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Travel Daily

First with the news

Friday 11th April 2014

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New Sabre Pacific chief

SABRE Pacific is set to announce the appointment of Jeremy van de Klundert as the head of its operations in Australia and NZ, almost six months after the abrupt departure of former chief Gai Tyrrell (**TD** 18 Oct).

Van de Klundert will become md of Sabre Pacific from next month, moving from his current five-year role with travel assistance provider International SOS, where he currently heads up North Asia regional operations from Beijing.

His career has also included roles as Flight Centre's NZ gm and with Travelport, with van de Klundert saying he was "making the move back into travel distribution now that it's really evolving at a pace and the

pressures on travel agents have changed.

"The products and platforms are different, and the expectations of consumers have broadened out," he said, adding that he was grateful to International SOS which was a "fantastic business".

Van de Klundert said he will be looking at the whole spectrum of products and sectors over the coming weeks, adding "we're going to be very open...to ideas from within and outside, to take Sabre Pacific forward."

Quiktravel launch

CONSOLIDATED Travel is promoting its new Quiktravel online system for travel agents (**TD** yesterday) which combines its Quikticket and Quikfares products - see the **cover page**.

Cover-More promo

COVER-MORE Travel Insurance is set to launch a new year-long national advertising campaign, with travel agents as the central call to action.

See the **last page** for details.

What a great issue!

Travel Daily today has ten pages of news & photos, a front cover page from **Consolidated Travel** plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- Club Med
- Cover-More ad campaign

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Travel Daily

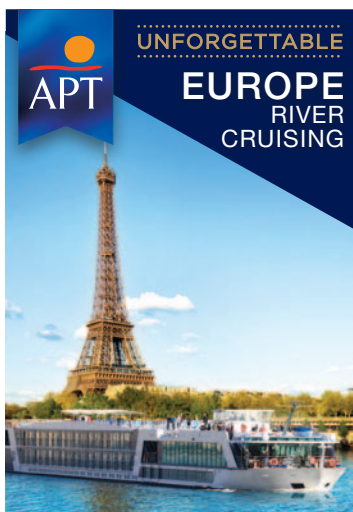
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ATAS agent survey launch

MTA Mobile Travel Agents this morning announced that it intends to join the AFTA Travel Accreditation Scheme when

Win AFL tickets!

TRAVEL Daily has teamed up with Keith Prowse Travel to offer eight lucky readers the opportunity to take their friends to the AFL game between the Sydney Swans and North Melbourne this Sun 13 Apr.

There are eight prizes of four tickets each, with the blockbuster match to be held at the newly redeveloped Sydney Cricket Ground in Moore Park.

To win, be one of the first eight **TD** readers to answer the following question: *Keith Prowse Travel has launched its 2014 Melbourne Cup Carnival Packages - what is the name of the package available from 31 Oct-05 Nov? (hint - visit www.kpt.com.au).*

Email your answer asap to kptcomp@traveldaily.com.au.

Winners will be contacted this afternoon and advised where to collect the tickets.

applications open next month.

The move follows yesterday's endorsement of ATAS by Flight Centre, with MTA's Roy and Karen Merricks reiterating they believe the scheme is "the right way forward" (**TD** 05 Dec).

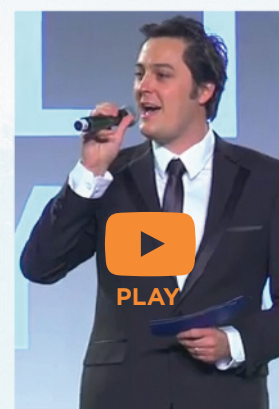
AFTA ceo Jayson Westbury commended MTA on the decision, saying "ATAS is about elevating travel industry standards".

However TravelManagers chair Barry Mayo has continued to raise concerns, responding to Flight Centre's ASX statement on ATAS (**TD** yesterday) by asking "in what way is ATAS a superior option for consumers and the industry (other than Flight Centre) compared to the TCF?"

MEANWHILE, the ongoing keen interest in ATAS has prompted the Australian Travel Agent Barometer to launch a survey on the issue this morning.

The brief, anonymous survey will be available for the next week and we'll report the details in **Travel Daily** - click the button below to give your opinion.

[Click here for ATAS survey](#)



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Qantas to change YQ calculations

QANTAS has revealed that it will change the way fuel surcharges (YQ) are applied, with the levy to be calculated based on the point of origin of the itinerary, rather than the country where the ticket is issued.

The change will see the fuel surcharge applied in the currency of the originating country, then converted to the local currency

in the ticketing country using the exchange rate at booking time.

There will be no change to QF fuel surcharge levels where tickets are issued in the same country as the point of origin.

The move is effective from 07 May for trips starting in Australia, NZ, Canada, Mexico, the UK, Europe, North Africa, Singapore, Thailand, Malaysia and Dubai, with other countries of origin rolling out from Jun this year.

Any current international bookings must be ticketed before the effective dates or the new surcharge levels will apply.

As an example, a SYD-LAX-SYD ticket issued in the US will see the current A\$340 surcharge lowered to US\$315, while the levy on a LAX-SYD-LAX fare issued in Australia will increase to A\$383.

