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# Travel Daily

First with the news

Monday 18th November 2013

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## Helloworld deals on track

**JETSET** Travelworld Group ceo Rob Gurney says the group is currently tracking at a ratio of about 60:40 in terms of branded agencies signing up for the fully branded and associate member *helloworld* models respectively.

Speaking at the JTG conference in Melbourne over the weekend, Gurney said the group was in line with where it wanted to be in terms of agency sign-ups.

Helloworld surpassed the 100 fully branded store milestone late last month (**TD** 31 Oct), with the group now close to exceeding 200.

"We're well ahead of our trajectory and where we planned to be in terms of signing up agents," Gurney said.

The conference also saw JTG announce the signing of a brand master license agreement with American Express, building on

the existing relationship held by Travelscene (**TD** breaking news).

Under the deal, franchisees will be able to be part of "helloworld American Express", which according to JTG head of strategic partnerships Mike Thompson, will allow members to maximise business opportunities.

"The continuation of the relationship with American Express will be an important contributor to the success of those travel agents who choose to adopt the American Express co-branding and other opportunities that come along with that," Thompson said.

"We wanted to make sure that this was a collaborative process, not a policy or strategy being designed in a head office in isolation of the people actually running and operating the businesses," Gurney added.

"We've invested a significant amount of time in doing that and I think it was the right decision to make to invest that time".


The conference also saw the first look at the new helloworld store - more from JTG on **pages 3 and 4**.

**Eight pages of news**

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

- AA Appointments
- Travel Trade Recruitment

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## QF/SA pact under review

**QANTAS** has confirmed it is evaluating whether to maintain its codeshare alliance with South African Airways beyond 2014 due to "regulatory hurdles".

Currently, Qantas places its code on SAA's six weekly flights between Perth & Johannesburg, while South African Airways has its code on QF's daily 747 Sydney-Johannesburg operation.

Last year QF told the Int'l Air Services Commission the route was "long, thin and isolated", and without the codeshare, neither airline would likely be able to retain current frequencies for the medium to long term.

SAA had suggested it would only have been a matter of time before either SAA or QF withdrew from operations between Australia and South Africa.

The carriers had sought a 5-year extension of their alliance from the IASC, but were only granted 12 months, to 31 Dec 2014.

According to a report in today's *Australian*, QF is likely to send its Perth pax flying to South Africa via Dubai in the future through its global partnership with Emirates.

"In terms of what happens beyond that date, we're reviewing our options to make sure we deliver the best outcome for Qantas customers," a QF spokesperson said.

"We're conscious of the regulatory hurdles on a potential extension, but there is nothing stopping us continuing to operate our own SYD to JNB service independent of this codeshare," the spokesperson added.

The Australian flag-carrier's SYD-JNB route would remain viable through passenger feed from interstate and NZ markets, cited "industry sources" suggested.

SAA's local office was unable to comment to **TD** on the report at this time.

### Exhibition bookings

**THE** Travel Corporation is the latest company to sign up as an exhibitor at next year's Travel Industry Exhibition which takes place in the lead-up to the NTIA.

Other sign-ups last week included Tourism Thailand, Virgin Australia, Air NZ and Jetstar.

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## Supplier insolvency cover launch

AFTA says the release this morning of new Supplier Insolvency Insurance (**TD** breaking news) has seen it deliver on a key promise as part of the Travel Industry Transition Plan.

CEO Jayson Westbury says AFTA has "secured the first of the serious commercial solutions" which will sit alongside the new ATAS accreditation scheme.

"This product would not have come to Australia without the reform being delivered under the TITP," he said, with the new International Passenger Protection insurance offering available through Gow-Gates Insurance brokers.

Westbury said the new product would provide a solution for the

majority of supplier collapses and "go a very long way towards resolving the challenges travel agents face with credit card charge back when a supplier collapses.

"History has shown that when suppliers collapse, the impact upon both consumers and travel agents is far greater than any collapse within the travel supply chain," he said.

AFTA will continue to work closely with Gow-Gates towards the launch of the second component of the protection mechanisms, ATAS Participant Insolvency Insurance, which is expected to debut early in 2014.

Further details of the insurance product will be revealed during the current AFTA national roadshow to educate the travel industry on ATAS.

