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Travel Daily

First with the news

Monday 14th April 2014




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Robb to push QF stake buy

AUSTRALIAN trade minister Andrew Robb has confirmed he will raise the issue of foreign investment in Qantas with Emirates ceo Sheikh Ahmed bin Saeed Al Maktoum, during a visit to Dubai this week.

Speaking at a trade summit in the emirate yesterday, Robb said that foreign ownership of Qantas was the "only solution" to get the carrier over its current hurdles, according to *Arabian Business*.

However a Qantas spokesperson downplayed any deal, telling **TD** that both QF and EK "have been clear that our partnership doesn't extend to equity".

EK president Tim Clark said last year that buying a stake in Qantas was "not on the table" but that the carrier was keeping a close eye on the situation (**TD** 16 Dec).

MEANWHILE, Minister Robb said Australia was looking at adding Gulf nations to a possible visa-waiver scheme to encourage greater visitation from the region.

Speaking on the sidelines of the summit, Robb also confirmed that Australia was looking to extend the age for applicants to the Working Holiday Visa program.

New Club Med resort

CLUB Med is set to open a new property on China's Dong'ao Island, located off the coast of Macau and Hong Kong.

It will be Club Med's first seaside resort in China - for details see **page twelve** of today's issue.

Today's issue of TD

Travel Daily today has nine pages of news & photos, plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment
- Club Med
- JC Holidays

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JC Holidays incentive

JC HOLIDAYS is launching its 2014/15 brochure with an agent promotion, offering an Apple iPad Mini for every five confirmed and fully paid bookings.

The program includes hotels, tour and package options in Abu Dhabi, Dubai, Jordan, Oman and Qatar - see the **last page**.

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NEW MEL-NOU

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Travel Daily
on location in
Mannheim, Germany

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

THIS past weekend has seen *Travel Daily* and agents on the *Emerald Sky* sail down the Rhine from Cologne, visiting the German ports of Koblenz, Rudesheim and Mannheim.

From Koblenz we joined a tour of Cochem Castle followed by a walking tour of the town.

Saturday was a trip highlight, as we cruised the spectacular Rhine Gorge, passing multitudes of mountain-top castles and fortresses before arriving in Rudesheim, renowned for its mechanical music museum.

From Mannheim a short drive took us to Heidelberg Schloss - see facebook.com/traveldaily.

Hainan flights for Avalon

SCHEDULED long-haul international passenger flights are likely to operate between China and Victoria's Avalon Airport within the next 18 months, under a Memorandum of Understanding between Australian transport firm Linfox and HNA group.

The HNA group has extensive transport and tourism operations, with interests including a fleet of more than 330 aircraft operated by carriers such as Hainan Airlines and Hong Kong Airlines along with major freight operations.

The deal was witnessed by Prime Minister Tony Abbott in Shanghai on Fri, with the MoU seeing Linfox and HNA cooperate to "build an integrated logistics network in major cities in China and Australia to provide one-stop air/sea/land transport services".

As well as its extensive road transport network, Linfox is the owner of Avalon Airport in Geelong, and the MoU will see it

assist HNA "to start an aviation service between Australia and China within 18 months using Avalon Airport as a base," according to a statement issued by Vic Premier Denis Napthine, who was also present at the signing ceremony.

The partners would contribute jointly towards the creation of an international terminal and associated infrastructure at Avalon Airport, the MoU states.

Cargo is also seen as a key opportunity, with the airport's executive chairman, David Fox, saying the agreement "heralds a major step forward in realising my father Lindsay Fox's vision of giving Asian markets ready access to Australian fresh produce".

HNA Group's tourism operations is a major package tour operator, with the inbound market from China seen as having enormous future potential for the tourism and hospitality sector in Geelong.

QIC site update

QANTAS has advised that it will undertake an update on the Qantas Industry Sales website, with the process commencing at 6pm this Thu 17 Apr and complete at noon on Wed 23 Apr.

During this period, it will not be possible to conduct online name corrections, as well as a number of other site functions such as Registration, Forgotten Password, Change Password and Amend Agency Details.

The QIC will be closed over the Easter long weekend, with name correction requests available by calling QIC directly on Tue 22 and Wed 23 Apr.

EK Dakar suspension

AN OUTBREAK of the horrific Ebola virus in Africa has seen Emirates temporarily suspend flights to Conakry in Guinea.

EK's four weekly Dubai-Dakar services will therefore operate non-stop in both directions until the situation changes.

