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# Travel Daily

First with the news

Tuesday 17th September 2013

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## New GDS LCC booking tool

**AMADEUS** has announced the launch of “unique system enhancements” which will allow travel agents from around the world to book low-cost carriers (LCCs), using the same booking flow as traditional airlines.

The system will be phased in gradually, with European LCC easyJet the first airline to offer the ‘light ticketing’ option via an XML connection with Amadeus.

It works via the introduction of a ‘virtual ticket number’ in the Amadeus system, with the GDS firm saying that “for the first time traditional shopping, booking and back-office flows will be combined with real-time dynamic fares and a full ancillary offering.”

Travel agents will be able to access easyJet content from the standard Neutral Availability and

Schedule displays, alongside all other airlines in a single screen.

Amadeus head of distribution marketing, David Doctor, said that by enhancing and standardising the booking flow for light ticketing carriers, travel agents will be able to process bookings more efficiently, which will drive greater adoption.

There are over 65 low-cost and hybrid airlines bookable within Amadeus, with the firm saying LCC booking numbers are up almost 26% so far this year.

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### Another great issue

**TD** today has seven pages of news, a front full page for **Qantas Holidays/Viva!** Holidays again plus full pages:

- AA Appointments
- inPlace Recruitment jobs
- South African Tourism

### QH school hols guide

**QANTAS** Holidays and Viva! Holidays have produced a range of school holiday availability guides for (click) **Queensland, Asia and South Pacific** destinations to assist with finding family friendly product, last minute allotments and specials.

It’s part of the major ‘Take a Break’ incentive launched this month which also offers \$50 gift cards with each booking made 13-30 Sep for travel this month.

See the **front full page** for info.

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# Travel Daily

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Tuesday 17th September 2013

**2013 LAST MINUTE SPECIALS**  
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## Amex to close US agency network

**AMERICAN** Express has announced the closure of its twenty company-owned shops in the USA, with consultants working in the outlets to become part of the group's "work-at-home" network of travel advisors.

The move will be completed by the end of the year, with spokesperson Tracy Paurowski saying it reflects "customer preferences".

"A lot has changed over the years in how clients contact our travel counsellors," she said, with phone and email predominating and much of the business being repeat clients or referrals.

Amex will continue to be accessible in stores via its American Express Travel Representative Network of franchisees, and will maintain its call centre operations.

The restructure follows other changes in the American Express business, which last week agreed to sell its publishing arm to media giant Time Inc.

Key magazine titles which are part of the deal include *Travel + Leisure* and *Food & Wine*.

## Wotif lifts global content

**WOTIF.COM** has revealed a new agreement with Japanese OTA Rakuten to share hotel inventory, as part of an ongoing strategy to boost sales of Asia and Rest of World accommodation.

Under the deal, Wotif's Australian and NZ hotel content will be included on the Rakuten site in Japan, while Rakuten's Japanese hotels will feature on Wotif Group websites.

The move was revealed in the Wotif.com annual report today, which also details other strategies including monetisation of traffic

from Group website and a review of brand and marketing.

Other key developments included dynamic packaging which beta-launched in May this year with a Sydney theatre package combining domestic and/or Tasman flights, a range of hotel options and show tickets at a single discounted price.

CEO Scott Blume said Wotif anticipates rolling out the final dynamic packaging offering to more destinations in Australia and overseas in coming months.

Other initiatives in the report include strong growth in mobile traffic which provided 35.9% of hotel visits on Wotif.com and saw the company's apps installed on over 450,000 mobile devices.

Hotel property numbers in Australia and NZ are up 15.1%, with the company also boosting staff in its product team.

Blume, who took up the role of ceo on 21 Jan, had a total salary package of \$409,120 while MKR star Helen Demetriou exec gm Flights, Activities and Packages, received \$255,963 in total remuneration for the year.

## Westbury for ITG

**EXPRESS** Ticketing has announced that AFTA ceo Jayson Westbury will be one of the guest presenters at the Independent Travel Group Business Forum, which will take place at the W Hong Kong 21-24 Nov.

Westbury will update the group on the Travel Industry Transition Plan as well as the AFTA Accreditation Scheme.

Other speakers include finance journalist Michael Pascoe and social media expert Kim McKay.