MEANWHILE, Qantas has published a commercial policy for Tropical Cyclone Ita, allowing pax to reroute or rebook without fee.

Scenic Asian ship plan

SCENIC Tours md Glen Moroney has confirmed the Australian company is assessing its Asian expansion for 2015, which is likely to see the firm develop its own ship for the market.

Next year Scenic Tours will take delivery of five ships, Moroney confirmed overnight.

Those vessels come in the form of two Next-Generation Scenic Tours 'Space Ships' (*Scenic Opal* and *Scenic Jasper*), two Emerald Waterways 'Star Ships' (sister-ships *Emerald Sun* and *Emerald Dawn*) and a mystery fifth ship.

When pressed, he disclosed a contract for Scenic's debut ship in Asian waters was expected to be signed in coming weeks.

Moroney however refused to specify where in Asia the new ship would sail, but hinted at either the Mekong in Southeast Asia or Irrawaddy in Burma where Scenic has been actively developing a cruise charter business the past few seasons.



Window Seat

EMIRATES is this year running its third annual mega famil (**TD Tue**) with a whopping 280 Aussie and NZ agents heading to Dubai.

However, EK divisional senior vice president Barry Brown has taken exception to the "mega famil" term which he told **TD** has become commonplace, with other destinations claiming "mega famils" with anywhere from 30 to 100 participants.

"Therefore in keeping with a touch of 'Crocodile Dundee-ism', Emirates will now refer to our third annual showcase as a GIGA FAMIL," Brown said.

And when Dubai's next one hundred hotels are ready for Expo 2020, "we shall consider heading for a PETA FAMIL," he enthused.

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Friday 11th April 2014

Breeze through Customs at DFW



SOME things are bigger in Texas, but not the Customs queues, according to DFW International Airport officials.

"We're now clearing some flights within 20 minutes," the airport's new ceo Sean Donohue told **TD** at a media event at Sydney's Four Seasons last night.

From next month, the process for Aussie visitors will be further expedited due to the expansion of the Automated Passport Control system to US visa waiver countries (**TD** 26 Feb), with DFW set to add another 24 kiosks for primary immigration screening.

A 14-member delegation from Dallas and Fort Worth (pictured above), also including Fort Worth Mayor Betsy Price and DFW Board vice chair Sam Coats, is visiting Australia this week to round up support for the faster "customer experience" and the DFW-Qantas route.

"We want you to learn to connect through DFW, where you're within four hours of any major city in the US," Price said.

DFW, "a US\$32 billion economic

engine", also has more than 100 connections for Qantas customers into Mexico, Latin America & the Caribbean, Mayor Price added.

Donohue, who is the former coo of Virgin Australia and a long-term executive at United, said there were "tremendous economic opportunities" between DFW and Australia.

He added: "Connecting through DFW is a hell of a lot easier than connecting through LAX."

Australia is the sixth largest point of origin for visitors to Texas, with a 40% annual growth, rising to almost 50,000 Aussies.

Since Qantas commenced its non-stop route to DFW in 2011, Australian arrivals to the US have increased 6% each year, and the regional economic impact of the air service to DFW is estimated at \$200 million annually.

The Texan delegation has spent three days in Perth meeting with government & business leaders.

Other meetings are planned with the US Consulate, Sydney Airport and the American Chamber of Commerce in Sydney.

QF boosts Bangkok Airways codeshare

QANTAS has this morning confirmed the expansion of its new codeshare pact with Bangkok Airways (**TD** 12 Mar) with the addition of Phnom Penh and Siem Reap in Cambodia.

The agreement, which came into effect on 30 Mar with an initial six destinations in Thailand, now covers even more of South East Asia, with QF saying it allows customers to easily connect to their holiday destination via BKK or SIN, with opportunities to earn frequent flyer points and have luggage checked through to their final destination.

Qantas and Bangkok Airways are also "working towards a reciprocal agreement" which will enable PG customers to book on QF international services to Australia, as well as a number of Qantas domestic routes.

The Cambodian ports are available for booking from today.

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Travel Daily

on location in
Cologne, Germany

Today's issue of **TD** is coming to you courtesy of Evergreen Tours aboard the inaugural cruise of **Emerald Sky**

AFTER sailing through the night and crossing the German border from the Netherlands, today we arrived at our first port of call - Cologne, the fifth largest city in the country.

Cologne's skyline is dominated by the gothic Cologne Cathedral, which began construction in 1248 but was not completed until 1880 due to a 300 year hiatus.

From our dock, it's an easy ten minute walk to the Cathedral in the heart of the city.

Other attractions include the Town Hall, Roman-Germanic Museum and the Chocolate Museum - view **TD's** photos at traveldaily.com.au/photos.

We've been nominated!

Best Wholesaler - Australian Product

Best Wholesaler - International Product

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Friday 11th April 2014

Snow & sushi on Club Med menu



AFTER putting in the hard yards going uphill by selling as many Club Med ski packages as possible, the reward was literally downhill.

The all-inclusive resort operator rewarded this group of ten travel agents who sold the most packages by whisking them off to Sahoro, Japan to experience the Club Med ski product themselves.

