

EUROPE

& BRITAIN GUIDED TOURING

2014 BROCHURE OUT NOW



Comprehensive range of European tours
Britain & Ireland, Italy, Dalmatia, European Alps, Turkey, Eastern Europe

Over 85% of All Tours now Guaranteed

All Tipping and Gratuities Included

Premium Hotels & Iconic Sightseeing

Earlybirds Save \$1,000 per couple

PLUS your chance to win \$1,000 per week when you book now

**CLICK HERE
TO VIEW**

sabre red app centre

Travel's premier B2B app marketplace

sabrepacific.com.au

Sabre Pacific

Travel Daily

First with the news

Monday 14th October 2013

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

join.travelmanagers.com.au
1800 019 599

TRAVELMANAGERS
personally yours

Evergreen Europe out

EVERGREEN Tours has released its 2014 Europe and Britain guided touring brochure, with a huge product range covering Britain & Ireland, Italy, the European Alps, Dalmatia, Turkey and Eastern Europe.

Over 85% of the tours are guaranteed, with prices including all gratuities, big earlybird savings and an agent incentive offering \$1000 per week in prizes - see the front full page of **TD** today.

DMC Ovation in Australia

INDEPENDENT global event management company MCI has today announced the debut of its DMC (Destination Management Company) Ovation to Australia to handle inbound incentive travel.

With over 30 years experience, the business entered the local market in 2010 after partnering with Event Planners Australia, and has offices in Adelaide, Brisbane, Hobart, Melbourne and Sydney.

Operating under MCI Australia, the Ovation Australia team will be headed up by Sonja Soderbom and based out of Sydney.

MCI is a major incentive operator and the positioning of the Ovation brand here paves the way for growth, managing director Stephan Wurzinger says.

"MCI Australia has always offered this exclusive service to our existing international clients.

"However, I am very excited to now be able to raise the bar by having the Ovation brand in Australia as a leading creative DMC provider," Wurzinger added.

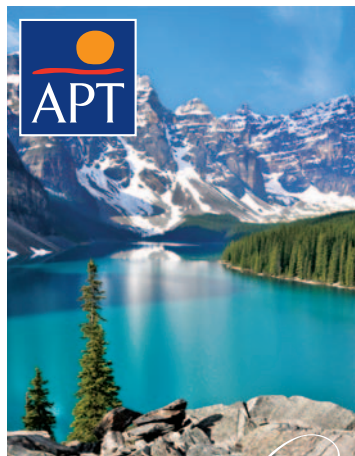
He said under Soderbom as Director, Ovation Australia is placed to "ensure that our high-end incentive clients engage with our country and people in a way that is authentic, distinctive and unforgettable."

Shepherd promotion

EMIRATES has today announced the appointment of Tim Shepherd as National Accounts Manager for Australia.

Shepherd moves from his previous role as the airline's regional manager for Queensland where he's been for 18 months.

In his new role, which commences today, Shepherd will oversee the carrier's major travel trade relationships as well as its local e-commerce division.



Canada & ALASKA

JOURNEYS BY
LAND, RAIL & SEA

**SUPERDEAL OFFERS
END 25 OCTOBER**

**Book today to secure
the best deal for
your clients!**

CALL 1300 278 278
or visit www.aptgroup.travel

Conditions apply. Contact APT for full terms & conditions. Australian Pacific Touring Pty Ltd ABN 44 004 684 619 Lic. No. 30112 MKT12331

Nine pages of news

Travel Daily today has nine pages of news, a front full page for **Evergreen Tours**, plus full pages from: (**click**)

- AA Appointments
- Travel Trade Recruitment

Major League Baseball Opening Series Sydney 2014



Learn more or visit
qhv.com.au/agents

Holidays
QANTAS

SCENIC TOURS

LAST CHANCE TO FLY FREE TO EUROPE IN 2014

OFFERS END
15 OCTOBER

ENDS TOMORROW

CLICK
HERE



visitjordan.com

**Culturally exotic
with unique
treasures**

visit Jordan for your
ultimate vacation



Retail group now open
A new way to do business...
Call 1300 28 00 28

Travel Daily

First with the news

Monday 14th October 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
www.aircalin.com

DFW Centurion lounge

AMERICAN Express will this week open its second airport lounge dedicated to high-spending Amex cardholders.

This time it's at Dallas Fort-Worth Airport, with entry complimentary to both Platinum and Centurion members.

Other Amex cardholders can enter by paying a US\$50 fee.

The DFW lounge, at the airport's Terminal D, will include spa offering massages, facials and manicures as well as complimentary drinks and hot meals.

The first American Express Centurion Lounge opened earlier this year at Las Vegas airport.

According to *USA Today* Amex plans to expand the lounge network to "key cities in the United States - the locations where our cardmembers live and the places they travel to".

QR 787s to Brussels

QATAR Airways is set to operate Boeing 787 aircraft on its daily Doha-Brussels services effective from 01 Dec, replacing the current Airbus A330 services.

China Law to hit NZ visits

TOURISM New Zealand will entice China travellers to do and see more in its latest 100% Pure campaign as it braces for an expected drop in arrivals due to a the new Chinese travel law.

The 'New Zealand ready go!' campaign is aimed at "high value visitors" & showcases the diversity of the country's unique 'escape' and 'adventure' activities.

Its roll out has been timed to coincide with the implementation this month of the new Chinese travel law (**TD** 10 Sep), which has ultimately increased the cost of travel to New Zealand, TNZ said.