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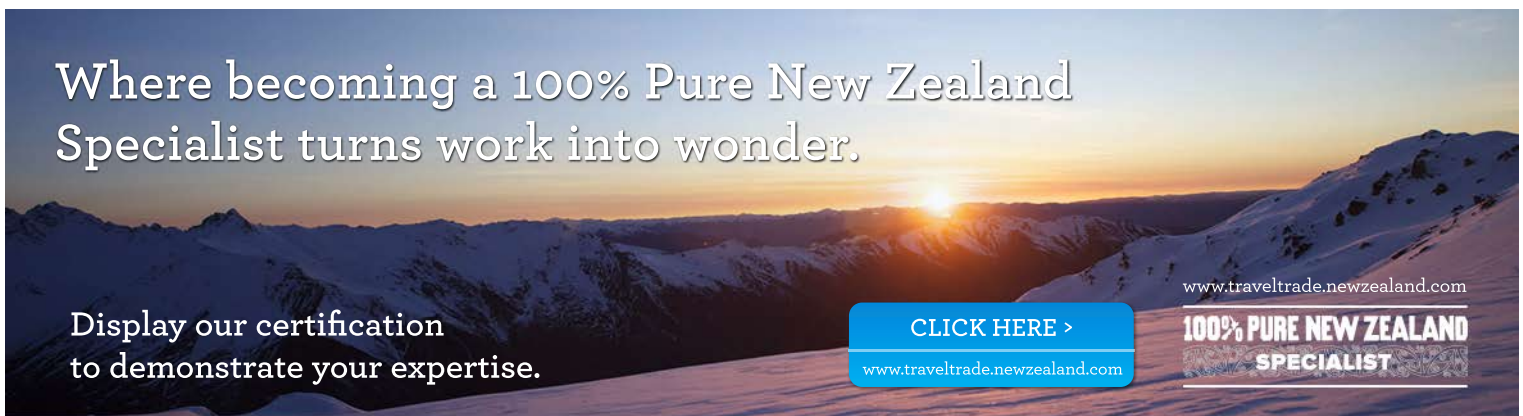
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Seat upgrade to orbit

VIRGIN Australia has launched a new "Space Class" competition, in which members of its Velocity frequent-flyer program can win an upgrade to travel into space aboard Virgin Galactic.

To be eligible, Velocity members need to fly on Virgin Australia between 01 May-30 Jun, register their interest & outline what they would do to win a seat into space.

In addition, all Australian and NZ Astronauts registered to fly Virgin Galactic will have their Velocity status boosted to Platinum.

VA's Neil Thompson described the move as a "major breakthrough," with Velocity "the first program in the world to offer an airline upgrade to space."

See traveldaily.com.au/videos.

New Caledonia deals

AIRCALIN has launched special fares to celebrate the imminent debut of its Melbourne flights, starting at \$499 return MEL-NOU.

BNE and SYD aren't forgotten, with 'Take a Break' wholesale and retail fares also available and "generous quantities" of W-class seats protected in the GDS for Australian sales on each flight.

Express even faster

FASTER fare search & ticketing will be available later this month as part of an upgraded Express Ticketing platform, which will also include "sophisticated enhancements for self management of ticketing and fare comparison," the company said.

Upgrades will also include a new ticketing dashboard & integrated calendar to warn of coming TTLs.

More than 500 agents across Australia already use Express Ticketing via their membership of the Independent Travel Group and Select Travel Group.

SIA staff shuffle

SINGAPORE Airlines has appointed Greg McJarow as its new Manager NSW/ACT, moving from his former role as SIA's state manager for Qld.

Replacing him in Qld is Jacki D'Antonio, who moves from her role as sales manager WA.

Alex Ng was recently welcomed as manager WA following Richard Tan's return to Singapore.

Former SIA state manager NSW/ACT, James Dunne, left the carrier last month to take up a new role as ceo of Rail Plus.



Window Seat

NEXT time your flight is delayed, spare a thought for passengers aboard a recent Cathay Pacific flight from New York to Hong Kong, which included a "15-hour unscheduled layover" in Zhuhai, China.

According to *NBC News* CX 831 departed JFK on 29 Mar for the 16 hour journey to HKG, but a big storm during its final approach caused the aircraft to be diverted to Zhuhai.

Unfortunately, Chinese officials didn't allow anyone off the 777 when it landed, and the pilots and crew were unable to continue the flight because they ran out of cockpit hours.

Fortunately, supplies were allowed on board and a replacement crew was promptly dispatched by CX, but rather than fly to Zhuhai they had to travel by ferry to Macau and then drive an hour to the city.

The flight finally arrived in Zhuhai at 2pm on 31 Mar - about 34 hours after departure.

