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Tasmania, Qantas \$4m JV

A **NEW** multi-million dollar partnership with Qantas will see Tasmania pitched as a holiday destination to wider audiences in the UK, Asia and Australia.

Valued at \$4.35m, the three-year agreement will additionally take advantage of Qantas' alliance with Emirates to widen the scope of international feed.

Announcing the "landmark deal" yesterday, Tasmania's Minister for Tourism Scott Bacon said the pact between Tourism Tasmania, Qantas and QantasLink would build on record visitation to the state achieved in the past year.

The arrangement covers tactical campaigns around major events, direct marketing activities, special airfares, promos via websites, in-flight videos and Qantas airport

spaces, along with a heavy push on digital platforms in both the online and social media space.

"It also includes the possibility of marketing activities in a range of key international markets for Tasmania, like Hong Kong, Singapore and the US," he said.

Bacon added that air access to the Apple Isle was vital "and this deal underpins the critical role that carriers like Qantas play in Tourism Tasmania's ability to deliver on its immediate and longer term tourism goals."

Qantas International ceo Simon Hickey said the deal would boost visitor numbers to the state, delivering "huge dividends for Tasmanian tourism."

"Qantas is the largest private investor in Australian tourism and we're delighted to be part of this partnership that will see more tourists visit Tasmania," Hickey said.

Under the deal, both the Tasmanian Govt and Qantas will chip in \$725,000 annually.

Coupled with similar deals in NSW, Qld, WA and the NT, Qantas has so far invested \$60 million over three years to promote tourism to parts of the country.

AW Africa roadshow

AGENTS are invited to RSVP for Adventure World's 2014 Senses of Africa & Arabia roadshow next month, with events being hosted in Sydney (15 Oct), Melbourne (16 Oct) Brisbane (17 Oct) and Perth (23 Oct).

See today's **last page** for details.

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Nine pages of news

Travel Daily has nine pages of news & photos, a front full page for **Virgin Atlantic**, plus full pages from: (**click**)

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Register for ATE 2014

REGISTRATIONS for the Australian Tourism Exchange 2014 in Cairns have now opened.

The annual travel and tourism business-to-business event is heading to Cairns for the first time ever next year, to be held at the Cairns Convention Centre between 11 and 15 May.

Seller applications will close on 16 Oct, while earlybird Buyer applications are set to launch from 15 Oct - see bit.ly/ATE2014.

Westfield exit scheme

VIRGIN Australia's frequent flyer scheme Velocity has parted ways with Westfield Online after a two-year partnership.

According to *Velocity News*, Westfield Online will no longer be part of the program from 24 Oct.

Velocity members have until 23 Oct to earn and redeem Points for purchases with Westfield Online, while retrospective Points claims for purchases up to and including 23 Oct with Westfield Online will be accepted until 23 Jan.

Members can still earn Points when shopping online with onsport.com.au, iSUBSCRIBE & other retailers, Velocity added.

Amex to JV GBT division

AMERICAN Express has announced plans to move its Global Business Travel (GBT) travel management division into a new joint venture, with the move aiming to "accelerate the transformation" of the business.

Announced overnight in New York, the proposal would see an investor group take half of the joint venture, with American Express continuing to maintain a 50% stake in the operation.

The investor group is led by a company named Certares, which was founded by Michael O'Hara who has significant travel industry experience including roles with Sabre and Worldspan and former directorships with Travelport and Carlson Wagonlit Travel.

The investors would put up to US\$1 billion into the joint venture to help the GBT business to grow.

At this stage it's anticipated that GBT employees would transition to the new structure which would be managed by its own board.

Amex said it also expects to "execute comprehensive commercial agreements to provide uninterrupted service

and close coordination for mutual customers of GBT and American Express' other business units".

Amex group president Global Corporate Services, Stephen Squeri, said the company had been making strong progress in efforts to transform the corporate travel business.

A first phase, launched earlier this year, has been focused on reducing costs through technology and infrastructure.

The JV would speed this up via additional investments to develop new products and services.

"We anticipate that the expansion of our business travel offerings will not only help us grow GBT, but it would also provide additional value to our corporate payments customers," Squeri added.

He said that travel had been an integral part of Amex for over a century, "and maintaining a strong presence in the business travel industry is of strategic value to the company".

Amex GBT, which operates in 138 countries, last year managed travel worth over US\$19 billion.