However, it "is still a positive development for New Zealand tourism, as it encourages higher quality, longer staying, free and independent visitors," said TNZ gm Asia Markets, Tony Everitt.

"Targeting this key audience, the campaign will work to offset the expected short term adjustment period to the law, whilst also driving demand for travel to New Zealand ahead of the key booking periods."

Tourism Australia has forecast China arrivals to Tasmania and

South Australia may be impacted.

MEANWHILE, TNZ's focus on Australia's cycling market (**TD** 23 Apr) will see nine operators from regions across New Zealand promote the destination at the Cycling Australia and SBS Bike and Lifestyle Show on 19-20 Oct.

"It's a chance to bring the New Zealand cycleway offerings to life and inspire people to put New Zealand at the top of their cycling holiday list," TNZ gm Australia Tim Burgess said this afternoon.

SureSave appointment

SURESAVE Travel Insurance has announced the appointment of Talbot Henry to the newly created role of National Sales Director.

Henry's background is in consumer goods, with previous roles including six years at luxury brand L'Oreal as well as working as Sales Director at Sydney-based HiLife Health & Beauty.

At SureSave he will be responsible for driving overall sales growth as well as leading the product and market development of the company's portfolio.

SureSave exec gm Michael Callaghan said the company was currently investing in a major initiative to provide travel agents with a range of innovations including improved tools.

Henry said joining SureSave at such a pivotal time was exciting.

"While I don't come from a travel insurance background, my experience will be well placed to implement the new changes.

"I look forward to working closely with the team at SureSave and getting to know our agent partners," he said.

New French brochure

FRENCH Travel Connection has today released what it says is the "most wide-ranging and detailed brochure ever produced for Australian travellers to France".

The company has also expanded its team to eight dedicated France specialist consultants, with the massive 112-page brochure reconfigured into five easy-to-use section: Paris, Tours, Battlefields, Regional France and Waterways.

More brochures on **page eight**.



SURROUND YOURSELF IN THE COMFORT OF BUSINESS ELITE.
Relax in our 180-degree flat-bed seats with the most private seat configuration available (1-2-1) on our daily flights from Sydney to JFK, via LAX.
For details, visit delta.com or call 1800 458 368.

australia

* Travel from most airports in Australia is also available with our partner Virgin Australia.



EvergreenTours
A World of Discovery

WIN \$1,000

Every week for 7 weeks

Book* ANY tour for your chance to win

CLICK HERE TO WIN

Conditions apply*



oneworld

Economy from **\$ 900***
Business from **\$4200***

FINNAIR

"90 DAY SALE" to over 50 cities in Europe

*Sales & ticketing 15 Aug – 12 Nov 2013. Fares exclude taxes and fuel surcharges.

* Click here for conditions

Sydney → Paris 26 h Perth → Stockholm 28.10 h Melbourne → Oslo 25.45 h Brisbane → Prague 27.30 h

XMAS SHOPPING STARTS AT RENAULT

- ✓ Best Self-Drive Option - 21 Days - 6 Months
- ✓ 32 European Depots ✓ \$150 Client Fuel Rebate!
- ✓ Agents: Earn up to \$150 Shopping Voucher per Booking for Vehicles Collected by 15 Jan 2014!

Discover more at

RENAULT EURODRIVE
www.renaulteurodrive.com.au



Travel Daily

First with the news

Monday 14th October 2013



MONA to launch ATEC scheme

HOBART'S Museum of Old and New Art (MONA) will be the first mover to adopt the Australian Tourism Export Council's 'China Ready' scheme.

MONA's staff will tomorrow undertake training of the three-stage Welcoming Chinese Visitors program developed by ATEC and AVANA over the past year.

ATEC md Felicia Mariani said the Tasmania tourism business was making the move to ensure "staff are well equipped to take full advantage of the opportunity" to capitalise on an expected spike in China visitor arrivals to the state.

Business manager Mark Wilsdon said the program offered

a fantastic opportunity to train our staff to a level where they can confidently and considerably accommodate Chinese visitors.

Stages cover being Product Ready, Sales Ready & the "critical component", being Service Ready.

RBA names AU boss

ROYAL Brunei Airlines has named Brett McDougall as its new Country Manager Australia, taking effect 28 Oct.

McDougall has worked in the aviation industry for over 30 years including holding the position of general manager Australia for Philippine Airlines.

NT China mission

A GROUP of Northern Territory tour operators has embarked on a week-long mission to China to promote the Territory to over 450 travel agents.

It's the second such mission in two years organised by the NT. NT Minister for Tourism Matt Conlan said maintaining close relationships with trade partners overseas was important to keep the Territory top of mind.

"In 2012, China was Australia's second largest inbound market and largest market for total expenditure, but remains relatively untapped by the NT with a 0.8% market share of the total visitor arrivals," Conlan said.

It was estimated that approx 8,000 Chinese travellers visited the NT in 2012/13, up 25% on the year prior, but still a long way off the ambitious target of 30,000 by the year 2020.

"Whilst it is an emerging market for the Northern Territory, China is very important to the NT and we need to undertake face-to-face strategies such as this China Mission to spread the message about Australia's Outback."

The NT China Mission, which wraps up on Wed, is visiting Hong Kong, Guangzhou, Beijing and Shanghai and involves AAT Kings, NAPT/Uluru Chinese Tour, Glen Helen Resort, SEIT Outback Australia & China Australia Tours.

JQ 787 Bali operation

JETSTAR'S new 787 service between Melbourne & Denpasar (Bali) will operate on a daily basis from 18 Dec to 29 Jan, dropping to five weekly from 30 Jan to 01 Mar, then back up to six weekly, according to agent GDS displays.



