

Nothing beats

# Creative Holidays

*Nothing beats...*

**15%**  
**Commission on all land\***

**+**

**BONUS 2% on air!^**

**PHONE & ONLINE BOOKINGS**

**DEPARTURES ANY TIME**

**MULTIPLE AIRLINES**

---

Just like an easter egg, it's sweet, delicious and only available around Easter time.

Forget easter eggs, binge on commission from **1<sup>st</sup> - 30<sup>th</sup> April**

**FIND OUT MORE...**

Yvonne joined  
for the support team

Every agent has  
a reason to join

**MTA** mobile  
travel  
agents  
Call 1300 682 000  
Visit [join.mta-travel.com.au](http://join.mta-travel.com.au)



# Travel Daily

First with the news

Thursday 3rd April 2014

## COOK ISLANDS



Become a Specialist  
and get exclusive  
industry deals and  
more...

[Learn more >](#)

## Celebrity 2015/16 out

**CELEBRITY** Cruises last night announced its 2015/16 season for Australasia, confirming that *Celebrity Solstice* will head down under for its fourth local season.

*Celebrity Millennium* will also call into Australia at the end of her fourth Asia season.

Celebrity will also debut a new 'Suite Class' experience which includes a VIP lounge and a suites-only restaurant - more in today's **TD Cruise Update**.

## EY takeover VA AUH route?

**VIRGIN** Australia and Etihad Airways are playing it coy on a story in this morning's *Financial Review* which suggests that they are set to rejig VA's current long-haul operations to Abu Dhabi.

Currently VA flies Sydney to the UAE three times a week, complementing Etihad Airways' 11 weekly flights to make a combined double daily service.

According to the report, Virgin Australia will cease operating the services - but customers won't see any difference because Etihad will wet-lease the same 777 aircraft and crew from the Australian carrier to fly the route.

EY will become the operating carrier and thus carry the profits or losses on the route, and the move will leave VA's trans-Pacific flights to Los Angeles as its only long-haul international operations, the article suggests.

The Gulf carrier didn't respond to a request for comment today, but a Virgin Australia spokesman confirmed to *Travel Daily* "we continually review our network, however we have no changes to announce at this point.

"We will keep our customers and stakeholders updated of any changes that are made," he said.

**MEANWHILE**, Etihad today launched another new route, with daily operations between Abu Dhabi and Jaipur in India.

## CTM appoints new North America chief

**CORPORATE** Travel Management has announced the appointment of Romeo Cuter as its new North American ceo.

Cuter's career includes senior US roles with Carlson Wagonlit Travel and FCm, with CTM saying the move "reinforces its commitment to expansion in the North American Market."

More industry appointments on **page 7** of today's *Travel Daily*.

## Creative Apr bonanza

**CREATIVE** Holidays is again reminding travel agents of the company's 15% commission offer in Apr for land bookings and 2% bonus commission on air sales - see the **cover page** for more info.

### Eight pages of news

*Travel Daily* has eight pages of news & photos, including a front cover page for **Creative Holidays** and a full page: [\(click\)](#)

- AA Appointments jobs



travel counsellors ⇨<sup>®</sup> My Story Julia Lynch, Travel Counsellor

"I can now concentrate on what I do best - looking after my customers"

Read my story at [www.travelhomeworking.com.au/ourstories](http://www.travelhomeworking.com.au/ourstories)

Get in touch today 03 9008 4291 With us...it's personal

## EUROPE RIVER CRUISING 2015

2015 [www.evergreentours.com.au](http://www.evergreentours.com.au)

### OUT NOW

[Click to View BROCHURE](#)

Call 1300 364 414

Thank you for your nomination

# VOTE TRAFALGAR for the 2014 NTIA Awards

Category 20: Best Tour Operator - International

Category 27: Best Sales Executive - Industry Supplier

**TRAFALGAR**  
see the world from the inside<sup>®</sup>



**\$50 Coles/Myer voucher**  
for every passenger booked to  
South & Central America  
with Bunnik Tours.



\*Terms and conditions apply.

**BunnikTours**

# Travel Daily

First with the news

Thursday 3rd April 2014

SEE THAI'S  
**WORLD**

from **\$3,575**  
Return in Royal Silk Class

Check Fare Grids for Details

**Travelmarvel**  
Cruising & Touring

## EUROPE RIVER CRUISING 2015 PREVIEW

OFFERS ENDING SOON

**HURRY!**  
BOOK BY  
15 APRIL 2014  
FOR GUARANTEED  
BEST PRICES



CALL 1300 300 036  
www.travelmarvel.com.au

An APT Company



\*Conditions apply. Contact Travelmarvel for full terms & conditions.  
Australian Pacific Touring Pty Ltd ABN 44 004 684 619  
Lic. No. 30112 TM1315

## Trav Choice nab TSAX'ers

**INDEPENDENT** retail network Travellers Choice has secured the signature of another three ex Helloworld Ltd agencies to its group, *Travel Daily* can reveal.

The newest additions are all Queensland based and include one of just four Virtuoso agencies in the state, Travel Concepts.

Travel Concepts is a boutique agency located in the Brisbane suburb of Milton and has a strong focus on high-end leisure travel.

The business is jointly owned by Elizabeth Clarke & David Brandon, and until recently was an affiliate of Helloworld Ltd's Travelscene American Express retail chain.