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Air NZ scale back ROT-SYD

THE only non-stop service between Sydney and Rotorua will be shelved during the off-peak winter period (May to Aug), Air New Zealand has confirmed.

Air New Zealand announced the move earlier today, saying it wants to focus attention on the transTasman route over the peak summer months instead.

The decision comes just three

weeks after the Kiwi carrier was given a green light by the ACCC to maintain its Tasman alliance with Virgin Australia (**TD** 03 Sep), under the proviso it sticks to strict capacity conditions on select routes between Australia & NZ.

Fortunately, the ROT-SYD route was not one of the routes singled out by the regulator, instead it was deemed a "minor route."

Air New Zealand also said it would be amending the days of operation for its twice weekly Rotorua-Sydney service to help stimulate demand on the sector.

Effective Sep 2014, flights will move from the current Tue and Sat departures to Mon and Thu to better suit the needs of business & leisure travellers," Air NZ said.

In partnership with Rotorua International Airport, the int'l departure tax of \$25 will be scaled down to \$15 from late Oct - a move the airport says will help spur passenger growth.

"The reduction in departure tax and the new, more convenient timetable will help us achieve that," said ROT chief executive Alastair Rhodes.

APT USA stand-alone

APT has today unveiled a new standalone brochure for its USA program including the Mississippi River Cruising and West Coast Air Cruising, along with touring.

The 28-page program features five tours ranging from nine to 25 days in duration.

GM marketing Debra Fox said the launch of a brochure dedicated to the US alone was backed by increased demand for the destination, with the added bonus of making it easier for agents to split the program from its Canada & Alaska product.

APT's USA Journeys by Land, River & Air brochure will be on most agency shelves this week.



Window Seat

IF your clients are self-driving in New York State in the USA, tell them to look out for special new "texting zones" which are being set up on state roadways.

Governor Andrew Cuomo has announced the initiative which will see signs erected directing drivers to areas where they can safely pull off the road and send SMS messages.

As in Australia, it's illegal to text while driving in New York, with 20% of accidents attributed to "distracted driving".

A BRITISH wildlife park has banned its visitors from wearing leopard-print clothing, apparently because it "confuses the animals".

Chessington World of Adventures Resort has hired "Animal Print Bouncers" - fashion police who will identify guests wearing offending items and provide them with a grey boiler suit to wear while in the park so as not to "antagonise or excite" the exhibits.

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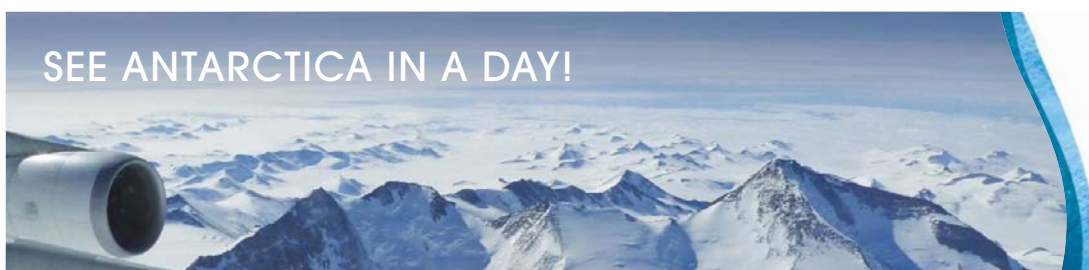

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VA treats CTM to Freeze Frame



VIRGIN Australia hosted the Corporate Travel Management Team to the World Premiere of *Freeze Frame* to celebrate the Brisbane Festival this month.

The participants were fortunate enough to join the after party and meet Debbie Allen who wrote, directed and choreographed

Freeze Frame, and has also worked with Michael Jackson, Mariah Carey and Whitney Houston.

Pictured above with Allen (centre) are CTM's Chris Garrick, Sarah Kelly, Cathy Douglas, Narelle Boyd and Sarah Tauri, along with Virgin Australia's Leesa Gault and Kylie Dickinson.

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Air Niugini gathering

IN CELEBRATION of Air Niugini's 40th anniversary on 01 Nov 2013, a reunion of past and present PX staff and associates will be held at Riverside Reception, New Farm in Brisbane on Sat 02 Nov - full details at www.angreuion.co.nr.

CUA travel insurance

ALLIANZ Global Assistance has been appointed as the travel insurance partner for CUA, Australia's largest customer-owned financial institution.