Window Seat

THE newest heart-stopping attraction to debut in Las Vegas is a zip-line ride where guests dangle more than 150m above the ground.

Set to launch at the Rio Hotel & Casino, the zip line will connect the two towers of the all-suite hotel, travelling from the VooDoo Steakhouse on the 50th floor of the Masquerade Tower to the adjacent 20-storey Ipanema Tower.

Riders will fly downwards 500m at a breathtaking 53km/h, and then make the return trip travelling backwards at 32km/h.

The ride will accommodate two people at once and provide fabulous adrenaline-fuelled views of the Las Vegas strip.

And there's no need to worry about queues - the VooDoo Zip Line will "allow patrons to dine, gamble and enjoy the property" while waiting for their reserved ride time, with an alert sent to their mobile phone when it's time to take the plunge.

WE'VE heard of a bull in a china shop, but this is ridiculous.

Hotel guests at the Best Western Metro Maypole Hotel in Birmingham in the UK were somewhat bemused on the weekend when a runaway horse charged into the lobby.

The confused animal knocked over some plants and even briefly entered the hotel lift before it was recaptured by police and returned to its owner.

The action was caught on cellphone video - [CLICK HERE](#).

EXOTISSIMO
TRAVEL Asia



Vietnam - Thailand - Cambodia - Laos - Myanmar - Indonesia - Japan - China

Marketing Manager/Director – Exotissimo Travel Group, Bangkok

Exotissimo Travel Group is one of the region's leading Destination Management Companies with 700 full-time staff and 21 wholly owned offices across Vietnam, Cambodia, Laos, Myanmar, Thailand, Indonesia, Japan and China.

We are looking for a highly motivated Marketing Director to work in our Head Office in Bangkok.

You will be responsible for managing the Exotissimo Travel brand and marketing campaigns targeting the travel trade all around the world. You should be an experienced marketer and understand how to position a brand and knows how to create a powerful and positive message across a wide range of marketing channels.

You should have a real passion for travel, particularly in Asia, and strong background in marketing, preferably in the travel industry.

This is a key position within a fast growing, dynamic travel company with significant expansion plans while maintaining a fun and professional company culture in a very international working environment.

Remuneration will be in accordance to experience and a generous package includes relocation assistance, full medical coverage and annual ticket to Australia.

Please send a CV and detailed cover letter by email telling us why you are the right person for the job to hamish@exotissimo.com

**OPEN
24 HOURS**



24 / 7 Support

You can now call Amadeus 24 hours a day, 7 days a week.

To register, contact your Amadeus Account Manager. Charges apply.

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

amadeus
Your technology partner

Thredbo events pitch

KOSCIUSZKO Thredbo Pty Ltd has been given a green light by the NSW government to host multiple outdoor entertainment events during the non-winter period in order to boost tourism to the region out of ski season.

An assessment report issued this month indicates Thredbo plans to host up to seven separate events annually over a maximum of 21 days, between the months of Oct and May only.

Events will be hosted at the Friday Flat 'learn-to-ski' run which offers a natural amphitheatre and can cater for a capacity of 7,000.

NSW Planning & Infrastructure said the proposal "is likely to result in positive social & economic impacts on the locality through increased tourism and employment, particularly during the summer months."

Previously, the Country Music Channel 'Rocks the Snowy Music Festival' was held annually at the site over two & three days in Mar.

Wu Deluxe India trips

A **NEW** deluxe program in India has been rolled out in Wendy Wu Tours' 2014/15 program range, building on the success of similar deluxe offerings in China.

Three tours for a maximum of 20 guests are available, each featuring selected special dinners.

The upmarket product features within a dedicated section of the Wendy Wu Tours India brochure.

A new all-inclusive 14-day tour of Sri Lanka has also been added.

VA backs AFL All Stars

VIRGIN Australia has taken its partnership with the AFL to new heights, last weekend flying the Indigenous All Star team to Ireland to contest the International Rules Series for the first time.

The team departed on Sat, flying with VA to Abu Dhabi, then connected to Dublin with alliance partner Etihad Airways.

CCO Judith Crompton said the initiative was a prime example of teamwork supporting the AFL.

Low Cost Credit Card Merchant Facilities

Need credit card facilities but sick of dealing with the banks? Paycorp can provide your own low cost PCI Compliant solution without the headaches.

Paycorp

The Payment Solutions Company™

[Learn More](#)

UA slam dunks for 2nd season



UNITED Airlines has extended its sponsorship with the Sydney Kings National Basketball League team for a second season after a successful debut in 2012/13.

The partnership was celebrated in style last Thu at a VIP season opening event held at the iconic Australian Museum, hosted by Network Seven's Larry Emdur and Kylie Gillies, and attended by over 300 supports, partners and fans.

UA director of sales Australia/NZ Alison Espley said the partnership was a natural fit given United has served the USA - home of the NBA - for 27 years.

The Kings 2013/14 NBL season kicked off last night with a win.

Pictured at the event from left are Alex Dorow & Verena Billett, UA; Shane Heal; Sydney Kings; Alison Espley, UA; Larry & Kylie and Kirill Litovchenko, UA.

Sale now on.

Visit qantas.com/agents or speak to your Qantas Account Manager.

Sale ends 11:59pm (AEDT) 12 November 2013, unless sold out prior. Selected travel dates apply.

P&O's PNG on Today

CHANNEL Nine's *Today* show is showcasing P&O Cruises' new *Pacific Dawn* Papua New Guinea program from tomorrow until Fri from the country's remote islands.

