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# Travel Daily

First with the news

Friday 4th April 2014



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Best Niche Wholesaler  
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## A-League box winner

**CONGRATULATIONS** to Jamie Thompson from eCruising who will be heading to the A-League on Sun with 11 of his best friends. Jamie won a 12-seat corporate box for the match between Sydney FC & Wellington Phoenix in yesterday's Keith Prowse comp.

## WIN a Ski NZ holiday!

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## Gallipoli ballot complete

**THE** Federal Government says consumers will be able to book & pay for travel arrangements for the 2015 Anzac Day Dawn Service at Gallipoli with "certainty" having now notified applicants who were successful in the ballot.

Minister Assisting the PM for the Centenary of ANZAC Michael Ronaldson confirmed 42,273 Australians entered the ballot for the 8,000 places made available.

Applicants were notified by email yesterday if they had secured a space for two people.

"In the coming weeks, you will receive a letter in the mail from the Minister for Veterans Affairs, reconfirming the details...as well as further information about the next steps in the ticketing process," the email to successful applicants reads.

Nearly 95% of applicants were born in Australia & 60% are male.

The largest demographic for the service is the 45-54 age group,

followed by 25-34 and 35-44.

Most Aussies picked come from NSW (33%), Queensland (24%) and Victoria (17%), while 50 applicants (1%) reside overseas.

Ronaldson said those that missed out in the Anzac Day 2015 ballot may consider alternative events held at Lone Pine.

"Another option is to visit Gallipoli at another time during the Centenary year," he added.

Unsuccessful entrants who chose to waitlist for the 100 year commemoration will be informed of any spare tickets that become available before 31 Mar 2015, the Abbott Govt advised.

### Today's issue of TD

*Travel Daily* today has eight pages of news & photos, a front cover page for **Creative Holidays** plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment



"You made us smile."

Thank you for nominating AAT Kings as Best Domestic Tour Operator and our Nichole Steadman as Best Sales Executive

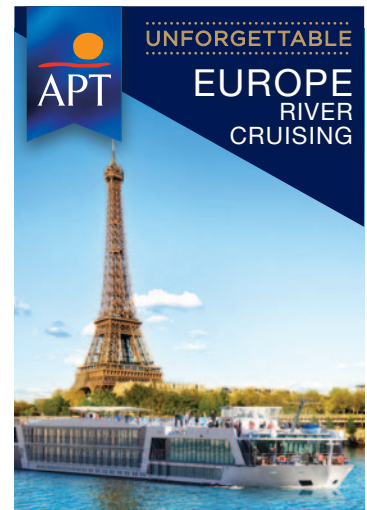
**AATKings**

Voting closes 17 April

Vote Now

## Creative agent bonus

**FORGET** chocolate eggs - Creative Holidays is bringing travel agents some Easter treats which will head straight to the bottom line, in the form of 15% commission on all land and 2% bonus on air bookings this month. See the **cover page** for details.



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**SCENIC TOURS**

## 2015 EUROPE RIVER CRUISING PRE-RELEASE

**MUST END NEXT FRIDAY 11 APRIL**

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Pre-Release brochure here

Prices will increase upon release of the 2015 brochure

\*Offers are subject to availability on set departures

## TA to unify British families

**TOURISM** Australia has kicked off a new film-based promotional campaign in the UK aimed at encouraging friends and relatives of British expat families living in Australia to come and pay a visit.

British Airways has partnered with TA for the 'Visit Soon' promotion, which features a film about the Rowling family and in particular, eight-year-old Esme

whose grandparents Alec and Catherine Beattie live in the UK.

After seeing the film & realising Esme is the star, the Beattie's are shown reuniting with Esme and her family after being flown to Australia courtesy of British Airways and Tourism Australia.

The campaign will be promoted with the tagline of "Australia has Everything...except you" while BA and TA social media channels will feature the centrepiece film.

Families can also upload photos and send personalised messages to loved ones on the two social media networks.

"We know from research that a personal invitation and, with it, the promise of an emotional reunion and prospect of a more 'local' holiday experience, is a critical trigger when it comes to getting relatives and friends living overseas to lock in a visit Down Under," Tourism Australia UK regional gm Denise von Wald said.

As part of the campaign, British Airways is offering 10% discounts on airfares to Australia online at [www.ba.com/visitsoon](http://www.ba.com/visitsoon).

To view the film, **CLICK HERE**.