Customers can apply online at www.cua.com.au and also download a free CUA iTravel Wallet app from iTunes which contains a language translator, currency converter as well as government travel alerts.

For the launch of the new partnership, Allianz Global Assistance has provided support with B2C and B2B website platforms and also designed the free mobile app.

Coach-cruise combo

GRAND Pacific Tours and Celebrity Cruises have created four options for touring New Zealand by coach, with prices held for the 2014-15 season.

Combining a "luxury" coach and a cruise aboard *Celebrity Solstice*, the itineraries range from 15 days (priced starting at \$3,449 ppts), to a 28-day trip that also includes touring in Australia and priced from \$7,094ppts.

Pricing includes one-way airfares (ex MEL, SYD, BNE, OOL), cruise, coach, accommodation, most meals and attractions.

For new bookings before 31 Oct, couples can save up to \$470.

New Caledonia soiree

NEW Caledonia Tourism has issued a 'save the date' notice for its Soiree Seminars in 2014 after success with this year's shows.

Events are planned for Brisbane (31 Mar), Melbourne (01 Apr) and Sydney (02 Apr).

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New African LCC

SOUTH African low cost carrier FlySafair is set to commence operations next month, with initial schedules seeing it operate 23 weekly flights between Johannesburg and Cape Town.

The carrier will utilise Boeing 737-300 and 737-400 aircraft, with bookings on the services now open.

FlySafair has been founded by South African air logistics group Safair, which has been in operation for 48 years.

Hakkasan into hotels

UK-FOUNDED restaurateur Hakkasan has announced it will develop its first luxury resort on Dubai's Palm Jumeirah Island.

Hakkasan was established in 2001 and now has restaurants in Miami, Abu Dhabi, Mumbai, New York, Las Vegas and San Francisco.

The group's first hotel is slated to begin construction next year.

CASA sponsorship

THE Civil Aviation Safety Authority has released an updated sponsorship policy, and is inviting applications for support from Jan 2014.

Safety is the key to the new policy, with sponsorship from CASA comprising financial or in-kind support to third parties "for activities that promote safety in Australia for the benefit of the wider aviation community".

CASA said that typically it will sponsor activities such as conferences, workshops and seminars, educational programs, publications and industry events.

CLICK HERE for more info.

Qantas points change

QANTAS has advised frequent flyers that it is now easier to share points with eligible family members, with the ability to transfer between 5,000 and 100,000 Qantas Points up to four times every year.

Points transfers can be done online or via the Frequent Flyer Service Centre, according to an email sent out this morning, which also offers free Qantas Frequent Flyer membership for family members.

Malaysian Grace, how great the taste



MALAYSIAN delicacies are the flavour of the month at Sydney's Grace Hotel which last night kicked off its fourth consecutive Malaysian Food Festival, running from now until 13 Oct.

There was a large turnout from the travel industry who were the first to try a feast of hot and spicy dishes from Malaysia's southern states, specially prepared by chefs flown in from Kuala Lumpur.

"This is an opportunity for everyone to enjoy authentic Malaysian cuisine right in the heart of Sydney's CBD," said Roslan Abdullah, the newly appointed Director of Tourism Malaysia in Sydney.

Malaysia Airlines said it was proud to be a co-sponsor of the event, saying that these were exciting times for the airline as it accelerates its expansion into

Australia.

"From November this year, we will increase our current 53 flights to 72 flights per week across the region," said Julia Loong, Malaysia Airlines Marketing Manager, Australia.

"And, the really good news is that from 05 February we will operate three flights a day from Sydney to KL, which will increase our Australia/NZ operations to 75 flights per week, or 37% capacity growth," she said.

The Malaysian Food Festival lunch buffet Tuesday to Friday costs \$40pp, Sunday \$50pp, while the dinner buffet on Friday and Saturday nights is \$50 pp.

Pictured above at last night's event are Philip Pratley, gm Grace Hotel; Julia Loong, Malaysia Airlines and Roslan Abdullah, Tourism Malaysia director.



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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.

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Agents do the locomotion in Nevada



NEVADA Commission on Tourism treated two lucky Aussie agents to a slice of the state's iconic rail past recently, journeying through Reno, Virginia City, Genoa, Elko and Las Vegas.