Weather presenter Steve Jacobs will report on location from the Trobriand Islands and Rabaul, exploring PNG's history.

Viking recruits bdm

VIKING Cruises has announced Andrew Schweitzer as its new business development manager for NSW/WA/ACT.

Schweitzer has over 13 years experience in the industry and was most recently agency sales executive with Viking Cruises UK - a role he held for two years.

Etihad flights flying fullest

ETIHAD Airways is filling its aircraft flying into and out of Australia the most efficiently out of all international carriers, new government data confirms.

According to the Bureau of Infrastructure, Transport and Regional Economics report on International airline activity for Jul, EY's outbound flights from Australia operated with a seat utilisation factor of just over 90% - 2.2 points fuller than Air Canada.

The figure meant there were on average around 26 seats unsold

on each of Etihad's 119 flights out of Australia.

However the Abu Dhabi-based carrier's flights into the country indicate it was a much tighter squeeze, with load factor at 98.6% - or close to just four seats empty on its 120 flights in Jul.

Air Canada's services to Sydney operated with a seat utilisation of 88.2%.

By contrast, Sichuan Airlines appears to be struggling to fill its inbound jets, with loads at 48.5% on nine Melbourne services.

HWT rolls out Scenic red carpet

SCENIC Tours has awarded Harvey World Travel Winston Hills in NSW as the first prize winner of its best dressed agency competition, collecting a \$5,000 prize.

The comp ran in conjunction with the roll out of Scenic's 2014 European River Cruising program in Apr, and encouraged agencies to fit-out their store with Scenic Tours River Cruising product.

HWT Winston Hills' winning entry (pictured) included champagne and a red carpet welcome.

Three runner up prizes of \$1,000 were awarded to Jetset Woodvale, Harvey World Travel Strathpine & Harvey World Travel Orange.



Three other highly commendable prizes of \$500 were also handed out to HWT Toowoomba Range, HWT Armidale & House of Travel Hamilton (in New Zealand).



The Australia-wide sale.

When you fly Qantas, everything is included with every fare. ^



Seems impossible but isn't.

Audiovisual entertainment is not available on QantasLink flights (flights numbered QF1400 - QF2899).

Visit qantas.com/agents or speak to your Qantas Account Manager.

Sale ends 11:59pm (AEDT) 17 October 2013, unless sold out prior. Selected travel dates apply.

IMPORTANT INFORMATION: ^Baggage allowance, entertainment, drinks and food are included on Qantas and QantasLink operated flights. For details on baggage allowances, visit qantas.com/baggage. You must be a member of the Qantas Frequent Flyer program to earn and redeem points. A joining fee may apply. Membership and points are subject to the terms and conditions of the Qantas Frequent Flyer program available at qantas.com/terms. Qantas Airways Limited ABN 16 009 661 901.

Agents bowed over by Canada



TRAVELMARVEL showcased the best of the Canadian Rockies to agents and staff on a whirlwind 10-day famil recently.

The jam-packed itinerary included travelling on the world famous Rocky Mountaineer (in Gold Leaf), two days in Banff, traversing the Icefields Parkway, two days in Jasper, Whistler and whale watching in Victoria.

A farewell dinner in Butchart Gardens capped off the tour.

Pictured at Bow Lake on the Icefield Parkway back row from left are Michael Stephenson, Travelmarvel; Rebecca Donnelly, HWT Oceangrove; Helen Read, RAC West Perth; Robyn De Wind, Travel @ Maddington; Tracy

Dodsworth, FC Coffs Harbour; Skye Rettke, HWT Mackay; Ainslie Murphy, HWT Toowoomba Range; Nicole San Miguel, Aeon International Travel; Lily Tabassi, Travelmarvel; Jessica Parsons, Travelscene Pakenham; Jonathan Doneley, Wings Away Travel and Ashlee Singleton, HWT Toronto.

Front row: Cheryl Powell Travelmarvel; Nathalia Rayfield, Cruiseabout Upper Mt Gravatt; Kendall Barrow, Jetset Bussellton; Kat Anderson & Neesha Terpou, Travelmarvel; Michelle Wigg, FC Redcliffe; Jorja Harrison, Travelmarvel; Kasie Lovell, HWT Warrnambool; with Brooke Mills, Melissa Boldner and Emma Wheeler from Travelmarvel.

Design Hotels recruits

INDEPENDENT chic hotel representative firm Design Hotels has bolstered its Asia-Pacific executive team, recruiting two new members to its senior management, based in Singapore.

Cartsen Lima has been named Area Director for Asia-Pacific and Brandon Chan Director of Sales & Marketing.

Their tasks incl creating greater leisure & corporate awareness of Design Hotels in the region.

MEANWHILE, the group's latest hotel addition will open its doors next month in Hong Kong.

The 91-room Mira Moon is located in the vibrant Wan Chai neighbourhood, and is a sister-property of The Mira Hong Kong.

Thai AirAsia X nod

LONG haul low-cost carrier AirAsia X has received the air operator's licence for a subsidiary in Thailand.

AirAsia X Thailand is expected to commence operation in Q1 2014.

Toga clarification

TOGA Hotel's new addition for Sydney, the Travelodge Mascot (**TD Fri**), boosts the group's national airport total to two - the second being the 78-room Travelodge Hobart Airport.

PMC freeze praised

THE Accommodation Assoc of Australia says the Abbott Govt's commitment to fix the Passenger Movement Charge for the next 3 years (**TD Fri**) is a "shot in the arm" for the country's accommodation providers.