### Karcher A&K alliance

**INDEPENDENT** boutique travel agency Amanda Karcher Travel has become part of Abercrombie & Kent Australia.

The Coffs Harbour-based agency has more than 30 years industry experience, specialising in unique itineraries for leisure and corporate travellers.

According to Karcher's website, the merger with A&K's local operation "makes a natural fit."

The pairing "will only improve our ability to continue delivering outstanding service," the site says.

Meanwhile, Amanda Karcher Travel's participation with the Travel Compensation Fund has been voluntarily withdrawn.

## QF HKG lounge opens

**QANTAS** has formally opened its new multi-million dollar lounge at Hong Kong Int'l Airport, first announced last year (**TD** 31 Oct), with 300 seats and a family zone.

The design of the new facility is based on similar concepts at the carrier's Singapore lounge in partnership with Sofitel Hotels.

A new lounge in Los Angeles is also set to open later this year.

Customers can enjoy Neil Perry-designed menus using regionally inspired flavours and ingredients as well as a Spice Temple BBQ bar and yum cha trolleys - for photos of the new facility, **CLICK HERE**.

## Lufthansa contingency

**GERMAN** carrier Lufthansa says it has successfully managed to mitigate the impact of a strike by the pilot's union by preparing for the disturbance in advance.

LH has cancelled 3,800 flights - about 90% of services - in the lead-up to the strikes, which are expected to conclude by Fri.

Around 425,000 passengers were affected by the industrial action, which is expected to cost the airline a "medium double-digit million" dollar figure.

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First with the news

Friday 4th April 2014

**2015 PREVIEW**

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**MORE INFO**

**AVALON**  
WATERWAYS®

\*Preview pricing ends 8 Apr 2014

## MasterChef in travel

A NEW alliance between Cox & Kings Australia & Shine 360° - the production agency behind *MasterChef* Australia - has seen the creation of MasterChef Travel.

Cox & Kings Australia's other established brands include Tempo Holidays, Bentours and Explore.

The partnership with MasterChef Travel offer a selection of culinary holidays around the world with local experts, accompanied by past contestants from The Ten Network's *MasterChef* program.

Series 3 contestant Kate Bracks will co-host the inaugural trip to Italy in Sep, which will travel through Tuscany, Florence, Rome, San Gimignano & Venice, while sampling wines, cheeses, olive oils, fresh produce and more over the course of 10 days.

MasterChef Travel intends to operate other culinary holidays to England, Vietnam, India and Mexico in 2014.

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

## Asia-Pac salary report

ASIAN travel and hospitality recruitment firm, ACI HR, has released its 2014 Asia Pacific Industry Salary Report which claims that the average travel industry worker in Australia earns a healthy US\$81,939.

Don't run and ask your boss for a raise, however - looking at the fine print, only 3% of the 800 or so respondents to the survey were from Australia, meaning the figures are based on a sample of just 24 industry staffers.

The vast majority of respondents were from Singapore & China and 54% were in the hospitality sector, with just 1% working in retail or leisure travel.

Interestingly, 68% of everyone surveyed had received a pay rise in the last 12 months, with average salaries for Singapore-based staff up 16.1%.

The highest average income of \$106,800 was reported by industry workers in Macau.

## Viva! ski NZ incentive

THE top Aussie seller of Ski New Zealand air and land packages sold through Viva! Holidays and flying with Air New Zealand will be rewarded with a four night trip to Queenstown to experience the destination personally.

Viva's incentive is based on sales made up until 16 May, for travel from 04 Jun to 30 Sep 2014.

The prize for two includes return flights to New Zealand, four nights accom, four days car hire and two-day lift passes.

## TCF newcomers

NINE new travel agency head offices were admitted into the Travel Compensation Fund in the second half of Mar.

The latest batch into the TCF included Teddy Travel Australia, Luxury Holidays, Travelzoo Local (Australia), Cruise & Coach World, Infinity Travel & Cruise, Traveller Japan, Fine Tours Australia and Everest View Travel & Tours.



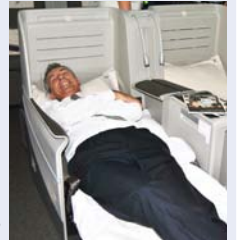
## Window Seat

ROYAL Brunei Airlines country manager Brett McDougall had a very busy morning yesterday.