The Aussie contingent included Voytek Lasek of Travel by Design in Sydney (pictured 5th from right) and Tammy Dennis of Infinity Rail (4th from right) who both joined agents from around the globe during the week-long ride across Nevada, departing Sacramento in California.

Highlights of the journey included the historic V&C Railway, the haunted town of Genoa and an excursion on the Nevada Northern Railway.

More info at travelnevada.com.

TUI returns to Egypt

TUI Germany has resumed trips to Egypt after the German Foreign Ministry updated its travel advice this week, following the lead of Thomas Cook Germany which has already announced it would restart travel to the country in time for the winter season.

The German govt changed its advice yesterday, saying that tourists should no longer avoid Egypt, but exercise particular caution, including when travelling to Red Sea resorts.

Tourism receipts in Egypt dropped to US\$1.67 billion in the second quarter, a decline of US\$663m from the year earlier, according to central bank figures released on Tue.

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Carnival Q3 income dip

CARNIVAL Corporation's third-quarter income fell from US\$1.2b a year ago to US\$1.1b, impacted by the lingering effects of the *Costa Concordia* sinking, as well as US\$203m impairment charges related to two older Costa ships, which will be laid up or sold, and Ibero trademarks.

Q3 revenues were US\$4.7b, in-line with the prior year, and non-GAAP earnings were better than anticipated in the company's Jun guidance due to lower than expected unit costs.

Net revenue yields in constant dollars decreased 3.8% compared to the prior year.

Excluding impairments and fuel, constant dollar net cruise costs per available lower berth day (ALBD) increased 4.6% compared to the prior year.

KLM to Santiago

KLM has announced it will add thrice weekly services between Amsterdam and Santiago, via Buenos Aires, effective 02 Feb, utilising Boeing 777-300 aircraft.

Jetstar welcomes tick

JETSTAR ceo Jayne Hrdlicka says that the airline's customers will see "great benefits" from this week's decision by the Competition Commission of Singapore allowing coordination between Jetstar-branded airlines across the Asia-Pacific (**TD Tue**).

She said the move would enable the businesses in Australia, Japan, Vietnam, Hong Kong and Singapore to deliver more choice, a better network and an aligned customer experience.

My Hawaii packages

DISCOUNTED airfares for under-18s, \$99 refundable deposits and a 'kids stay and eat free' bonus are among the perks of My Hawaii's latest family deals offered at five-star Hyatt Regency Resort properties in Waikiki, Maui and Kauai.

Priced from \$1,890 ppts ex BNE for six nights and \$1,990 ppts ex MEL/SYD for seven nights at the Hyatt Regency Waikiki Resort & Spa, the packages include \$1,000 in bonus extras, return Economy flights, meet & greet and return airport/resort transfers.

An extra three nights can be added for \$590 per person.

The offer is valid until 30 Oct for selected dates in 2014.

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Early Bird fares to 35 European cities from \$1,535.*

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Barcelona	\$1,548*	Barcelona	\$7,598*
Paris	\$1,592*	Paris	\$7,697*
London Heathrow	\$1,754*	London Heathrow	\$7,984*

Selected flights and departure dates apply. Flights from other departure points and First Class fares also available.



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*Airfares quoted based on Economy and Business Class return fare from Melbourne. Other departure points on sale at higher airfares. Offer ends 11:59pm (AEDT) 15th November, 2013 unless sold out prior. Departures from 1st March until 31st October, 2014. Prices correct at 19th September, 2013 but may fluctuate if carrier charges, fees, taxes or currency change. Fares shown are for travel in the low season. Offers subject to availability and flight restrictions apply. Small variations in prices may occur as a result of differences in airport taxes and charges. Cancellation and change fees apply. Parts of the Qantas - Emirates partnership continue to be rolled out progressively in 2013. Other conditions apply.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Travel Counsellors has appointed **Adele Hamilton** as a Business Development Manager. With extensive travel industry experience in retail, corporate and tour operations, Hamilton's most recent role was with American Express Business Travel.

Mark Irwin has been named as the new general manager of InterContinental Hotels Group's **Hotel Indigo Hong Kong Island**. Irwin joins the hotel from Holiday Inn, Golden Mile, with his career including roles at the Park Hyatt Canberra, Grand Hyatt Melbourne, InterContinental Hotel Pudong Shanghai and Crowne Plaza Hong Kong.