Upcoming events will take place in Brisbane tomorrow, Sydney on Wed, Melbourne on Thu, Darwin on 26 Nov, Hobart on 29 Nov, and Perth on 02 Dec with an online webinar on 10 Dec - register at [www.atas.com.au/workshop](http://www.atas.com.au/workshop).

## Finnair strike averted

FINNAIR'S operations are expected to quickly return to normal after the last minute cancellation of a planned cabin crew strike (**TD** Thu) after the carrier and unions agreed to a mediation proposal.

## Joyce slams VA deal

QANTAS ceo Alan Joyce has written to Prime Minister Tony Abbott, demanding that the government review the "outdated policy framework" which restricts QF's ability to raise foreign capital.

Joyce was responding to last week's \$350m Virgin Australia capital raising (**TD** Thu) saying that the move to support VA by Etihad, Singapore Airlines and Air New Zealand is the "final act by predatory state-owned airlines" to cripple Qantas, according to today's *Financial Review*.

Joyce told Abbott that the capital raising would substantially increase the influence that EY, SQ and NZ can have on Virgin Australia - particularly since VA ceo John Borghetti has confirmed he will talk to the three airlines about board representation.

The capital raising could lift VA's foreign ownership to as much as 82%, while the Qantas Sale Act restricts QF's foreign shareholdings to a maximum of 49%, and total ownership by overseas carriers to 35%.

Joyce accused Virgin of adding "damaging levels of capacity" into the market in the last 12 months.



## Window Seat

WHO added this one up?

Nobody can doubt that travel agents have unparalleled expertise in promoting the world through their own travels, and the new *helloworld* network will clearly be no different.

At the JTG conference this weekend, ceo Rob Gurney said the group's 1.5 million annual customers will have access to over 60,000 years of travel experience and expertise.

That's a lot of experience.

FINALLY, the infuriation and frustration of airlines losing luggage will be a thing of the past thanks to a new nifty gadget known as the LugLoc.

Billed as the ultimate luggage locator and having just launched in Australia, the LugLoc uses built-in GSM cellular signals to locate your bags at any airport in the world in minutes.

The LugLoc technology is controlled via a smartphone app and is available from David Jones - see [www.lugloc.com.au](http://www.lugloc.com.au).



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## Concept store launch

**HELLOWORLD** has unveiled its fully branded concept store which is being progressively rolled out as the brand's physical presence at outlets across Australia.

Approx 15-20 outlets per week are being fitted with the new design, which focuses on space and technology at its forefront.

A 77sqm layout was opened to attendees at the JTG conference in Melbourne, with highlights being separate areas for clients to sit & conduct their own research from the available brochures, in-store tablets, touch screens and a spinning world globe.

Agents have access to two-seat and four-seat desks to consult with small and larger groups.

JTG agents and management formed a "Design Council" to work with designers from the Greater Group to imagine the new layout.

See [www.traveldaily.com.au](http://www.traveldaily.com.au) for a collection of photos of the new helloworld store design.

## JTG top-line growth

**JETSET** Travelworld Group ceo Rob Gurney has detailed a two-part process for improving the top-line revenue growth for both helloworld agents and preferred partner suppliers.

Gurney said there was a large amount of headroom to increase the number of preferred products contracted on behalf of agents & that the group had reconfigured its commercial agreements under a new value-chain alignment.

Obtaining access to better quality sales data will help the group manage the effectiveness of its consumer campaigns, while a business insights tour will allow both agents and management to benefit from better business data.

Incentive programs under the old model were also quite complex and "opaque", Gurney added.

The JTG head said 2014 will be a transitional year for helloworld but that the pace will "pick up quite dramatically" from there.

## USA mega famil underway

**BRAND USA's** first major mega famil dubbed Ausmerica departs today on a six-state tour of the US with 50 travel agents from around Australia flying out to spend more than a week broadening their knowledge of the country and its diverse tourist product.

In partnership with Qantas, it's one of the biggest marketing campaigns ever mounted to the United States.

American tourism bodies in the six states have gone out of their way to pull together an exciting, jam-packed itinerary that will take in not only the well known landmarks, but out-of-the-way hidden gems and secrets.

"One of our core objectives is to take the agents to places they haven't been before to increase their destination knowledge", Strategic Director Brand USA, AU/NZ Joe Ponte said.

Split into five groups of ten, the agents will visit New York,

Massachusetts, Florida, Texas, Louisiana and Arizona.