The carrier's inaugural Boeing 787 flight landed in Melbourne replete with officials and dignitaries, before a high profile formal welcoming ceremony.

So he could probably be forgiven for catching a sneaky nap during the festivities.

TD spotted him proving that the lie-flat Business class seats on the



new aircraft are comfy for even the lankiest of passengers - McDougall is over 2 metres tall.

The service that sets us apart,  
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Experience an unparalleled level of service when two of the world's leading airlines come together. Fly the Singapore Airlines Virgin Australia alliance.



## BNE lauds JQ HNL flts

**BRISBANE** Airport Corp boss Julieanne Alroe has congratulated Jetstar Australia/New Zealand ceo David Hall for the LCCs decision to launch new non-stop services to Honolulu from Dec (**TD** Wed).

Alroe said the Jetstar A330 services will create up to an additional 1,212 weekly return seats between Brisbane & Hawaii, adding the new flights were "more good news for Queensland and Brisbane" travellers.

## Singamata abduction

**THE** Dept of Foreign Affairs & Trade is today alerting Australians to continue to 'reconsider their need to travel' to the coastal region of eastern Sabah after a foreign tourist was kidnapped from a resort in the region.

In the latest incident, a Chinese guest at Singamata Reef Resort along with a local employee were abducted on Wed by several armed terrorists.

Malaysian media reported the remaining guests at Singamata Reef Resort have since departed due to the security concern.

Last Nov, an overseas tourist was murdered and his wife kidnapped for several months during a holiday at the Sipadan Pom Pom Resort off the coast of eastern Sabah, DFAT commented.

## \$50 voucher bonanza

**EXPEDIA** will begin dispatching hundreds of \$50 travel vouchers next week to travel agents who participated in the Expedia TAAP 4th Birthday promotion (**TD** 10 Mar), the firm has announced.

Vouchers were offered for every US booking of \$4,000+ in Mar.

## US into AA, BA, IB jv

**US AIRWAYS** has become part of the four-year old transatlantic joint venture established by American Airlines, Finnair and International Airline Group carriers British Airways & Iberia.

The joint venture enables the participants to coordinate flight schedules & revenue sharing on North Atlantic routes, providing more choice for customers.

US Airways currently operates 28 transatlantic routes to 18 European destinations.

The combined network will serve 29 destinations in North America and 25 in Europe.

IAG chief Willie Walsh said the inclusion of US Airways will "broaden the appeal of our services to new and existing customers who will have more flexibility, added convenience and improved rewards when travelling between Europe and North America."

Until US Airways' operation is fully integrated with American Airlines, US will act as an affiliate member of the joint business.

AA ceo Doug Parker labelled the move an "important step" in advancing its tie-up with US.

## Pre-release deadline

**SCENIC** Tours is advising agents that its pre-release offer on 2015 European river cruises at the 2014 price will end on 11 Apr.

The Australian-owned cruise operator indicates that "prices will increase with the release of the full 2015 brochure, so guests are encouraged to take advantage of this limited opportunity now."

Early bookers are able to secure a preferred cruise date & cabin, while guaranteeing earlybirds.

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Clients heading to Gallipoli in 2015 and have a ticket in the ballot?  
[gallipolitour2015.com.au](http://gallipolitour2015.com.au)

Mat McLachlan  
 BATTLEFIELD TOURS



## OTG sellers among the ruins

**ON THE Go** Tours recently hosted a group of Flight Centre Limited agents from Australia on a seven-day famil through Turkey. The 10 agents explored exciting Istanbul where they visited the Blue Mosque, embraced the history of Gallipoli, explored the impressive Roman ruins, the scenic Aegean Coast and Pamukkale's beautiful cascading

mineral pools, all the time staying in comfortable 4-star accom.

**Pictured** in Ephesus with hosts, Tracey Olsen from OTG & Maggie Silva, Emirates sales exec are Flight Centre Ltd's Moana Page, Robert Caldwell, Jasmin Van Den Brink, Bronwyn Boyle, Emma Mackley, Ashleigh Whelan, Annabel Tidmarsh, Joanna Luke, Kimberley Lloyd and Kelsey Law.

## i:FAO acquisition

**AMADEUS** has signed a deal to purchase a majority stake (68.5%) of travel management technology solution company i:FAO.

French-listed i:FAO is a leading corporate travel IT firm in Austria, Germany & Switzerland, and has a growing presence in the UK, Scandinavia and Central Europe.