CEO Richard Munro said the PMC freeze "has the potential to lift international visitor numbers."

Munro said he was keen to bring other industry issues to the attention of the Minister responsible for Tourism Andrew Robb once Parliament re-sits, in order to "reduce red-tape in our sector."

British Open tour

THE Golf Touring Company is taking bookings for its 13-night tour to England & Scotland in 2015 to attend the British Open at the home of golf, St Andrews.

The itinerary includes taking in 9 rounds of championship golf, and staying just 200m away from the action of St Andrews' 18th green.

For details, contact Stuart at stuart@thegolftouringcompany.com.au.

WIN A TRIP OF A LIFETIME TO BARCELONA

PLUS A WEEKLY PRIZE OF AN IPAD MINI UP FOR GRABS! SELL QATAR AIRWAYS DURING EARLYBIRD PROMOTION AND WIN.

Holiday Package Includes: (2 winners plus partners)

- Qatar Airways return tickets
- 5 days 4 nights stay at a luxury 5-star hotel in Barcelona
 - Match tickets to see live action of FC Barcelona
- Experience and tour the most emblematic corners of the Camp Nou, Football Stadium
 - Take home Qatar Airways FC Barcelona jerseys
 - Fantastic tours hosted by Catalan Tourist Board

For more information and entry form, please contact your Qatar Airways sales representative or email to melsales@au.qatarairways.com

World's 5-star airline.



TEQ seek USA rep

TOURISM & Events
Queensland is seeking third party representation in the Americas, Canada and potentially South America, with tenders closing Fri.

Vic outshines Sunshine State

THE Australian Capital Territory is the least popular state/territory in the country that Aussies plan to visit for a holiday in the next two years, the latest Roy Morgan Holiday Tracking Survey reveals.

A mere 8% of the population are considering the ACT, while the NT is only a few percentage points better off at 15%.

Victoria was the most popular destination, with 40% (7.6m) of Australian's saying they hope to vacation in the state through to Aug 2013 - one percentage point ahead of Queensland.

The Sunshine State result is a

five point deficit compared to five years ago when it was top pick.

Roy Morgan Research Int'l Director of Tourism, Jane Ianniello said Victoria had proven to be more successful than other states at capitalising on the growing short-break market, offering a mix of shopping, dining, nightlife, cultural site and special events.

Whereas Queensland's holiday hot spots such as the Gold Coast, Sunshine Coast & Tropical North Qld was facing stiff competition from affordable overseas beach and island destinations, Ianniello added.

'Qantas Cash' TVCs

QANTAS has launched a new TV commercial to promote the Qantas Frequent Flyer's Qantas Cash enhancement (**TD 20 Sep**).

The 30-sec clip highlights the benefits of 'Qantas Cash', such as accruing points, saving time and no load fees - **CLICK HERE** to view. Another 2min video is providing further details on the advantages of Qantas Cash, such as holding funds in nine currencies, paypass payment advantage and boarding pass capabilities for domestic flights - **CLICK HERE** to watch it.

Trump in St. Martin

DONALD Trump has expanded his property portfolio, acquiring a five-acre private estate on Plum Bay Beach on St Martin in the French West Indies.

The oceanfront five-star Le Chateau des Palmiers features 10 oceanside and gardenside villas, heated outdoor pool, tennis courts and fitness centre.

Guests will enjoy personal chef and private butler service.

The "exquisite residence" is available for weekly rentals throughout the year.

VB into music tourism

A NEW report by VisitBritain and UK Music has determined the country's music tourism industry generated £2.2 billion last year.

The Wish You Were Here study found the direct spend of music tourists (buying event tickets, paying for accommodation and transport) was £1.3b, while a further £914m came from indirect music tourism spend.

Overseas tourists represented 6% of UK music tourism visits but accounted for 20% of spend, with festival goers spending £910 on their trip and £602 at concerts.

JAL Sky Suite on 767s

JAPAN Airlines is to introduce a new full-flat Business class seat offering unobstructed aisle access on select Boeing 767 aircraft.

Dubbed JAL Sky Suite 767, the product will be first offered on flights to Vancouver (commencing 09 Dec) and Kuala Lumpur (Jan), and is earmarked for other routes in South-East Asia and Honolulu.

The same aircraft also offer JAL Sky Wider seats in Economy class that provide about 10cm more legroom that the current 767 cabin, due to increased pitch and a slim-style seat-back design.



HRG People going further

Our clients are successful and dynamic people. So are we.

Do you want it all... great employer, rewarding job, terrific colleagues and fantastic opportunities?

We have a variety of great opportunities across our Australian network for the best of the best to join our team.

If you are looking for a change, an experienced travel consultant, a natural at providing professional customer service and want to join a terrific team then we want to hear from you.

Canberra Business Travel Consultant (Part time – 3 days p/w)
If you want the chance to work part time in a global travel company, then this is the opportunity for you.

Melbourne ETS Consultants

Our growing **Emergency Travel Service** team, which operates outside of normal business hours, needs experienced International travel consultants. Fantastic opportunities available for **permanent part-time** roles which allow you the flexibility to have it all.

Melbourne Online Travel Consultant (Full time)

We are seeking an **energetic** and **enthusiastic** individual to join our fast paced team with ever changing daily tasks in the Online Support Team.

Sydney Multi skilled Business Travel Consultants (Full time)

Do you have **outstanding customer service** skills? If you can answer YES! Then apply to join the team that looks after an exciting variety of global and national clients.