For five days, less experienced skiers enjoyed lessons, while the more confident grabbed their gear & headed for the Black runs. When off the slopes, the group took in local nightlife, stretched out with yoga classes and thawed in the outdoor Canadian hot-tubs.

A plethora of cuisine was also regularly on offer including giant crab claws and fabulous sushi!

Pictured above prior to hitting the slopes, from left is Brigid Avery, Travel Associates; Sally Berry, iLuv2travel & Cruise Carindale; Sarah Wilmott, Globenet; Catherine Rich, Wentworth Travel; Vicky Bloomfield, Jetset Rose Bay; Janice Davies, World Travellers NZ; Melissa Jeffrey, Escape Travel Robina; Joanna Corbett, Galaxy Travel; Cinthia McLeod, FC Cairns; Luke Skarbek, Club Med and Nui Jiraksakstaporn from Club Med.

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Clients heading to Gallipoli in 2015 and have a ticket in the ballot?

gallipolitour2015.com.au

Mat McLachlan
BATTLEFIELD TOURS

Escape Travel Google hit

FLIGHT Centre says it's working with Google to come to a swift resolution over a 'penalty' applied to the website of its Escape Travel brand, which has seen the escapetravel.com.au website disappear from the front page of internet search results.

A similar penalty applied to the Cruiseabout website (**TD Cruise Update** yesterday) has now been removed after quick work by Flight Centre to remove so-called "Guest Blog" links.

Late last month, Google announced a crackdown on Guest Blogs, which were used as part of Search Engine Optimisation (SEO) strategies to lift online results.

According to the TravelTrends technology website, this saw cruiseabout.com.au "dropping off the SEO radar" meaning it didn't appear in results for terms such as "cheap cruising".

A Flight Centre spokesperson yesterday told **TD** that with the removal of the Guest Blog links, the Cruiseabout issues are now fully resolved, and related to SEO activity from some years go.

However Escape Travel is still subject to a penalty from Google, with FC saying that "proactive measures had been taken to

reduce the number of unnatural links to the site prior to the penalty."

While FC continues to work to resolve the Escape Travel issue with Google, "in the meantime, additional SEM [Search Engine Marketing] activity has been implemented to compensate for the penalty and ensure customers continue to find the Escape Travel site," the spokesperson said.

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Air Seychelles profit

ETIHAD strategic partner Air Seychelles has recorded its second consecutive annual profit, with revenue more than doubling to US\$89 million and the overall result up 171% to US\$3 million.

The Seychelles flag carrier carried 352,000 passengers during the year and lifted its "virtual network" to 34 ports.

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Friday 11th April 2014

Sabre SeatGuru deal

TRAVEL technology firm Sabre has partnered with TripAdvisor offshoot SeatGuru to offer accurate aircraft seating maps via a new Sabre Red App.

The new SeatGuru Red App will allow travel agents to explore seat maps and information as well as reviews submitted by actual travellers.

Agents can order the new app from the Red App Centre and incorporate it directly into their Sabre Red Workspace.

Sabre said the info from the new SeatGuru Red App would complement recent seat map enhancements on its GDS.

Hertz NZ govt win

HERTZ has been appointed as a preferred car rental supplier to the New Zealand Government for the next three years, after the country's first ever "All-of-Government" competitive tender for car hire services.

SilkAir to Hangzhou

SINGAPORE Airlines' full-service regional offshoot SilkAir will debut a new direct flight to Hangzhou in China from Singapore effective 27 Jun 14.

The A320 service will operate four times per week, and the flights will also carry the SQ code.



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- Liaise on a regular and ongoing basis with a variety of key stakeholders and 3rd parties, including government and regulatory bodies,
- Liaise with our Hong Kong based Planning Department regarding scheduling across our Australian ports.

The successful candidate should possess:

- Excellent PC skills including Microsoft Word, PowerPoint, Excel and Outlook,
- Excellent communication skills and telephone manner,
- Accuracy and attention to detail,
- Ability to manage complex diary and travel arrangements,
- Ability to work effectively and efficiently in a small team environment,
- Ability to manage own time, with minimal supervision.

Experience in the travel or travel related industry in a similar role would be an advantage.

What we offer to the successful candidate:

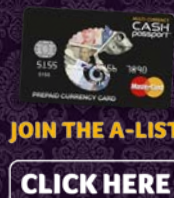
- Competitive salary,
- Travel benefits, comprehensive medical insurance, superannuation.

If you have the above skills and want to join the Cathay Pacific team, please email your resume and covering letter to our Advisor, People Department Australia: angela_borst@cathaypacific.com

Applications close Monday 28 April 2014.

Please note: Only those applicants who are successful in gaining an interview will be notified. Applicants who do not have the right to live and work in Australia will not be considered.

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



APT celebrates AmaReina



APT founder Geoff McGeary has hailed the support of key contacts in Europe for the company's growing European river cruise portfolio, with Germany's Princess Heide von Hohenzollern officially naming the new *MS AmaReina* last week.

The Princess and her family are custodians of the Burg Namedy castle which is located in Andernach, on one of the most picturesque stretches of the Rhine River.

APT has a close partnership with the royals, with the cruise operator's guests granted exclusive access to Burg Namedy as part of its 'Royal Experience' European river cruise program.