## Syd Antarctic flt axed

**AGENTS** are being reminded by Antarctica Flights that seats for this years 'once-in-a-lifetime' air tours are still available for departures from Melbourne, Adelaide, Brisbane and Perth.

The renewed push comes as the company was forced to cancel its Sydney departure for the first time due to "low demand."

Loads on the other flights are performing well and expected to pick-up further in the lead up to Christmas/NYE, marketing mgr Quynh Nguyen told *Travel Daily*.

Numbers for the inaugural Brisbane flight are "doing well."

For departure dates & costs, see [www.antarcticaflights.com.au](http://www.antarcticaflights.com.au).

## VA Adelaide Base

**VIRGIN** Australia has today revealed it will open an Adelaide base for cabin crew, increasing its workforce in South Australia from the current 180 employees by up to another 80 positions.

"This decision is a reflection of our growing network, and the confidence we have in the South Australian market," said VA chief customer officer Mark Hassell.

Applications will start this week.

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## TA inks \$9 million STA MoU

**TOURISM** Australia today launched a \$9m Memorandum of Understanding with STA Travel to promote youth travel to Australia.

The three year agreement will see TA work with STA in key international markets including the UK, Germany, France, the USA, Japan and Singapore, as well as for domestic travel.

The pact was signed in London overnight by Tourism Australia's new regional general manager for the UK, Denise von Wald, and STA Travel ceo John Constable.

It coincides with the start of the World Youth Student Travel Conference (WYSTC) in Sydney today, with over 800 delegates from 80 countries attending.

### Accor comms role

**SALLY** McCann has been appointed as Accor's new Communications Manager with Accor, overseeing the PR strategy for Pullman Hotels & Resorts as well as managing the publicity for Accor's hotels in Vic, SA and Tas.

Her career has included roles with Destination NSW, Four Seasons and Small Luxury Hotels.

TA md Andrew McEvoy said a recent review had identified opportunities to promote the country via new industry partnerships.

"Up to now, most of our major strategic marketing agreements have been with airlines, so this deal marks a significant and very positive step towards broadening the international marketing and distribution of Australian holidays," McEvoy said.

### Air India portal rejig

**THREE** weeks after launching its newest international routes to Australia, Air India has begun promoting the flights on the landing page of [airindia.com](http://airindia.com).

The freshly revamped website is now alerting browsers to "Fly the *Dreamliner* from India to Sydney and Melbourne," with the home-page also featuring AI's 'Maharaja' mascot strangely depicted appearing from within a kangaroo's pouch (pictured).

### Australia on Air India's Network Now



The rejigged and more user-friendly site also features the flight schedules to both its Australia hubs, while promoting a 10% discount for travel from Delhi to Australia when flights are booked by the end of this month.



## Window Seat

**A SHIPMENT** of special-edition London-style cabs rolled off a freighter in Fremantle last weekend, destined for Australian roads.

The cabs will be trialed in various cities in coming months with the goal of convincing states to purchase fleets of the vehicles for their roads.

According to London Taxi Company - the firm responsible for importing the vehicles to Australia, the reasoning was to see specially built taxis here rather than "converted sedans" that are currently used.

The cars boast more powerful air-conditioning units, larger radiators and alternators to handle the extra work they undertake.

Indications are the vehicles will first find their way onto roads in Victoria and Western Australia before anywhere else.

**THINKING** of bringing home one of those "classic" Bintang singlets for a friend or relative from Bali? Think again.

According to a survey from flight aggregator Skyscanner, buying cheap cliché nik-naks are difficult to resist, but are widely considered a disappointing gift.

Comedy T-shirts were ranked by 17% of respondents as least desired gifts, with 18% saying they would re-gift it and 12% even admitting to discarding it.

Other items on the unwanted holiday gift list included cheap jewellery, key-rings and magnets, snow globes and fake DVD's.

