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# Travel Daily

First with the news

Friday 6th September 2013



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## Win RTW tickets

**DON'T** forget to get your entries in for the Singapore Airlines and Virgin Australia RTW/Circle Pacific comp which closes today.

Round The World business class tickets and more are up for grabs - the final question is below and **CLICK HERE** for more details.

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## Cathay blasts Jetstar HKG

**CATHAY** Pacific has upped the ante in its battle against the fledgling Jetstar Hong Kong operation, saying approval of the carrier would "violate Basic Law and undermine Hong Kong's economy".

CX says that public statements made in Australia by Jetstar and Qantas "make it clear that Jetstar Hong Kong is a franchise of Jetstar in Australia," meaning that the carrier's principal place of business would be in Australia, not Hong Kong.

In a statement issued yesterday, Cathay Pacific said allowing Jetstar Hong Kong to have access to Hong Kong's air traffic rights would weaken its position in negotiating with foreign governments over traffic rights.

"Cathay Pacific Airways contends that Hong Kong air traffic rights should be used to

support the development of truly Hong Kong based aviation and the Hong Kong economy, not foreign airlines and their franchises," the statement continues.

Jetstar Hong Kong ceo Edward Lau has responded, telling **Travel Daily** the carrier is confident of meeting all regulatory approvals including those relating to Principal Place of Business.

"We reject any suggestion that Jetstar Hong Kong is controlled by a foreign airline," he added, stressing that the carrier is managed locally "and we look forward to bringing low fares to the people of Hong Kong".

## Expo going off

**NEXT** year's Travel Industry Exhibition (**TD 28 Aug**) has already generated significant interest, with a number of companies having already reserved space in the show.

The inaugural Travel Industry Exhibition will take place at Sydney's Royal Hall of Industries on 18-19 Jul 2014, in the lead-up to the National Travel Industry Awards on 19 Jul at the adjacent Hordern Pavilion.

Expedia TAAP has signed on as a sponsor of the event, while other exhibitors who have booked so far include the Globus Family of Brands, Orient Express Travel Group and roomsXML.

See [travelindustryexpo.com.au](http://travelindustryexpo.com.au) or **CLICK HERE** for email updates.

## Kenya incentive

**CONSOLIDATED** Travel has launched a new incentive with Kenya Airways, with four \$2000 KQ travel vouchers up for grabs along with daily prizes - see **page 11** of **Travel Daily** today.

### Today's issue of TD

**Travel Daily** today has eight pages of news, plus full pages:

- AA Appointments jobs
- Amadeus
- KQ Consolidated incentive
- Samsonite

## Tourism Fiji chief

**TOURISM** Fiji today announced that Carlah Walton has been appointed as its new Regional Director for Australia.

She takes up the role effective from next Mon 09 Sep, with her previous industry experience incl roles in retail, wholesale & airlines.



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## QUESTION OF THE WEEK: FRI, 6 SEP

In 25 words or less, tell us why you should win.

Answer today for your chance to WIN two Round the World Business Class tickets and domestic tickets with Singapore Airlines, SilkAir and Virgin Australia. Send your name and answer to [SQ\\_SYDSALES@SINGAPOREAIR.COM.SG](mailto:SQ_SYDSALES@SINGAPOREAIR.COM.SG) **Click here for more information.**

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## More Doha delays

**THE** opening of Doha Hamad Int'l Airport has had another setback, with Qatar Airways ceo Akbar Al Baker confirming it now won't open until early 2014. HIA was initially slated to launch operations three years ago.



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## Tell pax what's happening

**AIRLINES** have been urged to take a more "customer-centric" approach to disruptions, with the proliferation of social media having potential major impacts on customer loyalty.

A PhoCusWright report commissioned by Amadeus makes a number of suggestions, such as providing transparent communication about delays, with author Norm Wright saying the biggest challenges aren't major weather or *force majeure* events such as volcanic

ash clouds, but "rather the far more regular moderate delays of 1-4 hours that matter most to customers".

"When travellers post negative messages on Twitter or decide never to book with a particular carrier again after being kept waiting for several hours at the airport, this results in an indirect loss of revenue for airlines which is difficult to measure," he said.

Amadeus head of Airlines Operations Strategy Patricia Simillion said that in times of disruptions, the first question to ask isn't how an airline can shift passengers from a cancelled flight to another, but "rather how the delay impacts that person and their unique reason for travelling."