The agreement still requires shareholder and regulatory approval, but if given the green light will enable Amadeus to deliver "an innovative and attractive end-to-end solution" for corporate travel businesses.

"This deal extends our reach and further develops our offering in a key area," Amadeus' Holger Taubmann commented.

## Virtuoso addition

**LUXURY** retail travel network Virtuoso has introduced New York City's bespoke Baccarat Hotel & Residences to its Preview program, which now numbers 25.

## QR begins Philly route

**PHILADELPHIA** has this week become Qatar Airways' fifth American destination.

The Doha-based carrier utilises Boeing 777-200LR aircraft on the non-stop route to 'The City of Brotherly Love.'

## Indaba participation

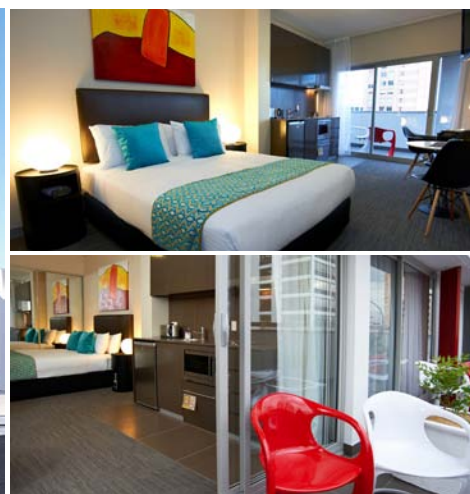
**SOUTH** Africa's annual INDABA tradeshow has more than 1,440 travel & tourism buyers confirmed to attend this year's show, organisers have announced.

Registrations are still open for the show which is being held in Durban between 10-12 May - see [www.indaba-southafrica.co.za](http://www.indaba-southafrica.co.za).

## Quick Pilbara check-in

**QANTAS** has installed check-in kiosks at both Port Hedland and Newman airports, enabling fast and streamlined check-in.

Pax at the airports can now also check-in via a mobile device.



## Quest Abbotsford – Opens 28 April

Offering brand new stylish studios, one, two and three bedroom apartments, conveniently located in Abbotsford and just 4km from Melbourne's CBD. Spacious accommodation perfect for both the business and leisure traveller, whether staying for a night, a week or a month.

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## 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 harside 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?*



## Sonaisali for schoolies

FIJI'S Sonaisali Island Resort has partnered with school-leaver firm Unleashed Travel to release a new week-long Schoolie experience.

The trip has been fully organised with supervised activities and entertainment, designed for parents peace-of-mind, with a half-day SOS Unleashed cultural exchange also part of the package.

Earlybird discounts of 20% are available for bookings made by 30 Apr, with the trip priced from \$1,750pp triple-share, inclusive of airfare, accom, transfers, all meals & security - 1800 981 320.

## Western plains pitch

FAMILIES are being invited to take a break in Western NSW as part of Inland NSW's first major marketing campaign of the year, dubbed "Great Big Adventures".

Dubbo, Gilgandra, Coonamble, Narromine and other regional towns feature in the campaign, along with sites such as the Old Dubbo Gaol and Taronga Western Plains Zoo.

## Accor Kakadu debut

ACCOR has officially taken over management of the Crocodile Hotel in Jabiru & Cooina Lodge at Yellow Water Billabong, taking its presence in the Northern Territory to nine hotels.

The properties are now formally named Mercure Kakadu Crocodile Hotel and Kakadu Lodge Cooina, managed by Accor.

## IH imparts Queensland wisdom



MORE than 250 agents from across Brisbane, Sydney and Melbourne recently attended a series of workshops conducted by Infinity Holidays focusing on the Tropical North Queensland region.

The informative sessions were again sponsored by Tourism Tropical North Queensland, held for the second year in a row.

In attendance were 22 suppliers from the region, ranging from single & multi-day tour operators, hotels, attraction reps and more.

## Airnorth clarification

THE suspension of Qantas' codeshare arrangement with Airnorth on the Darwin-Dili and Darwin-Townsville return services (TD yesterday), applies to non-Embraer E170 aircraft only.

It's understood the change only affects Airnorth's other aircraft types over the two-week period.

By all accounts, the three events were extremely well attended, with plenty of enthusiasm shown for the destination.

Twelve spots on a mega-famil to the region, provided by Infinity Holidays and TTNQ were also up for grabs.