The duo operate a specialist cruise division which trades as The Cruise Centre.

Brandon also owns Brandons Travel in Ayr which was previously aligned with the Travelscene American Express brand.

"We are now part of a sophisticated network, but we are also free to ensure that every decision we make is in the best interests of our individual business," Brandon commented.

Joining them at Travellers

Choice are Peter & Kerry Fiske at Clayfield Travel Professionals.

The Fiske's previously operated their business under the Harvey World Travel Clayfield banner - another Helloworld Ltd division.

Travellers Choice has steadily been expanding its national network over the past year, with its shareholder numbers currently standing at more than 150.

### Win an A-League box!

**TRAVEL Daily** has teamed with Keith Prowse Travel to give away a corporate box to this Sun's Hyundai A-League game between Sydney FC & Wellington Phoenix, kicking off from 5pm.

This amazing prize includes 12 seats in a corporate box and parking for two, with food and beverages at own expense.

To win, be the first person to correctly answer - "What is the full name of Keith Prowse Travel's newly released 2015 Australian Open long weekend package?"

For a hint, go to [kpt.com.au](http://kpt.com.au).  
Email your answer to us at [kptcomp@traveldaily.com.au](mailto:kptcomp@traveldaily.com.au).

**Vanuatu**  
DISCOVER WHAT MATTERS

**YOU'RE INVITED TO OUR 'FUN & GAMES' QUIZ EVENTS ROADSHOW!**

**SYDNEY  
MELBOURNE  
BRISBANE**

CLICK HERE TO REGISTER

**Air Vanuatu**  
www.airvanuatu.com

"Partner with Australia's leading mobile consulting group and meet the number one support team"



Leisa Burdette - PTM in ACT

"I've always had other PTM's give me great advice and support and I believe strongly in being there in turn".

"430 Personal Travel Managers can't be wrong!"

join.travelmanagers.com.au  
1800 019 599  
suzanneL@travelmanagers.com.au



WOW, WE GET TO SPEND 6 NIGHTS  
HERE OVER CHRISTMAS!

Enjoy longer stays in superb locations! [www.albatrosstours.com](http://www.albatrosstours.com)

**Easter SALE**

**Save up to \$300 pp**  
on selected fully inclusive group tours  
On sale: 1-24 Apr 2014. For travel: 1 Aug - 30 Nov 2014

**Wendy Wu Tours**  
Call 1300 798 118  
[wendywutours.com.au](http://wendywutours.com.au)

**Serious Easter deals... NO FLUFF!**

CATHAY PACIFIC  
SINGAPORE AIRLINES  
QANTAS  
Vietnam Airlines

Saving applies to selected fully inclusive group tours to China and Indochina. Offer valid for new bookings made between 1-24 April 2014 for travel on selected departures between 1 Aug-30 Nov 2014. Initial deposit of \$300 per person required at time of reservation plus air portion of \$1200 per person. Air portion and completed booking form must be received by Wendy Wu Tours by COB 24 Apr 2014. All tours are subject to air and land availability. Airline fuel surcharge and tipping subject to change. Tour details and booking conditions as per 2014/15 brochures. Not available in conjunction with any other offer. Visit [wendywutours.com.au](http://wendywutours.com.au) for full details. Travel Licence 27A4792, 1698K

SWISS FlexiFare with Asian add-ons for more stopover options to Europe.

Asia net add-ons:  
Economy: \$250  
Business \$550/750

A STAR ALLIANCE MEMBER



# Travel Daily

First with the news

Thursday 3rd April 2014

**BREAKAWAY**  
International Travel Industry Club

**Emirates**

**NEW!** Emirates short sale Industry rates to Dubai & Europe.

**Book Online 24/7! Sales to 30 APR 14.**

**Return Economy from \$649\* pp plus taxes.**

\* Conditions Apply. Taxes approx. \$400\* - \$860\* pp.

**CLICK HERE for further details**

## Royal Brunei's 787 arrives

ROYAL Brunei Airlines this morning celebrated its first Boeing 787 Dreamliner flight to Australia, with aircraft V8-DLC landing at Melbourne airport at about 6.30am.

BI has branded its 787 product as "Betterfly," touting the new aircraft's range of features including better space with larger overhead bins, better view with its large electronically controlled windows, better air with its lower altitude pressurisation and better rest via a "calmer, quieter cabin".

Royal Brunei country manager Brett McDougall told TD the introduction of the new aircraft means BI is the only carrier which can offer 787 flights all the way from Melbourne to London.

The flights operate daily, coming in early morning and making for good inbound connections, while the early afternoon departure

also allows for good feed from interstate and New Zealand.

Royal Brunei chairman Dermot Mannion said "Australia represents an important market for RB, and the long-awaited arrival of our Dreamliner will serve to cement our growing status as a real competitor in this market".

Cabin crew on the inaugural wore special new heritage-inspired uniforms for the first time since they were unveiled in Brunei in late Feb.

A special "celebration fare sale" has been launched, with offers from Melbourne to Brunei, Dubai and London.

The LHR fare is an exceptional \$1387 in economy class including all taxes and charges, valid for sale to 30 Apr and travel until 19 Jun, while fares to Brunei start at \$696 and Dubai is from \$958.

## Peninsula Paris debut

THE highly anticipated Peninsula Paris Hotel has finally had its official opening date confirmed as 01 Aug 2014.