**CLICK HERE** to see the report.

## Viking Longships to 14

**VIKING** River Cruises will add a further two Viking Longships to its fleet in 2014, elevating the number from 12 to 14 vessels.

The cruise company said it was responding to the popularity of river cruising which is "the fastest growing-segment of the travel industry."

"We are working hard to match supply with demand, and with these new builds, we have the best designed, newest and most extensive offer of ships on the rivers – more than double all our competitors combined," Viking Cruises chairman, Torstein Hagen said overnight.

By the end of 2014, Viking will have introduced a total of 30 new ships over just three years.

The 14 Viking Longships are all destined to sail the line's most popular European itineraries.

## New carriers eye PER

**SINGAPOREAN** low-cost carrier Scoot and Indonesia's Tigerair Mandala have reportedly applied for landing slots at Perth Airport according to *The West Australian*.

Five services per week between the WA capital and Singapore are understood to be on the drawing board from 01 Oct, with an early evening flight departing to SIN.

The busy Perth-Bali route will be plied a further three times per week from early next year should Tigerair Mandala be granted its landing application, bringing the total number of low-cost carriers at Perth to seven.

## LAN Colombia in one

**LAN** Airlines subsidiary LAN Colombia will join **oneworld** as an affiliate member from 01 Oct - joining sister ops LAN Argentina, LAN Peru & LAN Ecuador - giving 4C access to the airline alliance's full range of products and services.



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# Travel Daily

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Friday 6th September 2013

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## Emerging markets surge ahead

**VISITOR** growth from emerging markets including China and India appears to be unrelenting, new arrivals statistics from Tourism Research Australia (TRA) reveal.

According to the International Visitors Survey which studied the year-ending period to Jun 2013, a total of 646,779 arrivals were recorded from China - up 17% year-on-year - while India arrivals reached 154,015 - an 8% increase.

Growth was also recorded from traditional markets such as the UK and US, the latter of which saw less than six-thousand fewer arrivals than the 2001 record.

From the backpacker market, the number of nights spent in Australia jumped 14%, accounting for 23% of visitor nights overall.

Across all markets, total arrivals tallied 5,817,261, who collectively spent \$19.3 billion, a jump of 6%.

TRA general manager Dr Leo Jago said the results were an

indication of market improvement.

"Results like these are clear indications of the ongoing strength of the Asian market, and the continuing recovery of most of our traditional markets, in particular the US".

## WYSTC travel careers

**ORGANISERS** of the upcoming World Youth & Student Travel Conference being held in Sydney later this month will open their doors to students state-wide keen on investigating a career in travel.

Four educational seminars on the youth travel industry will take place, with delegates from youth travel businesses worldwide on hand to engage with attendees.

A full program of events will be held, with attendance priced at \$49.95, with advance booking highly recommended - details at [www.wystc.org/student-day](http://www.wystc.org/student-day).

## DFAT Cambodia fines

**AUSTRALIANS** visiting Cambodia are being warned by the Department of Foreign Affairs and Trade they risk facing fines if overstaying their 30-day visa.

DFAT updated its travel advisory last night to say guests staying longer than a month could be hit with "severe penalties including imprisonment, deportation and or being placed on an immigration blacklist to prevent them from returning."

## Pichler takes FJ reins

**FIJI** Airways has welcomed its new managing director and ceo Stefan Pichler this week.

"The combination of a strong brand, new fleet of A330-200's and refurbished B737's, as well as improved schedules and services opens up an exciting new chapter for the airline," Pichler said.

Pichler joins FJ after 4 years at the helm of Kuwait-based airline Jazeera Airways (**TD** 19 Jul).



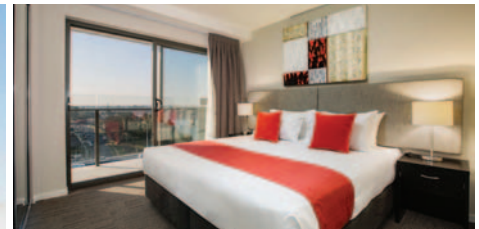
## Window Seat

social media can be a double-edged sword for promotion, advertising and even venting a complaint, as a male traveller set on getting his frustrations about British Airways heard discovered this week.

Hasan Syed used Twitter's paid tweet promotion service to vent about his lost luggage gripe, which then went into the feeds of all the airline's followers.

The service is an advertising tool intended for businesses to promote products or services, which costs depending on how many people "engage" with it.

Within six hours, Syed's BA beef had recorded 25,000 impressions, an exercise he said will probably end up costing him close to \$1000 - not helped by the fact it was also covered by both the BBC and Mashable.