Pictured above are the lucky winners in Kate Smith, Infinity Holidays; Amanda Copolla, Flight Centre Bent Street; Mark Precoma, Infinity Holidays; Peta McConachie, Escape Travel Hurstville and Angela McCauley from Flight Centre Bent Street.

## New quick park deals

SYDNEY Airport has launched a new 'Quick Trip' short-term car parking offer ideal for seeing off friends and family, priced at \$10 per hour for up to three hours.

It is valid at both Domestic & Int'l terminals if pre-booked online.

## JTB 2014/15 brochure

JAPAN specialist JTB Australia advises the roll out of its brand new Experience Japan brochure will commence by mid Apr.

In addition to highlighting the best of Japan, the program covers Korea, Vietnam & Hawaii. It will be distributed vis TIFS.

Thank you for nominating us in 2014 NTIA!

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## 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)



**SOCIAL** calendars across Great Britain are packed full of events for the remainder of 2014 and 2015, aimed at driving visitors to the country.

Speaking to media and industry partners during a quick visit to Sydney, VisitBritain overseas network director Keith Beecham said events large and small were on the short-term agenda.

Film, television and literature will take centre stage in a variety of events across Britain ranging from new theme parks to historic anniversaries of famous figures.

Such events include the 125th birthday of Agatha Christie, with events taking place in her long-time residence of Torquay.

Further literary milestones will see 150 years since *Alice in Wonderland* was first published, the 100th birthday of Dylan Thomas and the 450th anniversary of William Shakespeare's death.

For movie lovers, next year

will see the release of the next James Bond movie franchise, with VisitBritain already in talks with Sony Pictures for a variety of product and scenic placements.

A new *Shrek*-themed attraction, Paddington Bear movie and the new Pinewood Studios in Wales all added to the film-buff appeal.

Sports fans are not forgotten either, with the Commonwealth Games & Ryder Cup in Scotland the Grand Depart in Yorkshire and Rugby World Cup next summer.

"We know we've got it, we've just got to package it successfully through working with the trade, and then we've got to communicate that through the various media channels," Beecham said.

"It's going to be a hard challenge, but a good one".

Beecham is **pictured** above left with Kristen Angus and Mark Haynes, both from VisitBritain's Australian office.

## Air study anticipation

**AIRPORTS** across Great Britain are running very well despite the looming capacity ceiling, according to VisitBritain overseas network director Keith Beecham.

The release next year of Sir Howard Davies' examination of the future needs & recommended fixes for new runways and airport development is highly anticipated and expected to "solve" the question of capacity, he added.

Beecham labelled the report as a "neutral, fact-driven, evidence-based analysis", although there will always be "winners and losers when these decisions are made." Davies' report will be tabled after the next general election, with the expectation for it to be implemented soon afterward.

London Heathrow consistently operates at 99% capacity or more, with ongoing debate at political level over new runways, new airports or development of other facilities in and around London.

## Clarke Quay addition

**HOLIDAY** Inn Express has opened its newest property in Singapore's Clarke Quay tourist district, with the 442-room hotel offering 24-hour fitness centre, swimming pool and free wi-fi.

## Bites and Sights tour

**INTREPID** day tour offshoot Urban Adventures has released a new walking tour in Ljubljana, Slovenia which takes travellers around the highlights of the city.

Priced from €55, guests will learn more about the history of the city and can taste locally produced wines, cheeses, cakes and other epicurean assortments.

## Air demand tempers

**OVERALL** passenger demand for air services climbed 5.4% year-on-year in Feb, according to the latest IATA traffic statistics, slightly down on the rate of growth for the full year to date.

Capacity recorded a similar 5.2% increase, leading to average load factors remaining flat at 78.1%.

Growth in the Asia-Pacific region was half of that recorded in Jan.

**MEANWHILE**, IATA has released its overall 2013 airline safety performance, with a small 0.2% increase in Western-built accident rates to 0.41 - approx one hull loss for every 2.4 million flights.

## Technology Update

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

### Hard to find the help when you need?



Picture this. Your phone rings at 9:30pm and a distraught customer screams at you needing a hotel

room for tomorrow night. You want to help, but your mind goes blank. You've temporarily forgotten how to book a hotel in the system...

Now picture this. You have just won a big new client and you have to confirm travel for 400 separate corporate travellers! Your consultants need to start churning out valuable offers and converting them to bookings ASAP... Just imagine... Your most important client is rushing to the airport but still needs his ticket. You are getting 'XXETKT segment not valid for eticketing'.