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2014 AFTA National Travel Industry Awards

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- 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!

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Practising good hobbits

THIS group of Aussie agents recently experienced New Zealand's Hobbiton courtesy of Air New Zealand Holidays.

Highlights of the trip included a city and beach tour of Auckland, exploring Waitomo Cave and being pushed down a hill in an inflatable ball at OGO Rotorua.

The agents also enjoyed the cultural experience of a Maori

Hangi at Tamaki Village.

Pictured from left are Rebecca Zammit, HWT Katoomba; Darren Bray, Escape Travel Bendigo; Andrew Daff, Knox Travel; Katie King, Jayes Travel; Michelle Lyssenkoff, Travelrite Heathmont; Sheridan Evans, Coolum Cruise & Travel; Mick Boylan, Air NZ Holidays; and Caitlyn Smith of Travelscene Frankford Ballarat.

Lizard looks intact

LIZARD Island Resort in Far North Queensland remains closed for an indeterminate period, after sustaining some structural damage as a result of Cyclone Ita when it passed over the region last Fri night.

Management have conducted an initial assessment of the impact, which indicates that "many of the buildings look to be intact" but extensive vegetation damage is limiting accessibility.

The island was closed on Wed as the storm approached, with all 63 staff and 31 guests transferred to the mainland due to the severe warning levels.

A technical team will fly in today to conduct a further assessment "and we should have more information within a week on when we will re-open," according to a statement from the property.

Clients with bookings can call 1300 863 248 or +61 3 9426 7550 for further information.

Vote in ATAS survey

DON'T forget to give your opinion on the changes to travel industry regulation in Australia, via the current survey being run by the Australian Travel Agent Barometer.

The brief, anonymous survey will be available for responses this week, with the results to be reported in *TD*.

[Click here for ATAS survey](#)

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Category 13: Best Niche Wholesaler
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QF PNG allocation

THE International Air Services Commission has approved an application from Qantas which renews its allocation of 888 seats per week on the Papua New Guinea route through until 2020.

El Questro reopens

REMOTE WA homestead El Questro Wilderness Park has reopened for the 2014 season, with a range of new experiences. Additions include scenic flights over the Bungle Bungles and along the Kimberley Coast using a Cessna 210 jet aircraft based at the property for the exclusive use of El Questro guests.

Free Lord Howe flight

CAPELLA Lodge on Lord Howe Island has launched a new Stay 7 Pay 6 offer including free flights with QantasLink departing from Sydney and Brisbane. Valid for stays from 01-28 Jun, the seven-night package is priced from \$4,200ppts all inclusive. For more details, phone Baillie Lodges on (02) 9918 4355.

CONGRATULATIONS

David Weir

from Golden Carrot

David is the top point scorer for Round 9 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won an **Emirates** umbrella.

Major Prize:

Two return Economy Class airfares to Dubai with **Emirates**

Buy meals in advance

CASTAWAY Island has released a special offer allowing guests to pre-purchase all meals in advance for a minimum five-night stay. The "Hot August Bites" offer is priced at an additional FJ\$199 and covers breakfast, lunch and dinner daily during the visit.



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Space Ships vs Star Ships

THE inception of Scenic Tours Group's new river cruise brand enables the firm to tap further into the surging market, which is showing no sign of abating.

In fact, Scenic founder Glen Moroney believes the newly launched Emerald Waterways has the potential to expand rapidly.

Speaking with **Travel Daily** this week in Europe, Moroney suggests river cruising is only in its "infancy", equivalent to where ocean cruising was in the 1980s.

So why introduce a potential competing river cruise brand to Scenic Tours' 'Space Ships' which launched back in 2008?

In Moroney's opinion, there is ample room for more players and that there are distinctive points of difference between his 'Space Ships' and Emerald's 'Star Ships'.

"Emerald Waterways is not meant to compete with Scenic," he emphasised.

Besides a price-point difference of near 15-20%, Star Ships have fewer inclusions and excursions.

"Space Ships are at the absolute top end of the river cruise market & will continue to go further up."

But the sheer scale of inclusions offered on Scenic compared to its rivals made it difficult to compete on a level playing field.

Scenic includes activities, electric assisted bikes, GPS navigation self guided tours, butler service & all inclusive beverages for all guests with six red & six white local and international wines offered

at dinner, individual transfers, exclusive Enrich experiences and four restaurants onboard, he said.

Emerald Waterways was developed to offer Scenic Tours Group the ability to give those rivals a run for their money.

Emerald Sky and *Emerald Star's* proposition is one restaurant & drinks provided only with meals.