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## JTG agents sling into Singapore



**ABOVE:** This group of Jetset Travelworld Group agents were selected as winners of a recent incentive and took their spoils in a luxury famil to Singapore.

The trip was sponsored by British Airways and Viva! Holidays, with the group putting their feet up in Business Class for the flight from Sydney to the Lion City.

Aside from the pampering of the flight, further highlights of the

trip included a day at Singapore Universal Studios and a visit to the iconic Raffles Hotel.

The agents indulged in some of the city state's iconic signature Singapore Slings during the visit.

**Pictured** above out the front of Raffles, from left is Melissa Lau, Kristy Connery, Isobel Seddon, Cathy Schroder, Fiona Noakes, Ann Perez, David Tierney and Claudia Degrassi.

## Tas Specialist focus

**TOURISM** Tasmania is aiming to double the number of 'Tassie Specialists' during the coming year, Tasmania's Minister for Tourism Scott Bacon said on Wed.

Bacon made the remark while welcoming 40 front-line travel agents from around the country on a five-day Mega-Famil which commenced yesterday.

The program only has around 150 members, with places on the educational offered exclusively to agents who are part of the scheme, the Minister said.

"These important travel agents have gained their Tassie Specialist qualification through the completion of four online destination training modules, developed by Tourism Tasmania for the travel trade," he said.

Four tours with 10 participants each are navigating the four regional parts of the Apple Isle, culminating in a group get-together in Launceston on Sat.

## New Oaks net pricing

**THIRTY** minutes of free in-room internet access per room per day is available along with a brand new rate structure at many Oaks Hotels & Resorts in Australia and New Zealand, aimed at both business and leisure travellers.

The new pricing is already in effect at all properties except for Oaks on Castlereagh, Oaks 212 Margaret and Oaks Felix, which will come into force from 01 Oct.

On top of the free half-hour, internet pricing blocks will be \$5 for the next 30 minutes, \$10 for two hours and progressing through to \$270 for 30 days.

## Delta fleet renewal

**DELTA** Air Lines has announced an order of 40 Airbus aircraft for delivery between 2015 and 2017.

The order is worth US\$5.6b at list prices and consists of 30 A321 narrowbody jets for domestic routes and 10 A330-300s marked for international services.

## Britain? With pleasure.

Take in the sights, the sounds and the culture of Great Britain. And with the launch of Virgin Atlantic's new UK destinations you can experience even more.

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## Golden Age of touring ahead

**INSIGHT** Vacations' president & ceo has forecast the next 15-20 years as being the 'Golden Age' of touring due to the market size.

John Boulding told **TD** yesterday that despite travellers now doing many more diverse things than previously, "the market is double or even triple what it used to be."

Questioned if European touring was impacted by the exponential growth in cruising, the Insight boss said the different styles of travel can be complimentary to each other.

"A lot of people buy river cruising in tandem with our product, but river cruise volumes are nothing like the volume we are doing," Boulding commented.

"It's a very different vacation - it's clearly quite a slow product that's concentrating on the rivers, literally, and of course we don't.

"We go to those destinations but we also go to places far beyond the rivers and seaports.

Boulding said 90% of Europe's architecture and culture is over 100kms from the nearest cruise port, making touring the viable option to explore all the far flung tourist hubs of 'the continent'.

In light and recognition of cruise growth, Insight's 2014/15 Europe & Britain, Eastern Mediterranean & Morocco program features a wider range of 'open-jaw' tours into and out of cruising hot spots.

### Aussie Irish uptick

**TOURISM** Ireland has reported a 16% year-on-year increase (to 75,000) in the number of Australia/NZ & Oceania arrivals for the six months to 30 Jun 2013 - the highest growth ever for the period for any year to date.

Visitor spend from the region soared by an impressive 33%.

TI is predicting arrivals from the Aus/NZ market to also rise y-o-y by 16% for the full calendar year.

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## PTM's show off their golf skills



**THREE** representatives of home based group TravelManagers teed up during the recent Malaysia Airlines golf day in Brisbane.

Teams of four were formed for the Ambrose style match, with 18 holes at the city's stunning Pacific Golf Club played out under clear blue skies and a light breeze.

Over 70 members of the local travel industry were in attendance for the event.

The personal travel managers went around the course with great prowess, finishing up with a team score of one under par.

In what was a fairly unique twist to determine the winners, teams then had to roll a pair of dice, with the result deducted from their score.