MS AmaReina is a sister ship to the *MS AmaSonata*, with the 164-foot passenger vessel offering APT's exclusive Twin Balconies and large owner's suites measuring up to 350 sq ft.

At the christening, APT CEO Chris Hall also gave his thanks to travel trade partners in Australia, NZ and the UK, with a number of key supporters present at the event in Vilshofen, Germany.

Those on the trip have truly enjoyed a right royal experience, with the VIP agents on board also attending an exclusive soiree hosted at Vienna's refurbished City Palace - where they were personally welcomed by His Serene Highness Prince Constantin of Liechtenstein.

Pictured above at the launch are, from left: APT CEO Chris Hall; godmother Princess Heide von Hohenzollern; the *MS AmaReina's* Captain Tom Bruining; and APT founder Geoff McGeary.

For exclusive pictures of the new ship, see the 'photo blog' on the website of *TD's* sister publication *Cruise Weekly* by **CLICKING HERE.**

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Friday 11th Apr 2014

SkyTeam support

AIRLINE alliance SkyTeam has reaffirmed and increased its support for continued education in business travel through the Association of Corporate Travel Executives (ACTE) organisation. Through the increased pact, SkyTeam will help ACTE launch an extensive educational program with 63 events in 22 countries as well as providing new benefits for members and partners.

MEANWHILE, SkyTeam is offering the chance for a traveller to win their dream Round the World airfare and a National Geographic Expedition through a new Facebook game and contest.

More information at www.facebook.com/skyteam.

Training your way

EIGHT webinar training sessions each focusing on a different island holiday experience have been scheduled, with a \$50 Visa gift card available to win to agents who register & view each session.

The webinar series is being run by Precise Travel Marketing in conjunction with 4 Corners Destination Management.

Sessions will be run focusing on Vanuatu, Kota Kinabalu, Vietnam, Tonga/Samoa and two each on the Cook Islands & Niue between next Tue 15 Apr and Thu 12 Jun.

For more info **CLICK HERE**.

BA fined for delays

A FINE of US\$225,000 has been levied on British Airways by the US Department of Transportation for violating tarmac delay rules on two US to London flights in 2012.

DOT said pax were not allowed to deplane after winter storms in Newark forced a five hour delay.

Getting married the Fijian way



TOURISM Fiji recently hosted its annual weddings roadshow, with events in Sydney, Melbourne and Brisbane packed out with specialist matrimonial planners and travel agents.

Wedding travel is a niche sector currently booming for Fiji, with the country's market last year growing by 68% year-on-year, and another huge year forthcoming.

The sector is also just one of a great variety of niche travel markets Tourism Fiji will be

focusing on in coming months in order to grow visitor arrival numbers to the destination.

Pictured above with some Fijian warriors at the Sydney show, held at the Sheraton on the Park, in the back row is Luisa Finiasi, Tourism Fiji; Kelly Anderson, Fiji Island Tours and Carlah Walton from Tourism Fiji.

Front row: Helen Holman, Sandra Calci and Rachel Hamilton from Fiji Island Tours with Matt Symonds of Tourism Fiji.



Destination NSW

Senior Zone Manager, Greater Sydney

- **Passion for NSW Tourism and Events**
- **Opportunity to work for Destination NSW**
- **Total Remuneration Package: \$104,563- \$115,225**

About the Organisation:

Destination NSW is a Public Service Executive agency with responsibility for devising and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

About the Role:

The Senior Zone Manager, Greater Sydney is the Destination NSW 'expert' for the region and manages the Zone Management team, comprising four Zone Managers, on a day to day basis. The role is responsible for managing Destination NSW efforts in relation to the development and delivery of a range of programs to assist stakeholders within the Greater Sydney region. Specifically, the role requires:

- Input into the development, implementation and evaluation of applications to the Regional Visitor Economy Fund, where applicable.
- A thorough understanding of the zone in areas such as visitation and visitor expenditure; key products, experiences and destinations; stakeholder issues and opportunities.
- Developing and maintaining positive relationships with key stakeholders.
- Providing information to the NSW tourism industry and other relevant stakeholders on Destination NSW partnership programs while also providing feedback and market intelligence relevant to the zone, to inform marketing activities and communication development within Destination NSW.

How to Apply:

Please submit your application via **Jobs NSW** using job reference number **00002QWF**.

Applications submitted via email will not be accepted, applications should be sent by close of business 28 April 2014.



Destination NSW

Zone Manager

- **Passion for NSW Tourism and Events**
- **Opportunity to work for Destination NSW**
- **Total Remuneration Package: \$91,728- \$101,537**
- **Sydney based position**

About the Organisation:

Destination NSW is a Public Service Executive agency with responsibility for devising and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

About the Role:

Zone Manager will be the Destination NSW 'expert' for their region. The role is responsible for managing Destination NSW efforts in relation to the development and delivery of a range of programs to assist stakeholders within the region. Specifically, the role requires:

- A thorough understanding of the zone in areas such as visitation and visitor expenditure; key products, experiences and destinations; stakeholder issues and opportunities.
- Ability to provide assistance and advice to stakeholders in regard to Destination Management Planning and the Regional Visitor Economy Fund program.
- Developing and maintaining positive relationships with key stakeholders.
- Providing information to the NSW tourism industry and other relevant stakeholders on Destination NSW partnership programs while also providing feedback and market intelligence relevant to the zone, to inform marketing activities and communication development within Destination NSW.