They will see the Grand Canyon, spend a day at a Texas Dude Ranch, dine on a paddle-steamer on the mighty Mississippi, tour a Plantation in the Deep South, and enjoy a Thanksgiving dinner at Plymouth in New Hampshire.

Brand USA, the official tourism marketing group for the US, offered agents the opportunity to win one of 50 places on the famil based on the volume of sales to the US on Qantas, and to reward them for their continued support.

Each group has been provided a GoPro camera to film the destinations they are visiting, which will later be turned into a short movie and screened at a gala dinner on the final night of the famil, hosted at Universal Studios in Hollywood.

**Travel Daily** will be on the road with the agents reporting on the group's daily adventures.

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## Worldhotels addition

**WORLDHOTELS** has added the 701-room Hotel Berlin in Berlin, Germany to its portfolio.

The property is in City West near the Kurfuerstendamm.

## Bunnik explores Latin America



**THESE** agents from across the country have just returned from a 13-day famil to South America where they travelled through Peru, Brazil, Argentina and Chile.

Their itinerary was packed with highlights including the Vista Dome train ride from Aquas Calientes before climbing to Machu Picchu, an unforgettable trip to Iguazu Falls (viewed from both the Brazilian & Argentinian sides) and a stay in the splendid Das Cataratas Hotel & Resort, and tango lessons in Buenos Aires.

**Pictured** atop the fabled Machu

Picchu, back row from left are Paul Cook, Bunnik Tours; Adam Williams, Jetset Campbelltown, Chris Meechan-Ring, Bunnik Tours; Carole Parker, Reis & James Travel Associates; Claire Duband, East Burwood Travel; Kathy (tour rep) and Jeremy Van Heerde, Bunnik Tours.

Front: Trudi Adams, Travelscene Caloundra; Chloe Marshman, Bunnik Tours; Joanne Uildriks, Where 2 Travel; Victoria Hearn, Bunnik Tours and Nathalie Naquin, Travel Just 4U.

## CTD trading halt

**CORPORATE** Travel Management entered a trading halt on shares today ahead of a proposed capital raising announcement.

Securities will remain in a halted state until 20 Nov or until further announcements are made.

## 777X orders stack up

**BOEING'S** newest 777 aircraft project - the '777X' - has captured the attention of the Big Three Gulf carriers, with Emirates, Etihad Airways and Qatar Airways all signing huge orders at the Dubai Air Show last weekend.

Launch customer for the 777-8X EY placed an order for 25 next-generation 777Xs - 17 Dash -9X and eight Dash -8X, due to enter service at the end of the decade.

Etihad's US\$25.2 billion (at list price) order also included 30 787-10 *Dreamliners*, which coupled with the Abu Dhabi-based carrier's previous order of 41 787-9 variants, makes it the largest customer of the *Dreamliner*.

EY also ordered one 777-200 freighter and 127 GE Aviation engines to power its new fleet, and took out options & purchase rights for another 26 aircraft.

**MEANWHILE**, Qatar Airways signed a letter of intent to order 50 Boeing 777-9X aircraft, valued at \$19 billion, joining its existing 777 fleet of 23 -300ERs and nine -200LRs commercial aircraft.

**FURTHER**, Emirates created civil aviation history by signing the largest-ever aircraft order, inking a \$76 billion deal with Boeing for a massive 150 Boeing 777X jets.

EK's 777X order is comprised of 35 Dash -8Xs and 115 Dash -9Xs, plus 50 purchase rights.

On top of that, the Dubai-based carrier ordered 50 more Airbus superjumbos worth \$23 billion, which will prop up its total A380 fleet to 140, with 39 already in service.

"Emirates' aircraft orders today, with deliveries of the 777X scheduled to start in 2020, will take us to 2025 and beyond - replacing aircraft due for retirement and providing the foundation for future growth," EK ceo HH Sheikh Ahmed bin Saeed Al-Maktoum said.

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## EASA eases e-devices

**THE** European Aviation Safety Agency has followed in the FAA's footsteps, announcing a decision to permit US airlines to allow passengers to use electronic devices during all phases of flight, including take-off and landing.

Changes are expected to be published by the EASA later this month, and will be applicable to aircraft operated by European airlines when passengers use the 'flight' mode on their devices.

## '14 Golf Travel Market

**REED** Travel Exhibitions will host the 2014 International Golf Travel Market in Italy's Lake Como region from 27-30 Oct 2014.

The show will take place at the Villa Erba Exhibition and Conference Centre.