The PTM's rolled 11, which saw them elevated up the order to finish in second place overall.

Golf day sponsor Globus' area sales manager Qld/Northern NSW Shelley Martin is **pictured** above second from left with Trevor Freer, Ken Simpson and Mark Edwards, who represent Mermaid Waters, Caloundra and Reedy Creek respectively.

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**LONG-RUNNING** consumer travel magazine *Vacations & Travel* celebrated its 30th birthday on Wed night, with a lavish event at Sydney's Taj Blue Hotel with more than 300 industry guests. There were prizes galore and a performance from Leave it to Diva, while attendees took the opportunity for a major catch-up! V&T MD Anthony Gallagher is pictured with Sherilyn Robinson from LJ Commercial Services.

## New Maniago site

**MANIAGO** Safaris Australia, launched earlier this year as a division of the eCruising group of companies (**TD 21 Feb**) has now launched a new local website at [maniagosafarisaustralia.com](http://maniagosafarisaustralia.com).

The company has also released new itineraries showcasing the best of Africa's culture, wildlife and history, packaged with Emirates flights ex Australia - more info on 02 9274 4060.

Friday 6th Sep 2013

## BW expands in Tassie

**BEST** Western Australasia has opened its eighth property in Tasmania in the form of the Best Western Foreshore Motel at Ralph Bay in Lauderdale, near Hobart.

The property offers 16 rooms and is connected to a sports bar offering views over the bay area.

## EK inaugurates ARN

**EMIRATES** has commenced daily nonstop services between Dubai and Stockholm overnight, lifting its global destinations to 135 in 77 countries.

The service is operated by a triple class Boeing 777-200LR.

## Aggregator site boost

**HOTEL** comparison search site HotelsCombined has boosted its property inventory in Indonesia after signing a pact with local reservation centre Tiket.com.

The new alliance will see an additional 1,500 hotels added to the aggregator's bookable range, also granting Tiket.com access to new international markets.

## Centara Africa branch

**CENTARA** Hotels & Resorts has signed its first management contract in Africa for a new-build five-star development in Ethiopia.

The Centara Grand Addis Ababa will consist of at least 300 rooms, three restaurants and bars, swimming pool and kids club.

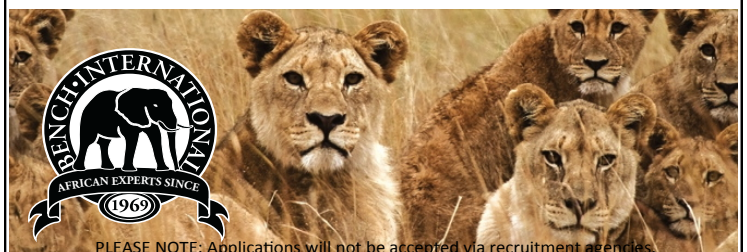
## Bench International - the Africa Experts NSW / ACT Sales Representative

Bench International, the founder of African holidays in Australia, has a unique opportunity for a highly motivated and energetic Sales Representative in NSW / ACT.

Experience in sales together with first-hand travel knowledge of Africa is a must. The successful candidate will be responsible for managing existing relationships with key travel agents, as well as developing new ones within NSW and the ACT.

Participation at travel shows and consumer nights are some of the aspects of the role.

To apply to join the pride, email your CV to [jobs@benchinternational.com.au](mailto:jobs@benchinternational.com.au) with the position title in the subject header by 16 September 2013.



PLEASE NOTE: Applications will not be accepted via recruitment agencies.

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This week *Travel Daily* has teamed up with inPlace Recruitment to give five readers the chance to win a \$100 prepaid Visa Card to spend online or in a store of your choice!

To win, simply be the first person to send in the correct answer to the daily question below to:

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

**What is the first benefit of being an inPlace temp?**

Hint! Visit [www.inplacerecruitment.com.au](http://www.inplacerecruitment.com.au)

Congratulations to yesterday's lucky winner, Jacqueline Mannell of Cruiseabout Mona Vale.



## Alamo Earlybirds out

**INCENTIVES** including free vehicle upgrades are available on select categories under new Earlybird deals out from Alamo Rent A Car, with prices starting from AUD\$53 per day.

The specials apply to bookings made by 31 Mar for travel from 01 Apr 2014 until 31 Mar 2015, valid for collections from any of Alamo's 200 USA rental locations.

## Sales Executive - Victoria, SA, WA and Tasmania Full Time - Melbourne



Are you passionate about the travel industry and looking for that next step forward?