Daily shore excursions are also included but guests can enhance land touring through Emerald Waterways' pay-as-you-go 'Discover More' program.

Moroney described Emerald as a 5-star ship with 4-star inclusions.

"There is nothing dumbed down or cheap about it.

"It's got all the features including a pool, cinema, gym, wellness room, all the amenities & big one-bedroom suites, but it doesn't have a whole list of inclusions & extras which Scenic offers."

He suspects Emerald Waterways has the ability to lure guests that are "a little more active and want a bit more freedom."

"We will market the product for what it is and what it does and if it appeals to a younger audience that is great, but it certainly is not designed to develop a totally new market."

He said Emerald has potential for massive growth in the future, with 92% of cabins in its debut 2014 season already sold out.

"My guess is there will be many more to come because this is at the level of the volume market."

Thank you for nominating us in 2014 NTIA!

We love to have your vote!

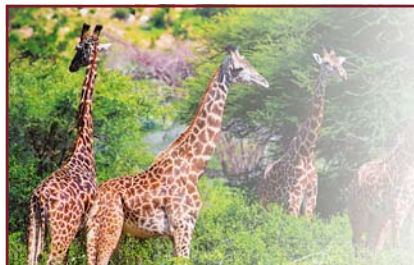
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Sky clear over Heidelberg



TRAVEL agents participating on Emerald Waterways' inaugural cruise this past week have had the opportunity to explore some spectacular & historic landmarks across the German landscape as part of their cruise from Amsterdam to Basel (see pg 5). Joining the Aussie contingent of agents are staff from Scenic & Evergreen Tours and top selling agents from international markets and some media partners

The first full-paying passengers for *Emerald Sky* will arrive aboard the ship in Basel later this week.

Emerald Waterways is sold exclusively in the Australian market through Evergreen Tours.

Pictured at Schloss Heidelberg

from left are Narelle Klemke, helloworld Geelong Central; Kerry Fox, Just Cruises; Linda Hussey, Kings Tours & Travel and Linda Frazer, Wodonga Travel.

Star godmother TBA

INSIDE one month before it commences operation, Emerald Waterways second ship *Emerald Star* is Godmother-less.

Emerald Waterways founder Glen Moroney says a formal announcement as to who may be named as *Star's* godmother will come "in due course."

Last week, UK celebrity/actress Twiggy was bestowed with the honour of christening sister-ship *Emerald Sky* in Amsterdam.

Scenic cruise spend

A **CONSERVATIVE** figure of €80 million (AU\$118 million) has been invested by Scenic Tours Group on the Australian company's cruise ship fleet in 2014.

MD for Scenic Tours Group Glen Moroney estimated the average price of his four newest ships - *Emerald Sky* & *Emerald Star* under the Emerald Waterways brand and *Scenic Gem* & *Scenic Jade* 'Space Ships' - was 'give or take' around €20 million each - equivalent to AU\$29.6 million.

MEANWHILE, a shortage of slots at ship building yards in Europe is the prime factor hindering Scenic Tours Group's rapid expansion of its river cruise fleet.

On top of the four new vessels this year, the company will add another five in 2015 (**TD** Fri), however that number could have been seven, says managing director Glen Moroney.

"I wanted to build another for each brand, but I'll leave that until 2016," he exclusively revealed to **Travel Daily**.

Moroney said by 2016 the Scenic Tours Group ship fleet would swell to 17 vessels, and possibly "23 or 24" by 2017.

Monday 14th Apr 2014

GOL TAP codeshare

LATIN American low-cost carrier GOL has announced a codeshare and frequent flyer program agreement with Star Alliance member TAP Portugal.

TAP operates more than 70 weekly flights from Portugal to Sao Paulo, Rio de Janeiro, Campinas, Belo Horizonte, Brasilia, Porto Alegre, Salvador, Natal, Fortaleza and Recife.

The pact is still pending approval by authorities in Brazil and Portugal, and will initially allow TAP to include its codes on GOL flights, enabling connections to other Brazilian destinations.

Port Douglas reopens

BUSINESSES in the main street of Port Douglas have resumed normal operations following Cyclone Ita which hit the region this weekend, with ferry and reef operators reopening from today.

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Pre-register reminder

ALBATROSS Tours is reminding the trade that pre-registration for Earlybird discounts on 2015 European Summer tours is now open on a wide departure range.

Gentle explorations of the UK, France, Italy, Spain & many more European hotspots are eligible as part of the pre-release period, including a number of new tours.

