

WIN
A FIAT 500 POP
or an iPad mini each month!

*Terms & conditions apply. Visit sabrepacific.com.au

Sabre
pacific

Travel Daily

First with the news

Friday 29th November 2013

Full support for
your business

Click

join.travelmanagers.com.au
1800 019 599

TRAVELMANAGERS
personally yours

ACT Tourism changes

AUSTRALIAN Capital Tourism has announced a name change to VisitCanberra, a move that “gives clarity for both international and domestic markets,” director of Tourism Ian Hill says.

The newly adopted marketing name “puts the focus squarely on the visitor experience,” he said.

Hill said the organisation has used ‘visitcanberra’ as the call to action for its website and social media accounts, so the transition to the new identity “made sense.”



A new corporate logo (pictured) has also been introduced, which with the title will be rolled out to all markets over coming months.

Govt laud Dubai 2020

FOREIGN Minister Julie Bishop and Minister Andrew Robb (who handles Tourism within his portfolio) have applauded BIE’s selection of Dubai as the World Expo 2020 host city (**TD** yest).

Bishop & Robb expressed hope Dubai Expo 2020 would “promote future growth and stability in the region,” as well as providing opportunities to broaden the links between the UAE and Australia and its people.

“Dubai’s bid for Expo 2020 was strong, reflecting the city’s status as a global centre for tourism and convention business and a global transport & logistics hub.”

OTAs ‘trying to kill’ Quest

QUEST Serviced Apartments franchisees are being cautioned about dealing with Online Travel Agents (OTAs) who are charging over-the-top commissions and stealing customer base.

Executive chairman at Quest Paul Constantinou told **Travel Daily** that it was common for members of the group to use OTAs to help fill rooms, but urged franchisees not to go overboard.

“When you start dealing with OTAs and ‘dot-coms’ you start paying “big commissions.”

“The message we tell franchisees is that you don’t have to pay a lot of commissions if you focus on your core market - the corporate traveller,” he told **TD** in Melbourne yesterday at QSA’s 25th Anniversary Conference.

Corporate clients represent 80% of Quest Serviced Apartments’ business (**TD** yesterday), with the rest shared between VFR (visitor, friends & relatives) markets.

Constantinou said if members want to go out into “those markets & pay OTAs like Expedia 15% for their business, knock yourselves out - that’s your profit.”

“The fact is - and this is a matter the hotel industry has been saying for the last few years - is that these online travel agents are out there trying to kill us.”

“They are actually trying to take our customers and then selling them back to us.

“So lets protect our customer & do business with them directly,” he suggested as a solution

Constantinou said franchisees should be focussed more on driving leisure sales through the Quest portal which costs members zero commission.

“We don’t need Wotif to take our customers,” he said.

“When you are in that online travel market where you will take money from anyone and anywhere, that’s fine as well, but generally, they’re what I call dealers and their bookings won’t be a true customer.”

The Quest big-wig also told **Travel Daily** the company has lately been dealing with “a lot of online brand hijacking.”

He emphasised relationships were key for Quest’s businesses, “& corporates love relationships - they want to do business with people,” Constantinou said.

More from Quest Serviced Apartments on **page four**.

JAL 787s SYD return?

GDS displays suggest Japan Airlines will now commence 787 Dreamliner flights between Tokyo Narita & Sydney, effective 21 Dec.

Today’s issue of **TD**

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

- AA Appointments jobs
- Consolidated/VA promo

SQ cranks up Tokyo

SINGAPORE Airlines has added a new 5th daily service to Tokyo, with a new third daily service to Haneda Airport to launch 30 Mar.

The additional frequency complement’s SQ’s twice daily operation to Narita Airport.

FINNAIR

DVD

Classical
Destinations
Series III
proudly
sponsored by
Finnair



Goes to
90 lucky winners

selling Finnair tickets
to Europe between
15 Aug-13 Nov 13

Check if your name
is on the list



★ AMERICAN EXPLORER 2014 ★

MEGA FAMIL

#TTCMega

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

Great Holiday INGREDIENTS

USA & Hawaii

Double the fun with a combined
Big City + Beach break!

from **\$1999*** per person (incl share)

LEARN MORE

Double points*

*Conditions apply

TRAFALGAR see the world from the inside

contiki HOLIDAYS for 10-30s

INSIGHT VACATIONS The Art of Learning in Style

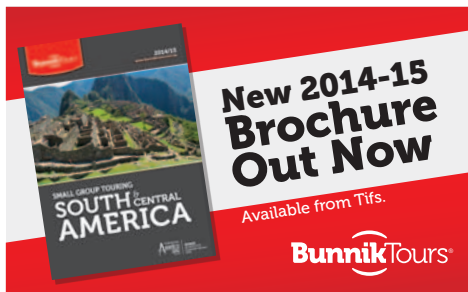
Creative Holidays

Virgin australia

For more information visit www.qhv.com.au/agents

HAWAIIAN AIRLINES

viva! holidays viva life!