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## WIN NIGHT TRAIN TO LISBON TICKETS

This week, **Travel Daily** and **Pinnacle Films** are giving five lucky winners the chance to win a

double pass to the new movie, *Night Train to Lisbon*, due for release on 5th December.

After a chance encounter with a Portuguese woman, Swiss professor Raimund Gregorius quits his job and embarks on an adventure to Lisbon that will take him on a journey to the very heart of himself.

Check out the trailer here: [www.youtube.com/watch?v=9Ds5L7qS85s](http://www.youtube.com/watch?v=9Ds5L7qS85s).

To win, be first person to email the correct answer to the daily question below to:

[movie@traveldaily.com.au](mailto:movie@traveldaily.com.au).

*Where does the train take Jeremy Irons' character?*



# Travel Daily

First with the news

Monday 18th Nov 2013

## Allure out of action

**ROYAL** Caribbean International has confirmed the cancellation of its 23 Feb sailing of the world's largest cruise ship, *Allure of the Seas*, due to "unscheduled repairs" (TD Wed).

President & ceo Adam Goldstein said work on an "unanticipated bearing wear" mechanical issue to one of three propulsion motors needed to be addressed.

*Allure* will enter dry dock at the Grand Bahama Shipyard in the Bahamas for a week.

Pax booked on the cancelled sailing are being offered a full 100% refund or the option to amend their sailing date on select itineraries at the same price.

## Orient Bali drop out

**ORIENT-EXPRESS** Hotels has ceased to operate the Ubud Hanging Gardens property in Bali as a result of an unannounced repossession by its owner.

The group said the owner's action is "unlawful & constitutes a wrongful, and potentially criminal, repossession of the hotel and is a flagrant breach of its long-term lease agreement, which continues to 2038."

Orient-Express added it would take action to "protect the interests" of the company, its clients and staff.

All reference to Ubud Hanging Gardens has been pulled from Orient-Express' marketing material until further notice, while the hotel's website now redirects traffic to the Jimbaran Puri Bali property.

## Tweet Loews to book

**LOEWS** Hotels & Resorts is evolving its booking platform, this week enabling guests to book stays at 16 of its properties via Twitter.

Customers need to use the #BookLoews hashtag in a tweet to @Loews\_Hotels to express an interest in making a reservation with a Loews travel planner.

They will then tweet back a link to a secure chat conversation where they can provide details and make payment securely.

## Flighties gobble up Turkey



**CLUB** Med and Korean Air treated some top selling Qld Flight Centre Ltd agents on a trip to Turkey earlier this month.

The trip included one night in Seoul where the group visited the city's buzzing markets and night-life, and a night in Istanbul.

Flying into Antalya, participants sampled the premium all-inclusive Club Med concept at the new Belek-Turkey resort located on the Turkish Riviera.

In Turkey, the group explored ancient ruins, roman baths and stadiums in the area.

A trip highlight was the day tour

to the Roman Apendos Theatre and Perge Antic City.

**Pictured** back row from left are Jade Barkmeyer; FC Northern Beach Mackay; Derinda Walsh, FC Townsville; Melissa Jeffrey, ET Robina; Stephanie Ferguson, FC Toowoomba; Kylie Hancock, FC Strathpine and Mandi Gosper, ET Cleveland.

Front: Hannah Clift, FC Ballina; Mercedes Gonzalez, FC Cairns Central, Melony Burns, FC Downtown Brisbane; Trina Cooney, FC Air & Product mgr and Jodie Weeks, Club Med bdm for Qld/NT/Nth NSW/New Zealand.

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ACADEMY TRAVEL

## Big White opening

**BRITISH** Columbia's Big White Ski Resort near Kelowna has opened early after a massive 127cm snow dump, leaving an alpine snow base of 65cm.

## Agents incentivised to visit Fiji



**FIFTY** top-selling agents from Flight Centre recently enjoyed an adventure famil to Fiji before dispersing to continue the frivolity in a variety of exotic destinations.

Creative Holidays & Fiji Airways joined with Flight Centre to support the famil, which saw the group meet 16 local Fijian suppliers during a tradeshow event at the Sheraton Fiji Resort.

Following a farewell dinner on South Sea Island, the group split

up, with one group heading to Samoa, one to the outer islands of Fiji and one to Los Angeles.

The group of agents, suppliers and sales reps are **pictured** above at the Sheraton Fiji tradeshow.