Wyndham Hotel Group has a new Business Development Manager in the person of **Nicole Hill**. She'll be based in Vic for her new role which will focus on the sales and marketing of Wyndham Hotel group and Wyndham Vacation Resorts Asia Pacific across the region.

Allianz Global Assistance has announced the appointment of **Philip Hibbert** as the ceo of its operations in New Zealand. He's being promoted from his current role as Executive Manager with Allianz NZ, and will lead the integration of CTI and Allianz Global Assistance there.

Joanne Neill has taken a new role as business development manager with **The Pacific International Hotel** in Cairns. She has extensive travel and tourism industry experience and was most recently conference sales manager at the Pullman Reef Hotel Casino.

Tune Hotels, founded by AirAsia's Tony Fernandes, has appointed **Nathan Copey** as the general manager of its first Australian property, the Tune Hotel Melbourne. 29-year-old Copey will oversee operations at the new "pay-as-you-use" hotel which is set to open on 01 Nov.

Michael Tilley has stepped down from the board of the **South Australian Tourism Commission** after the expiry of his term, and will be replaced by Adelaide Airport ceo **Mark Young**. Existing directors Brian Hayes, Jan Turbill and John Irving have been reappointed for two year terms.

APT has named **David Cox** as the general manager for its newly created dedicated **Travelmarvel** division. Cox has extensive industry experience and was formerly APT's Chief Operations Officer. **Saxon Templeton**, former Flight Centre Vic/Tas marketing manager, will take on the newly created role of Travelmarvel Sales and Marketing Manager.

Environmental management group **EC3 Glopal** has appointed **Frank Hubbard** as Senior Business Advisor and EarthCheck Key Account Manager. Hubbard was recently the Director of Corporate Responsibility for InterContinental Hotels Group in Australia, NZ and the South Pacific.

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2. 4 weeks annual leave
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Please email your resume to employment@thisisafrica.com.au

Applications and calls from employment agencies are not welcome.



SW, RA now on BSP

AIR Namibia (SW) and Nepal Airlines (RA) have joined the Australian BSP system, available for BSP ticketing to all "activated" agents with 0% commission.

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Cruising now worth \$2.9 billion

CARNIVAL Australia ceo Ann Sherry this morning hailed the performance of the local cruise industry which generated \$2.9 billion in "economic opportunity" in 2012-13.

That's according to a new Economic Impact Assessment of the Cruise Shipping Industry in Australia released by Cruise Down Under, which showed a hefty 18% year-on-year increase from the \$2.4b recorded in 2011-12.

Sherry cited the "long value chain" of the cruise industry which benefits sectors such as agriculture, accommodation, restaurants, tourist attractions

and even taxi owners.

Tourism Accommodation Australia NSW director Carol Giuseppi also cited the flow-on effect of cruising which sees pre and post cruise passengers account for an average spend of almost \$600 on accommodation and meals in Sydney hotels.

Sherry said that the CDU report spotlights NSW as the industry's biggest beneficiary despite Sydney's port infrastructure challenges.

"The certainty of long-term shared access at Garden Island is vital if cruising is to continue to grow," she said.

Phil's off to dinner on QF

PHIL Smethurst (centre) from Bicton Premium Travel in Perth was one of the lucky winners of a \$500 dinner voucher, awarded in a joint Qantas/Travelscene incentive to reward increased QF sales.

He's pictured at right receiving the award from Wayne Callaghan, Travelscene American Express State Manager WA, and Katy Oxer, Qantas Industry



Account Manager.

Other winners included Tammie Ethell of Elite Travel Solutions.



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Cruise Office is a boutique sales and marketing office representing Oceania Cruises, Swan Hellenic, Voyages of Discovery and the American Queen Steamboat Company. We are seeking an Area Sales Manager to cover our key accounts in the CBD and the southern suburbs including the ACT. This position is 2 days a week and requires your own vehicle. The person we are looking for has cruise sales experience with great presentation skills.

Training our agency partners, hosting client film nights and developing strategies to increase sales is an essential part of this position.

Forward your resume to our Director of Key Accounts, Craig Owens - craig@cruiseoffice.net

Applications close 30 September.

Star webinars going national



STAR Alliance is to start rolling out webinars for travel agents nationally next month to educate and explain product features of the global alliance network.

The first of the webinars was deemed a success following a trial with TravelManagers (**TD** Fri), said Anil Rodricks, Star Alliance Chair for Australia.