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

Travel Daily

First with the news

Friday 29th 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.
Contact your preferred wholesaler for a package today
Aircalin
www.aircalin.com



Travel Daily
on location in
Hobart

Today's issue of *Travel Daily* is coming to you from Hobart's **Hotel Grand Chancellor**, where the **Travellers Choice group** is holding its **Annual Shareholders' Conference**.

TRAVEL agents from across Australia are today flying into Hobart for the annual Traveller's Choice conference.

Themed 'Hoist Your Sales,' the conference will open with a welcome function tonight at the Henry Jones Art Hotel before kicking off in earnest tomorrow.

As well as updates from Traveller's Choice ceo Christian Hunter, the conference will include a presentation from AFTA ceo Jayson Westbury - and members of the group will also learn about the implementation of the AFTA Travel Accreditation Scheme in their own dedicated workshop hosted by ATAS gm Gary O'Riordan.

Preferred suppliers will provide product updates, while members will also be inspired by "Sales Magician" David Staughton and "The Ultimate Influencer" Chris Helder who specialises in advanced communication.

The Saturday night Casino Royale-themed Gala Dinner and Awards is certain to see various Bonds, Blofelds and Moneypennies strut their stuff.

Qantas load factor dives

THE overall revenue seat factor for Qantas last month dipped 2.1 percentage points to 77.7%, confirming the ongoing pressure on the carrier's yields.

Statistics released on the ASX this morning showed overall Group passenger numbers up 3.2%, but the increase was mainly due to a 6.6% jump in Jetstar pax, with QF domestic and QantasLink

numbers both dipping slightly.

Qantas International carried 496,000 passengers during the month, up 1.6% while Jetstar International flew 333,000, an increase of 3.1%.

The load factor dip comes amid a call by Virgin Australia for a "full and proper inquiry" into QF's longstanding commitment to a "profit-maximising" 65% domestic market share, according to today's *Australian* newspaper.

Virgin has responded to QF's claims of an un-level playing field due to VA's majority equity ownership by overseas airlines, saying that it's simply following a strategy of bringing strong competition to key markets.

Qantas executives have been lobbying hard to have the government act on the Virgin Australia \$350 million capital raising, with the most likely outcome now expected to be the federal government acquiring a stake in QF to help shore up its credit rating, says the *AFR*.

AFTA hails new Smartraveller promo

YESTERDAY Foreign Minister Julie Bishop formally launched the new Smartraveller advertising campaign (*TD Mon*).

The event took place aboard *Celebrity Solstice*, with AFTA ceo Jayson Westbury also at the launch where he said a key highlight for the travel industry was its focus on insurance.

The new ads tell true stories of Aussies injured overseas who had fortunately registered their travel details with Smartraveller as well as taking out comprehensive travel insurance.

"AFTA and our members are very proud supporters of this important campaign, and we congratulate the Federal Government on their ongoing commitment to ensuring Australians travelling overseas are aware, insured and contactable in the event of the unexpected happening," Westbury said.

QFFF special offer

QANTAS Frequent Flyer will this weekend announce a Double Status Credits offer for members when they fly anywhere in Australia during Dec and Jan.

To be eligible members will need to register via a link sent to them in their email, and make a new booking between 01-31 Dec for an eligible QF domestic flight for travel from 01 Dec-31 Jan.

Members will also be able to earn double Qantas Points when they use Qantas Cash on all eligible purchases in Dec.

See qantas.com/double.

TTC famil winner

CONGRATULATIONS to Krystal Fysh from Harvey World Travel in Mt Ommaney, who has been named as the first winner in our Travel Corporation competition.

Each week for four weeks a lucky *TD* reader will win a place on the American Explorer mega famil which will see Trafalgar, Insight, Contiki and Creative Holidays take 100 agents to the US west coast next Mar courtesy of Virgin Australia.

This week's competition is on **page six** of today's *TD*.