## Top-End info centre

**A DEDICATED** information centre promoting tourism in Cape York has been opened inside the Cairns Harbourside Hotel.

Managed by Cape York Tourism, brochures featuring product in the far north region are available with a view to driving visitation to the remote part of Queensland.

Cape York Sustainable Futures ceo Trish Butler said a number of innovative marketing campaigns were currently in planning, such as inclusion in future updates of the Tourism Tropical North Queensland smartphone app.

## Celine extends Vegas

**CAESARS** Entertainment has confirmed an extension to the residency contract of veteran songstress Celine Dion at Caesars Palace in Las Vegas, with 35 new performances between 10 Jun and 31 Aug now available for sale.

## British Open golf tour

**AUSTRALIAN** golfing legend Rodger Davis will escort The Golf Touring Company's 2015 British Open departure to St Andrews.

The 13-night tour departs 10 Jul 2015 and includes accom near the 18th green at the famed course, nine rounds of golf, many meals, a golf clinic and more, priced from \$3,000ppts - more details at [www.bit.ly/davisdeal](http://www.bit.ly/davisdeal).

## QF carbon offset deal

**QANTAS** has signed a new carbon offset contract with CO2 Australia Limited to see it meet its Qantas 'I Fly Carbon Neutral' voluntary pax offset program.

The agreement sees 162,000 tonnes of carbon offsets provided to Qantas from projects including native forest protection, clean energy and sustainable cooking fuel programs.

"We are thrilled to assist Qantas in ensuring customer offsets are serviced by the highest possible standard credits," CO2 Australia Limited ceo Andrew Grant said.

## CZ Business BNE fare

**SPECIAL** Business Class launch fares from \$5,132 ex Brisbane to Paris have been launched by China Southern Airlines.

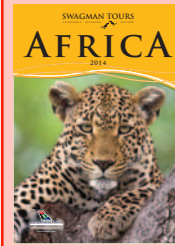
The fare is in celebration of direct A330-200 services between Brisbane & Guangzhou becoming a daily operation from today.

Queensland Tourism Minister Jann Stuckey said the extra seats and the special fare would provide a welcome boost to the state's \$22b tourism industry.



## 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).



### Swagman Tours - Africa 2014

Mauritius and Madagascar are the newest inclusions to the latest guide to Africa from Swagman, largely due to their rising popularity as destinations. A host of new accom options along the famed Garden Route have also been added, along with new tours in Namibia, Botswana and Zimbabwe to complement many which return with new and exclusive upgrades. The iconic Blue Train and Rovos Rail are also covered, and handy for agents is a feature map of Africa packed with handy hints and tips.



### Qantas Holidays - UK & Europe 2014/15

One of the first brochures off the printing press from the QH range is the expansive variety of UK & Europe. The UK countries are comprehensively covered with accom passes for country homes and manors in Britain and Ireland which link with self-drive itineraries. Plenty of touring product is available in the more regional and rural parts of the UK and Ireland also. The new brochure range are also the first to detail the Qantas partnership with Emirates & how to get around Europe with both carriers.



### Beyond Travel - Russia and Beyond 2014

One of the largest ranges of Russian product in the Australian market this year includes a number of exclusive escorted departures. A wide selection of FIT product enables guests to tailor an experience to suit around experiences such as the Trans-Siberian railway and River cruising, which was successfully launched the year prior. Among the newly introduced tours is a 24-day exclusive journey through Poland and The Baltics which provides an in-depth focus on regional towns.



### New Horizons Holidays - Arabia 2014

Featuring the iconic Burj Al Arab on the cover, this new guide encompasses Dubai, Abu Dhabi, Qatar & Oman with all major tourist spots covered. New day touring in Dubai includes a visit to interactive role-playing theme park Kidzania. A number of exclusive benefits such as free wi-fi, food and beverage discounts and free room upgrades are available in selected hotels are detailed in an "Our Favourites" section of the brochure. Many new hotels have been added to expanded ranges in Qatar & Oman.



### Abercrombie & Kent - Latin America 2014

Among the 28 itineraries offered in the new A&K guide to Latin America are options for all markets including families, honeymooners, cruise lovers, adventure seekers and niche travellers seeking food, wine and culture experiences. Newly developed for the 2014 season include journeys in Argentina, Peru and Brazil, a family trip in Peru and add-ons in Ecuador, Chile and up-close wildlife encounters in the Brazilian Pantanal.