Are you someone who loves driving new market opportunities? We are seeking a professional Sales Executive for a full time position located at our head office in Melbourne. The successful candidate will be a fun loving, business savvy, confident sales person to work with a portfolio of established agents.

The company is Tourism Holdings Australia Pty Ltd (thl), and the brands include Britz Campervans, maui Motorhomes, Mighty Campervans, Kiwi Experience, United Campervans, KEA Campervans, Britz USA, RoadBear RV USA, Waitomo Glowworm Caves, and The Legendary Black Water Rafting.

The role will involve generating new clients while managing existing clients in Victoria, South Australia, Western Australia & Tasmania. Your territory will include key retail, wholesale and inbound agents with the challenge of continuing these long term client relationships while seeking new opportunities to drive sales.

The role will suit someone with strong sales skills demonstrated by proven sales success in the past. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience.

Salary will be negotiable depending on experience. You will report to the Australian Sales Manager located in Melbourne, with regular intrastate and interstate travel required.

Please forward your application via the following link:  
<http://careers.thlonline.com/?job=15594SK>

## Exp Aloha deadlines

LESS than a week remains for agents to get entries in for a chance to participate in the Experience Aloha Famil 2013 (TD 13 Aug) which is running from 20-28 Nov 2013.

The Hawaiian Islands famil trip is being run by Hawai'i Tourism Oceania in conjunction with Hawaiian Airlines, with 25 places up for grabs to Australian agents.

To be eligible, agents need to ticket five international HA bookings before 12 Sep, complete a Papa Island Training Course and submit an entry form, describing in 50 words or less which island you'd most like to visit and why.

The action-packed eight-night famil will see groups of four visit Kauai, Maui or Hawai'i (The Big Island) before regrouping on Oahu in Waikiki.

Visit [www.bit.ly/papacourse](http://www.bit.ly/papacourse) for details, with entries submitted at [www.bit.ly/htoentries](http://www.bit.ly/htoentries).

# Travel Daily

First with the news

Friday 6th Sep 2013

## EY/9W US codeshare

ETIHAD Airways has requested permission from the US transport regulator to allow Jet Airways to codeshare on its US-United Arab Emirates operated services.

## Industry kick goals in Melbourne



**THIS** group of travel industry staff from Insight Vacations, Virgin Australia and Etihad Airways were recently treated to the corporate life for an AFL game in Melbourne.

The experience was enjoyed as

part of a special weekend away in the Victorian capital city.

Granted exclusive use of the Etihad Suite at the carrier's namesake arena - Etihad Stadium - the group loudly took sides and started cheering for either North Melbourne or Hawthorn.

Kicking back and enjoying the same hospitality afforded to Diamond First and Pearl Business Class, the staff enjoyed premium food and drinks and a bird's eye view of the AFL action below.

Bookending the weekend was full access to the Virgin Australia lounge at both Sydney and Melbourne Airports - ensuring a lounge of some sort was never far away at any stage of the weekend.

**Pictured** above in the corporate suite at Etihad Stadium, back row from left is: Rick Walker, Virgin Australia; David Smith, Jasmin Abrahams and Leah Atkinson.

Middle row: Jodie Collins, Virgin Australia; Christina Bekkema, Jason Neophytou, Megan Booker, Shannon Peters and Norhan Youssef from Etihad Airways.

Front row: Yvonne Fong, Muriel Lopez and Heather Graham.

## Win Layne Beachley

**A SPECIAL** appearance from surfing champion & motivational speaker Layne Beachley at your next conference or event is up for grabs as part of a new incentive from the Wyndham Hotel Group.

To enter the competition, book a corporate event at a selection of Wyndham's South Pacific properties before 20 Dec, to be held before the end of next year.

For more incentive details, see [www.wyndhamAP.com/winlayne](http://www.wyndhamAP.com/winlayne).

## Technology Update

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

### Delayed and cancelled flights: age-old frustration or opportunity for agents to impress?



Travel agents are quite honestly some of the hardest working people around. I know many who think

nothing of tackling a 12 hour day before they get the chance to hit the sofa – and even then many remain on call.

Airline delays or cancellations don't do a lot to ease that pressure. A major independent global study commissioned by Amadeus and released today ([click here to download](#)) finds that even after the hard work of making the booking is done, nearly one in five passengers are impacted by a delay or cancellation. Hardly surprisingly, the most common frustration is insufficient communication by the carrier.

While the study appeals to airlines to make some improvements in the way they communicate, we think it opens an opportunity for agents to step in and really wow their customers.