He spoke exclusively to **Travel Daily** at the annual Star Alliance conference which took place at the State Library in Sydney yesterday, luring some 70 Star Alliance airline members who were updated on alliance activities, as well as current and future initiatives, locally & globally.

"The webinars open opportunities we've never had before," added Rodricks.

"The initial focus will be the Product Fare Validator - a useful tool that provides a platform for us to educate agents on a wide variety of Star Alliance topics.

"It also allows us to reach agents outside of the metro areas," he noted.

Rodricks said Star will plan the webinar training in the future to customise it according to the audience, and to take Q&As at the same time.

"They will last about 40mins, so we can cover individual topics in depth in a very cost effective way, especially with our budgets getting scarcer and tighter," said Rodricks.

He also said Star Alliance is to begin direct communication with consumers, starting with a series of campaigns to enable the public to interact with the alliance over the internet.

"It's very clear the trade is the bedrock of our sales activity, but on the other hand we still need to communicate with the consumer," Rodricks noted.

"We still rely heavily on our tremendous network, diversity of members, our very strong presence in Asia, all of which reinforces our position as a leading global alliance in Australia."

Overall, the Star Alliance network offers more than 21,900 daily flights to 1,329 airports in 194 countries.

CT Connect recruits

PETER Gunn has today been named as the new general manager Western Australia at Corporate Travel Connections.

QF hotels points sale

QANTAS-OWNED online accommodation specialist Hooroo has launched a seven day Qantas Hotels campaign, in conjunction with the release this week of QF's European earlybirds.

The move sees double Qantas Frequent Flyer points offered across all international partner hotel bookings made on the Qantas website.

That means members earn 2,000 points per booking at more than 13,000 properties worldwide, with no booking fees and rates backed by the "Qantas Price Promise".

The sale ends at 9am on 02 Oct, with travel dates available right through to 31 Oct 2014.

Thursday 26th Sep 2013

New Chobe Lodge

UNDER One Botswana Sky has confirmed its new property is on target for a opening in early 2014.

Chobe Bush Lodge is a sister-property to Chobe Safari Lodge and will be positioned in Kasane on the border of Chobe NP.

The property will feature 38 luxury en-suite rooms and four two-bedroom units, and offering views over the National Park and Chobe's floodplains.

Rates will be common-rated.

Business Development Manager, South Australia/Northern Territory Princess Cruises®

Princess Cruises is the third largest cruise ship operator in the world and part of the world's leading cruise holiday company, Carnival Corporation (represented in the Asia Pacific region by Carnival Australia). Known as the Destination Experts, Princess Cruises visits more than 330 ports around the world. Locally, Princess Cruises has operated cruises for more than 10 years and has three ships departing from Sydney, Brisbane, Melbourne and Fremantle. Princess Cruises is a multi-award winning cruise line having won AFTA's Best Cruise Operator for four years running.

Reporting to the Head of Sales and supported by a sales planning team, the Business Development Manager is responsible for building a strong geographic presence in order to achieve sales targets through industry relationships and business partnerships. The incumbent will be responsible for educating trade and consumer channels on the benefits of this premium cruise brand, and driving incremental revenue through existing and new channels.

Key responsibilities include:

- being the face of Princess Cruises in the territory, maintaining a high profile and professional standing
- developing and implementing business plans
- promoting our premium products and services through on-site sales calls, telephone and written communication
- supporting the development of local marketing for agents
- managing product education events, presentations and training
- preparing and delivering financial reporting to key accounts across the territory

We seek applications from confident and experienced sales professionals with a passion for travel and cruising who demonstrate:

- success in exceeding sales results, either in an 'on the road' territory management role or within retail travel
- the ability to strategise, and plan a territory in order to achieve challenging goals
- strong relationship building and influencing skills
- excellent communication skills (written and verbal) with an engaging and impactful presentation style
- self motivation and discipline with the ability to work in a highly autonomous manner and prioritise workload to have maximum impact
- the ability and willingness to travel frequently across the territory and attend functions on evenings or weekends as required

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Sales Assistant - MELBOURNE

Malaysia Airlines State Sales Division requires the services of an experienced Sales Assistant.

Primary responsibilities include: providing administrative support to the Sales Manager, arranging familiarisations and promotional materials for events, telemarketing for new or existing business, production of reports and assist with telephone enquiries from the travel trade.