### Scenic Tours - South-East Asia 2014

A dedicated brochure for luxury river cruising in SE Asia has been launched by Scenic Tours for the first time, featuring three exclusive luxury charters. The all-suite *Mekong Navigator* sails from Ho Chi Minh City to Siem Reap, while the *Irrawaddy Explorer* offers an authentic Burmese experience navigating between Mandalay and Prome. Itineraries offered by both vessels include a number of *Scenic Enrich* and *Scenic FreeChoice* optional excursions allowing guests to be immersed in culture.



# QF launches SME loyalty scheme

**QANTAS** today announced the launch of Aquire, a new loyalty scheme targeting Australia's small and medium enterprise (SME) sector (**TD** breaking news).

The program will allow business owners and employees to earn points both for their business as well as personal Qantas Points for themselves, with the program set to expand to incorporate additional partners such as financial services, professional services, office equipment and vehicle suppliers.

Businesses can pre-register for

the program from today online at [www.qantas.com/aquire](http://www.qantas.com/aquire), and the annual membership fee will be waived for businesses which register within the first 6 months from launch of the program.

Qantas Loyalty ceo Lesley Grant said "our ultimate goal is for Aquire to be as important to these small and medium businesses as the Qantas Frequent Flyer program is to almost 10 million Australians".

She said total membership of Qantas Frequent flyer now stands at 9.6 million, up 8% year-on-year.

# Tourism a key driver

**AUSTRALIA'S** future prosperity will be driven by a "fantastic five" collection of industries by the year 2033, one of which will be tourism, according to a new report from Deloitte.

The report, launched during a Tourism & Transport Forum event late last week, showed tourism exports were predicted to grow to \$57 billion by the year 2033.

A new generation of travellers from Asia as well as those looking for nature and luxury experiences would be a key component of this long-term figure, the report said.

Australia's tourism advantages included natural assets, safety, iconic landmarks in cities and the affordability of flights here.

Lack of tourism infrastructure, room supply & competitiveness were identified among the key issues and challenges still to be tackled to maximise the potential.

# STA famil opportunity

**EUROPEAN** coach tour operator Busabout has teamed with Qatar Airways and STA Travel to launch a new agent incentive, with a seven-night famil to Spain up for grabs.

The famil trip will take place in Feb 2014 and will include a list of activities in Madrid, Valencia and tickets to an FC Barcelona match at their home ground on 16 Feb.

Entry points for the famil places can be earned through sales of Busabout adventures in Europe, including Shamrock and Haggis itineraries, with the two highest point-scoring stores and two wild card winners to be selected.

# 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 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. 12: Where are the seven pillars of wisdom?



# Associates take a lap of luxury



**AGENT** educational took on a new meaning recently as this group of consultants from Travel Associates visited the Jean-Michel Cousteau Resort & Spa in Fiji.

In addition to filling their heads with information on the resort's rooms & public areas, the agents learned about local marine life & ongoing environmental projects associated with Cousteau's name.

The agents enjoyed private jets and boats to arrive at the resort

and fully immersed themselves in the activities at the property during their two night stay.

**Pictured** above from left is Rachel Barry, Clout & Turner TA; Jason Brighton, Ackerfeld & Goldman TA; Carlah Walton, Tourism Fiji; Anita Pokorny, Jones & Turner TA; Tracy Murphy, Kennedy & Turner TA; Emma Lucas, Connelly & Turner TA and Anthony Freedman from Freedman & Turner TA.

**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

### **\*\*OPPORTUNITIES NOT TO BE MISSED\*\***

#### **CLIENT RELATIONSHIP MANAGER PER, SYD & MEL - 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.

#### **ARE YOU OPERATIONAL? CORPORATE TRAVEL PROJECT MANAGER – APAC SYDNEY- SALARY PACKAGE \$100K+**

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of 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 people at all levels up to Executives.

#### **ASIAN PRODUCT SPECIALIST WANTED 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.

#### **CONSULT WITH THE BIG GUYS 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!

#### **ARE YOU BORN LEADER? DIRECTOR – CLIENT RELATIONS SYDNEY – GENEROUS SALARY \$\$**

Are you an experienced Client Relationship Manager with proven leadership experience and the ability to lead and develop a team? You will be responsible for providing leadership and direction to your team of Client Relationship Managers, driving, developing and managing them to achieve results & service levels. With your extensive background, you will support and provide assistance strengthening relationships internally & externally.