Craftsmen from across France have been toiling away to recreate the fabulous glamour of the original Haussman building, which opened as The Majestic Hotel on Avenue Kleber in 1908, just a few steps from the Arc de Triomphe and the Champs Elysees.

A sneak peek at the work underway can be viewed at [traveldaily.com.au/videos](http://traveldaily.com.au/videos) or by clicking on the **Travel Daily TV** logo at right.



## ADU 2014 regos open

HAWAII Tourism Oceania has opened registrations for its upcoming three city Aloha Down Under roadshow.

More than 30 industry partners from Hawaii will be attending to showcase the Aloha State.

Events are to be held between 5:00pm-9:00pm in Melbourne on 06 May, Sydney on 07 May and Brisbane on 08 May.

Registrations close on 18 Apr, go to [www.alohadownunder.com.au](http://www.alohadownunder.com.au).

## Window Seat

DELEGATES at this week's Rendez-Vous en France trade show have enjoyed two days of one-on-one meetings with almost 800 French suppliers, with comments that tourism in France is "really open for business".

However they got to see more of the host city Clermont-Ferrand than they bargained for last night, when the French bus driver taking a group from a gala dinner back to their hotel got hopelessly lost.

What was to be a short 15-minute ride turned into nearly two hours when the hapless driver drove up and down the streets and around in circles desperately trying to find his way, to no avail.

In the end, the tired and far-from-impressed Chinese delegation on board came to the rescue by pulling up the GPS on their iPhones to show the confused driver how to get there, all finally arriving at the hotel close to midnight.

Best Domestic Airline  
Best International Airline – On-line  
Best Agency Support Service  
Best Sales Executive – Industry Supplier

## 2014 AFTA National Travel Industry Awards

VOTE FOR US



Sean Simmons Travel Pty Ltd are very excited to announce that for the 2nd year in a row we have been nominated in TWO categories for the:

### 2014 AFTA National Travel Industry Awards

Our nominations are:

**Best Travel Agency – Corporate (Single Location)**  
**Best Travel Agency Manager – Corporate (Sean Simmons)**

To everyone who has travelled with us on our journey, we offer a heartfelt thank you. Please vote now to help us fly even higher!

SEAN SIMMONS  
TRAVEL

CLICK HERE TO VOTE



VOTE BOUTIQUE.  
VOTE UNIWORLD #1.

National Travel Industry Awards 2014

UNIWORLD  
BOUTIQUE RIVER CRUISE COLLECTION

"BEST CRUISE OPERATOR - International Based Operation"

"BEST SALES EXECUTIVE - Industry Supplier"

## Tell 'em they're dreamin'!

**THE** arrival of Royal Brunei's new 787 in Melbourne today (see p3) saw the carrier pull out all stops.

The aircraft was quickly cleaned after its flight from Brunei and then a lavish function allowed media, VIPs and key travel agent partners to walk through the stunning new aircraft.

Brunei High Commissioner Zakaria Ahmad said "it is an honour to welcome the Royal Brunei Airlines' *Betterfly* to Melbourne.

"The Dreamliner is indeed a remarkable aircraft and together with the high standard of RB's customer service, I am confident this new product will provide the travelling passenger with a very high level of comfort".



**Pictured** above at the event, from left are Brett McDougall, Royal Brunei country manager; His Excellency Zakaria Ahmad, High Commissioner of Brunei Darussalam; and Syed Rzoman Syed Abd Rahim, also from the Brunei High Commission.

More pics on our website and at [www.facebook.com/traveldaily](http://www.facebook.com/traveldaily).

**787 CELEBRATION SALE NOW ON**  
ASIA FROM \$670, LONDON FROM \$1390

Click here for more information.  
WWW.FLYROYALBRUNEI.COM | ROYALBRUNEIAIRLINES | ROYALBRUNEIAIR | #rbbetterfly

## TL E170 substitution

**QANTAS** has removed its 'QF' designator for flights operated by Airmorth using an Embraer E170 jet between Darwin and Dili & Darwin and Townsville.

The adjustment is a result of the E170 being used on the services is yet to be assessed by Qantas' normal approval process.

Impacted guests will remain on the same Airmorth operated flight but rebooked on the 'TL' code on the same service.

Refunds will be available for all codeshare tickets on request.

**CLICK HERE** for further details.

## Carnival Cruises reps

**MG MEDIA** Communications has been appointed to handle trade & travel public relations for Carnival Cruise Lines in the Australian market.

The line operates *Carnival Spirit* and *Carnival Legend* locally.

The new signing adds to MG Media's other Carnival Australia clients which include P&O Cruises, Princess Cruises, P&O Cruises World Cruising and Seabourn.

More appointments on **page 7**.

## Drive Britain promo

**CLIENTS** booking car and motorhome rentals in Britain throughout Apr with DriveAway Holidays are being offered extra discounts and bonuses.

A bonus 5% is available on UK car rentals collected between 21 Apr and 31 May with Europcar, while Bunk motorhomes booked this month receive a 10% discount if collected by 31 May. Phone 1300 363 500 to book.

## Americas, Asia on sale

**BUNNIK** Tours has released two specials for new bookings on its South & Central America cruise & tour trips and Asia itineraries.