Instead of agents spending their day monitoring queues and contacting customers for every change, we make it easy. Amadeus Flight Notification automatically sends an SMS or email message direct to the travel consultant or traveler - or both - with details of any flight changes, saving agents an average of 200 hours per year and giving travellers a better experience.

Want to know more? We invite you and your colleagues to join us for 'Discover Amadeus' in your closest city to hear about this and other benefits Amadeus can bring to your business.

[RSVP here to join us.](#)

**Tony Carter, Managing Director, Amadeus IT Pacific**

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#### **Melbourne** ETS Consultants x 5

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#### **Melbourne** 2 x Domestic - 6 month contract roles (Full time)

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

#### **Sydney** 1 x Air Fare Coordinator (Full-time)

We are looking for a **fares and ticketing guru** to join our Air Fare team in Sydney. Join us and show off your skills and knowledge!

#### **Canberra** Business Travel Consultants (Full time & Part-time)

Are you an **exceptional travel consultant** but don't want to work full time? Come join us in Canberra! Full time possibilities too.

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



**GDS innovation series**

A SUITE of new mobile & social media solutions will be rolled out by travel technology firm Amadeus over the coming year, aimed at boosting operational efficiency and improving sales.

The latest developments were teased in Asia at the company's first VIP Innovation Series of travel agent customer workshops, many more of which will be rolled out in APAC over coming months.

**Aussies can't turn off**

MORE than half of Australians check business emails whilst on holidays, according to a new poll conducted by TripAdvisor.

The survey of 1,132 travellers found the top three reasons Aussies do not completely disconnect from the office while away is to reduce the number of emails to read upon returning, to help colleagues and to relax more, knowing what is happening at the office while they're away.

One in three admit checking up on work while on holidays causes their trip to be less enjoyable.

Incredibly, 16% of respondents say they still write presentations for work while "off the clock".

**Virgin brings agents to the island**



LEAVING the cold of Melbourne, there were no complaints from this group of agents who were aboard the first service to the warmth of Hamilton Island.

The inaugural VA flight to HTI took off from MEL on 15 Aug, the first of what is now a four-times weekly service between the Vic capital and the island paradise.

In low season, the service will fly three-times weekly.

After arriving at the traditional water cannon salute afforded to inaugural landings, 22 lucky Victorian agents were then split into two groups for their visit - one heading to the main Hamilton Island resort and the other setting off for Hayman.

Two nights of luxury accom and fun activities including whale watching and water sports were laid on for the group, all under a series of gloriously sunny days.

Pictured on arrival at HTI is the group, which consisted of Mary Damic, VA; Fiona Cogar, Hayman Island; Piña Azzaro, Executive Edge Travel; Linda Jenelle Young, Flight Centre Bendigo; David Fazakerley, Flight Centre Groups Toorak Road; Tracey Williams, Bayview Travel; Loretta Farrelly, Jetset South Melbourne; Rachel Roberts, Ashmore & James TA; James Jang, Where2Travel; Jade Golightly, Flight Centre

Shepparton; Kerrie McBeath, Brighton Travelworld; Julie Pratt, Bentleigh Travel Services; Cathy McHenry, Wow Travel; Timothy Beckensall, Wings Away Travel; Danielle Trimarchi, VA; Michelle Burns, Hamilton Is; Mick Boylan, Sunlover Holidays; Brett Robinson, Harvey World Travel Leopold; Neryl Chambers, Harvey World Travel Surrey Hills; Belinda Brand, Brand Travel (Travellers Choice); Caitlyn Warburton, Jetset Travel Leongatha; Kendall Roberts, Jetset North Melbourne; Fiona Retallick, Storer & Turner Williamstown; Natasha Armstrong, Travel Club Geelong; Katie Dusting, Escape Travel Balwyn and Zoe Shaddock from Flight Centre Balwyn.

**WIN A COSMOS INDIA TOUR FOR TWO**

During September, *Travel Daily* is giving one lucky travel consultant reader and their travelling companion the chance to win a 7-day Golden Triangle Cosmos India tour, valued at up to \$5000 per couple.

