another great year - for more photos of the event see our website at [traveldaily.com.au/photos](http://traveldaily.com.au/photos) or [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



**ABOVE:** Dale Woodhouse, Singapore Airlines and Nicole McMahon from Virgin Australia.

**BELOW:** Robin Woods, Amadeus; Lance Batty, TravelEdge and Simone Court, Amadeus.



**RIGHT:** Debra Bourne, Amadeus and Malcom Pryor from Air Vanuatu.

**LEFT:** Michaela Forsen, Virgin Australia; Jerome Brownlow, Amadeus and Pethra Soderqvist from Amadeus.



**RIGHT:** Tony Wilson & Anthony Cassar, Breakaway Travel, Nick Ward and Camilla Riccardi, Amadeus.

**BELOW:** Burt Nu, Vietnam Airlines; Satu Raunola, Amadeus and An Le of Vietnam Airlines.



**BELOW:** Geoff Stone from Finnair and Tony Carter from Amadeus.



**ABOVE:** Bernice Scherer, Amadeus; Adam Shepherd, Consolidated Travel and Lida Alvizos, Singapore Airlines.



**ABOVE:** The lucky winner of an 18kg David Jones Christmas hamper was Belinda Murphy from Jetset Travelworld Group, who's pictured receiving her prize from Amadeus md Tony Carter.

**LEFT:** Gus Kraus, Solomon Airlines; Barry Mayo, House of Travel; Victor Sharan, Solomon Airlines; and Helen Blake from Garuda Indonesia.



**ABOVE:** Amanda Barratt from World Travel Professionals with Carsten Leonhardt of Amadeus.

## Charity travel division

**ADVENTURE** travel company World Expeditions will establish a new and separate business unit aimed at facilitating fundraising travel efforts for charities.

The new division will be known as Huma Charity Challenge & will see the company build on more than 500 charity expeditions it has organised so far, which has led to more than \$1 million in donations for different causes.

No administration fees will be charged by World Expeditions to charities engaging the new unit, ensuring 100% of funds raised go to the causes specified.

## Food cruising venture

A **NEW** luxury wilderness and gourmet food cruise experience has been launched in Tasmania.

Dubbed Pennicott Wilderness Journeys, the new \$1.3m tourist attraction comes with the help of \$460,000 in funding from the Australian Government through the Tasmanian Innovation and Investment Fund.

Allocated funds were used to assist in the purchase of three custom-built cruisers & two buses.

Three cruise products focusing on Tasmanian seafood, Iron Pot Cruises and full-day Bruny Island Traveller adventures are on sale.

## Best Western Taupo

**BEST** Western has opened the 14th property in its New Zealand range - the 19-room Best Western Sails Taupo, three and a half hours drive south of Auckland.

## China Southern partying flat-out



**CORPORATE** and high-end travel agents from across Sydney were in attendance at an elegant cocktail soiree thrown this week by China Southern Airlines at Sydney's posh Ivy Penthouse Bar. It has been a big year for the carrier and indeed its hub city of Guangzhou, with the expansion of the 72-hour visa free program

to the city and the deployment of brand new A330 & A380 aircraft on routes to Australia.

All of this and the appeal of the Canton Route in general was firmly in focus at the event, with CZ spruiking efficient connections and high-value fares as key to another successful year in town.

**Pictured** above from left at the event is Rachael Hunter, Air Tickets; Daryll Page, JTG; Mary Reale, Air Tickets and Alison Watts from JTG.

## DL expands domestic

**DELTA** Air Lines has released a US domestic expansion plan from Los Angeles to a number of west coast ports from Q2 next year.

From 01 Apr 2014, DL will boost services from LAX to Honolulu to four daily, while from 01 May, services to Oakland will jump to eight daily; Portland to five daily and San Jose to six every day.

**MEANWHILE**, Delta is jumping on new slot availability at Dallas Love Field following concessions made by American Airlines & US Airways (**TD** Wed), announcing plans to add 18 flights to five destinations from Oct next year.

New nonstop services will begin to New York LaGuardia, Detroit, Los Angeles, Minneapolis St Paul and Atlanta Hartsfield Jackson.

## Flush sale extended

**ROYAL** Caribbean International has extended its current Royal Flush cruise sale by a week due to popular demand, with sales now set to close on 23 Nov.

Offers on the table include half price deposits, onboard credits of up to \$400 per stateroom and individual stateroom discounts.

**MEANWHILE**, the line has confirmed that its largest vessel *Allure of the Seas* will enter drydock for unscheduled repairs from Feb 24 next year.

The brief outage has seen one scheduled departure cancelled due to a minor propulsion issue forcing slower speeds (**TD** Wed).

## 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. 11: Royal Jordanian fly to how many destinations worldwide?**



**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).

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

**Advertising and Marketing:** Christie-Lee Lachance, Lisa Martin and Magda Herdzik  
Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the **Travel Daily** group of publications.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon  
**Contributors:** Jenny Piper and Barry Matheson

Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)



**Travel Daily** is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



# AA APPOINTMENTS

RECRUITMENT CONSULTANTS

## LET AA PUMP UP THE VOLUME ON YOUR CAREER!

Has your career lost its rhythm? Looking for a more harmonious work environment? These roles will be music to your ears!

FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com](http://www.aaappointments.com)

NSW & ACT - 02 9231 6377 - [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)

VIC, WA & SA - 03 9670 2577 - [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

QLD & NT - 07 3229 9600 - [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

### **\*HOT\* MOVE AWAY FROM FACE TO FACE CORPORATE TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE UP TO \$65K**

This is a great opportunity to work for global leader in corporate travel management. Work for one of the best in the business, with a wide range of premium accounts. You will be working in a close knit team environment, booking all the corporate travel requirements of your designated accounts. With great offices in the CBD, close to shops and transport, this could be your dream role. Do you have 2 years travel industry experience, strong GDS skills and airfare knowledge? Apply today.

### **\*NEW\* CHAMPAGNE AND CAVIAR HIGH END RETAIL CONSULTANT SYDNEY – SALARY PACKAGE UP TO \$60K ++**

What a great opportunity to move into a luxury retail travel position. Move away from a traditional consultant and take a step up to high end. This is your chance to start booking all those destinations that you have been dreaming about and further more will have the opportunity to visit these on regular famils. Work in a beautiful and successful agency based in the exclusive Eastern suburbs. Do you have 5 years retail travel experience, strong GDS skills and want to take a step up in your career. Make the move today.

### **LEAD YOUR NEW TEAM TO SUCCESS! CORPORATE TEAM LEADER MELBOURNE – SALARY PACKAGE UP TO \$90K (OTE)**

We have an amazing opportunity that will see you working for this well known corporate TMC as their hands on travel manager! This is the perfect opportunity for an experienced retail manager to make the move across to corporate and lead the team to success! You will be booking intricate and interesting itineraries for the academic market while also ensuring your team is reaching their personal bests! With access to global rewards and Monday – Friday hours why wouldn't you make the move? Min 3 yrs management exp.

### **ARE YOU SICK OF THE NORM? WHOLESALE CONSULTANTS X 4 MELBOURNE (VARIOUS) - SALARY PACKAGE - \$65K (OTE)**

Are you an experienced travel expert who is dreaming about moving into a specialised role? We have numerous wholesale specialist roles available in Melbourne that can see you moving behind the scenes and selling your favorite destinations! These roles will see you working Monday – Friday hours only and will see you earning the best base salary ever! With amazing famils on offer and fun team environments you can't miss these! If you have travelled to Africa, South America or Europe we want to hear from you!

### **CORPORATE BLISS IN ADELAIDE CORPORATE CONSULTANTS X 2 ADELAIDE – SALARY PACKAGE TO \$60K (DOE)**

Adelaide! We have your next corporate role covered! This boutique TMC is now on the look out for 2 new consultants to join their growing team. This exciting role will see you earning a high base salary and booking intricate and interesting itineraries for domestic and international clients as well as some corporate leisure! What a great mix! If you have a minimum 2 years consulting experience this role could be yours. Call us today to find out more and start your new dream job tomorrow! Sabre preferred.

### **BRING YOUR A GAME!**

#### **ENTERTAINMENT TRAVEL CONSULTANTS MELBOURNE - SALARY PACKAGES UP TO \$70K (DOE)**

NEW Entertainment role in Melbourne! This boutique corporate agency now requires a superstar entertainment consultant to join their growing team and book exciting travel arrangements for bands, music tours, A list stars and more! Now is your chance to shine and work in a busy and fast paced environment while doing the job you love. With a central location, access to concerts and a high base salary on offer of up to \$70K you would be crazy to miss this! Call us today to find out more about this exciting NEW role.

### **LUNCH BY THE SEA!**

#### **RETAIL TRAVEL CONSULTANT**

#### **GOLD COAST – SALARY PKG UP TO \$50k + BONUSES**

Prefer the finer things in life? Yearning for a sea change? If you enjoy creating dreams for your clients and have the drive to succeed this is the ideal role for you. This luxury agency specialise in high end travel. Their top performing team enjoys arranging detailed and interesting itineraries for their loyal, repeat clientele. Fantastic benefits & top dollars are on offer. If you are a star performer with a min 2 years retail exp, well travelled, have strong CRS skills plus enthusiasm to do well – call us now.

### **YOUR TICKET TO THE TOP**

#### **TICKETING CONSULTANTS**

#### **BRISBANE CBD – \$60K OTE**

Are you more a behind the scenes kind of person? Love sinking your teeth into complicated fares and assisting others with your great knowledge of fares & ticketing? This is for you! Located in the hustle and bustle of the CBD this leading travel company is looking for experienced travel consultants to join their fares & ticketing division. You'll be responsible for issuing tickets, reissues, calculating taxes and more. Extensive training will be provided and you'll have access to some of the best benefits around. Apply now!