Have you ever found yourself in these types of situations? What do you do? Panic? Weep? Quit?

When you are put on the spot and need answers quickly, you need immediate support.

**Amadeus e-support Centre** has been especially designed for travel agents as a self-service web-based support tool to quickly access all of our learning, training and support content.

By searching key words or error messages, you can quickly find tips, quick cards and "how to" videos to help get you out of tight spots. You can also call us **Amadeus 24/7 Customer Support** for local functional assistance.

If we give you great support, please consider a vote for Amadeus for the NTIA Best Agency Support.

Guillaume Kozinski, Head Of Operations  
Amadeus IT Pacific



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

Selected fully-inclusive tours to China have been discounted by \$300 per couple in a new special launched by **China Holidays**. Bookings also earn travel consultants a \$200 bonus. The deal applies to a 10-day group tour inclusive of int'l flights and visiting Beijing, Shanghai and Xi-an, priced from \$2,649ppts. See [www.chinaholidays.com.au/promotion](http://www.chinaholidays.com.au/promotion) for details.

**Abercrombie & Kent** is offering savings of up to \$1,645 per couple on its 10-day "Japan: Ancient & Modern" itinerary. Highlights of Tokyo, Hakone and Kyoto and iconic Japanese experiences including a Bullet Train journey are included, along with visits to a Shinto shrine, samurai castles and ancient temples. Valid for travel 01-30 Jun and 01-30 Sep. Ph 1300 590 317.

Escape to the Cook Islands with a newly extended Stay 3 Pay 2 offer at the ultra-luxurious Aitutaki Escape private villas, available through **World Resorts of Distinction**. On sale until the end of the month, the deal includes airport transfers and is valid for stays to 31 May and also 01 Nov - 31 Mar 2015. Quote code "AE1BFREE" when booking on (07) 5524 5222.



# 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: [kokodacomp@traveldaily.com.au](mailto:kokodacomp@traveldaily.com.au)

Click here for terms & conditions of the competition.

## Q.4: Who is the national airline carrier for Papua New Guinea?



## IHG interest disposal

**INTERCONTINENTAL** Hotels Group has divested an 80% ownership stake in a joint venture with the Constellation Barclay Holding for the InterContinental New York Barclay hotel.

Despite the share offload, IHG will continue to manage the hotel in its current guise.

## SIA/Tata venture OK

**INDIAN** aviation regulators have formally approved the proposed full-service joint-venture airline to be launched by Singapore Airlines and the Tata Group in the nation.

The green light clears the path for the operation to launch services, with plans for the carrier to be flying by Jun (**TD** 28 Oct).

## TSA Airport guideline

**NEW** Transportation Security Administration (TSA) protocols have taken effect at major airports across the USA in the wake of the shooting death of one of its officers at LAX in Nov last year.

The new guidelines put into effect enhanced training methods, communications, technologies and emergency response times from local law enforcement.

Enhanced local and state police patrols will continue to operate, which the TSA said "should enhance the safety and security of its employees, as well as airline passengers".

Calls to equip TSA officers with firearms of their own were deemed excessive in an enquiry following the LAX shooting.

## Eurail Thello saving

**EURAIL** Pass holders can now enjoy 25% off Thello night trains between points in France & Italy following the recent addition of Thello as a Eurail benefit partner.

## Rail Plus expanding off the track



**GLOBAL** train journey specialist Rail Plus is now seeking to accentuate the "Plus" in its name through a significant expansion of its non-rail Canadian product range to include hotels, more sightseeing and day touring via a new "Tailor Made" brand.

The wholesaler last night introduced its first Canada sales manual to Sydney travel agents, following similar launch events in five other Australian capital cities.

Copies of the new guide will be distributed to agents nationwide and is designed as a comprehensive reference to consult when booking Canada.

The manual is a collaborative project put together with the help and support of the Canadian Tourism Commission, Destination British Columbia, VIA Rail, Travel Alberta, Tourism Yukon, Rocky Mountaineer, Holidays on Location and Air New Zealand.

Rail Plus general manager sales and marketing Greg McCallum told **Travel Daily** the expansion of product was about positioning the wholesaler as an all-round Canadian destination specialist.

"We've learnt a heap about Canada over the last 10 years through our VIA Rail sales and

Rocky Mountaineer sales.