How to Apply:

Please submit your application via **Jobs NSW** using reference number **00002QNT**.

Applications submitted via email will not be accepted, applications should be sent by close of business 28 April 2014.

Emerald Sky flicks on flicks



EVERGREEN Tours provided travel agents on its inaugural *Emerald Sky* cruise in Europe the chance to experience its cutting edge technology swimming pool/cinema (**TD** 09 Apr).

The cinema space is located at the rear of the ship and can accommodate between 20 and 40 guests at any one time.

A drop down cinema screen and audio visual unit descend from the ceiling with surround sound speakers to create the movie experience, as window blinds on the back, sides and roof can be drawn to create total darkness.

To round out the experience, guests are provided a box of popcorn to nibble on while watching a film.

There is even a bar selling cocktails and beverages, and an espresso coffee machine.

Evergreen Tours general manager Angus Crichton told **TD** the cinema space was a unique selling point for groups, and potentially the MICE market, as it could additionally be used for break out sessions, separated from the ship's other guests.

The cinema converts to a 24sqm (6m x 4m) infinity edge heated indoor swimming pool with retractable sun roof overhead at the flick of a switch & poolside seating for around 20 guests.

Pictured putting *Emerald Sky's* innovative cinema screen to the test last night from left are Dave Palmer, Geelong Travel; James Cracknell, Windsong Travel; Robyn Flanagan, Wauchope Travel; Judith Hainke, Evergreen Tours marketing manager and Tim Beckensall, Wings Away Travel.

For images of yesterday's travel along the Rhine to Cologne, go to www.facebook.com/traveldaily.

Nanuku industry rate

FIJI'S Nanuku Resort & Spa has released a special three-night industry deal for travel agents to experience the resort's facilities.

The package is priced at \$1,765 for three nights for two people in a Vunikau Suite, inclusive of all meals, personal butler and nanny, golf buggy, return airport transfers and more - for more info, email paul@nanukufiji.com.

United Android app

UNITED Airlines has launched a new app for Android platforms optimised for the KitKat operating system, offering mobile boarding passes & notification travel wallet.

Travel Daily
First with the news

Friday 11th Apr 2014



Travel Specials

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HOLIDAYS

THIS week's *Travel Specials* is brought to you by Pinpoint Travel Group. 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.

A new range of private tours throughout the Philippines with 5 or 7 night experiences across Cebu, Boracay, Manila and more. Packages start from \$1,359pp and include accommodation, selected meals, guide, sightseeing plus more. Add on return airfares flying Singapore Airlines to Manila from \$825pp - **CLICK HERE** for more information.

Hawaii is on sale with packages including return airfares flying Hawaiian Airlines and 4 nights in Waikiki plus reduced nightly rates, free Waikiki Trolley and free internet starting from \$1,429pp. Sale ends soon! For more information, **CLICK HERE**.

Family fun packages to Vanuatu starting from \$959 per adult and \$199 per child and including return airfares with Air Vanuatu, 7 nights in Port Villa, 2 free nights, breakfast daily plus kids eat free bonuses. **CLICK HERE** for more details.

Honeymoon deals to the Maldives are on sale from \$559pp. Packages loaded with freebies including free nights, reduced rates, free dinner for 2, free sunset cruise and more. **CLICK HERE** for more info.

Great value specials to Los Angeles and Anaheim starting from \$1,779pp and including flights with Virgin Australia, 5 nights, free nights, resort credits and more. Add on accommodation in Las Vegas and San Diego from \$155pp or check out the extensive range of touring options starting from \$19pp. **CLICK HERE** for more info

Win an Amazon cruise

SCENIC Tours and Aqua Expeditions have launched a new travel agent incentive, with a six-day all-inclusive Amazon river cruise for two people up for grabs.

The winner will be the agent who sells the highest number of 2015 South American itineraries that include an Amazon cruise of three or four days in length.

Entries are open until 31 Aug, with two runner up prize hampers available as consolation prizes.

Business fares surge

DOMESTIC Business class airfares reached their highest price index level in the last year, continuing a four-month growth projection dated back to last Dec, according to new govt statistics.

Restricted Economy and Best Discount fares all recorded climbs, while Full Economy fares remained in its six-month lull.

New season for P&O

MELBOURNE will welcome all three P&O Cruises ships to the "race that stops a nation" next year, with the line's entire fleet to sail to the 2015 Melbourne Cup.

The Emirates Melbourne Cup race deployment features in the line's 2015/16 season, released today and on sale from 28 Apr.

Cruises departing from Sydney, Melbourne, Brisbane, Adelaide and Auckland are all offered in the new program, along with an increased range of short cruises and visits to new regional ports.

Strong passenger demand for P&O SeaBreaks will see a wider range of short sailings departing from Sydney and Brisbane, with maiden calls at the Hunter Valley, Eden and Portland on the Vic coast along the Great Ocean Road, with fares priced from \$549 per person quad share - more details next week in **TD Cruise Update**.