BA new LCY routes

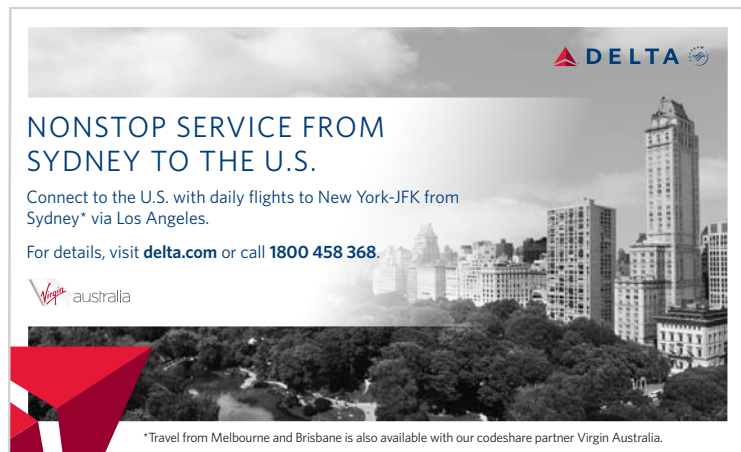
BRITISH Airways will introduce new direct flights from London City Airport to Florence and Rotterdam effective 30 Mar 2014.

The Rotterdam turboprop flights will operate up to 5 times a day.



ANOTHER CANCELLED TOUR? YOU SHOULD HAVE BOOKED WITH ALBATROSS!

Guaranteed group departures on all tours! 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 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 29th 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



\$10m Wet'n'Wild Sydney tkts sold

ADVANCE sales for season passes to Wet'n'Wild Sydney water park has sold over 100,000, Village Roadshow Ltd chairman Robert Kirby has revealed today.

Guests have the option of two season passes priced at \$99.99 and \$124.99 - meaning the yet-to-open attraction has already amassed over \$10m in revenue.

Kirby said VRL has ploughed \$8 million so far into marketing the opening of the attraction - set for 12 Dec - which has been "accurately billed as the best water park in the entire world."

"We have no doubt the pay-off will be significant for the 2014 full-year and beyond."

MEANWHILE, Kirby said Village Roadshow was appealing a court decision in which it was being sued by Sydney Attractions Group relating to its previous ownership

of the company.

VRL sold Sydney Attractions Group to Merlin Entertainments Group in 2011 in a \$115m deal.

He said the judgement of \$4.9m is currently under appeal.

FURTHER, VRL's Board of Directors have agreed to split the chief executive officer and executive chairman titles between Kirby & Graham Burke.

"Graham and I have worked seamlessly together on all VRL matters for many years, so this arrangement will continue our mutual understanding and clarity and formalise that reality," Kirby said at the firm's AGM.

ADDITIONALLY, he today told shareholders the joint 'Theme Park Capital of Australia' marketing campaign with Ardent Leisure & Queensland Govt is expected to deliver "solid results."

UNIQ Concepts

AIRCROISING Australia, the parent company of Bill Peach Journeys, has officially launched UNIQ Concepts, a new division focused on corporate incentive and association travel programs, business retreats and private aircraft charters.

The operation has been set up by md Allison Portus, who can be contacted for any requirements on allison@uniquconcepts.com.

NZ ferry charter

NEW Zealand's Interislander ferry service will charter the 350-pax *Stena Alega*, a roll-on, roll-off passenger ferry to service Cook Strait passengers over the upcoming peak summer period.

Capacity is being restricted with the 600-passenger *Aratere* being out of service, and the additional vessel is expected to arrive in NZ from Europe by the end of Dec.

Interislander gm said the *Stena Alega* will "assist us to minimise disruption and restore certainty around future bookings until the *Aratere* is back in service."

easyJet Hamburg base

EUROPEAN low-cost carrier easyJet has opened reservations for flights from its new base in Hamburg, which will commence operations in late Mar 2014.

Destinations served will include Naples, Copenhagen, Milan, Nice, Palma Mallorca, Catania, Venice, Athens, Ibiza and Split.



Window Seat

ONCE again, the travel industry has thrown its weight behind the annual 'Movember' fundraising drive for research into a cure for prostate cancer.

Royal Caribbean International and Cruiseabout Concord are both classic examples, and last night showed off their month-long nose neighbours.

It's lucky it's for a worthwhile cause, because Royal Caribbean national key account manager Tony Soden admitted he was looking forward to shaving it off again in a few days time.

Some of the hairy lips from on board *Celebrity Solstice* last night (see p5) are below.



ANAHEIM Orange County Convention & Visitors Bureau yesterday got into the Thanksgiving spirit, delivering an authentic pumpkin pie to the **TD** office.

It was a tough job, but once again doing our bit for the industry, the team sampled the culinary delight and we can testify that it was delicious!

Sales Manager: Government & Industry Canberra based.

We are seeking an experienced Sales Manager to manage key customer relationships whilst executing company and channel strategies to a team of Government and Industry Account Managers.

The successful candidate will possess proven sales leadership experience in the travel industry to deliver continued growth. Strategic agility will be essential for forward planning, as well as first class commercial/analytical skills and 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 Canberra 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/travel industry with the ability to maintain and develop key travel accounts.

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

Applications close Friday 13 December 2013.

To apply or for more information, please visit careers.virginaustralia.com



CRUISE EXPERTS REQUIRED

Looking for the following?