"We just felt it was a natural progression and that we would look to go beyond just the rail products," McCallum said.

Featured within the pages are tips for agents on booking Canada for clients, suggested itineraries, maps, signature experiences as well as a strong product range.

Currently, FIT product can only be booked via email and phone reservations channels through a dedicated team of specialist staff.

These channels can be contacted using a separate phone number and email address, with a standalone brochure forthcoming.

While product will be available for travel year-round, McCallum added a particular focus will be put on winter experiences and promoting Canada over Oct-Mar.

The new Tailor-Made brand will also be able to act as a launchpad for similar services in other global marketplaces such as Japan.

**Pictured** above at the launch from left is Ray Lane, VIA Rail; Steve Farrelly, Rocky Mountaineer; Ingrid Kocijan, Rail Plus; Greg McCallum, Rail Plus; Nathan McLoughlin, Canadian Tourism Commission and Nicki Schleichs from Rail Plus.

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### Wholesale Cruise Consultant

**Brisbane - CBD \$50-\$55K OTE - Ref:1842PS1**

A fantastic opportunity to join a leading wholesale cruise company has become available for an experienced travel consultant with solid cruise product knowledge. If you are passionate about cruise and looking for a role where you will earn uncapped commission along with a base salary without having to stay in retail then this could be the career move you have been looking for! The winning candidate will be working in a fun and friendly team with extensive training on offer!

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

### Cruise Consultant

**Sydney - \$40-50K + Uncapped commission + Super – Ref:1671SJ4**

Want to become a cruise expert and specialise in this niche travel product? If you have a passion for cruising and for travel sales then apply now. You will be working towards targets and earning an uncapped commission in return within a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

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

### Travel Specialist Sales Manager

**Melbourne - Attractive Package Ref:1078KF1**

Outstanding Sales Manager opportunity for a fantastic and well respected specialist boutique company! Do you have strong travel industry experience and a proven sales record? Do you have the ability to work autonomously and have strong presentation skills? This leading company are looking for a part-time experienced Sales Manager or Senior Travel Consultant to assist with their ongoing expansion across the travel market. Excellent benefits are on offer for the right person.

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

### Wholesale Travel Consultants

**Perth - \$45-80K OTE– Ref:1079LA1**

This multi-award winning global travel company is currently looking for 6 x new consultants to add to their expanding team in Perth. You will receive a fantastic package inclusive of uncapped commission and amazing company incentives. There is also a great opportunity to grow your career and of course, great industry perks! If you have at least 2 years experience within the travel industry and are a real sales go-getter, then we want to hear from you ASAP!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

### Tailor-made Travel Consultant

**Gold Coast - \$DOE + benefits – Ref:1949PS1**

Do you have solid experience tailor making unique holidays to worldwide destinations? Do you enjoy booking bespoke holidays for high end clients? If you have excellent customer service skills and are looking to get back some work balance into your life this well renown independent travel agency with centrally located offices may be the role you have been waiting for. You will be joining a long serving stable team with annual educational offered to the winning candidate!

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### Senior Corporate Travel Consultant

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Seeking a strong, experienced Senior Corporate Travel Consultant with bags of enthusiasm and a positive work ethic! If you are keen to work for a fantastic employer who promote a friendly and supportive working environment this could be your next move up! Your role will comprise of servicing several large corporate accounts with complex itineraries. You will be rewarded well with a generous salary plus the opportunity to work with a company who really look after their staff.

For more information please call Lynsey on (02) 9113 7272 or click [APPLY](#) now.

### South America Travel Specialist

**Melbourne \$40-45k + bonus Ref:1519KF1**

Are you eager to progress in your travel career?? Do you love wholesale travel?? In the exciting world of travel this is an excellent opportunity for you to join a leading wholesaler and develop and utilise your knowledge and passion in selling South America. Working in a friendly team, based in a prime Melbourne location, we are searching for a Specialist Travel Consultant with a genuine passion for South American travel to tie in with on going expansion in the market.

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

### Travel Cruise Expert

**Adelaide-\$DOE Ref:1593LA1**

Cruise Travel Consultant required for this busy retail agency in Adelaide. Your excellent knowledge of cruise along with your sales skills will be key for this leading company. If you have a minimum of 3 years' experience in selling international and domestic destinations, the ability to meet deadlines, are proactive & organised then we want to hear from you! Only experienced cruise guru's need apply for this niche role. Solid salary package on offer for the right candidate!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

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