The winning agent will enjoy:

- A 7-day Golden Triangle India tour taking in Delhi, Jaipur & Agra
- Return economy airfares from major Australian gateway cities
- Breakfast included daily
- Pre-paid Gratuities to Tour Director and Driver
- Airport to hotel transfers on first and last day of itinerary only
- Sightseeing with your Tour Director including visits to many attractions

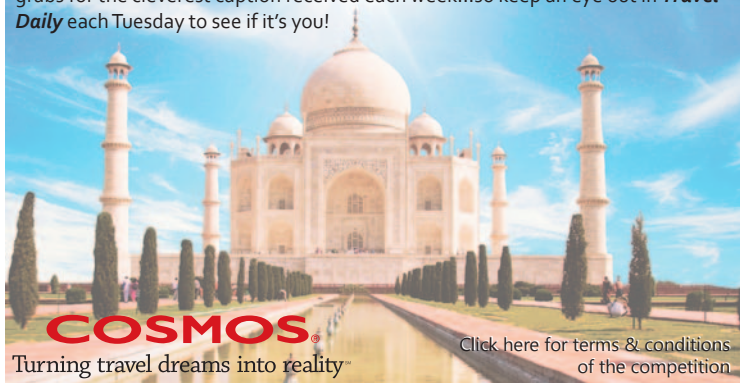


Week 1

To enter, simply send in a caption that best represents the photo featured above. You can enter as many times as you want.

Get creative & email your captions to: [cosmoscomp@traveldaily.com.au](mailto:cosmoscomp@traveldaily.com.au)

Plus, a weekly prize of a bottle of Moet & Chandon champagne will be up for grabs for the cleverest caption received each week...so keep an eye out in *Travel Daily* each Tuesday to see if it's you!



**COSMOS**

Turning travel dreams into reality

[Click here for terms & conditions of the competition](#)

*Travel Daily* is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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## ELECT AA!

Does job progression look doubtful in your current role?  
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AA Appointments and receive the support and assistance  
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### LUXURY ON THE HIGH SEAS!

#### CRUISE SALES CONSULTANT

SYDNEY CBD- \$40K - \$45K + SUPER

Join a boutique travel company who specialise in voyages of distinction on board some of the most luxurious cruise ships on the high seas! As a Sales Consultant you will be selling cruise and related travel worldwide. Supportive management, excellent training and development opportunities plus you will be working with a fun and friendly team. If you have a passion for cruising and a minimum of 1 year experience working in the travel industry, send your CV to AA Appointments today.

### DO YOU LIKE THE FINER THINGS IN LIFE?

#### PREMIUM/ VIP TRAVEL CONSULTANT

SYDNEY CBD- \$65K - \$75K OTE

Do you have an understanding of high end travel products and luxury destinations? We are currently searching for a Premium Travel Consultant to join a global travel company based in modern offices in the CBD. You will be handling VIP clientele and booking bespoke tailor made itineraries worldwide. Minimum 2 years experience as a Retail Consultant, strong destination knowledge and excellent communication skills are a must. Excellent salary on offer!

### BE A TRENDSETTER WITH THIS ONLINE AGENCY

#### CUSTOMER SERVICE AGENTS

MELBOURNE (INNER) - SALARY PACKAGE TO \$60K (OTE)

This well known agency now requires a new consultant to join their ever expanding customer service team! You will be responsible for assisting customers with their flight changes, special requests and other changes. You will be rewarded with a high salary of up to \$50K plus bonuses and will be working on an exciting rotating roster! You will finally get to do all the things you never have been able to do working a normal 9 to 5 job! If you have min 12 months experience using Galileo this role could be yours!

### \*NEW\* CORPORATE ROLE IN MELBOURNE

#### CORPORATE TRAVEL CONSULTANT

MELBOURNE (INNER) - SALARY PACKAGE TO \$60K+ (DOE)

This is your chance to come and work for a global travel company in a truly unique implant environment. Great \$\$ & benefits on offer. Our client is one of the best in the biz! When it comes to prestigious travel companies it doesn't get any better than this. Add to that, unique clients providing truly challenging bookings, and you've got a fantastic opportunity! No one day will be the same and always be highly rewarding. Don't delay this role is sure to fly out the door. Minimum 2 years international exp required.

### FULL TIME AND PART TIME - TAKE YOUR PICK!

#### RETAIL TRAVEL AGENTS

VICTORIA (GEELONG) - SALARY PACKAGE TO \$50K+ (DOE)

This well respected and well known independently owned travel company is seeking experienced travel consultants to join their growing team! Work in a busy shopping centre that has a high walk in flow of clients on a daily basis. From river cruising in Europe to a family holiday in Fiji to an African Safari no two days will be the same. Work in a friendly team and get the work-like balance that you are looking for. Part time and full time positions available now! Call us today to find out more about this exciting retail office.