- ✓ More flexibility
- ✓ Be your own boss
- ✓ No franchise or marketing fees
- ✓ Leads at no cost
- ✓ Un-capped earnings
- ✓ Supplied all the systems and training at no cost
- ✓ Work from home or office & keep your own hours
- ✓ And love selling cruise and cruise holidays

Cruise 1st is looking for cruise experts to fulfil its ever growing sales enquiries. No set up costs, full support and the most attractive commission share available. All systems and technology provided, training, all leads provided, all we need you to do is convert and for that you will receive 25 to 35% Commission on all bookings.

This unique opportunity is ideally suited to those who are contracting to existing agencies and looking for more or consultants wanting to start their own business and need the support.

For a confidential discussion to find out more please send your expression of interest to recruitment@cruise1st.com.au or call Carl Frier on 02 81989951

Constantinou plots int'l roll out

A "TRANSPORTABLE" business model will see Quest Serviced Apartments expand into new international markets within the next 5 to 10 years, exec chairman Paul Constantinou (pictured) has revealed to **Travel Daily**.

Over the past 25 years, Quest has expanded its portfolio of properties to more than 150, with 30-odd in New Zealand and a Suva-based location in Fiji.

Although the NZ market took a decade to crack, the success of the business locally and abroad has seen Quest set its eyes further afield.

Constantinou told **TD** there are "great opportunities" for the serviced apartment sector in the UK and in America, where the market understands the segment.

He said South East Asia was "probably a close option."

Any venture internationally would be operated via capital partners overseas, Constantinou said, citing a similar deal Toga Group has made with Far East which he said was "fantastic."

InterContinental Hotels Group & Hilton Worldwide have extended stay accommodation options within their respective groups under the Staybridge Suites and Homewood Suites by Hilton brands - a model he says could be replicated with another group and Quest Serviced Apartments.

The Quest founder said that in order to get traction abroad, there would need to be a roll out of locations, with no rush to place its name in ad-hoc locations.

"If you are going to grow in a market, you've got to grow in that market."

"You basically get one chance, and if your brand hasn't been successful you can't come back



for a while," he commented.

"I know now we have the brand and we have the infrastructure to be portable, but you've got to have a plan to roll out over 5 or 10 years, to say 'this is what we are going to do'."

"I hope to be able to say in the next few years that we are there somewhere," Constantinou said.

No plan for Quest IPO

QUEST boss Paul Constantinou has dismissed the idea of listing on the Australian stock exchange.

"It's not something we need to do - we don't need the cash."

Constantinou said he "feared" having company decisions being driven by "other people."

The accommodation industry veteran said public companies are "more about pleasing the market."

"If you want to please the market you talk about growth, you don't talk about cost control or consolidation."

"It's hard enough running your own business and controlling your own bottom line then having someone else telling you what you should be doing," he told **TD** in Melbourne yesterday.

Travel Daily

First with the news

Friday 29th Nov 2013

Sydney CBD not vital

PROPERTIES within the Sydney CBD are not crucial locations for Quest Serviced Apartments, says exec chairman Paul Constantinou.

Currently QSA has a collection of 11 properties in Melbourne's CBD, but by comparison is only represented with one location in the NSW capital's city centre.

Speaking one-on-one with **TD** at Quest's 25th Anniversary Conference in Melbourne on Thu, Constantinou said: "Sydney is always going to be hard, but we'll eventually get there."

"But that's not concerning me so much, because a lot of our growth is happening outside the centre."

He said representation in urban areas of Sydney was key as that is where population growth is.

"I want to capture that Macquarie Park market, be in North Ryde, Castle Hill or getting out to Penrith, because that is where the corporates are going."

HA BNE route elation

HAWAIIAN Airlines says its Brisbane route has exceeded expectations in the first full year of the thrice-weekly operation.

The carrier debuted its newest Australian link to Hawaii one year ago yesterday.

Projections made at the launch of the direct route last year were for 41,000 passengers to travel to Hawaii from the Qld capital city, however more than 65,000 have flown on the service.

"We are very pleased with the support and interest in Hawaii we have received in the Queensland market and also from inbound travelers recognising Brisbane as an ideal international gateway to Australia," Hawaiian Airlines executive vice president and cco Peter Ingram said.

"Stupid" Perth prices

PAUL Constantinou has slammed hoteliers in WA for charging corporate clients "stupid prices" during the mining boom.

Quest Serviced Apartments majority shareholder suggested operators who charged "1,000 bucks and bragged about it" will have lost those clients for good now the "boom" has weakened.

Senior Consultants



Travel Beyond Group is growing and we are looking for exceptional Senior Consultants to join our dynamic and vibrant group.