Jetset Travel

RETAIL TRAVEL CONSULTANT
MELBOURNE INNER / NORTH WESTERN
GENEROUS PACKAGE

Join our experienced, award winning, dynamic team. Enjoy a diverse mix of leisure and corporate clients including many high profile sporting celebrities. Large office bathed in natural light on a beautiful tree lined street.

The successful applicant will be driven, ambitious, have excellent customer service awareness and be able to build relationships with clients. He/she will be well travelled, have good attention to detail, ability to construct airfares (including reissue and revalidation), GDS knowledge (Amadeus preferred but not required) wholesale systems (such as calypsonet and polar) and back office understanding. Excellent remuneration negotiable depending on experience and sales target capabilities.

Please forward applications or queries to travelapplicant@outlook.com

APPLICATIONS CLOSE MONDAY 21 APRIL 2014

TTC brands bring the USA to life

AFTER spending ten days travelling together around the west coast of the US, 100 travel agents from across Australia have returned from the third annual Travel Corporation Mega Famil.

Participants enjoyed an array of amazing experiences courtesy of hosts Trafalgar, Insight Vacations, Contiki, Creative Holidays and Virgin

Australia, who pulled out all stops to give the agents a unique insight into their US offerings.

Pics on this page showed some of the activities undertaken by the groups - lots more on our website and [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

RIGHT: Contiki tour manager Drew surprised his group with tickets to a Major League Baseball game between the Arizona Diamondbacks and the Chicago Cubs.

Pictured are Christian Gianfagna, Student Flights Bundoora with Holly Cooling of Creative Holidays and Amy Harrison and Zoe Gentle of Contiki.

And **left** is another Contiki experience, with the group taking to the skies for a Hot Air Balloon Expedition.

LEFT: Some of the participants fantasized about a life of crime at the Mob Museum in Las Vegas.

The Vegas program was organised by Creative Holidays, with the agents staying in the opulent Venetian Hotel where many enjoyed a foyer gondola ride.



ABOVE: The Trafalgar group enjoyed a "Local Speciality" at Ravenswood Winery where they were taught how to create their own personal wine blend. They also enjoyed "Be My Guest" dining experiences and a fabulous Ramekins cooking class.

LEFT: Insight Vacations took its group on this tram tour of the Benziger Winery in Sonoma - and they also enjoyed tasting the fruit of the vines over a special lunch.

Pictured **below** with the guide are Robyn Parker of RACV Club Tours & Travel and Kristy White of Champagne Travel Mandurah.



ABOVE LEFT: While in Las Vegas these agents celebrated the last night of the trip by taking a luxury limousine ride to the red-themed farewell event.

LEFT: Contiki's group also visited San Diego where they enjoyed a thrilling speedboat ride on the harbour.

Pictured are Holly Cooling of Creative Holidays with Ashley Cooper of Virgin Australia.



Friday 11th Apr 2014

Agents lapping up the serenity



PICTURE perfect landscapes greeted the eyes of this group of travel agents at every turn during the Tahiti TravelMart conference held in the island nation recently.

All of the latest product and experiences were ready to be promoted and experienced by the attendees, with the annual week-long conference held at the Radisson Plaza Resort Tahiti.

These included a Senso luxury yacht cruise off the coast of Huahine with Tahiti Yacht Charter, jet skiing in Moorea and a chance to relax and sip some champagne amid heavenly surroundings at the Sofitel Private Island on Bora Bora.

Tahiti Tourisme Australia director Robert Thompson said promoting the lesser-known and visited islands outside of Papeete, Bora Bora and Moorea.

"While these islands will always be popular with Australian travellers, the aim of an event such as Tahiti TravelMart is to highlight some more of French Polynesia's 118 islands to agents," Thompson said.

Pictured above at Le Meridien's Turtle Centre on Bora Bora is a group of the attending Aussie

Cathay GDS content

AMADEUS has renewed its content sharing agreement with Cathay Pacific, with travel agents to continue to receive access to all CX and KA fares and inventory.

Tempo bonus comm

AN EXTRA 2% commission will be paid to the Top Ten agents selling select Tempo Holidays land product each week from 15 Apr to 30 May under a new incentive launched by the wholesaler.

Eligible product includes river cruises in Europe, select hotels and more - phone 1300 362 844.

Rex buys its planes

REGIONAL Express (Rex) has converted 18 Saab 340Bplus planes operating on lease into a firm purchase, joining seven more converted in Jul last year under its fleet modernisation program.

The latest purchase takes the Rex fleet to 51 fully-owned aircraft.

VA child flyer stamps

VIRGIN Australia has launched a new child-friendly frequent flyer initiative, encouraging children to collect stamps with each flight to add to the "High Flyer Passport".

The Passport will be offered at check-in desks to children aged 10 years and under across all Virgin Australia ports from today.

Intended as a keepsake memento, the Passport encourages children to collect a new stamp every time they fly.

"We recognise that many of our travellers discover the magic of flying from an early age and we are delighted to recognise them with this unique initiative," Virgin Australia group executive Danielle Keighery said.

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: kokodacompet@traveldaily.com.au

Click here for terms & conditions of the competition.