Savings of \$500pp and \$300pp are available for bookings made by 27 Jun & 30 Mar, for travel on select dates between Nov & Mar and May & Mar respectively.

# MasterChef

## TRAVEL

**Do you have a passion for food and a taste for discovery?**

The Cox & Kings family is delighted to be appointed tour operator behind MasterChef Travel.

MasterChef Travel is an inspiring collection of culinary holidays designed to reveal the wonders of the world's great food destinations in the company of local experts, like-minded travellers and, in many cases, MasterChef personalities. The holidays are ideal for anyone with a passion for food and a taste for discovery.

### Tours:



**Italy: A Culinary Journey**  
with Kate Bracks  
Departs 02 Sep 2014



**England: A Rural Food Discovery**  
with Alice Zaslavsky  
Departs 18 Sep 2014

**MasterChef Travel also provides culinary tours to:**

**India: A Spice Odyssey**  
with Courtney Roulston  
Departs 08 Oct 2014

**Mexico: A Food Fiesta**  
with Ben Milbourne  
Departs 01 Nov 2014

**Vietnam with Angkor Wat: Flavours & Highlights**  
with Mindy Woods  
Departs 15 Nov 2014

Contact **MasterChef Travel**

**1300 836 764**

[info@masterchef-travel.com.au](mailto:info@masterchef-travel.com.au)

[www.mastercheftravel.com](http://www.mastercheftravel.com)



Tempo Holidays Pty Ltd trading as MasterChef Travel.  
ABN 51 007331213. Vic. License No. 31341  
MasterChef is a registered trademark of Shine (Aust) Pty Ltd. Licensed by Shine 360.  
All rights reserved.

## Jan int'l traffic data

**QANTAS'** share of international passengers arriving/departing Australia dropped to its lowest point in recent history during Jan, new government data indicates.

The Bureau of Infrastructure, Transport & Regional Economics report on International Airline Activity released yesterday, shows Qantas accounted for 16% of all international travellers during the month, down 0.1% on the month prior but 0.9% compared to the corresponding month last year.

In Jan 2012, QF held 17.7% of the international travel market.

Behind QF was Emirates at 9.3% (up 0.3% year-on-year), Jetstar & Singapore Airlines at 8.4%, Air New Zealand at 7.6% & Virgin Australia at 7.2%.

Foreign low-cost carriers and Jetstar saw significant gains in market share for the month, accounting for 17.1% of pax - up from 14.7% 12 months earlier.

Overall, there was a 10.5% jump in international passenger traffic, which rose to 3.19 million.

Oversupply of seats (which increased 11.3% to 4.02 million) saw collective seat factors decrease from 83.1% to 82.4%.

## Aus Open tkts selling

**KEITH** Prowse Travel has rolled out travel packages for the 2015 Australian Open (held from 19 Jan to 01 Feb) with a two-night offer priced from \$705ppts.

An Australia Day Long Weekend three night package has also been introduced, spanning 23-26 Jan which includes four tennis sessions, priced from \$1795ppts.

KPT is rewarding agents booking its Australian Open deals before 30 Apr with a \$20pp Coles Myer giftcard or \$40 gift card for the Long Weekend package.

More into at [www.kpt.com.au](http://www.kpt.com.au).

## ACCC slams airports

**THE** Australian Competition and Consumer Commission has released its annual Airport Monitoring Report, saying that booming demand and price increases have driven profits higher while "quality of service remains flat".

For the second year running only one airport (Brisbane) achieved a service rating higher than 'satisfactory' with the report warning that investment by operators has not added enough capacity to avoid congestion.

Australia's leading travel insurance and assistance company seeks enthusiastic and experienced Inbound Sales Consultants for our busy telephone sales team in North Sydney.

Join a market leader and a dynamic and energetic workplace. Apply now at [www.covermore.com.au/careers](http://www.covermore.com.au/careers).

**Cover-More** TRAVEL INSURANCE

We focus on what matters.

## VisitBritain sets Aussie target

**GREAT** Britain is aiming to lure an additional 180,000 tourists annually from Australia on top of current figures as part of a grand Masterplan by the year 2020.

While this may not seem like much, the overall plan is to reach 40 million visitors worldwide by the same point in time.

Details of the plan were unveiled yesterday by VisitBritain overseas network director Keith Beecham during a quick visit to Australia.

The DMC's Australian office, headed by manager Mark Haynes, has also been challenged to increase average Australian spend by 43%, also by 2020.

VisitBritain's four main pillars of the plan including promoting the accessibility of regional Britain through both air and land, with Manchester, Newcastle, Glasgow & Birmingham among the cities available one-stop from Australia, with more on the way, including Edinburgh from next month.

Developing the overall product range of Britain through London & Partners; building distribution channels through travel industry businesses here in Australia and

investing in the "brand of Britain" also make up core components.

"We would like to persuade more of our friends from Australia to go beyond London, to the regions of England, Scotland and Wales so we'll be working on that product development side with the UK industry to get more packaging and better product ready for the Australian market.

"The great campaign will continue in Australia as a way of engaging with our consumers," Beecham added.

## Travel outpacing GDP

**GLOBAL** travel industry growth is forecast to outpace global domestic product over the next 10yrs, a new study on travel trends has outlined.

Research conducted by Oxford Economics on behalf of Amadeus predicts travel to grow by 5.4% per annum over the next decade - about 2% more than GDP.