Are you an experienced Senior Entertainment Travel Consultant or Corporate Travel Consultant? Looking for a fresh and exciting change in 2014, contact us now!

Come to work in stunning locations of: Pyrmont, Sydney | South Yarra, Melbourne.

Galileo and Tramada essential. Attention to detail and a passion to live our GOING BEYOND service culture.

For more information please go to our website www.travelbeyond.com.au or contact jasmine@travelbeyond.com.au
Applications close on Fri 29th November 2013.

Work life balance...

Direct flights Sydney to Gladstone 8 times per week.



Snorkeling off Heron Island, Southern Great Barrier Reef

To book visit qantas.com or see your travel agent



Important Information: Correct as of 19 November 2013. QantasLink flights operated by Eastern Australia Airlines Pty Ltd ABN 77 001 599 024 and Sunstate Airlines (QLD) Pty Ltd ABN 82 009 734 703 as QantasLink. Licence No. 2TA000237. CMM16473QLK

Night surfing resort

BALI'S Komune Resort & Beach Club is claiming a world first with the launch of a permanent night surfing installation.

The 33-room property on the island's east coast is part-owned by Australian champion surfer Luke Egan, who said that each night guests and visitors can watch the local boardriders wrestle with the waves.

It's also possible to book a night surf, with only five others sharing the water with you.

In Feb next year ten new Junior Suites will open with a launch rate from just \$140 per night, while luxury Beach Villas will debut in late 2014 - each with its own private swimming pool.

Rates are commissionable; for more information email info.bali@komuneresorts.com.

New Ardent director

THEME park and entertainment operator Ardent Leisure Group has named Deborah Thomas to its board of directors as a non-executive director from 01 Dec.

AA/US merge cleared

AMERICAN Airlines parent firm AMR Corporation has set a proposed date for emergence from Chapter 11 bankruptcy, reorganisation and official merger with US Airways of 09 Dec 2013.

A US Bankruptcy court for the Southern District of New York has also formally rubber-stamped terms of settlement of the carrier's recent lawsuit with the US Department of Justice.

With the ruling, the court said AA may still proceed to merge with US Airways despite a private antitrust lawsuit carrying over.

AMR Corporation now plans to cease in its own form, rename as American Airlines Group Inc and assume US Airways Group as the one entity prior to the beginning of trade on Mon 09 Dec 2013.

The result will be the creation of the largest airline in the world with common stock to be traded on the NASDAQ (**TD** 18 Nov).

15th BW NZ locale

BEST Western Australasia has introduced its 15th property in NZ, the Best Western Ballina Motel in Napier on the North Is.

The motel features 16 rooms and is located 10 minutes from Hawke's Bay Airport.

It's the second new addition to BW's NZ portfolio during Nov.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Those yet to plan their summer getaway can take advantage of last-minute deals for Jan 2014 at **The Retreat Port Stephens**. Situated in the bush near Nelson Bay and backing on to the sand dunes, cabins are priced from \$600 for four nights - valid for stays from 06-31 Jan. Phone (02) 4982 1244.

"Summer-cations" are also available at the **InterContinental Fiji Beach Resort** on the Coral Coast. The resort's Summer Special Package offers rooms priced from \$291 per night based on a two-night minimum. Make your bookings at fiji.intercontinental.com/Fiji-vacation-holiday-packages.

Located in Knightsbridge in central London, luxury boutique property **The Capital** has a Three Night Dollar package priced from \$1,758 for three nights, inclusive of daily breakfast, airport transfers and much more. Valid for stays until 15 Jan 2015 - book at reservations@capitalhotel.co.uk.

Many happy returns to Solstice



DOZENS of loyal Celebrity Cruises passengers joined with a number of industry members to help the line celebrate the 5th birthday of *Celebrity Solstice*.

Departing from Sydney tonight for the 11th time in her five-year life to date, *Solstice's* birthday party took place at the stylish Lawn Club - one of the unique and iconic aspects of this and all *Solstice*-class ships fleetwide.

Guests partook in a selection of canapes based on dishes available onboard *Solstice*, with a rendition of Happy Birthday performed by two of the ship's entertainers.

Solstice celebrated another more locally suited milestone on the evening, marking one-year to the day of her first arrival in Sydney, having debuted in the Caribbean and also operating in the Mediterranean prior to her relocation to Australia last year.

The vessel is the newest currently operating a full season of cruises based in Australia.

"We are thrilled to have *Celebrity Solstice* in Sydney this month as she celebrates the



milestone of five years," Royal Caribbean Cruise Lines regional vice president Asia Pacific Gavin Smith said.

Tomorrow night, *Solstice* will set off on her 211th voyage - a 12-night round-trip across the Tasman Sea to New Zealand.