## Been stuck in first for too long?

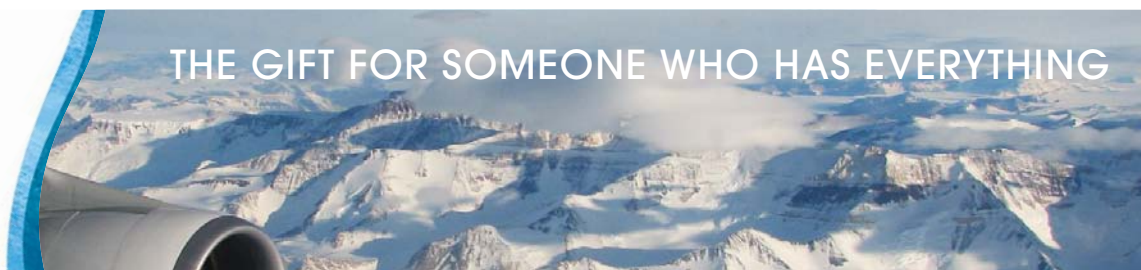
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Agents earn 10% commission\*  
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## Dockside on UnionPay

**THE** Dockside Group in Sydney continues to adopt more China-friendly services for guests, this week announcing it will enable UnionPay payments for Asian business and leisure travellers.

More specifically, growth from the business events industry.

UnionPay is regarded as one of the most common systems for transferring funds in China, and the system has now been introduced at Dockside Group's Sydney venues - Dockside, L'Aqua & Star room, as well as restaurants at The Rocks - Waterfront, Wolfies and Italian Village.

"Recent events hosted at Dockside Group's properties, have received praise for the experience provided to international travellers and the addition of UnionPay further showcases our ongoing commitment to this market," executive director for sales & marketing Beverley Parker said yesterday.

## Emirates adds Kabul

**EMIRATES** will introduce new daily Airbus A340-500 services to Afghanistan's capital Kabul from Dubai, effective 04 Dec, becoming the airline's 138th destination.

EK will be the only airline offering First Class between the two cities.

## NSW events calendar

**DESTINATION** NSW has rolled out the NSW Events Calendar for events scheduled in Sydney and regionally between Sep 2013 and Jun 2014, including Newcastle's Tastes of the World Beer Festival. See [www.bit.ly/NSWevents](http://www.bit.ly/NSWevents).

## EY ups VA stake again

**VIRGIN** Australia this morning revealed that Etihad Airways has continued to build its shareholding in the carrier, buying about 27 million shares worth \$12 million last Fri.

EY now holds 14.446% of VA, with approval to move to 19.99%.



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## Thredbo pedal power

**THREDBO** Alpine Resort has proposed to develop the nation's "most iconic mountain bike destination for recreational riders & events" over coming years, aimed at encouraging tourists to the region during summer.

According to a preliminary draft proposal for the 17 trail Thredbo Mountain Bike Travel Master Plan, the project will feature 13 new cross-country trails, a downhill trail, flow trail, all-mountain trail and a "pump track".

"With the creation of a world-class mountain bike trail network at Thredbo, an increase in visitation by both international and domestic guests is expected."

The proposal indicates that growth in off-road cycling and the demand for purpose-built trails "is fuelling a new niche market in tourism - mountain bike tourism".

Projected mountain bike visits to Thredbo in summer are tipped to surpass 32,000 by 2015/16, up from the current 9,480 arrivals.

## Money

**WELCOME** to Money Talk, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US\$0.93**

**THE** last week has seen the Aussie dollar take a wild ride, but overall sentiment has improved due to weak US retail sales data.

There's also speculation that the US government will ease stimulatory measures, which has seen sustained downward pressure on the greenback.

*Wholesale rates this morning:*

US	\$0.928
UK	£0.584
NZ	\$1.131
Euro	€0.696
Japan	¥91.99
Singapore	\$1.168
China	¥5.502
South Africa	R8.662
Canada	\$0.954
Crude oil	US\$106.94

## Multi Skilled domestic/International Corporate Consultant

Due to expansion and our recent success in acquiring new business Gilpin Travel Management is looking for a Multi Skilled domestic/International Corporate Consultant to join our Sydney team.

Are you the best in your area of expertise? If so we want you!

You will be fully conversant with fares and ticketing in Galileo, and Tramada back-office and possess the ability to work on your portfolio of clients within the guidelines of their SLA's and with the utmost professionalism.

You will have excellent written and verbal communication skills and a thorough knowledge of all aspects of airfares, hotels and ground arrangements.

For your strong work ethic and productivity, you will be rewarded with five (5) weeks annual leave and five (5) days familiarisation leave.

We are a Virtuoso agency, to be part of our professional friendly team, please forward your resume in confidence to [robert@gilpin.com.au](mailto:robert@gilpin.com.au)

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Tuesday 17th September 2013

## JetBlue to SAV, POS

**NEW** York-based airline JetBlue Airways is set to introduce new twice daily nonstop services to Savannah, Georgia from 13 Feb, and a daily flight to Port of Spain in Trinidad from 24 Feb.

A new daily Fort Lauderdale to Port of Spain service is also earmarked to debut from 01 May.

## Cosmos Wk2 winner

**CONGRATS** to Olivia Mair from Flight Centre who was the Week 2 winner in our month-long Cosmos competition (see **page 7**).

Olivia's entry in the photo caption comp was - *"Your clients will think you're a guru for bookings Cosmos."*

She has won a bottle of Moët & Chandon champagne for her winning entry.

## Kimberley incentive

**LINDBLAD** Expeditions is enticing agents to book clients on its nine Kimberley voyages by offering a \$500 cash incentive.

Valid for all new twin share bookings made for departures in 2014 before 30 Nov, the bonus is on top of regular commission.

To enter, agencies need to be registered with the cruise line at [www.bit.ly/LEincentive](http://www.bit.ly/LEincentive).

## UAE over water villas

**MINOR** Hotel Group has welcomed the first guests to its 5th Anantara branded property in the United Arab Emirates.

Anantara Dubai The Palm Resort & Spa features 293-rooms, along with one- & two-bedroom Beach Pool Villas and the Middle East's first Over Water Villas.

**Be an entertaining Host... Host a Murder!!**



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## Quest Wodonga ribbon cutting



**QUEST** Services Apartments has opened its newest property in the Victorian city of Wodonga.

The property features 80 brand new studio, one-, two-, and three-bedroom apartments, a gym, pool, business lounge and conference room.

**Pictured** at Quest Wodonga's launch celebration from left

are Cr Mark Bryatt, Wodonga Mayor; Paul Constantinou, Quest Chairman; Natasha Callewaert & Jason Callewaert and Madeleine Wood & Noel Wood, Quest Wodonga Franchisees.

Victorian Minister for Planning Matthew Guy was also on-hand for the cutting of the red-tape for the \$25 million hotel on Thu.



## Seeking three sales stars passionate about Fiji NSW/QLD/VIC State Managers

Tourism Fiji is looking for suitably qualified and highly motivated candidates to fill three vacancies, one each in Sydney, Brisbane and Melbourne regions as we grow and develop our business in the Australian market. This is a pivotal SALES role suited for those with current industry experience.

### Responsibilities include:

- Management of a regular call cycle within your state to maximize Tourism Fiji's presence at frontline retail and wholesale level.
- Promotion of Fiji to the Australian travel industry and consumers at trade shows including assisting in their organisation
- Participate in head office and in-store training activities for retail and wholesaler partners, frontliner conferences and promotional activities.
- Seek new business opportunities to grow incremental visitation to Fiji.
- Promote Fiji in conjunction with key trade partners.
- Manage the promotion and agent engagement of the new Fiji Matai Programme. This includes maintaining and updating the Matai database, information distribution to Matai agents as and when required and organising Matai conferences and famils.
- Collect and evaluate market intelligence as required.
- Identify sales opportunities within the key segments of MICE, special events, weddings and honeymoons, dive and seniors market and all segments identified as having potential for outbound growth to Fiji.

If you are highly motivated, a team player who likes to work autonomously and you want to champion tourism to Fiji we want to hear from you.

Those interested in applying should send their cover letter and resume via email, no later than 19 September 2013 to: Carlah Walton, Regional Director Australia on [cwalton@tourismfijioz.com](mailto:cwalton@tourismfijioz.com) specifying which state you are applying for in the subject line. Only shortlisted candidates will be contacted.

**SINGAPORE AIRLINES**



## Passenger Sales Executive - Sydney

SIA Sydney requires a highly motivated and skilled Passenger Sales Executive to join the Sydney Sales team. The position is responsible for managing relationships with agency accounts and achieving revenue targets.

### The successful candidate will possess:

- Sound commercial acumen with a clear focus on business development
- A proven track record in achieving sales targets
- Strong analytical and problem solving skills
- Experience in developing and successfully implementing sales and marketing strategies
- High level of written and verbal communication skills
- The ability to organize, prepare and deliver sales presentations with confidence
- Sound proficiency in all Office PC applications
- The ability to work with minimal supervision
- High standards of professional deportment and personal presentation
- A current drivers license with access to their own vehicle, safe driving record and the ability to obtain security clearance for an ASIC

This is a full-time position. The successful candidate will be offered an attractive salary package including travel benefits, medical insurance and superannuation. Starting salary is AUD\$54,552 per annum.

**Written applications with CV should be forwarded to Lida Alevizos, Sales Manager NSW/ACT, via email to [Cecily\\_Woo@singaporeair.com.sg](mailto:Cecily_Woo@singaporeair.com.sg).**

**Applications close Friday, 20 September 2013.  
Only shortlisted candidates will be contacted for interview.**





**THIS** group of agents from CT Partners had a chance to explore several different aspects of Japan on a recent famil.

Luxury in the air book-ended the trip, with the group enjoying the extra space of Premium Economy during the Japan Airlines flight to Tokyo and stretching right out in Business Class on the way back, the comforts of the Business Class lounge in Tokyo included.

Helping to sponsor the trip was the Mandarin Oriental Tokyo, the Grand Prince Hotel Hiroshima and the Royal Park Shiodome Tower Tokyo.

After a night in the Mandarin Oriental in Tokyo, the next port was the historic city of Hiroshima, with lunch enjoyed at the Hiroshima Convention and Visitors Bureau.

While in the city, the group wandered the monuments and the museum of the Peace Park and enjoyed dinner and a Kagura show.

Further time in the city was spent mingling with the local deer population of Miyajima before heading back to Tokyo where the group enjoyed the Sensoji Temple, the Tokyo Skytree and the Shibuya region.

## Monet's Garden a hit

**MORE** than 87,000 visitors from interstate and abroad attended the National Gallery of Victoria's Monet's Garden exhibition, part of the 2013 Melbourne Winter Masterpiece series.

The event showcased over 60 works devoted to Claude Monet's iconic garden at Giverny.

Final attendance figures for the show topped 342,000.

Capping off the trip & thanking the group for their visit was a special Australian-themed dinner at the Mandarin Oriental Tokyo created by the talented chefs.

**Pictured** at one of Japan's many sights in the back row from left is Trina Rynehart, TravelManagers; Melissa Kemlo, Travel Partners; Antje Freytag, Bay Travel Group; Linda Butler, Media Travel; Sandra Reig, Executive Edge and Jane Tatham from Wentworth Travel.

Front row: Kate Ashdown, Mp Travel; Sandra Di Benedetto, Travel Beyond Group and Norrie Sugisaki from Japan Airlines.

## Budget, JAL p'ship

**BUDGET** has inked a new multi-year deal with Japan Airlines to become the only international car rental firm to offer JAL Mileage Bank members the ability to earn miles when renting vehicles.

Further, Budget's products and services will be promoted to loyalty scheme members via the jal.com website & through member updates & newsletters.

## Tempo Latin release

**TEMPO** Holidays has unveiled a new range of Antarctica cruises including a seven-day fly & cruise option aboard *MV Ocean Nova* to its just released 2014 Latin America brochure.

The program features a new 27-day Ultimate South America itinerary which explores the best of Ecuador, Peru, Bolivia, Chile, Argentina and Brazil, priced from \$16,995ppts ex Sydney.

A \$250 discount is offered for bookings made by 31 Oct.

For more info call 1300 362 844.

## Davies joins Excite

**EXCITE** Holidays has expanded its business development team, appointing Samantha Davies - who has 15 years industry experience - as bdm for NSW.

## Beach Holidays abroad rising

**NEW** Roy Morgan Research data shows an increasing number of Australians are opting to take a beach holiday overseas.

The percentage of travellers choosing an international seaside vacation is relatively low, but the study determined that over the past decade the number has tripled, up from 1.0% in Jul 2003 to 3.3% now.

Over the same period, the number of beach holidays lat taken domestically has fallen from 16.6% to 13.3%.

Hot spots for Aussies heading abroad for a beach-inspired trip include Bali, Thailand, Fiji and Hawaii, compared to the Australian coastal classics like the Gold Coast, Sunshine Coast, Byron Bay and Great Ocean Road, said Jane Ianniello, International Director of Tourism & Travel.

"With cheap flights and a strong Australian dollar, overseas beach destinations offer Australian holidaymakers good value for money," Ianniello said, appealing mostly to singles and couples.

## Philippine food fest

**SYDNEY'S** Shangri-La Hotel will host the 2013 'Flavours of the Philippines' food festival at Cafe Mix between 01-15 Oct.

The event is being hosted by the Philippine Department of Tourism & Shangri-La Hotel Sydney, and features three guest chefs from Makati Shangri-La, Manila who will create a lavish smorgasbord of authentic Filipino fare.

Tickets to the daily lunch and dinner (6-10pm) sessions are priced at \$45 & \$75 respectively.

To book, call (02) 9250 6206 or email [dine.slsn@shangri-la.com](mailto:dine.slsn@shangri-la.com).

## Lufthansa ceo quits

**CHAIRMAN** & ceo of Lufthansa Christoph Franz has advised the German carrier's Supervisory Board he will not be renewing his contract beyond 31 Mar 2014, citing "professional reasons."

Franz has been with the Lufthansa Grp for close to 15yrs.



**SOUTH AFRICAN AIRWAYS**

A STAR ALLIANCE MEMBER

## Corporate Sales Executive WA - Part Time

The Walshe Group, GSA for South African Airways, is looking to fill the above role, based in Perth, with the key focus to development new corporate business opportunities in the WA market. The role is based on a 12 month contract at 3 days per week.

**Applicants must possess the following;**

- A proven track record in a sales capacity in the travel industry;
- Previous corporate experience highly regarded;
- Thorough understanding of airline processes, trends and distribution practices;
- Sound business acumen;
- A genuine passion for sales.

**Applications including a CV and cover letter to**  
[applications@walshegroup.com](mailto:applications@walshegroup.com)  
**by Wednesday 25 September 2013.**

THE WALSH GROUP



## New Kuranda touring

**BRETT'S** Kuranda Half Day Tour in Tropical North Queensland is offering a new package that's pitched to cater for the youth and adventure travel market.

The tour departs Port Douglas and includes the Skyrail cable car, a ride on the Kuranda Scenic Rail, time at Kuranda Village and 2.5hrs at the adventure centre, AJ Hackatt for a bungy jump and/or minjin swing, priced from \$225.

More at [www.bit.ly/BKHDtour](http://www.bit.ly/BKHDtour).

## Princess visa details

**EASY-TO-READ** and understand details about visa requirements needed to visit foreign countries while on a cruise is now available via a new Princess Cruises service.

Travellers will be able to view visa information relevant to their cruise via the Cruise Personaliser section of the Princess website after their booking is made, using a booking reference for access.

Princess Cruises head of sales Australia & NZ Brett Wendorf said the new service will automatically send reminders to travellers to check this section prior to leaving.

"[The section] has been designed to provide agents and their clients with the most up-to-date information, all in one place".

## 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:

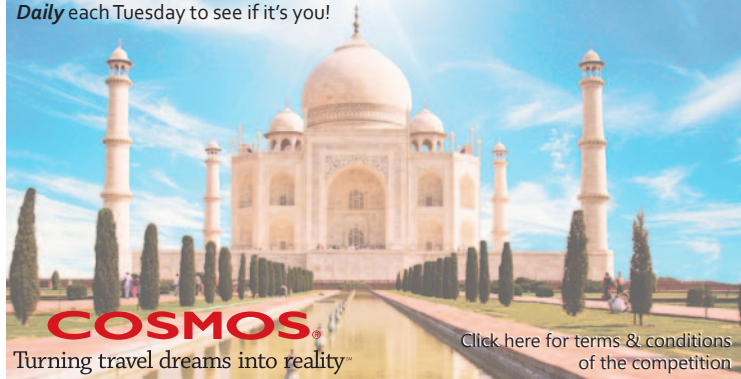
- A 7-day Golden Triangle India tour taking in Delhi, Jaipur & Agra
- Return economy airfares from major Australian gateway cities
- Breakfast included daily
- Pre-paid Gratuities to Tour Director and Driver
- Airport to hotel transfers on first and last day of itinerary only
- Sightseeing with your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

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 Moët & 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!



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## AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

**PRIME** Minister Tony Abbott has announced his new Cabinet and Ministry, and for those in the travel industry who have always wanted a Minister for Travel (as the Minister for Tourism did not fully connect with our industry), fear not, as we now have neither.

In an interesting and some might say an unexpected outcome, the new PM has decided to subsume tourism into the broad ministerial portfolios of Foreign Affairs, Trade and Investment.

There is no Minister for Tourism and for all accounts not even a Minister for Something Else & Tourism. Which is of course the position the industry had accepted under the former Labor governments.

So what does this really mean for the industry going forward? Final engagement arrangements for the tourism industry will be made once the new Ministers (yes plural) have been sworn in and I expect that we will have some clearer guidance about how to best engage with the new government and the various departments that will see to the implementation and delivery of the Coalition's tourism policy.

A week ago I said that the policy demonstrated that an Abbott Government would be a government for tourism. I still stand by that statement provided that new government can clearly identify how the industry can work with the various ministers and departments to ensure a swift implementation of many of the policy ideas outlined in the document released prior to the election.

For The Hon Bob Baldwin MP, the former Shadow Tourism Minister who has worked extremely hard with the industry in crafting the tourism policy, he will continue to serve the new Prime Minister in the important role of Parliamentary Secretary for Industry. Don't be confused - that is not the Tourism Industry, just Industry in general.

For the travel industry the other important person is the Assistant Treasurer, as in the past this portfolio under Labor had the responsibility for the ACCC and Consumer Affairs.

If this is to be the case with the new government then we have a very good person in Senator Arthur Sinodinos AO who has been appointed to this role.

In terms of the opposition, we will have to wait a few weeks until the internal process of electing a leader is resolved and at that point we should then understand who if at all will be responsible for the tourism industry, and as with every parliament we will continue to engage both sides of politics to ensure good outcomes for the travel and tourism industry.



## APAC pilot forecast

**BOEING** has predicted the Asia Pacific region will require over 192,000 new commercial airline pilots within the next 20 years.

Leading the demand is China which will require 77,400 pilots, according to the 2013 Boeing Pilot & Technician Outlook.

The Oceania region will need about 17,400 pilots, the airline manufacturer's report suggests, to supply demand for an estimated 13,000 new aircraft forecast for the region.

## Qld India cricket coup

**QUEENSLAND** Minister for Tourism & Major Events Jann Stuckey has welcomed Cricket Australia's decision to host an India vs Australia Test Match at the Gabba in 2014.

Stuckey said Brisbane & the state would benefit from increased tourism opportunities through its international broadcasting.

The match will be the first time in a decade that a test between the two countries has been played in the Queensland capital.





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**\*NEW\*** RETAIL CONSULTANT – MOVE TO  
CORPORATE  
CORPORATE CONSULTANTS  
SYDNEY – SALARY PACKAGE UP TO \$55K

Work for one of the global leaders in corporate travel, with offices located worldwide there is huge potential to grow with the company. The client prides themselves on exceptional service and finding solutions for the individual client. Work in a team on varied accounts, no two days will be the same in this role. If you have 3 years retail travel experience and want to progress into corporate travel. Apply for this great opportunity today.

GROUP & EVENTS TRAVEL TEAM LEADER  
TEAM LEADER  
MELBOURNE – LUCRATIVE SALARY PACKAGE DOE

This innovative & forward moving travel company is seeking a competent groups & events travel team leader to join their busy team. You will be responsible for managing all the operational & sales aspects of the team, whilst also remaining hands managing groups & events travel requirements. You will need to possess leadership skills & have effectively managed a team of consultants. In addition to these management skills, you must have experience in the groups & events travel sector.

ADELAIDE'S NORTHERN STAR  
LEISURE CONSULTANT

ADELAIDE (NORTH) – SALARY PACKAGE TO \$55K (DOE)  
Our client, a reputable retail brand located in the city's North, is seeking an experienced & well travelled retail consultant. Booking a diverse range of travel itineraries for the stores largely walk in clientele, you will be responsible for booking exciting and intricate itineraries to exotic destinations. You must have min 2 years retail experience and impeccable customer service. This is your chance to work for a stable & well respected retail brand with supportive management & friendly colleagues. Call us today to find out more.

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GROUP COORDINATION LEADER  
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This has to be Adelaide's most rare & exciting travel role! Working for this travel company, you will be responsible for the construction, coordination, operations and success of a large group tour set to take off in 2015! If you have worked as a group travel consultant/creator for a min 4 years where you have also been responsible for the successful running of a group touring product, we want to hear from you! Don't delay, call us today to find out more about this exciting role. You won't regret making this move!

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This Amazing retail team is looking for a senior consultant to join their motivated & successful team. Work close to home & earn a top salary, receive the recognition you deserve! On a daily basis you will book International & domestic leisure travel for your existing & new clientele. Working Monday to Friday and rotational half day on Saturday, with a strong focus on customer service and developing individual travel itineraries no day will be the same! Go on reward yourself! Apply today!

SUCCESS IS WAITING FOR YOU!  
RETAIL TRAVEL MANAGER  
GOLD COAST SUBURB- SALARY PACKAGE DEP ON EXP

Do you have what it takes to lead a successful agency forward? This National travel agency is looking for a motivated, successful leader to jump aboard and steer this Gold Coast Retail team. You will receive many great benefits, Salary \$\$\$, head office support, Monday to Friday hrs with rotational Saturday and let's not forget you're in charge! You must be able to manage your own client portfolio, daily administration, manage a team and think of innovative ways to continue improve your successful Agency! Apply Now!



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Ben Carnegie

### Travel Software Helpdesk - Sydney CBD

- ▶ Global company
- ▶ Focus on mid/back office systems
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Our client is a leader in international travel technology supply. With one of the largest portfolio's of software products the industry has, now is a great time to join this innovative and progressive business.

As the focus is on the mid/back office software systems, a combined background in travel consulting and travel accounting is the perfect skill set.

If you have experience using Crosscheck, SAM or Tramada we want to talk to you now. Knowledge of a GDS is also a bonus.

This position is Monday to Friday only but you must be flexible to work on a rotating roster between 6am-6pm. Take a step back from travel accounting/consulting and support your fellow agents.

Call or [email](#) Ben Carnegie for more details

### Luxury Leisure Tour Designer/Consultant

- ▶ Up market, luxury product range
- ▶ Award winning agency located in Sydney CBD
- ▶ Salary from \$50K - \$60K DOE

As an experienced Leisure Consultant you will work closely with this experienced team, sharing ideas and creating detailed itineraries to meet the needs of discerning travellers.

Call or [email](#) Kristi Gomm for more details

### Corporate Travel Consultant - Melbourne

- ▶ Boutique Agency, Melbourne Inner Suburbs
- ▶ Excellent base salary, modern well appointed offices
- ▶ Monday to Friday hours, transport at door

We are looking for an accomplished multi-skilled corporate travel consultant willing to work within a small dedicated team of highly experienced travel professionals.

Call or [email](#) Sandra Chiles for more details

### Manager - Retail Travel - Sydney West Subs

- ▶ Salary up to \$70K base + super + incentives
- ▶ Be involved in all areas of the business
- ▶ Support, mentor and lead your team

This small but powerful player within retail travel is seeking an experienced and driven manager to mentor and motivate a team of high performing travel consultants.

Call or [email](#) Sandra Chiles for more details

### Corp Leisure Travel Consultant - with a twist!

- ▶ Corp leisure role with an element of marketing
- ▶ Monday to Friday hours, transport at the door
- ▶ Excellent base salary, modern Melbourne offices

This busy and expanding boutique agency are looking for an experienced corporate leisure consultant that has a keen interest in marketing and social media.

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- ▶ Leafy North Shore agency
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Once in a lifetime a role like this comes up. Well established discerning clientele. Bring your personal travel and consulting knowledge and enjoy working with a great team.

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