The greatest growth is tipped from China as well as large emerging markets including Russia, Brazil, India, Indonesia & Turkey - [CLICK HERE](#) for details.

# VOTE FOR US DRIVE US HOME!

Woohoo! We are excited to be nominated AGAIN for the NTIA Awards in the category of Best Car/Campervan Rental Operator. We believe it's in recognition of our continued effort to supply the best products. Help us to the finalists stage by voting for us.



VOTE FOR US



## Become a 100% Pure New Zealand Specialist. Learn a different story every day.

Be eligible for special events in your area.

[CLICK HERE >](#)

[www.traveltrade.newzealand.com](http://www.traveltrade.newzealand.com)



**100% PURE NEW ZEALAND  
SPECIALIST**

## European tastes only hours away



**AUSTRALIA** has been labelled as a "priority market" for New Caledonia Tourism, with the heart of the destination to take focus in future marketing campaigns.

The message welcoming Australia to the Pacific paradise was on display last night at the annual Tourism New Caledonia industry roadshow - the third and final event in a series which also visited Brisbane and Melbourne.

New Caledonia Tourism director Jean-Michel Foutrein said only 15,700 Aussie visitors travelled to the destination last year for a multi-night stay, while more than 300,000 experienced small parts after arriving from cruise ships.

Aussie consumers were largely unaware just how close New Caledonia is, too often believing it

was further than Fiji or Vanuatu, when in fact, it is closer than both.

The resumption of direct flights to Melbourne was an exciting market New Caledonia was keen to sink its teeth into, with plenty of digital marketing in the works.

Hotel options were developing in the destination, with Hilton & Starwood opening new resorts.

**Pictured** above at the roadshow from left is Jean-Michel Foutrein, New Caledonia Tourism; Caroline Brunel, GTI Tourism; Ken Triffitt, Aircalin; Sandy Adam, Aircalin; Yannick Gloux Bauchet, Le Stanley Hotel & Suites; Barbara Lambert, Arc En Ciel; Nellye Kamouda, Tourisme Province Nord; Julie Cassin, GLP Hotels and Christie-Lee Lachance, representing the Ramada Plaza Noumea.

## DON'T MISS THE LAS VEGAS SUPER FAMIL'!



JOIN THE A-LIST

CLICK HERE

### TASCo Kenya famil

**THE** Africa Safari Co has very limited spots available on a travel agent famil to Kenya departing next month.

The Fly-In safari educational includes eight nights accom in the Maasai Mara, Laikipia and Lake Nakuru, and is priced at just \$1,195 per agent (land only) plus park fees of \$670, representing a saving of over \$3,600pp.

The trip is scheduled to depart on 14 May - for more details or to book, call (02) 9541 4199 or email [leanne@africasafarico.com.au](mailto:leanne@africasafarico.com.au).

### Kerzner now in China

**CONSTRUCTION** is already underway on the first One&Only luxury resort in China, with Kerzner International signing a management agreement with the Chinese Gezhouba Group.

The One&Only Sanya on Haitang Bay will consist of 192 rooms and suites on 11 hectares & adjacent to 380 metres of private coastline.

No date for the opening of the new resort has been announced.

### Training fine for JQ

**JETSTAR** has been fined \$90,000 by the Fair Work Ombudsman for illegally charging \$17,500 each in training costs to six cadet pilots by deducting amounts from their wages over a period of time.

The cadets were formally under the employ of Jetstar's New Zealand operation before being transferred to Australia, with new Award conditions taking effect.

## WIN WITH SAMSONITE

This week *Travel Daily* and **Samsonite** are giving one reader the chance to win two Samsonite Spin Trunks 66cm spinners, valued at \$499 each in Violet & Blue.

With a unique 20:80 split, Spin Trunk offers the benefits of softside packing whilst maintaining the strength and security of hardside luggage. This cutting-edge collection ticks all the boxes, guaranteeing cases are efficient, secure, manoeuvrable and glamorous.

To win, send through your answer to the question below in 25 words or less by COB 4th April to:

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

**Why would you like to win a Spin Trunk?**



### UA online training

**UNITED** has launched a new training program for travel agents to enhance their knowledge of the carrier, coinciding with the debut of UA 777s to Australia.

Agents completing the program also have a chance to win a tablet - see [flyunited.com.au/industry](http://flyunited.com.au/industry).

**cruise1st.com.au**  
second to none

## CRUISE PRODUCT & MARKETING COORDINATOR

Cruise 1st is the UK's leading online cruise booking specialist, and are now established with an office in North Sydney for over 3 years. We offer Australian travelers a unique cruise holiday booking experience, providing the widest range of cruising options globally with hundreds of cruises worldwide from dozens of cruise lines from which to search.

We are currently looking for Full time Product and Marketing Coordinator to join our office in North Sydney. You will be responsible for supporting the product marketing manager with the development and subsequent execution of product to all key stakeholders. This role will also be responsible for actively gaining market analysis and reporting supplier performance along with building strong client relationships.

If you have marketing and/or product experience within the cruise industry, you are organised, have an eye for detail, enjoys being creative with cruise packaging and would like to join one of Australia's fastest growing cruise retailers, we would love to hear from you.

**For a confidential discussion to find out more please send your expression of interest to [recruitment@cruise1st.com.au](mailto:recruitment@cruise1st.com.au)**

Thank you for nominating us in 2014 NTIA!