Smith is **pictured** above right cutting the ship's 5th birthday cake, appropriately shaped like Australia (inset) with *Celebrity Solstice's* Captain Yannis Berdos.

For a look inside *Solstice* at some of her onboard features, check out *Travel Daily's* special album on our Facebook page.

Shotover Jet coaches

QUEENSTOWN jetboat thrill ride operator Shotover Jet has launched three new luxury coach vehicles, used to carry passengers to its base on the Shotover River.

The coaches have 32 leather-style seats and air conditioning.



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!

- 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.

Contact - Stephen York on 07 3221 5353 or email Stephen@albatrosstours.com.au

G Adv top pics in 2014

INDONESIA, Ecuador, Morocco, Turkey and Rwanda are the five top destinations in 2014 for British travellers, according to G Adventures trends.

CAN says Aloha! to Winners Circle



THE top performers of Concorde Agency Network's 440 members, known as the Winners Circle, have just returned from a Mai Tai-fuelled hula-hip shaking escapade on Waikiki Beach, courtesy of Viva! Holidays,

Hawaiian Airlines, Travelport and Outrigger Hotels & Resorts.

During their stay the elite group enjoyed surfing lessons, private tours of Honolulu's famous wartime museum and round-island tours which showcased the natural beauty of the Hawaiian Islands.

Of course, no trip to Hawaii isn't complete without a visit to the Waikale Premium Outlets - all in the name of research.

Displaying their newly acquired tans at the Outrigger Reef on the Beach are the 2013 Winners Circle group (pictured) with senior staff from the Outrigger Resort, reps from Hawaiian Airlines, Viva! Holidays and the Concorde Agency Network team.

EK int'l share rising

EMIRATES has increased its share of passengers carried on flights to/from Australia by 1.1 percentage points, to 9.6%, new government data shows.

The BITRE International Airline Activity report for Sep, indicates EK is the second most used airline to fly into and out of the country.

Passenger uplift/discharge from the UAE surged a massive 22% year-on-year, to be the third largest source market, behind New Zealand and Singapore.

Qantas' share of international traffic fell 0.6 points to 16.9%.

The Auckland-Sydney route also overtook Singapore-Sydney as the most flown city-pairs, with 1.416m movements between the transTasman cities compared to 1.354m to the Asian city-state.

Kings southern tour

AAT Kings will today wrap up a week-long promotional road trip along Australia's southern coast featuring popular *Mix FM* drive-time radio host Tim 'Rosso' Ross.

Aboard a specially branded AAT Kings coach, Rosso & the co-hosts of his afternoon program have been travelling from Melbourne, along the Great Ocean Road and into South Australia, visiting local attractions and highlights.

The promotion was in line with the recent AAT Kings brand relaunch, which saw Rosso broadcasting live each day.

New Vail ski property

ROCKRESORTS, the subsidiary of US ski resort operator Vail Resorts Inc, has signed a management agreement with Constellation Residences at Northstar in Lake Tahoe, California.

Constellation Residences is located next to the Ritz-Carlton Lake Tahoe Resort and in a mid-mountain position within the Northstar California Resort.

DXB growth continue

DUBAI International Airport is on track to exceed a year of double-digit passenger growth, setting a 15.1% year-on-year rise in traffic for the month of Oct.

According to official stats from DXB, more than 5.6m pax arrivals were recorded, while year-to-date traffic was up 15.9% to more than 55 million passengers.

Cicada Eco certificate

NITMILUK National Park luxury property Cicada Lodge has received ECO & ROC Certification, certifying the property as being of a high environmentally, socially & economically sustainable grading.

The ECO certification is aimed at promoting sustainable practices and recognising the property as a nature-based tourism experience.

Fraser Place ace serve

STYLISH laneway property Fraser Place Melbourne has released a new accommodation package aimed at tennis fans in the city for Jan's Australian Open.

The package is priced from \$250 per night and includes accom, breakfast, wi-fi and an evening cocktail at Seamstress restaurant. Phone (03) 9699 6888 to book.

Technology Update

Today's Technology Update is brought to you by Sabre Pacific.

Stay connected with Sabre Red Mobile Workspace



As consumers become more mobile and gain access to new ways of gathering information, the team at Sabre Pacific have been

hard at work helping agents make the most of these trends.

We understand the need for flexibility and mobility across multiple devices and, in response to this, we have introduced the Sabre Red Mobile Workspace.

What does this mean for our users? Sabre Red Mobile Workspace is an iPad compatible app that provides Sabre connected agents with many benefits, from increased service levels to a reduction in keystrokes by up to 30%. Agents can now attend to their customers on the go and work wherever and whenever they please.

The Sabre Red Mobile Workspace offers agents access to air, car and hotel shopping and booking functions, PNR servicing, seat maps, ticketing capability, queues, Sabre Profiles, Agency eServices and more, all from the convenience of their iPad.