Sydney Expressions of Interest – VIP Travel Consultant (Full time)

We are looking for an experienced consultant to work with our **high profile clients** and provide superior **VIP** service. Join us and show off your skills and knowledge!

We would love to hear from experienced, professional and passionate consultants that want to make the most of the time they spend at work whilst being rewarded with great salaries and opportunities.

To find out more information on each of these roles or to apply for a specific role please visit the Vacancies page on our website at <http://www.hrgworldwide.com/au>

BUSINESS FOR SALE

Small luxury private tour operator

Sydney and surrounds

Mobile 0422 601 817

Early Bird

Lufthansa Economy Special

On sale until 30NOV13

For departures 01FEB14 - 31AUG14



52 destinations

883 \$*

*Net fare not including fees, taxes and surcharges.

**OPERA HOUSE
ANNIVERSARY
CONCERT TICKETS**



This week **TD** is giving 3 lucky winners the chance to receive a double pass to the exclusive **Sydney Opera House** 40th anniversary concert on October 27, courtesy of **Etihad Airways**.

Etihad Airways is a major partner of Sydney Opera House and this year is delighted to be part of its 40th anniversary celebrations. By connecting Sydney Opera House to its vast global network, the Abu Dhabi-based airline is proud to bring international artists and overseas visitors to experience the magic of the World Heritage-listed performing arts venue.

To win, email your answer to:

etihad@traveldaily.com.au

In 25 words or less, tell us what international cultural destination you'd like to visit with Etihad Airways and why.

Terms and conditions

EK sub-continent sale

EMIRATES has Economy class return fares from \$350 plus taxes to India and \$450 to Pakistan for travel to 28 Feb, when booked in 'T' class, for sale until 11 Nov.

The sale is on restricted flights from Adelaide, Brisbane, Perth, Melbourne and Sydney to Delhi, Ahmedabad, Bengaluru, Chennai, Kochi, Colombo, Hyderabad, Male, Dhaka, Kolkata, Kozhikode, Mumbai and Trivandrum in India and Islamabad, Karachi, Lahore, Peshawar & Sialkot in Pakistan.

Cosmos touring video

COSMOS has rolled out a new video that highlights the benefits of group touring compared to independent travelling.

The 2-minute clip is designed to "dispel the common misconception that travelling independently and making your own arrangements is cheaper," says Cosmos marketing manager Australasia Christian Schweitzer.

Comparing similar European itineraries (transport, accom, breakfast, sightseeing and service charges), a traveller selecting a Cosmos tour saved over \$1,800.

See www.bit.ly/cosmosAD.

Grand Canyon reopen

ARIZONA'S governor has negotiated a deal to reopen the Grand Canyon National Park using US\$651,000 in state & local funds to pay the National Park Service for at least seven days, in the wake of the federal government shutdown (**TD Mon**).

"Arizona is doing what it can to keep the Grand Canyon up and running, but we cannot pay the federal government's tab for long," said Governor Jan Brewer.

Pichler effect on OTP

THE arrival of Fiji Airways new ceo appears to have had a near immediate impact of the carrier's on-time performance (OTP).

Stefan Pichler commenced in his role as the carrier's big cheese on 02 Sep, just days after FJ set a 70.4% OTP for the month of Aug.

That result was blown away in Sep, with Fiji Airways reporting an on-time performance of 89% - a 26.4% improvement.

"We've come out of a couple of pretty bad months for OTP, and turned it around in Sep quite remarkably," he said.

"Improving OTP was one key priority for me when I started at Fiji Airways.

"Our management team is in the process of implementing a couple of improvements to ensure that we never fall back into deep misery again," Pichler addressed.

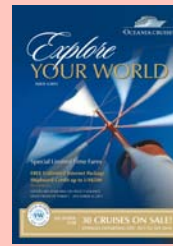


Brochures of the Week

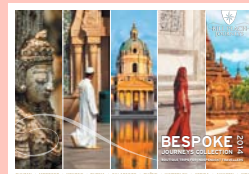
WELCOME to Brochures of the Week, **Travel Daily's** Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Infinity Holidays - Vietnam, Cambodia & Laos
The newest Indochina offering from Infinity Holidays has introduced a number of new hotels, along with the wholesaler's new style multi-tour listings, meaning there are many more tours and experiences to choose from. Cambodia and Laos have been separated into individual sections, while myTime has also been introduced to the Vietnam program with special exclusive bonuses available at nine properties.



Oceania Cruises - Explore Your World
Thirty special cruises have been placed on sale in Oceania cruises' latest Explore Your World brochure, with a range of bonuses valid for bookings made through until 31 Dec. Offers include free unlimited internet packages and shipboard credits of up to US\$500 per stateroom. Itineraries included feature the South Pacific, Caribbean, Asia, Alaska and the Mediterranean.



Bill Peach Journeys - Bespoke Journeys
This new brochure from Bill Peach Journeys has been designed for independent travellers who prefer to travel on their own terms without having to fit into a group schedule, with a wide range of worldwide destinations, a variety of departure dates and easy booking.



Adventure World TrekAmerica 2014/15
TrekAmerica has added a variety of new product and tours to its new program, including six new BLT's (Budget Lodging Tours). The Central American BOLT (Busses or Local Transportation) trips have been revamped and TrekAmerica has also reintroduced the seven day Western Adventure and the epic Great 48, an 80-day odyssey visiting all 48 contiguous states with optional extensions to Alaska and Hawaii.