## We love to have your vote!

Best Agency Support Service  
Best Sales Executive - Industry Supplier

**click to vote!**

**air tickets**

we will love you forever



## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thursday 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](mailto:appointments@traveldaily.com.au).

**AAT Kings** has named **Jody Grossfeldt** as Head of Day Tours, Australia. Grossfeldt previously worked for APT Day Tours, which was purchased by AAT Kings in Australia during 2012.

**Ingrid Kocijan** has been appointed as the manager for **Rail Europe Australasia**. Kocijan will take up the new role on 22 Apr, moving from her previous position with Rail Plus.

The **oneworld** airline alliance has nominated International Airlines Group ceo **Willie Walsh** as Chairman of its Governing Board for the year ahead. He takes the place of American Airlines chair Tom Horton, who has been in the role since late 2011.

Former long-time Sydney Convention and Exhibition Centre director of international sales, **Annabel Norris**, has been appointed as Research & Business Development Representative for the **Adelaide Convention Centre**. In her new role she will be based in Sydney, working to identify and research new association business opportunities for the expanded ACC which is undergoing a \$350 million redevelopment.

Luxury cruise operator **Seabourn** has hired veteran expedition leader **Robin West** as manager, expedition operations & planning, to head up its programs in Patagonia and the Antarctic as well as new expedition land elements and tours for the company in other regions of the globe.

**InterContinental Hotels Group** has appointed **Jayne O'Brien** to the position of Senior Vice President of Global Brands. She has extensive industry experience including 18 years with British Airways and her most recent role as Chief Marketing Officer for Dubai Properties Group.

**Crowne Plaza Terrigal** on the NSW Central Coast has made a number of appointments including **Lachlan Walker** as general manager, **Ruth Mason** as Crowne Meetings Director, **Logan Daley** as Food & Beverage Manager and **Simon Quick** as Executive Sous Chef.

Noumea-based carrier **Aircalin** has recruited **KJ Slater** in its newly created role of Victorian Sales Executive. Slater will move to the airline industry after recent stints with wholesalers Excite Holidays & Creative Holidays.

**Fraser Tong** has taken on the role of Sales Manager with Australian tourism marketing specialist **Parker Travel Collection**. Tong replaces Pru Wilson who has left the organisation to pursue a career in photography. Tong's career has included roles as a travel agent and also with Tourism Holdings Limited as its account manager Vic/WA/SA/Tas.

**Excite Holidays** has named **Damian Sutton** as its new Chief Technology Officer. His career has included seven years with the Wotif Group.

**Roch van Delft**, formerly Qantas General Manager Travel Industry Sales Australia, has taken on a new role as NSW Sales Manager, Sales & Marketing Solutions for business information provider Dun & Bradstreet.



### Travel Manager - Groups Brisbane CBD

Do you have a track record in achieving sales targets & excellent customer service? Move into the challenging world of corporate travel management as a **Travel Manager - Groups!** With a **wealth of training options** and access to our global career network, Corporate Traveller will help you **reach your professional goals** and take your travel career to new heights — Apply Now!

**To apply visit: [Applynow.net.au/jobFI63539](http://Applynow.net.au/jobFI63539)**

## Jet expands AF pact

**INDIA'S** Jet Airways will expand its relationship with Air France into a bilateral arrangement next month, with the 9W code to be placed on 12 AF European routes.

## Driving Away for Daniel



**DRIVEAWAY** Holidays recently sponsored a golf hole and a team of four crack golfers at the recent "Drive for Daniel" Travel Industry Golf Day, which was held last month to help raise money for the Daniel Morcombe Foundation which works to keep kids safe.

**Pictured** above from left at

the event are Andrew Challinor, Independent Travel Group Qld BDM; Simon Lang, Travellers Choice Qld BDM; Darren Burgess from Flight Centre's contracting team; Claire Turner, DriveAway Holidays BDM; and Nathan Baber, Industry Sales Manager for DriveAway Holidays.

## ALEXANDER ASSOCIATES

### THREE FANTASTIC CRUISE INDUSTRY OPPORTUNITIES IN SYDNEY

#### CRUISE CONSULTANT

Award winning retail cruise agency voted "Australia's Best Cruise Agency." Lighten your admin load with online availability, payment facilities, visa applications & travel insurance bookings. Free on street parking.  
**INNER WEST/CITY FRINGE | MON-FRI | SENIOR SALARY**

#### WHOLESALE RESERVATIONS

Wholesale cruise reservations with a young, fun and social team. Earn \$\$\$ with commission (uncapped) on every booking. No shifts or weekends.  
**NORTH SYDNEY | MON-FRI ONLY | SALARY + COMMISSION**

#### LUXURY TRAVEL & CRUISE CONSULTANT

Become one of Australia's invite-only Virtuoso Luxury Travel Advisors. Prestigious Lower North Shore agency with a loyal luxury client base and a very strong cruise market presence. No late nights or weekends.  
**LOWER NORTH SHORE | MON-FRI 9-5 | SENIOR SALARY**

Confidential applications to  
[philippa@alexander-associates.com.au](mailto:philippa@alexander-associates.com.au)  
Or call Philippa Baker on 0404 842384



**Travel Daily**  
on location in  
the USA

Today's issue of TD is coming to you courtesy of The Travel Corporation, which is hosting 100 Aussie travel agents on the American Explorer Mega Famil.