Sabre Pacific continues to add value to travel agents through Abacus Mobile, available for all Sabre-connected agencies to use on Android devices and smartphones.

Until 15 February 2014, all Sabre-connected agents that use Sabre Red Workspace will be able to [download the Sabre Red Mobile Workspace App from the Apple App Store](#) at no additional charge.

Mark Mison, Chief Information Officer, Solutions, Sabre Pacific

Sabre
pacific

WIN

★ AMERICAN EXPLORER 2014 ★

MEGA FAMIL

#TTCMega

THE PRIZE INCLUDES

- ★ Return economy airfares to Los Angeles courtesy of Virgin Australia
- ★ A place on the 9-day American Explorer famil as a guest of Contiki

In 25 words or less tell us what West Coast city you want to visit most with Contiki and why?

Answers can be found in Contiki's 2013-15 USA & Canada Program

Entrants are required to answer all four questions released daily and the 25 words or less question featured above.

Email your answer to: ttcmega@traveldaily.com.au

[CLICK HERE FOR TERMS & CONDITIONS](#)



Networking is platinum

LAST night guests travelled from as far afield as Perth, Brisbane, Melbourne and New Zealand to attend the second Platinum Networking Night which took place at the Sofitel Wentworth Sydney.

Organised by specialist travel recruiter TMS Asia Pacific and this time sponsored by Traveport, Tourism Ireland, Breakaway Travelclub and with prizes from Qantas and Accor, the event provided a relaxed forum for executives to network and catch up in the lead-up to the silly season.

Pictured at right is TMS md Helene Taylor with Simon Bernardi and Peter Martin.



Taylor said the event coincided with the first anniversary of new ownership for TMS.

Over the last year, she said the company had morphed from a traditional recruiter to "Global Headhunters" with the networking night reinforcing the firm's commitment to the executive market in the travel and hospitality sectors.



LEFT: Halina Kubica, Greece & Mediterranean Travel Centre; Samantha Culshaw, GTS Travel Management; and Wayne Borland of Etihad.

RIGHT: Georgina Williams, Stamford Hotels with Linda Kelly-Smith of Traveport.

BELOW: Angela King, Stamford; Julie van Kampen, Pan Pacific Perth; and Ashley Lakey, Stamford Circular Quay.



Lots more pics from the night on our website and at facebook.com/traveldaily.

FNQ sports fishing

A new "world-class bespoke sports fishing operation" has launched in Port Douglas this week, with Far North Sports Fishing to run day and live-aboard charters from its luxurious 68-foot mother-ship *Blue Martini*.

The three-level vessel offers accommodation for up to eight guests and five crew, providing an all-inclusive five star experience complete with an on-board gourmet chef.

It's accompanied by three 20-foot custom built fishing boats - see farnorthsportsfishing.com.

Corrigan out of CWN

CROWN Resorts Limited this morning announced the resignation of Chris Corrigan as a non-executive director.

Corrigan has been a director of the casino and hospitality firm since it was demerged from Publishing and Broadcasting Limited in 2007.

LAST CHANCE TO 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 fares from Royal Jordanian port in Australia to Amman
- Seven day tour of Jordan, including Jerash, Dead Sea and Petra
- 6 nights accommodation
- Air conditioned transportation, entrance fees and meals.

Each day **Travel Daily** will ask a Jordan-related question – just read the issue and email us your answer. There will be 21 questions in total. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this incredible Jordan holiday.

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

Click here for terms & conditions of the competition.

Q. 21: "In 25 words or less, where in Jordan is your ultimate destination and why?"



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.

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
Business Manager: Jenny Piper
Email: 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



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.

**HOT JOBS ON TAP
AVAILABLE DAILY!**



FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com

NSW & ACT - 02 9231 6377 - apply@aaappointments.com.au

VIC, WA & SA - 03 9670 2577 - recruit@aaappointments.com.au

QLD - 07 3229 9600 - employment@aaappointments.com.au

CRUISE INTO A NEW CAREER

CRUISE CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$55K

Cruising in Australia is the fastest growing industry in the travel department. Do you want to be part of the action? Work for a high end boutique cruise company selling all the top end cruise and packages. From Royal Caribbean, Holland America, Silversea and Carnival this role has it all. You will have the opportunity to book all the worlds best cruise lines.

No two days will be the same. Do you have 2 years experience in the travel industry, strong GDS skills and a passion for cruising? Apply for this role today.