Q.9: What days of the week do direct flights to Port Moresby, Papua New Guinea's Capital, operate each week?



Cycling in Provence

BURGEONING cycling tour operator Tour de Vines has launched three new itineraries in the Provence region of France, taking the firm's available French range from two tours to five.

Departures run May through Oct, with tours suited to all cycling ability priced from \$2,800pts.

Four Nations a boon

QUEENSLAND Minister for Tourism Jann Stuckey has praised a new partnership with the NRL which will see an opening double header played in Brisbane in the 2014 Rugby League Four Nations.

Stuckey said an estimated 6,000 visitors would flock to the state in Oct, contributing \$4m in revenue.

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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NO MORE UNPAID O/T OR WEEKEND WORK TEMPS CONTROLLER X1 - MELBOURNE TRAVEL RECRUITMENT CONSULTANT X 1 - SYDNEY TOP SALARY PACKAGE & BENEFITS

Love the travel industry but sick of booking boring travel itineraries and long hours? Want to get away from retail consulting and learn new skills? You can now use your exceptional industry knowledge, excellent customer service and client relationship skills in an exciting new area:
Travel Recruitment!

Due to a very successful year, our Company is expanding. As part of our professional team, you will enjoy managing our clients' recruitment needs, whilst assisting candidates with their next career move.

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or contact our MD on 02 9231 6377

SEE THE GREAT WALL OF CHINA WHOLESALE CONSULTANT SYDNEY – SALARY PACKAGE TO \$47K

This amazing tour/wholesale operator is looking for an energetic, positive personality to join their team.

You will be responsible for organising all travel arrangements for both independent travelers, groups and building excellent relationships with your peers.
If you enjoy an excellent salary with no sales targets and like the sound of international conferences every year this job is for you. A minimum 12 months travel industry experience with strong time management skills is essential.

THE BEST OF THE BEST LEISURE MANAGER

MELBOURNE (INNER) – SALARY PKG UP TO \$72K (DOE)

Experienced Travel Managers, we have a new role that will see you moving into this boutique environment and managing a successful team of travel consultants. This well established office will see you assisting corporate leisure clients with their worldwide high end holidays. From 5 star Bali to a Villa in Italy. This role will see you working Monday to Friday hours only and servicing clients via phone and email enquiry only. If you have at least 4 years high end leisure manager experience then make the move today!

CORPORATE TRAVEL IS BOOMING! CORPORATE TRAVEL AGENT SYDNEY – SALARY PACKAGE TO \$70K

This global corporate TMC is looking for an bright corporate consultant to join their team. You will have the opportunity to work across a number of blue chip accounts booking all their corporate needs. This company offers amazing perks including access to global travel discounts and ongoing career progression. They also offer excellent training and support. Minimum 2 years corporate travel experience and strong time management skills.
Don't delay – apply today!

THIS IS YOUR STEP INTO THE ONLINE WORLD CUSTOMER SERVICE CONSULTANTS X 2 MELBOURNE – SALARY PKG UP TO \$55K (OTE)

Travel consultants in Melbourne, the wait is over. We have 2 exciting positions that will see you stepping into the world of online travel! This role will see you working with direct customers and assisting with flight changes, special requests and more. Working in a funky office environment close to the CBD you will be paid a senior salary and love your new role. One of these exclusive roles could be yours if you have at least 12 months Galileo GDS experience and a positive can do attitude! Call us today to find out more.

***NEW* DRIVE THIS GREAT TEAM FORWARD RETAIL MANAGER SUNSHINE COAST- SALARY PKG DEP ON EXP**

Stuck in neutral? Looking for your chance to step up and take charge? This is it! When you join this national travel brand you'll not only be consulting but also managing a team of experienced, friendly & professional staff. Enjoy Mon-Fri hours with only the occasional Sat whilst earning top \$\$ and be given the chance to grow and nurture your travel career. The ability to inspire, motivate & lead your team through good and bad is a must along with previous retail travel management. This is your chance to take the reins.

LOCATION, LOCATION, LOCATION RETAIL TRAVEL CONSULTANTS MULTIPLE GOLD COAST LOCATIONS

We are looking for a number of experienced travel agents to join top retail travel teams on the GC. Choose your hours with part time or full time hours on offer. Joining a family of vibrant, experienced and friendly travel consultants you'll have access to some of the best benefits around. Your day will include booking all aspects of travel for your clientele, assisting in the day to day running of the store & offering support to your fellow team members. Apply now to find out more and take your pick of the bunch.

We are delighted to be nominated again for the NTIA Awards. If you enjoy working with us we would greatly appreciate your support



**VOTE FOR TRAVEL
TRADE RECRUITMENT**



Wholesale Travel Consultant

Brisbane CBD \$Uncapped Earnings. Ref:1012PS1

Looking for a new challenge in the travel industry? Do you want to move in to wholesale travel? This exciting global travel company are expanding due to growth. A great opportunity has become available for a target oriented travel consultant to join this wholesale team where the sky is the limit to your earning potential! If you are great at sales with solid worldwide product knowledge and can provide a first-class service to an array of clients then this could be your next move!