#### **HUNTER WANTED! 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.

#### **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.

#### **OPERATE THE WEST NATIONAL OPERATIONS MANAGER PERTH– EXECUTIVE SALARY PACKAGE**

Do you have impeccable MANAGEMENT skills within the corporate sector? Have the ability to manage a National team? This company is looking for a senior operations manager who has the capacity to create a solid team working environment while focusing on the development of the department nationally along with ensuring the brand is promoted in line with the company's policy. You will be goal orientated and ambitious and success driven.

## **AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

**CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825**

**OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)**

**FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE**

**[www.aaappointments.com](http://www.aaappointments.com)**



## Finding talent within the Australian Travel Industry

### After Hours Travel Consultant

**Brisbane CBD - \$50K OTE + Super - Ref 862PS1**

Love summer and miss the beach being stuck at work all day? Looking for a role with a difference? If you are an experienced Travel Consultant with at least two years extensive fares experience, exceptional customer service and communication skills, then this could be the role your lifestyle has been looking for! You must be able to work shifts on a 24/7 basis, 365 days a year. Based in CBD with FREE night shift parking available amongst many other great perks!

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

### Media & Entertainment Travel Consultant

**Sydney - \$60-80K OTE - Ref 812LY1**

Enter the glamorous, gregarious and glittery world of entertainment travel! Are you a smart and shiny Travel Consultant who longs for something different? Work with an amazing global TMC in a supportive team environment with real career potential and be rewarded with amazing travel perks, bonuses and uncapped earnings. If you have excellent corporate travel consulting skills and are keen to move to something more exciting...here is your chance!

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

### Entertainment Travel Consultant

**Melbourne - \$Competitive Salary - Ref 864DB1**

Roll out the red carpet! Do you want to work with the stars? An amazing travel opportunity has just arrived! Calling all experienced Corporate Travel Consultants looking for a fast paced exciting travel position. This successful travel agency are looking for someone to join their team booking entertainment travel. From music artists to sporting teams, this really is a dynamic and exciting position. This is a unique opportunity for a savvy Corporate Consultant.

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

### Travel Consultant

**Hobart - \$DOE + Super + Commission - Ref 0868NC1**

We are in need of a team player! A candidate who has fantastic personal travel experience teamed with hands on experience in a past travel agency role. If you have the experience, the knowledge, we have the role for you! This is an exciting new opportunity for the Hobart area. A well established travel agency who is looking for a fantastic Senior Travel Consultant to join the team. You will offer outstanding customer service and go the extra mile.

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

### Cruise Travel Specialist

**Brisbane - \$Competitive + Commission - Ref 631PS1**

Calling all Cruise Reservation Specialist to join a leading travel brand in their wholesale cruise division. Reap the rewards of the fastest growing sector in the travel industry with uncapped commission and incentives. This is a great opportunity for someone passionate about all things cruise with proven industry experience and can work to targets in a fast paced travel reservations environment. Join a company that offers career progression - apply today!

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

### Cruise Consultant Travel Sales Specialist

**Sydney - \$DOW + Super + Commission - Ref 0671SJJ3**

Cruise into your new career! Do you have good cruise product knowledge and travel sales experience? Have you previously worked to travel sales targets? This fantastic cruise company is looking for an experienced Reservations Consultant to join their busy team in Sydney. This leading travel provider is ever expanding due to on going success and are looking to recruit an experienced Cruise Consultant for their busy office.

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

### Retail Travel Consultant

**S.E. Melbourne - \$Attractive Package - Ref 3026KF1**

Do you love putting together that perfect holiday? Enjoy meeting different people on a daily basis where no two days are the same? If you answered yes, then this could be the next step you are looking for! Book complete travel experiences from start to finish, including flights to Asia, full itineraries to South America or honeymoon packages to Europe. Provide a service that exceeds clients expectations and showcase your exceptional customer service skills.

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

### Travel Industry Accounts Supervisor

**Perth - \$40-50K + Super - Ref 3543NC1**

Do you have bookkeeping or accounting experience within the travel industry? Do you want to join an amazing company? This is a fantastic role will not last long! A well established company are looking for a fantastic team member to join the team. If you love balancing the books, making payments and being an integral part of the team, this is the role for you! We need a candidate who pro-active and has experience with BSP, Sabre and Sam.

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



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