THE three coachloads of agents on the TTC Mega Famil have converged on Las Vegas to wrap up the trip with some amazing experiences courtesy of Creative Holidays.

The Contiki group journeyed from the Grand Canyon along Route 66; Trafalgar's agents came across to Nevada from Santa Barbara, while the Insight "business class" coach journeyed all the way from Yosemite National Park.

Participants then enjoyed an eclectic mix of activities ranging from helicopter tours, machine guns, golf and organised crime - all topped off (of course) with lots of cocktails and shopping!



**ABOVE:** Talk about a hot seat! Pictured at the farewell function are Jania Tennent and Holly Cooling, both from Creative Holidays.

# Feeling fabulous with Creative Hols!

ALL of the groups on The Travel Corporation Mega Famil called in at the famous Las Vegas sign (right) for an obligatory photo shoot.

That was just the start of a whirlwind couple of days during which Creative Holidays showcased the destination via a great selection of amazing experiences.

After a welcome function at the Tropicana Hotel, the next day participants could choose from a smorgasbord of activities after a behind the scenes tour of some of Vegas' most prominent properties such as the MGM Grand and the Wynn.

Options included a Papillon helicopter tour over the Grand Canyon, a visit to a Vegas wedding chapel, the Mob Museum and even a Pink Jeep tour.

They concluded a great day at Palazzo's LAVO lounge for a Vegas red-themed farewell function.

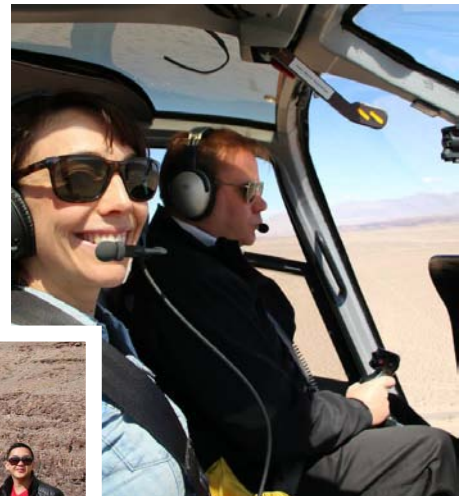
**Pictured** at right celebrating the trip are Leya Pearce, Lisa Heffernan and Aimee Cruickshank, all from Trafalgar.



**LEFT:** Doing their best Mob impressions at the Palazzo Hotel & Casino are Aimee Cruickshank, Trafalgar travel director JP, Leya Pearce and Lisa Heffernan.



**RIGHT:** Hey, who's flying this thing? Copilot Leya Pearce from Trafalgar takes to the skies.



**LEFT:** It wasn't just a fly-over - these Mega Famil participants actually got to land in the Grand Canyon.



**RIGHT:** Ranga attack! These agents really got into the red theme of the grand finale function.



**LEFT:** More lovely ladies (and man) in red at the Palazzo Lova Bar event hosted by Creative Holidays.



Lots more pics at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

# Meet Contiki's furry friend

**THERE'S** no doubting the commitment of Contiki Industry Sales Manager, Amber Gunther.

Yes - that's her in the photo at right, dressed up in a special costume to help launch Contiki's new Australia and New Zealand programs earlier this week.

We're not certain if she's supposed to be a sheep or perhaps even a gigantic Ugg boot, but the aim was to get the message about the "Australia: 4 Ways to Go" and "New Zealand: 2 Ways to Go" concept out to agents via a themed lunch at the Flight Centre NSW head office.

The concept aims to make it easier for agents to pick a product that their clients will love, based on their individual preferences.

Attendees were treated to traditional Aussie meat pies from Pie Face and NZ delicacies such as Perky Nana, pineapple lumps and chocolate fish.



**Pictured** with Amber are, from left: Alison Wood of Contiki and John Baty, Chris Fenton and Lisa Kirwan, all of Flight Centre.

## Holiday park in CBD

**DESTINATION NSW** has endorsed a marketing initiative by the Caravan & Camping Industry Association NSW in Sydney's CBD to promote the latest caravanning and camping experiences.

CEO Sandra Chipchase said the two-day pop up holiday park in Martin Place "gives people a taste of a caravan and camping" - an industry estimated to be worth \$1.9 billion to NSW.

The display is backed by the NSW Govt and winds up today.

## Shoal Bay rebrand

**WYNDHAM** Hotel Group has officially taken charge at the rebranded Ramada Resort Shoal Bay (formerly the Shoal Bay Resort & Spa) in NSW.

The deal sees the firm acquire 34 apartments at the property which will be transferred into the company's timeshare vacation ownership club - WorldMark South Pacific Club by Wyndham.

## Qld tourism \$ growth

**THE** Queensland Government has reported the creation of an additional \$3.5 billion in economic growth for the state's tourism since its election in 2012.

Citing the latest State Tourism Satellite Account figures, Tourism Minister Jann Stuckey said the industry contributed \$23 billion to the Queensland economy last year and witnessed a 13% jump in tourism jobs in the past two years.

## BW into Exmouth

**BEST** Western Australasia has added Sea Breeze Resort in Exmouth WA to its network.

The property offers 28 studios and is located at the gateway to the Ningaloo Marine Park.