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

Corporate Travel Consultant

Sydney - \$55-65k + super – Ref: 5566SJ1

To tie in with ongoing success across the Sydney corporate travel industry we are on the look out for a Corporate Travel Consultant to join a leading travel management company in their luxurious offices in Sydney. Dealing with SME corporate accounts, using your travel industry experience and excellent customer service skills this is the chance to progress in your travel career. Work in a small team, have a hands on approach to your work and reap the rewards that you deserve.

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

Corporate Groups Travel Consultant

Melbourne \$Competitive Salary Ref:3940KF1

My client, a leading provider of Meetings, Incentives, Conference & Events Travel is looking for a Groups Consultant. You will be required to quote, organise and manage the travel requirements for its group travel and events focusing on itineraries to Japan. Whilst do sell a complete international and domestic range they specialise in trips to Japan. If you know this destination inside out and have travel industry experience then this is the role for you!

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

Wholesale Travel Consultants

Perth - \$45-80K OTE– Ref:1079-LA

Ready to make the move from retail into wholesale? This global company is currently looking for 6 x new consultants to add to their centrally located expanding team in Perth. You will receive a fantastic package inclusive of uncapped commission and amazing company incentives & families. This is a great opportunity to grow your career! Please apply now if you have at least 2 years experience consulting, and are a real sales go-getter! Don't delay as these roles will not last!!

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

Cruise Superstars

Brisbane CBD \$Excellent Package.Ref:1003PS1

Are you passion about Cruise with solid River Cruising product knowledge? Do you dream of a job where you can realistically rake in the money with a high base salary plus earn uncapped commission through an achievable target based commission structure? I am seeking high energy individuals with proven sales talent to join a independent travel company where work life balance is encouraged! This is no dream, this is a real opportunity to get the role you have been wishing for!

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

Business Development Manager

Sydney – Competitive Salary Package + Bonus – Ref:1861SJ3

Do you have a 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 Sarah on
(02) 9113 7272 or click [APPLY](#) now

Senior Corporate/Leisure Travel Consultant

Melbourne \$45-50k+Super Ref:1443KF1

This up-market Retail Travel Agency in the Inner Suburbs of Melbourne are looking for a Travel Consultant who enjoys working with a balance of both corporate and leisure clients. The ideal candidate will work well within a dynamic & established team using their experience to meet each client's individual needs and ability to book memorable worldwide holidays. Proficiency using Sabre with an established client portfolio to bring with you on this exciting new venture.

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

BDE Sales Executive SA & NT

Adelaide - \$50K + super + benefits – Ref: 1036LA1

This award winning tour wholesaler are looking for a highly experienced BDE to be the face of their company and to nurture the SA+NT based clients. If you have experience in sales management and can be described as a proactive employee then I want to hear from you! Excellent benefits are on offer to the winning candidate with a proven background in client relationship management. Additional training and development experience would be advantageous. Interviewing now!!

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



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NIGHTS¹

Travel: 1 May - 31 Oct 2014⁽¹⁾

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(1) Terms and conditions apply

Cover-More invests in new retail advertising campaign

Cover-More is embarking on a new national advertising campaign in partnership with their key retail partners in Australia.

According to Cover-More, this will be a highly visible and vibrant, 12 month campaign with a central call to action of **'ask your travel agent for Cover-More travel insurance'**.

Director of Growth, Innovation and Marketing, Cameron Pearson, said the new campaign is further compelling evidence of Cover-More's enduring support for the agency channel in Australia.

"Travel insurance is all Cover-More does and that is why we are expert at it.

"Central to our specialisation in travel insurance is Cover-More's world-class medical assistance expertise. We have our own dedicated medical team led by one of Australia's pre-eminent emergency medicine specialists.

"So when a travel consultant or agent provides Cover-More travel insurance to their customers, they are helping them to **leave their worries behind** when they embark on their overseas trip.

"That is our central message in this campaign—that is, if travellers choose to travel with Cover-More travel insurance, the only worry they will have is whether they have taken enough photos or perhaps whether they have bought enough gifts and souvenirs for loved ones at home. That is how it should be," he said.

Cameron Pearson said as part of the campaign messaging, Cover-More will also focus on their popular Global SIM product.

"This is another example of how Cover-More can help travellers leave their worries behind, in this case, the prospect of bill shock if they use their smartphone overseas."

Advertising campaign to run for the next 12 months

Cover-More will employ **digital advertising** on travel related sites through the Fairfax network which includes the Sydney Morning Herald, The Age, Brisbane Times, WA Today and their extensive regional digital network.

Outdoor is also included with digital signs and roadside billboards in high traffic metropolitan areas.

Television commercials featuring Australian travellers who Cover-More helped after serious accidents or illnesses overseas, will also run on targeted **subscription TV** channels.

Cameron Pearson said that Cover-More remains committed to the retail agency channel. An association of which Cover-More remains extremely proud.

The campaign begins next week.



Specialising in leaving your worries behind

With our comprehensive team of travel insurance and medical experts, your only worry is whether or not you've taken enough photos.

Ask your travel agent for Cover-More travel insurance.

ABN 95 003 114 145; AESL 241133

Cover•More TRAVEL INSURANCE

We focus on what matters.