Omniche Holidays South Pacific
This 132 page brochure offers comprehensive product across ten specialised South Pacific destinations, with accommodation ranging from hotel rooms to villas and a special Luxury Fiji section. There's also a brief outline of each destination along with tours and activities, with an easy-to-use Accommodation Facilities icon to make it a user-friendly tool for travel agents.



Abercrombie & Kent - 2014 India, Orient & Europe
Seventy inspiring itineraries and extensions are included in this portfolio of offerings for the private independent traveller seeking luxury travel experiences throughout the Indian subcontinent, Asia and Europe. Holidays for families, solo travellers, honeymooners and cruise-lovers are included, with new products across the portfolio.

explore4

Introducing four extraordinary offers
Now your clients can have them all



Holland America Line
A Signature of Excellence

LEARN MORE >

Reho set for Amadeus makeover



REHO Travel Melbourne has taken out the \$10,000+ grand prize in the Amadeus Accor Challenge involving over 90 Amadeus travel agencies in Australia, New Zealand and the Pacific Islands.

The two-month challenge saw agents compete by earning points for every Accor hotel booking made in the Amadeus GDS.

They were vying for a \$5,000 Google AdWords Account, plus a 4hr Westfield Group Stylist

session for up to four people, \$4,000 in Westfield Gift Cards and \$1,000 for a team dinner at an Accor hotel restaurant.

Agents also participated in weekly challenges such as online quizzes, training webinars and via Amadeus and Accor social media.

Reho scored the win just four points ahead of joint runner ups, Ausglobal Travel and Cairns Business & Leisure Travel.

Run in conjunction over nine weeks with the grand prize was a giveaway of a \$100 Westfield Gift Card for an Amadeus agent who correctly answered a weekly quiz.

Those winners were Ausglobal Travel, Carine Griffiths (MTA Travel), Gilpin Travel, Janine Mallon (The Travel Brokers), Cairns Business & Leisure Travel, Platinum Travel, Jodi O'Sullivan (Travel Managers), Jetset Travel Castle Hill and Bay Travel Melbourne.

Pictured celebrating their win from left are Reho Travel Melbourne's Ria Hilderink, Karsten Horne, Kathleen Lees, Jo Walsh, Bianca Giles, Nikki Beitner, Claire Griffin, Stacey Higgins and Kirsten Gardiner.

BI 787 routes

ROYAL Brunei Airlines is planning to fly its new Boeing 787 aircraft to Kota Kinabalu, Manila, Singapore and Kuala Lumpur, with GDS displays showing the new *Dreamliner* routes rolling out from later this week.

Skycity SA agreement

SKYCITY has signed a new Approved Licensing Agreement and a Casino Duty Agreement with the South Australian govt.

The move follows negotiations which have finalised the details of the revised regulatory and taxation environment for the Adelaide Casino, and paves the way for SKYCITY to proceed with its planned \$350m investment.

The company aims to transform the Adelaide Casino into a "world class integrated entertainment and tourism complex," forming an integral part of the new sporting, arts and entertainment facilities being developed on the banks of the River Torrens.

Hayman gets bubbly

HAYMAN will next month offer rivers of flowing Champagne, with guests able to take part in a Champagne Masterclass or attend an exclusive Champagne Chef's Table for \$400 per person.

The Whitsunday resort's chefs will also create a range of bespoke menus "carefully crafted to accompany champagne from the House of Moet Hennessy - see www.hayman.com.au.

WIN A TRIP FOR TWO TO IRELAND

Throughout October, *Travel Daily* is giving readers the chance to win a fabulous holiday to Ireland, courtesy of **Tourism Ireland, Etihad Airways, Avis, Ashling Hotel- Dublin, Manor House Hotels & Irish Country Hotels and the Beech Hill Hotel - Derry-Londonderry.**

The prize includes:

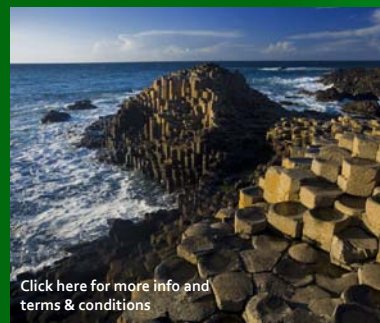
- Return economy airfares for 2 people to Dublin flying Etihad Airways;
- 9 nights' accommodation (twin share) including breakfast daily;
- 7 days Avis standard car hire in Ireland (pickup & return to Dublin).

Every day *Travel Daily* will ask a different Ireland-related question - just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

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 fantastic holiday to Ireland.

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

Plus, two runner ups will receive an 'Ireland goodie pack' including Lonely Planet Ireland guide, Lonely Planet Dublin guide, Lonely Planet Irish Language & Culture guide, Lyndey Milan DVD, neck pillow and post-it notes.



Click here for more info and terms & conditions

Q.9: Name two UNESCO World Heritage Sites found on the Island of Ireland

Jump into
Ireland
ireland.com

AVIS

الإتihad
ETIHAD
AIRWAYS

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.

Travel Daily CRUISE PHARMACY
WEEKLY DAILY

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 TV

business events news

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.



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

JOB OF THE WEEK

REVENUE ANALYST - ONLINE MELBOURNE – GENEROUS SALARY PACKAGE

This key role in an expanding business will be responsible for online analysis within the technology department. Your role will be to ensure this product sits in a competitive position within the market while ensuring effective balance to the margins and yield requirements for the business. Your excellent numerical and analytical skills will be required here with previous experience in a similar role. Travel experience essential.

OPERATE THIS!