Please email your application to the HR/Administration Manager at sydh@malaysiaairlines.com applications close 02 October 2013.

Canada arrivals flat

THE Canadian Tourism Commission has reported 32,096 Australian arrivals during Jul, which was just 22 fewer people than the same month last year.

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

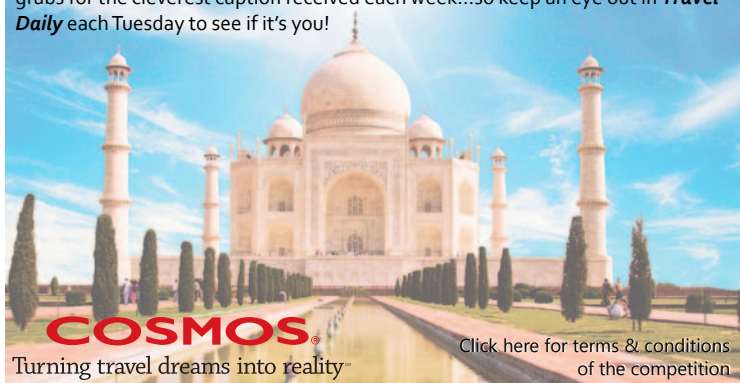
The winning agent will enjoy:

- 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

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!



COSMOS
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Click here for terms & conditions of the competition

Rabies in Ha Noi

TRAVELVAX Complete Travel Health Service is warning Ha Noi-bound travellers to avoid contact with dogs and other wild or domestic animals after more cases of rabies were reported.

The disease has spread across Ha Noi and many northern provinces, with 400 people infected from dog & cat bites in the Soc Son District and Bac Son Commune regions.

Amazing Race in NZ

NEW Zealand starred again in the latest episode of *The Amazing Race* broadcast on the local TV2 channel this week.

The episode hit No.1 for its time slot when it aired in the US in March, showcasing the country's landscapes and adventure activities to 9.2m viewers.

Filmed last year, it was the fourth time New Zealand has featured in the reality program.

The happiest place in Hong Kong



KUALA Lumpur and Hong Kong welcomed this group of West Australian agents recently, treated to a fam of both cities by Malaysia Airlines and New Horizons Holidays.

It was a case of comfort & space the entire way as the group flew in MH's luxurious Business class cabin for the trip from Perth to KUL, and then on the carrier's new Airbus A380 superjumbo for the sector to Hong Kong.

The group enjoyed a Hong Kong Island Tour and a day of fun at the city's Disneyland theme park.

Pictured above at the gate with their Disney host, is Misha Howlett, Cathie Rice Travel; Lilli Dickson, New Horizons Holidays; Emma Britton, RAC Travel Carousel; Clynton Chatfield, RAC Travel Perth; Justin La Grange, Malaysia Airlines; Eve Kelly, New

Horizons Holidays; Jason Wood, Best Flights; Susan Howson, Harvey World Travel Booragoon; Melissa Boehm, Escape Travel Rockingham and Olga Shrewsbury from Jetset Joondalup.

Bali agent incentive

GARUDA Indonesia and Bali Tours are giving away \$1,900 worth of Coles Myer vouchers to launch special new packages.

Priced from \$1,207ppts, a seven-night package includes return airfares (ex SYD, MEL or BNE), meet & greet, two nights' accommodation, return airport transfers in Bali, breakfasts, spa treatments or resort discounts.

Valid for travel 05-07 Dec 2013, and 15 Jan-31 Mar 2014.

Business Class upgrades are available from \$753 one-way.

Travel Consultant - Groups

BI WORLDWIDE is a leading global marketing services agency. We are seeking an experienced Travel Consultant to join our Events team in Sydney.

If you have a strong high-end leisure background, possess a passion for delivering great customer service and want to work with corporate groups we want to hear from you! Groups experience is favourable but not essential.

BI WORLDWIDE deliver events for Fortune 500 companies with events delivered Australia-wide and internationally. The primary focus of our events business is in the delivery of highly creative Incentive Travel Reward programs, Corporate Conferences & Meetings and Product Launch Events.

For a full job-description, or to submit your resume, please email nicole.white@au.biworldwide.com

www.BIWORLDWIDE.com



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.