### THE GRASS IS GREENER

#### WHOLESALE RESERVATIONS X 4

PERTH & ADELAIDE - SALARY PACKAGE \$70K (OTE)

Sick of being told "no" to furthering your skills? Want to be a valued member of a team where you are able to progress in your career? Then look no further! We currently have a number of opportunities to join this leading wholesaler. A role within these teams is not just another job, but opens the door to a long and promising travel career. You will be provided with constant training and development to enable you to be the best. Hurry, these roles can see you earning the best in the business. Apply now.

### LEND A HELPING HAND

#### TRAVEL SUPPORT CONSULTANT

BRISBANE CBD - UP TO \$49K PKG

Escape the frontline with this exciting new travel role in a leading travel company. Working on this land desk you will be responsible for assisting internal clients with system queries, problem solving, system maintenance and more. Enjoy Mon - Fri hours with only the occasional Sat whilst earning a top salary package and enjoying superb career progression development. Min 2 years travel industry experience will be a must along with Calypso skills being highly desirable. Apply today and jump behind the scenes.

### CHOO CHOOOSE THIS GREAT TRAVEL ROLE

#### WHOLESALE RAIL CONSULTANT

BRISBANE CBD - \$50K OTE

Do you think rail is the best way to see the sights of a country? Looking for a product you can specialise in? Then this superb new role is for you. Working for this innovative wholesaler you will be selling worldwide rail arrangements to travel professionals. Sensational \$\$ are on offer, along with top famils, ongoing training, amazing conferences, Friday drinks and more. All you need is a passion for rail, top notch customer service skills and previous travel consulting experience. Get in quick before this role departs the station.

# Come on in and Discover Amadeus.

It's that time of year when we open our doors and invite you behind the scenes to meet the Product Managers as they unveil the benefits of Amadeus' new and exciting solutions for travel agencies.

## Did you know that Amadeus can...?

- Produce branded quotes and proposals in under 2 mins
- Automatically notify your customers of flight changes
- Give you unbeatable access to accurate, real-time data

Whether you're a valued customer or simply curious, you're welcome to come along and discover more about what Amadeus can do for you.

**RSVP for an  
event here**



Gold Coast	Wednesday 18th September	Sofitel Gold Coast, Broadbeach
Perth	Wednesday 25th September	The George Hotel, Perth
Sydney	Wednesday 9th October	Amadeus Offices, 300 Elizabeth St.
Adelaide	Tuesday 22nd October	Bunnik Tours Ballroom, Flinders St.
Melbourne	Thursday 24th October	Quay West Suites, Melbourne
Auckland	Wednesday 30th October	Amadeus Offices, Albert St.
Wellington	Thursday 31st October	Angus Inn, Lower Hutt
Canberra	Thursday 7th November	Novotel Canberra,



# Discover the World of Kenya Airways.



## DAILY PRIZE

\$ 50 KQ travel voucher for each L/haul Economy Class, or \$ 100 voucher for each L/haul Business Class on all sectors in the table below.

## GRAND PRIZE

**Grand Prize**  
**\$ 2,000**  
KQ travel vouchers

Consolidated Travel & Kenya Airways are giving you the opportunity to win one of four \$2,000.00 KQ travel vouchers by issuing a minimum of 4 L/haul tickets between 01 Aug - 30 Nov 2013, plus daily prizes.

FLIGHT #	OPERATES	ORIGIN	DESTINATION	DEPARTS
KQ 5505	Mon-Sun	MEL	AUH	2210
KQ 5507	Mon, Wed, Fri	SYD	AUH	1450
KQ 5503	Mon-Sun	SYD	AUH	2150
KQ 5521	Mon-Sun	BNE	AUH	1245
KQ 317	Tue, Thu, Sat	AUH	NBO	0250
KQ 863	Tue, Thu, Sat	HKG	NBO	2020/2130
KQ 862	Mon, Wed, Fri	NBO	HKG	2245
KQ 887	Mon-Sun	BKK	NBO	0035
KQ 886	Mon-Sun	NBO	BKK	2335

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quicketicket between 01 Aug - 30 Nov 2013 on KQ (706) itineraries ex Australia plated to KQ (706) ticket stock on the Consolidated Travel IATA only. \*Valid for new ticketed bookings only. Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Kenya Airways reserve the right to alter or cancel the promotion any time. Airline ticket will be a total refund of the airfare component only, taxes, fuel and surcharges are not included. Receipt of a prize may have 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 01 Aug 2013.



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