TOP JOB OF THE WEEK

INDUSTRY ACCOUNT MANAGEMENT - RECRUITMENT

SYDNEY – GENEROUS SALARY PACKAGE

Sick of booking boring travel itineraries? Want to work Monday – Friday and have every weekend free? Then this is the role for you! As a travel recruitment consultant you will enjoy interviewing and sourcing candidates and placing them within the travel industry. You will also be responsible for hosting and expanding an exciting industry client portfolio. This is a great role to use your excellent communication skills, sales and industry knowledge in a role that will value and reward your skills. Full training provided.

ENJOY A BOUTIQUE CORPORATE ROLE IN PERTH

CORPORATE CONSULTANT

PERTH– SALARY PACKAGE UP TO \$60K (DOE)

Are you a talented corporate consultant working for a large TMC and feel like you are just another number within the organization? We have a fantastic opportunity working for a boutique corporate company where you will be welcomed as valued member of the team & recognized for all your hard work. Previous experience working in corporate travel with ticketing knowledge essential when applying for this role.

This is one role sure to tick all the boxes, so if you want to find out more, contact AA Appointments today!

KIA ORAI!

RESERVATIONS CONSULTANT

MELBOURNE - SALARY PACKAGE UP TO \$45K (DOE)

Consider yourself somewhat of an expert in New Zealand as a holiday destination?? We have an exciting NEW specialist reservation role in Melbourne that will see you selling all things New Zealand! Say goodbye to working on the weekend & face to face consulting. This role will see you working Mon - Fri hours only, in addition you will be paid a high base salary & enjoy working in a fun team environment. If you have previous experience selling New Zealand product then we suggest you contact us today to find out more!

DO YOU LIKE DIAMONDS & CAVIAR?

HIGH END TRAVEL CONSULTANTS

MELBOURNE – SALARY PACKAGES UP TO \$55K (DOE)

We've had several roles called in working for high end leisure agencies. This is your chance to let your imagination run wild! You can book private chateaus' in France, sail cruises in the Mediterranean & 5 star properties worldwide.

If you have a minimum of 3 years previous experience booking luxury international holiday packages then it's time you contact us! This is a unique opportunity to work for these high end prestigious agencies and start living the lifestyle you have dreamed of!

JUST IN TIME FOR CHRISTMAS!

CORPORATE TRAVEL CONSULTANT

MELBOURNE - SALARY PACKAGES UP TO \$80K (OTE)

Did you know there are only 26 days until Christmas?! Forget about buying Christmas presents for all your family & friends, start by organizing a Christmas gift for yourself!! We have a sensational new role called in working in Corporate Travel.

Due to growth, this award winning global company is seeking a passionate & hard working consultant to handle the international & domestic travel bookings for small to medium accounts. A generous salary pkg, career progression & social team environment can be yours this Christmas!

LUXURY - HIGH END - BIG SPENDERS

CRUISE & RETAIL TRAVEL CONSULTANTS

BRISBANE CBD - \$50K - \$60K OTE

Say NO to the cheap & nasty and spend your days preparing exclusive itineraries for the more discerning traveler. From top end cruises, to Private Yachts & Villas, every day will be exciting and presents you with a new challenge! So with uncapped commissions & a very generous base, isn't it time you too start dreaming of the finer things in life and a career move you deserve? All you need is 2+ years retail experience, strong product knowledge & excellent customer service skills. Apply today before this amazing opportunity sails away!

ONLY THE BEST, MY DEAR

WHOLESALE RESERVATIONS CONSULTANT

BRISBANE CBD - \$50K OTE + SUPER + BENEFITS

Here is your chance to join a boutique wholesaler where career growth & educationals are not just a fable. Focusing on some of the most beautiful destinations in the South Pacific you will be selling a mixture of Special Interest Travel, Elite Independent Packages & Groups Tours. Plus selling wholesale arrangements means you can escape the face to face consulting and enjoy supreme benefits. If you have a 12+ months travel consulting experience and outstanding customer service skills then apply today.

NOW YOU'RE FLYING

Consolidated Travel and Virgin Australia

is giving away 2 return **Economy Class tickets to LAX!**

The agent with the greatest long haul sales on Virgin Australia's network **between 18 November & 15 December 2013** will win 2 return Economy tickets to LAX!

Daily Prizes:

\$100 travel voucher for every 5 long haul Economy Class return tickets

\$200 travel voucher for every 5 long haul Premium Economy or Business Class return tickets



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quicket between 18 November & 15 December 2013 on 100% VA itineraries Ex Australia plated to VA (795) ticket stock on the Consolidated Travel IATA only. Valid for new ticketed bookings only. To be in the running for the major prize you must achieve a minimum of \$30,000.00 in long haul VA sales during the promotion period. The total value of the 2 tickets to LAX is \$3000 excluding taxes and surcharges. Travel is subject to peak season embargoes and availability and cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Virgin Australia reserve the right to alter or cancel the promotion any time. Airline ticket prizes exclude all taxes and surcharges. Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 15 November 2013.