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JOB OF THE WEEK

SUPPLIER RELATIONS MANAGER SYDNEY - SALARY PACKAGE UP TO \$85K

Experienced supplier relations managers get excited. Here is your chance to diversify the product you're currently working with and join a successful organization that has many great brands under its roof. You'll have experience in product research, supplier relations. Contracting and negotiation. You must be a team player, have great attention to detail, and enjoy a fun, fast-paced environment.

WHATS YOUR HIT RATE?

TRAVEL SALES MANAGER SYD & BRIS- GENEROUS SALARY PACKAGE

Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. You will have previous experience in the travel industry as a sales executive, Exceptional communication and negotiation skills along with drive and determination to succeed

RELATIONSHIPS NOT TO BE MISSED!

NATIONAL ACCOUNT MANAGER SYD, CBR, 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.

BORN TO LEAD?

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.

BOOMING EVENTS ROLE

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!

SALES = \$\$

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.

EXCITING 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 TECHNICAL?

IT MANAGER SYDNEY - GENEROUS SALARY PACKAGE

If you're an energetic I.T. guru with experience in supporting both on-site & remote operating systems (desktop, telephony, routers, etc) then this is the opportunity for you. You'll be professional and friendly with great negotiation & communication skills capable of making recommendations to the business. You'll be savvy in managing business software applications, change processes and managing IT project developments.

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Worldwide Travel Consultant

Sunshine Coast - \$35K + Commission - Ref 804PS1

A well renowned multiple independent travel agency, who specialise in worldwide holidays, tours & cruises, are expanding and seeking a Senior Travel Consultant. The ideal candidate will have a passion for travel, excellent worldwide destination knowledge, be Sabre trained and interested in moving into a Team Leaders role as the company expand. An above average commission structure is in place with the potential to earn above and beyond that of your industry competitors.

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

Safari Specialist Travel Consultant

Sydney - \$60K + Super - Ref 251KF1

Want to develop your niche in the industry? Specialise in a product and book travel that you've experienced first hand? Whilst working Monday - Friday? We are working with a prestigious safari company that are currently looking for an experienced consultant to join there existing team. You will be required to show attention to detail, working knowledge of Galileo, excellent Microsoft Office Skills, be customer driven and have the ability to work as part of a team.

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 they are continually growing. They are looking for a Cruise Consultant to join there team. If you love sales, are passionate about cruises and want to be part of an exciting company then read on! Don't delay, apply today!

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

Travel Consultant

Adelaide - \$40-50K + Super + Benefits - Ref 4557NC1

A leading agency that is looking for a customer focused Travel Consultant. Stop the struggle to make the targets and focus on the bigger picture - The Customer. This is a fabulous agency with a fantastic team. This is a Monday to Friday role, deliver travel itineraries that are more then just another trip, these are once in a life time experience! Add the personal touch through recommendations and personal experience.

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

USA Specialist Travel Consultant

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

One of Australia's fastest growing travel companies is expanding its call centre which has an ever-growing portfolio of destinations and partners ensuring repeat business from clients. Working on a very generous basic salary plus uncapped commission you will be handing end to end reservations from booking, ticketing and dispatch. Ideal candidates will be GDS trained with Fares & Ticketing I & II and previous travel reservations experience in a call centre environment.

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

Business Development / Sales Manager

Sydney - \$Competitive + Bonus - Ref 786SJ2

Do you have sound understanding of corporate travel sales, business development experience and a proven sales record? A leading travel management company are looking for a Sales / Business Development Manager to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC.

For more information, please call Briarna 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](#)

Group Travel Consultant

Perth - \$DOE + Super + Fams + Benefits - Ref 3307

Are you a fantastic team player who can deliver outstanding customer service? We're looking for the perfect Travel Consultant who is looking to join a fantastic team in the Perth area. If you want to grow your skills within the travel industry and be very well rewarded, this could be the role for you. Use your outstanding customer service and rapport building skills to this high end, customer focused luxury travel company. What are you waiting for? Apply today!

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



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PARK HYATT HOTEL

1 PARLIAMENT SQ OFF PARLIAMENT PLC
MELBOURNE VIC 3002

STARTS AT 5:30PM

BRISBANE

THURSDAY 17TH OCTOBER 2013

PULLMAN HOTELS & RESORT

CNR ANN & ROMA STREETS
BRISBANE, QLD 4000

STARTS AT 5:30PM

PERTH

WEDNESDAY 23RD OCTOBER 2013

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815 HAY STREET
PERTH, WA 6000

STARTS AT 5:30PM