CORPORATE OPERATIONS MANAGER PERTH – GENEROUS SALARY PACKAGE

Are you a talented corporate travel manager looking to work for an organization that puts their staff first? Want to mentor a team that is looking for a leader? Then we have the role for you. This award winning corporate TMC is looking for an experienced operations manager to take the reigns of the Perth office. Excellent staff benefits and career advancement is just a start of what you will enjoy.

GLOBAL OPPORTUNITY NOT TO BE MISSED REGIONAL HEAD OF PRODUCT SYDNEY - SALARY PACKAGE UP TO \$100K+

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing 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.

TECHNOLOGY SPECIALIST WANTED! TECHNICAL SYSTEMS ANALYST

SYDNEY – SALARY PACKAGE UP TO \$85K

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

LUCRATIVE SALARY IN ACCOUNT MANAGEMENT NATIONAL ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE OTE \$100K+

We're looking for a talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive.

INDUSTRY ACCOUNT MANAGER WANTED! INDUSTRY ACCOUNT MANAGER SYDNEY – GENEROUS SALARY PACKAGE

Get the equation that's right for you! With superb products and a well known brand, this industry leader is looking for an account manager who has the ability to deliver and exceed expectations. With a professional brand name behind you and strong relationship building skills you will have the ability to influence others and increase sales for this company while managing your time effectively in this sensational role

DON'T LET THIS ONE SLIP BY HEAD OF GROUPS - CORPORATE SYDNEY – SALARY PACKAGE TO \$85K

Take the lead role within a brilliant travel operation, bringing your corporate knowledge and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is able to lead by example. Your positive approach and knowledge will bring a breath of fresh air in to the team and secure your future.

ARE YOU DIGITAL? DIGITAL MARKETING MANAGER SYDNEY - SALARY PACKAGE UP TO \$110K

Rarely does this industry body recruit within their marketing department however, due to recent success they are looking for a forward thinking professional with extensive industry experience along with strong digital marketing experience. You will ultimately be responsible for managing trade and dealing directly with consumers along with dealing with PR and digital agencies.

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

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com



Finding talent within the Australian Travel Industry

Worldwide Travel Consultant

Gold Coast - \$DOE + Commission - Ref 813PS1

Feeling underpaid and under valued? Are you well travelled? One of Australia fastest growing travel companies is expanding and recruiting a new team. If you're already working as a Travel Consultant with at least 1yrs experience using a GDS and have excellent worldwide destination knowledge, then I'd love to hear from you! Call Centre environment with 7 day shift rota, one weekend per month! Excellent salary package plus uncapped commission and educational offered.

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

Senior Travel Consultant

Canberra - \$Attractive Package - Ref 100KF1

A fantastic boutique travel company are looking for a multi-skilled Travel Consultant to join their team. Use your extensive skills as a Travel Consultant and develop within this role. A fantastic position offering premium travel itineraries and special interest tours. Our client is seeking an experienced, enthusiastic person and someone who is passionate about the travel industry. A great opportunity for someone who wants to take ownership of their role.

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

Wholesale Travel Consultant

Melbourne - \$40-45K + Incentives - Ref 896DB1

Are you ready for travel Industry perks? If you're an experienced Wholesale Reservations Travel Consultant with some worldwide travelling and selling experience, please contact me today. My client is looking for an experienced Reservations Consultant to join their busy and dynamic team. You'll be a team player, have tailor-made experience & ability to work under pressure. You ideally will have sales ability & a passion for the industry. An opportunity not to be missed!!

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

Travel Consultant

Adelaide - \$DOE + Super - Ref 4557NC1

A leading agency is looking for a customer focused Travel Consultant. Stop the struggle to make the targets and focus on the bigger picture - the customer. This is a fabulous agency with a fantastic team who offer outstanding service. This is a Monday to Friday role, delivering travel itineraries that are more than just another trip, they are once in a life time experiences! If you are the complete Travel Consultant package, then what are you waiting for?

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

Corporate Travel Consultant

Brisbane - Package Up To \$55K - Ref 819PS1

An experienced Corporate Travel Consultant is required by a leading independent travel management company. This is a great opportunity for a service/support focused individual who is able to interact with all levels of the business. Working in a friendly and supportive team, you will be responsible for the coordination of predominantly domestic travel arrangements. The ideal candidate will be Amadeus and Tramada trained but other GDS users will be considered.

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

Japan Travel Consultant

Sydney - \$Competitive + Super - Ref 825SJ

A specialist Japanese Travel Consultant is required to work for an extremely reputable and well established, travel agency located in the Sydney area. If you love everything Japan, know this destination inside out and have travel industry experience, then this is the role for you! Joining this team based in Sydney, your main areas of responsibility in this Travel Consultant position will focus around selling a wide range of travel products and itineraries. Apply today!

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

Retail Travel Consultant

Melbourne - \$Competitive + Commission - Ref 856DB1

Calling all experienced Travel Consultants! Are you looking for a new challenge? Do you have GDS experience and fantastic sales skills? This leading travel company have various retail positions around Melbourne, offering uncapped commission and great travel perks. Utilise your sales skills, product knowledge and great sales experience in return for generously rewards. If this sounds like you then don't miss out, apply now! A great opportunity!

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

Corporate Travel Consultant

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

Have you got strong GDS experience teamed with ticketing? Do you cover all aspects of business travel? Corporate Travel Consultant needed to work for a lovely boutique TMC. You must be a confident self sufficient agent and really know your stuff for this fantastic role working within a great team on a mix of accounts. Do you have a solid work history and make the corporate move? This is a one year contract role - gain valuable experience and use your skills!

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch