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# Travel Daily

First with the news

Monday 23rd September 2013

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## ATS with Express Tktg

**EXPRESS** Ticketing has included African Travel Specialists (which includes its divisions India Tours & Travel Specialists and Croatia Travel Specialists) to its list of preferred suppliers.

The deal covers the 500+ agent members of the Independent Travel Group and Select Travel Group, via Express Ticketing.

The addition of African Travel Specialists boosts the firm's preferred suppliers tally to 29.

## Scholarship finalists named

**THE** judging panel for this year's Avis Travel Agent Scholarship has today announced the four finalists who will compete for the coveted title this year.

It is the 17th year the scholarship has run, with a prize pool now

valued at more than \$40,000 - including two Qantas Business class tickets to New York, a first-year tourism scholarship to study at Southern Cross University's School of Tourism and Hospitality Management; four CLIA cruise training modules; admission into the TIME mentoring program and much more.

The four consultants who will travel to Sydney on 29 Oct for the final judging session are: **Leanne Ralston** from Spencer Travel in NSW; **Ann Hobbs** of Travelworld Kununurra in WA; **Maria Pandalai** of TravelManagers in Townsville, Qld and **Kristi-Anne Butel** of Complete Travel Solutions in Brendale, Qld.

After making their presentations, the winner will be announced at a special dinner at the Four Seasons Hotel that evening.

See [www.avisscholarship.com](http://www.avisscholarship.com).

## Kenya wants tourists

**THE** Kenyan Govt's Commerce & Tourism Department is assuring tourists that security has been beefed up in the aftermath of the Westgate shopping mall terrorist incident last weekend in Nairobi.

"The safety and security of our people and visitors is our paramount priority," the govt said, adding tour operators will maintain their tourism activities "uninterrupted."

The govt appealed to foreign offices to recognise the event as an "isolated incident" and not issue travel advisories to Kenya.

Yesterday, the Dept of Foreign Affairs & Trade urged Aussies to monitor local media reports and avoid public places for 48hrs, at the same time maintaining its "exercise a high degree of caution" advisory for the nation.

## Eight pages of news

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

- AA Appointments
- Travel Trade Recruitment



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## HKG delays expected

**CATHAY** Pacific Airways is warning passengers of delayed or disrupted flight schedules today from/to its Hong Kong hub as the airline gradually resumes services from noon today (local time).

The alert comes in the wake of Typhoon Usagi which pounded Hong Kong over the past two days.

A waiver on re-booking fees for all tickets issued worldwide on or before 20 Sep for travel between 22-24 Sep is offered to CX pax.



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## Quest Mackay mark 2

QUEST Serviced Apartments continues to expand its presence in Queensland, today officially opening the \$30m Quest Mackay - its second location in the city.

The property features 115 studio, 1- and 2-bedroom units.

Chairman Paul Constantinou said Mackay's position as the "centre of business growth in regional Queensland made it an obvious decision to open a second Quest property here."

## Major US push for Qantas

QANTAS is partnering with the new Brand USA organisation to launch a major incentive which will see 50 Australian travel agents experience the US.

It is part of a major 'Ausmerica' promotion which debuted on the weekend on TV, print, digital and outdoor channels, featuring the Qantas network of services to Los Angeles, Dallas and New York.

The week-long mega-famil will see 50 top-selling agents in the incentive accommodated in five touring groups, visiting a range of destinations including New York, Massachusetts, Florida, Texas, New Orleans and Arizona.

The move is the first America mega-famil to be undertaken by Brand USA, which is represented in Australia and NZ by Gate 7.

"We look forward to participants experiencing the breadth of what the USA has to offer by heading to destinations across the USA," said Brand USA Strategy Director for Australia and NZ, Joe Ponte.

The tour, which departs 18 Nov, will culminate in Los Angeles with a celebratory dinner on 24 Nov.

The promo also includes a consumer promotion running in conjunction with American Express, which gives customers who book during Oct the opportunity to win two Business class flights and five nights accom in New York.

The incentive kicked off on Sat 21 Sep and will run until 18 Oct.

Agents are able to enter by booking and ticketing flights on 081 paper that include at least one QF marketed sector between Australia and Honolulu, Dallas, Los Angeles and New York.

The winning agents - who will include two top entrants from each state and the remainder of those with the highest number of eligible ticketed bookings nationwide - will receive Economy flights from the winners' nearest Qantas or QantasLink port in Australia to the US on 18 Nov, AA domestic flights within the US, sightseeing activities, meals, accommodation and transfers.

Entries are recorded using a GDS specific OSI message, with details available on the Qantas Industry site - **CLICK HERE**.

## Win hockey jerseys

AIR Canada and *Travel Daily* are teaming up to give away a jersey from the Melbourne Ice and Melbourne Mustangs, who both compete in the Australian Ice Hockey League - **see page seven**.

To be in the running to win, be the first to email the correct answer to the following question to [icehockey@traveldaily.com.au](mailto:icehockey@traveldaily.com.au).

"How many times per week does Air Canada fly nonstop from Sydney to Vancouver?"

Garuda Indonesia

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# Travel Daily

First with the news

Monday 23rd September 2013



**Suite Dreams**  
Diamond First Class

## Luxury cruising opportunity

A **FAILURE** by local authorities to meet the needs of the luxury cruising sector is seeing Australia miss out on “millions of tourism dollars,” according to Aussie cruising pioneer Sarina Bratton.

Bratton, who earlier this year sold Orion Expedition Cruises to Lindblad Expeditions (**TD 06 Mar**), said that a lack of certainty around ‘Coastal Voyage Permits’ means that cruise companies cannot plan with certainty.

The permits currently have to be renewed every two years, and she said that the incoming government can “seize this opportunity” to boost its share of the fast-growing market.

“Australia is uniquely positioned to capture, develop and grow this high-yielding segment of the cruise industry,” Bratton said, with the potential to become a home port for cruise ships visiting expedition destinations to the north and south of Australia.

There’s a Coastal Voyage Exemption for cruise ships developed in the 1990s, but the current definition in the legislation is a vessel of over 5000 tonnes, more than 100 pax and capable of over 15 knots.

Bratton said this precludes many of the world’s best known small cruise ships such as those operated by *Orion*, *Seadream*, *Caledonian Sky* and *Ponant*.

“A ship like *Orion* must go to the Kimberley via East Timor because it does not qualify for a Coastal Voyage Exemption. How crazy is that?” Bratton said.

More in **Cruise Weekly** tomorrow.

## AA/US want fair play

**AMERICAN** Airlines and US Airways are demanding factual records on which the Department of Justice (DOJ) approved other US airline alliances to be made known in court.

The defendants say the DOJ had previously stated previous airline mergers (Delta & Northwest, United & Continental, US Airways & America West and Southwest & AirTran) had spurred competition “and allowed United and Delta to create broad airline networks with global reach.”

AA and US are determined to discover why the DOJ is now saying why airline mergers “hurt passengers” and why their tie-up will “exacerbate the harm caused.”

## Mauritius net training

**FOUR** online training modules highlighting Mauritius’ geography, travel basics, culture & activities have been launched for travel agents by the Mauritius Tourism Promotion Authority.

Agents successfully completing the course go into the draw to win a trip to Mauritius - more info at [www.bit.ly/mauritiustraining](http://www.bit.ly/mauritiustraining).

## Tahiti & LA Earlybirds

**AIR** Tahiti Nui has released a new EarlyBird airfare valid for sale until 14 Oct and travel in the first half of next year for departures to Papeete and Los Angeles, with the service flying thrice weekly.

Economy Class seats from SYD, MEL and BNE to Papeete via AKL are priced from \$1,330 or through to Los Angeles from \$1,930.

Business Class prices for seats to the same destinations are \$3,655 and \$7,095 respectively.

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## Albatross to Adriatic

**ALBATROSS** Tours has launched a new 14-day tour to Croatia and the Dalmatian Coast, which also takes in many surrounding cities & islands, priced from \$5,289pts.

## Globus digs into its history vault



**WALKING** the halls of the newly opened Globus family of brands Australasian offices in Sydney can easily be confused for a trip back through the annals of time.

The decor of the tour operator's new offices oozes eras of history, nostalgia and reflects the journey the company has travelled as much as the journeys its many customers have experienced over 85 years in business.

Among the decorations are framed copies of brochures from

the 1960s and historic photos of tour vehicles and hotels that served its guests in days gone by.

They reflect humble beginnings, when Antonio Mantegazza breathed life into Globus by taking paying passengers in a rowboat across Lake Lugano in Switzerland way back in 1928.

**Pictured** above celebrating the history of Globus and its family of brands from left is Rebecca Clark, marketing manager Christian Schweitzer and Mathias Kaestel.

## WA agent NZ famil

**WEST** Australia based agents have a chance to land one of 45 places on a five-day fam to New Zealand next month under a joint initiative being run by Tourism New Zealand & Air New Zealand.

The familiarisation will start out in Christchurch on 16 Oct where a welcome reception will be held, and then split into four groups which will explore different regions of the country.

The event aims to equip agents with the first-hand knowledge to sell NZ ahead of the start of Air New Zealand twice-weekly direct seasonal services between Perth & Christchurch, which will fire up from 04 Dec.

Other partners involved in a marketing campaign to further promote the flights in WA during Nov include Positively Wellington Tourism, Destination Marlborough, Christchurch International Airport, Interislander and Tranz Alpine.

**MEANWHILE**, Tourism New Zealand continues to pedal out strategies focused on special interest sectors, with a new campaign to drive cycle tourists.

TNZ will promote 21 Great Rides and 2,500kms of cycleways to the niche market in the USA and in Australia, at Cycling Australia's Bike & Lifestyle Show on 18-20 Oct - for the first time ever.



## Window Seat

**RYANAIR**, in all its low-cost wisdom, appears to have finally discovered the key to customer service - be nice to your flyers.

The Irish carrier was last week voted No 1 in a poll of the worst brands serving British customers by consumer magazine *Which?*

In a bid to win back disgruntled customers, the carrier says it will try to reinvent its image by being nicer and more lenient on charging passengers for bags over its signposted limits by mere millimetres or grams.

"We should try to eliminate things that unnecessarily piss people off," chief executive Michael O'Leary finally admitted.

**AS HALLOWEEN** approaches, Hong Kong Disneyland is getting right into the spirit, introducing many scary elements to its park for guests through to 31 Oct.

In addition to the traditional jack-o-lanterns, the park has set up a number of "Scream No More Challenges", to test your ability to resist screaming.

A special travel agent website has also been set up covering Disney's Haunted Halloween at [www.hkdltravelagents.com](http://www.hkdltravelagents.com).



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## Potential from Rugby

**PARTICIPATION** of teams from many major source markets in the 2015 Rugby World Cup will bring opportunities for tourism dollars from their supporters to the entire country, VisitEngland ceo James Berresford has said.

Berresford has urged tourism officials across the country to get behind the upcoming tournament, which will be played over 44 days in two years time.

He added that with several days between fixtures, which will be played across the country, fans would be able to visit host cities and places in between.

"With confirmed teams from major int'l markets including Australia, Italy, Ireland and France as well as South Africa, Canada and New Zealand, there is an excellent opportunity to raise awareness of England in these key markets," Berresford added.

Recently, VisitEngland emphasised the importance of the Australian market, appointing Kersti Martin as marketing & pr consultant in ANZ (**TD** 15 Aug).

## Miami into Topdeck

**YOUTH** tour operator Topdeck has introduced Miami in Florida to its North America program for the first time.

The destination features in the 28-day Road Trip USA itinerary from New York to Las Vegas, which is priced at \$4,536pp.

It is one of over 20 tours making up Topdeck's new 2013-15 program, with other fresh offerings including four-day New Year packages in Las Vegas and New York & three-day stopovers in New York, Los Angeles and San Francisco, plus a 13-day USA & Canada Adventure that incorporates Western Canada.

## Etihad Guest expands

**ETIHAD** Airways loyalty scheme Etihad Guest will integrate the Jat Airways' frequent flyer program Extra Flight Club from 28 Oct - the day before it is wound up.

The move follows Etihad's 49% acquisition of Jat Airways (soon to be known as Air Serbia).

**MEANWHILE**, Etihad and Jat have sought permission from US authorities to begin codesharing on each other's flights between the UAE and USA.

JU is seeking to place its code on EY's flights from Abu Dhabi to New York JFK, Chicago and Washington DC.

## HKTB grants a view from the top



**THESE** Flight Centre top sellers have returned from a whirlwind famil to Hong Kong, afforded to them following a recent Hong Kong Summer sales campaign.

The group, hosted by the Hong Kong Tourism Board, Flight Centre and Cathay Pacific Airways were whisked off to the Chinese territory recently for four nights, enjoying many highlights they had recommended to their clients.

Two nights were spent on each side of Victoria Harbour, with the first two at the Excelsior Hotel in Causeway Bay and then two more at the Park Hotel in Kowloon.

While in the city, the group sampled many local delicacies available on the Hong Kong Foodie Tour, and enjoyed some

fine champagne from on Victoria Harbour itself on a junk cruise.

Disneyland also beckoned, with many road-testing the park's new Mystic Point attraction, while no visit to Hong Kong would be complete without some shopping, massages and a night out in the city's pumping party hotspots - Lan Kwai Fong.

**Pictured** soaking in the Victoria Peak view from left are Mark Williams, FC Chatswood; Enzina Scarcella, FC Marketing; Jacinta Gresham, FC Livingston; Marisa Lodge, FC Floreat; Ivana DeColle, FC Eltham; Atareta Paewai, FC Joondalup; Bart Druitt, HKTB; Kate Jackson, FC Fountain Gate; Sarah Joyce, FC Flinders Lane and Jo Maslin, FC Plaza Food Court.

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Daily	EK157	07:15	12:00

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## Brochures of the Week

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



### Evergreen Tours - South America 2014/15

Deluxe cruising in Antarctica, the Galapagos, Amazon and Chilean fjords are all among the inclusions in the newest guide to the region from Evergreen Tours. New additions for the season include Cuba and Panama as extensions, featuring alongside the Galapagos and Amazon extensions as well as a cruise around Cape Horn. The highlight itinerary is the 20-day Best of South America tour, which takes in the many wonders of the continent from Argentina in the south to Peru in the east.



### Citalia - Italy by Citalia Edition One 2014

Every corner of Italy is covered in depth in the new guide from Citalia, which this year boasts more than 14 new hotels, boosting the collection to 290 properties including Sicily and Sardinia also. Spread across a whopping 244 pages, hotels range from three-star budget through to exclusive luxury, with holidays also broken down by category from city breaks through to beach luxury, romantic lake retreats & multi-city trips.

Details on the many ways to travel around Italy are also covered in detail.



### Trafalgar - Europe & Britain 2014

One of the largest brochures released by Trafalgar in recent times, more than 104 unique itineraries are meticulously detailed in a coffee-table book sized guide. Many itineraries are spread out over two pages or more, sorted by region, with inclusions and optional extras easily deciphered. Highlights and landmarks visited during each guided holiday are clearly found, along with listings of major cities and towns visited, and details of exclusive Be My Guest and other local region specialities.

## Jetstar Dream Tour

**JETSTAR'S** new 787 *Dreamliner* product will go on display to the public mid-Oct, when a mock-up version appears in shopping centres across the east coast.

The Dream Terminal tour starts in Melbourne, before moving north to Sydney, the Gold Coast and Cairns - all hubs which JQ has alluded may be trial ports for the state-of-the-art aircraft.

Interestingly, Brisbane is not part of the scheduled tour, meaning it may be off the radar for the 787 for the foreseeable future.

The display features an authentic *Dreamliner* experience with seat displays, interactive windows and giveaways.

Jetstar will begin flying the 787 on domestic routes in Nov & Dec.

Dates and locations for the tour are: 10-13 Oct Westfield Southland, Melbourne; 17-20 Oct Westfield Burwood, Sydney; 24-27 Oct Robina Shopping Centre, Gold Coast and 30 Oct-03 Nov Cairns Central, Cairns.

**MEANWHILE**, Jetstar is offering a preview of its new 787 inflight product via a special YouTube video ahead of the jet's hand-over expected in coming weeks.

The unique "fly-through" offers a glimpse of the cabin layout in Business and Economy class, the seat-back IFE and mood lighting - **CLICK HERE** to view the video.

## Don't give up on PNG

**AUSSIE** tourists are being urged not to abandon consideration of Papua New Guinea as a holiday destination despite the recently publicised trekking incident on the Black Cat Track (**TD** 11 Sep).

The Papua New Guinea Tourism Promotion Authority (PNGTPA) says local villages continue to be educated on how they can benefit from tourism.

Income developed from tourism in recent years has helped develop infrastructure beneficial to locals, with No Roads Expeditions saying the popular Kokoda Track is managed "entirely differently".

## LCY eyeing upgrades

**TERMINAL** extensions and new aircraft parking bays are among expansion plans being proposed by London City Airport, with the facility last week applying for permission to start planning.

The USD\$320 million project is being carried out with a goal of luring larger aircraft and doubling annual pax numbers to six million over 120,000 aircraft movements.

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# On-time running better in Aug

**AVERAGE** on-time departure and arrival statistics turned the corner in Aug on recent declines, with Australia's major airlines recording improved operating figures for the last three months and on the same month in 2012.

According to official government data released this morning, 83.8% of scheduled Aug flights departed on time, up from 82.8% recorded twelve months prior.

The result is an improvement on Jun and Jul results of 79.4% and 78.3% averages.

Qantas continued its run as the most punctual airline for both departures & arrival, with 88.2% of services leaving as scheduled.

Virgin Australia followed second at 83.3% on-time, although its result was a drop on the 85.6% result achieved one year prior.

Jetstar and Tigerair closed ranks at 79.6% and 74.6% respectively, while Regional Express claimed

top billing for regional airlines with a score of 88% for the month.

All up, 1.3% of scheduled flights were axed, led by Virgin Australia Regional Airlines at 2.1%.

Broken down by routes, 95.7% of Cairns to Townsville services ran on time (the most likely to get away on time), while Alice Springs to Sydney was the least punctual, with more than half leaving late.

## NBO overhaul funding

**THREE** Kenyan banks have committed to provide a US\$650m loan to Nairobi's Jomo Kenyatta Airport, enabling it to carry out a number of construction projects.

Following on from a devastating fire last month, the facility plans to use the money to build a brand new terminal as well as a second runway for more jet movements.

Officials are hoping to increase passenger capacity by up to 40% as a result of the new strip.

Works are expected to begin later this year.

## A&K India small group

**ABERCROMBIE** & Kent has added a 15-day tour of Northern India hosted by Melbourne-based "India fanatic" Kenneth Park.

The trip visits quintessential attractions in Delhi, Agra, Jaipur, Udaipur, Varanasi and Khajuraho, and is capped at 24 passengers.

Departing on 26 Mar, the tour is priced at \$10,500ppts ex Sydney, Brisbane & Melbourne, including Singapore Airlines flights.

## CH 18% commission

**CREATIVE** Holidays is offering 18% commission for bookings to three destinations over three weeks, starting from today on select Hawaii land products.

## AC presents to hockey champs



**RAUCOUS** crowds were on hand earlier this month as the 2013 Australian Ice-Hockey League Finals were contested at Melbourne's Medibank Icehouse.

Held during the NHL off-season from Apr to Sep, nine Australian teams battle out over 115 games to crown the local champions of what is a growing local interest.

Representing the hockey loving nation of Canada and its national airline, Air Canada general manager Australia & New Zealand Paul McLean joined AIHL commissioner Robert Bannerman to present the winning captain Robert Malloy of the Sydney Ice Dogs with the Goodall Cup.

"Bringing Air Canada and the AIHL together is a natural fit for

our brands. Hockey is an integral part of Canadian culture and it is great to see the AIHL growing and gaining a loyal fan base in Australia," McLean said.

Malloy, Bannerman and Paul McLean from Air Canada are **pictured** above at the trophy presentation ceremony.

## Universal spooks it up

**HORROR** themes will abound at Universal Studios Hollywood next month as the park will debut five specialised scare zones celebrating the annual Halloween holiday.

Among the attractions will be mazes themed on Evil Dead & The Boogeyman backed by a doomed soundtrack from Black Sabbath.

## 72-hr Chengdu visa

**CHENGDU** in Central China has become the fourth Chinese city to adopt the 72-hour visa-free visit policy for select foreign tourists.

Effective this month, the inland city will follow Beijing, Guangzhou and Shanghai in ratifying the stopover policy in which travellers from 45 countries including Australia can visit for up to three days without a visa.

Chengdu is served directly from Australia via nonstop flights by Sichuan Airlines from Melbourne.



**RAKSO AUSTRALIA**  
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## National Sales Manager Sydney city location

Due to a company restructure, Rakso Australia GSA for Philippine Airlines, has created a new position and is seeking a well experienced and enthusiastic leader to direct its field sales teams and ticket offices located in SYD and MEL.

Candidates must have 10 years management experience with an international airline, have a demonstrable track record of success in generating profitable revenue and leading high performing sales teams.

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Note: All applications will be dealt with the strictest confidence.

## Ascend expands in Oz

**CHOICE** Hotels International has announced the next property to join in its recently introduced brand in Australia - Ascend Hotel Collection - as the Lindenwarrah at Milawa in Victoria.

Lindenwarrah Hotel features 40 guest rooms and spa suites and is located in the state's north east.

It joins three other properties in the Australian Ascend portfolio, Castlereagh Boutique Hotel in Sydney, Denison Boutique Hotel in Rockhampton and Gibraltar Hotel Bowral (TD 16 Jul).

## Kiwis flocking to Aus

**STATISTICS** New Zealand has reported a swarm in departures from New Zealanders visiting Australia, with the tally up 7,900 for holidays during the month of Aug compared to last year.

NZ data shows Kiwi departures were up to 93,500 during the month - about six times the next most popular country for New Zealanders to holiday, the USA.

## Pacific appointment

**THE** Pacific International Cairns has appointed former sales mgr Joanne Neill to a newly created business development manager.

Neill has more than 20 years industry experience industry and was most recently conference sales manager at the Pullman Reef Hotel Casino.

## Top accolade for New Horizons



**NEW** Horizons Holidays was awarded one of Australia's Top Performing Wholesalers for 2012 by Malaysia Airlines at the ANZ Top Agents Awards 2013 held in Kuala Lumpur earlier this month.

Managing director Chris Evans was in KL (pictured centre) to accept the award from Malaysia Airlines regional vp PK Lee (left) and head of sales & distribution Duncan Bureau (right).

## 787-10 leaser order

**GE CAPITAL** Aviation Services & Air Lease Corporation have both firmed up orders with Boeing for 10 and 30 787-10 Dreamliner jets respectively with the aircraft manufacturer.

ALC has also ordered three 787-9, with the combined aircraft orders worth more than US\$12.3 billion at list prices.

## 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.



Week 4

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!



## Palmersaurus debut

**PALMER** Coolum Resort on the Sunshine Coast says it expects to open its new dinosaur park to the public in late Nov/early Dec, just in time for the summer holidays.

Dubbed Palmersaurus, the prehistoric exhibit is spread over the resort and features replica dinosaurs including the 10m tall Ruyangosaurus.

The attraction aims to provide visitors to the Sunshine Coast something "completely different to anything else we have here," said Palmer Coolum Resort general manager Bill Schoch.

It is also being pitched as a "memorable" location for evening cocktail functions.

## Port Steph on air radar

**VIRGIN** Australia is expected to shortly join Jetstar in co-listing Port Stephens as a destination for its flights to Newcastle, Destination Port Stephens says.

JQ is now listing the region as Newcastle-Port Stephens on its flight map, the organisation said.

Newcastle Airport is located 25mins from the Port Stephens holiday centre of Nelson Bay.

## Supershuttle on Strip

**SHARED** US transport service Supershuttle has commenced operations in Las Vegas, with van transfers now available between McCarran Int'l Airport and hotels on and near the Las Vegas Strip.

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**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](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the Travel Daily group of publications.

Travel Daily CRUISE Pharmacy DAILY

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon  
**Contributors:** Chantel Housler, Jenny Piper and Barry Matheson

Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

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### **\*JOB OF THE WEEK\***

#### **TRAVEL SALES MANAGER SYDNEY – GENEROUS SALARY PACKAGE**

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### **DON'T WAIT, APPLY NOW!**

#### **CORPORATE EVENTS DIRECTOR BNE & SYD – SALARY PACKAGE OTE \$90K+**

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants!

### **READY TO TAKE ON ASIA PACIFIC?**

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

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives

### **EXCITING GROUPS OPPORTUNITY**

#### **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 OPERATIONAL?**

#### **CORPORATE TRAVEL – TEAM LEADER SYDNEY – SALARY PACKAGE \$80K+**

Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

### **ARE YOU A FARMER?**

#### **NATIONAL ACCOUNT MANAGER SYD & MEL – SALARY PACKAGE TO \$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.

### **TOAST TO YOUR SUCCESS**

#### **CORPORATE BDM – SME MARKET MELB & SYD –SALARY PACKAGE OTE \$120K+**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### **GOOD BYE MONDAYS!**

#### **3 DAYS A WEEK INSIDE CORPORATE SLES SYDNEY – LUCRATIVE SALARY PACKAGE**

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this large corporate Agency. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work!

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## Finding talent within the Australian Travel Industry

### Senior Travel Consultant

**Brisbane - \$60K + Super + Benefits - Ref 305PS1**

Feeling underpaid and under valued? This well established multiple independent is expanding its retail store in a high traffic area and require an experienced international retail Travel Consultant to join their team. The ideal candidate will be Galileo trained with extensive worldwide destination and product knowledge. In return an above average basic salary is offered. Weekend and evenings work will be required on a rota basis. Please send your travel profile with your cv.

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

### Senior Travel Consultant

**Sydney - \$Attractive Package + Super - Ref 854KF1**

Calling all Travel Consultants who are looking for a change! Want to earn excellent commission and be part of a great travel team? This established travel organisation are looking for an experienced Travel Consultant. You will be working with a small team of Travel Consultants, quoting on a wide variety of worldwide travel itineraries, selling both package and tailor made holidays using a GDS and working towards targets and commission.

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

### Cruise Travel Consultant

**Melbourne - \$40K + Super + Bonus - Ref 798DB1**

Exciting new Cruise Travel Consultant position! Do have great sales skills and know your cruises? If so this could be what you're looking for! This dynamic online travel company are going from strength to strength, with offices across APAC and continual growth. They are looking for a Cruise Consultant to join their team. If you love sales, are passionate about Cruises and want to be part of an exciting company then don't delay, apply today!

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

### Luxury Travel Consultant

**Adelaide - \$40-50K + Super + Benefits - Ref 0577NC1**

Are you a Luxury Specialist Travel Consultant with experience in dealing with high end clientele? This is an exciting opportunity to work for an elite, first class travel company who sell worldwide destinations at no expense spared to the client. They are looking for an experienced travel professional to join their team in Adelaide. This is a Monday to Friday role so claim back your work life balance and be a team player in this rare and amazing boutique role!

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

### Cruise Travel Consultant

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

Calling all Cruise Reservation Specialists to join a leading travel brand in their wholesale cruise division. Reap the rewards of the fastest growing sector in the travel industry with uncapped commission and incentives. If you are passionate about all things cruise, have proven industry experience working to targets in a fast paced travel reservations environment, and would like to join a company that offers career progression then we would love to hear from you today!

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

### Corporate Travel Consultant

**Sydney - \$Competitive + Profit Share - Ref 809SJ1**

Add a little extra spring to your step with an exciting new career in corporate travel! We are currently searching for a Corporate Travel Professional to join an independent travel management company located in Sydney. Working in a team of highly trained corporate travel professionals, you will be working on a diverse mix of corporate travel accounts using CRS and GDS systems. Its time to start working in a growing and hugely successful corporate travel team.

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

### Inbound Travel Operator

**Melbourne - \$Competitive + Commission - Ref 539DB1**

Do you have a passion for Japan? Do you want to work in a great travel team? A great opportunity has arisen for an Inbound Travel Consultant to join this multinational travel company. As a Travel Consultant you will be providing everything from airfares to insurance, working over the phone and via email. You will be using your knowledge to provide information on tourist attractions and tours available whilst delivering exceptional customer service.

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

### Travel Team Leader

**Perth - \$50-55K + Super + Commission - Ref 0466NC3**

Can you lead a small but experienced team to success? This compact team is looking for a fantastic Travel Team Leader. They are in need an amazing Travel Team Leader for this wonderful branch, located South of Perth. Lead and manage your team to reach the top of the ladder! Be well rewarded in this exceptional and rare role as a branch Travel Team Leader! Can you meet and exceed targets and KPI's set by head office?

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



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