## Geckos Brazil options

**FIFA** World Cup fans keen to be in Brazil during the tournament but yet to book arrangements still have options with Geckos Adventures, but seats are limited.

The touring company has a few spare seats on some of its trips in Brazil, including the 17-day Lands of Silver & Gold (from \$1,980pp), 29-day Getting Chile With It (\$3,303pp), 32-day Up in the Aires (\$2,850pp) or 56-day Quitosential journey (\$5,765pp).

**CLICK HERE** for more details.

## WIN A TRIP TO PNG TO DO KOKODA

To coincide with the launch of PNG Tourism's new Kokoda campaign and website 'Do Kokoda', this month **PNG Tourism, Air Niugini & Back Track Adventures** are giving you and a friend the chance to trek Kokoda during the 100th year anniversary of the ANZAC.

Thousands of people walk in the footsteps of heroes on Kokoda each year through the jungles of the Owen Stanley Ranges in Papua New Guinea, our closest neighbours and allies.

### The prize includes:

- Back Track Kokoda trek package for two including flights.
- 2 x return economy flights between Australia and Port Moresby with Air Niugini.
- 10 night/11 day package - 2 nights accommodation at Holiday Inn Port Moresby and 8 nights at Kokoda Track camping
- Total Prize Value: \$11,000

Each day **Travel Daily** will ask a PNG-related question - just read the issue and email us your answer. There will be 19 questions in total. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this incredible experience.

Email your answers to: [kokodacom@traveldaily.com.au](mailto:kokodacom@traveldaily.com.au)

Click here for terms & conditions of the competition.

## Q.3: In which of the World Wars was the battle for Kokoda fought?



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

**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.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Assistant Editor:** Matt Lennon  
**Contributors:** Jenny Piper and Barry Matheson  
Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)



Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



**WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS**

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

**TEAM LEADER / MANAGER  
PERTH – SALARY PACKAGE TO \$85k**

Use your strong management skills when you join this forward thinking organization today. Working as a hands-on manager you will be required to handle a small portfolio of business and drive the team to perform at their peak ensuring customer satisfaction is achieved gaining solid client retention. With your background in corporate travel and management you will know how to build a successful team environment

**CALLING ALL TECHNICAL GURU'S  
TECHNICAL SPECIALIST  
SYDNEY – EXECUTIVE SALARY PACKAGE**

Are you a technical specialist with a proven background in analyzing needs and offering professional advice regarding product life cycle? You will have proven leadership skills, show initiative and the ability to work in a global team environment. Travel industry experience essential along with managing multiple stakeholders, including third party partners. The rewards are huge, including international travel benefits and incentives.

**THE PEAK OF YOUR CAREER**

**CORPORATE OPERATIONS MANAGER  
SYDNEY – EXECUTIVE SALARY PACKAGE**

Reach for the top spot when you join this Sydney based travel operation. As part of a boutique company, your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be a team player with strong leadership skills and the ability to motivate. Unique opportunity that won't be around for long

**LOVE THE THRILL OF THE CHASE?**

**CORPORATE SALES MANAGER  
SYDNEY - SALARY OTE \$100K**

If you have the passion for corporate sales and love building new relationships your talents will be rewarded here. You'll be joining this leading corporate TMC offering long term career advancement and the real opportunity of progression. With a winning brand supporting you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. Apply now to watch your career soar.

**SUPPORT THE TEAM**

**WHOLESALE TEAM LEADER  
SYDNEY – SALARY PACKAGE \$75K ++**

Are you tired of working within a hostile team environment? Move your career to the next level and see your career go further. Coming on board as the Team Leader you will be driven, motivated and have a maturity to be able to handle this role running the operational requirements of the Inventory team. Strong inventory experience is essential for this role along with previous supervisory knowledge

**UNIQUE OPPORTUNITY NOT TO BE MISSED!**

**CORPORATE BDM/ACCOUNT MANAGER  
SYDNEY – GENEROUS SALARY PACKAGE**

If you have the passion for sales and love building new Relationships your talents will be rewarded working with this dynamic independent travel company. This role has a small amount of account management built into the role but a hunter is ideally what we are looking for. You will be rewarded with a flexible work environment and a great salary and bonus structure. Call for a confidential chat today.

**SENIOR FARES GURU**

**FIRST CLASS TICKETS – SENIOR FARES SPECIALIST  
SYDNEY – SALARY PACKAGE \$85K+**

Are you a Senior Fares Specialist striving to work for one of the biggest names in the business? This global travel organisation is now one of the most successful companies within the Australian market and has a unique opportunity within fares and consolidation. You will be resolving escalated fares issues, liaising with suppliers, implementing fare systems along with identifying areas for enhancements. Fare loading & ATPCO experience essential.

**PASSIONATE ABOUT ON THE ROAD SALES?**

**INDUSTRY SALES EXEC X 2  
VIC – TOP SALARY PLUS CAR**

Choice is a wonderful thing, and currently on offer for experienced sales execs who have worked on the road. You understand your objective of driving increased sales through relationships and reliability and have runs on the board. We have two roles available now with two very successful travel organizations that both provide vital products to the travel industry. Great package plus extras on offer, ring to find out more today.

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

**CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825**

**OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)**

**FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE**

**[www.aaappointments.com/aus](http://www.aaappointments.com/aus)**