To secure the best deals, clients only need to deposit by Sep - call 1300 135 015 for more details.

Six Flags to Dubai

US theme park group Six Flags has announced it will build a new park in Dubai, to open in 2017.

Confirmed by Six Flags Entertainment Corporation, the new attraction will be located in a new precinct under development in Jebel Ali which will contain a variety of new theme parks.

Call to close down LCY

A REPORT by UK economic think tank New Economic Foundation has recommended London City Airport close down for the site to be redeveloped into new housing, commercial and industrial sites.

According to the report, flights to London City could shift to Heathrow, Gatwick or Stansted.

London City Airport occupies 500,000 square metres "at the heart of London", with its direct contribution to the economy less than a fifth of the nearby ExCeL Exhibition and Conference Centre.

However an airport spokesman said closure would cost 2,000 jobs with a £750m economic impact.

Record visits to USA

OFFICIAL full-year visitor arrival statistics for the USA have been released by the US Department of Commerce, with numbers from Australia up 7% year-on-year to a new record of 1.21 million.

Australia rounded out the Top Ten source markets for the US, while the total result for the year closed at 69.8 million, a further three million than the year prior.

SkyTeam lines up in Sydney



CHINA Southern Airlines hosted a Yum Cha briefing at its Sydney office last week, in its leadership role of the alliance in Australia for 2014.

About fifty travel agents and representatives of the various member carriers were updated on SkyTeam's Round the World and Global Meeting offerings.

The RTW pass allows travellers to use up to 16 coupons in 178 countries for each trip, accruing frequent flyer points on the way.

And the Global Meeting initiative provides discounts of up to 15% for groups of 50 or more, travelling from more than two international destinations to any of SkyTeam's 1000 ports across

the globe.

Pictured from left: Min Zeng, China Southern Airlines; Jason Smith, Vietnam Airlines; Helen Blake, Garuda Indonesia; Amy Xu, China Eastern Airlines; Carolyn Hanson, Delta Air Lines; Jeremy Cheng, China Airlines; Sun Kim, Korean Air; and Jean-Marc Lestavel, Air France.

EY expands Jet pact

ETIHAD will extend its codeshare agreement with India's Jet Airways from later this week, with the EY code being placed on 9W flights from both Delhi and Mumbai to Hong Kong effective 19 Apr.



Destination NSW

International Partnerships Manager

- Passion for NSW Tourism and Events
- Opportunity to work for Destination NSW
- Total Remuneration Package: \$120,939- \$139,865

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:

Under the leadership of the Director Partnership Programs, the International Partnership Manager is responsible for building and managing commercial business relationships with traditional and non-traditional partners in the key international markets. A key objective of the role is to secure investment in Destination NSW marketing and event related activities as well as co-operative marketing funds invested with tourism and trade partners, designed to gain greater distribution and sales of NSW products, events and experiences. The Manager works closely across a number of internal teams within Destination NSW and with external partners to develop, implement and report on international marketing and promotional activities that deliver visitation to NSW.

How to Apply:

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

Applications submitted via email will not be accepted.

Enquiries: Sue Doyle (sue.doyle@dns.gov.au)

Position Closes: 28 April 2014



Destination NSW

Domestic Partnerships Manager

- Passion for NSW Tourism and Events
- Opportunity to work for Destination NSW
- Total Remuneration Package: \$120,939- \$139,865

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:

Under the leadership of the Director Partnership Programs, the Domestic Partnership Manager is responsible for building and managing commercial business relationships with traditional and non-traditional partners in the Domestic Market. A key objective of the role is to secure investment in Destination NSW marketing and event related activities as well as co-operative marketing funds invested with tourism and trade partners, under their own brands, to gain greater distribution and sales of NSW products, destinations and experiences. The Manager works across a number of internal teams within Destination NSW and with external partners to develop implement and report on marketing and promotional activities that drive visitation to NSW.

How to Apply:

Please submit your application via **Jobs NSW** using job reference number 00002R44.

Applications submitted via email will not be accepted.

Enquiries: Sue Doyle (sue.doyle@dns.gov.au)

Position Closes: 28 April 2014

Malindo on Amadeus

MALAYSIAN carrier Malindo Air has signed a distribution deal with Amadeus, offering travel agents in the Asia-Pacific access to fares, availability & inventory.

FC gets cheeky in charity's name



DASHING through the Brisbane CBD in their "budgie smugglers" recently was this group of daring Flight Centre staff, taking on the feat

as part of fundraising efforts in the GIO Youngcare Budgie Bolt.

The FC team, nicknamed the Brissie Bolting Budgies, were among hundreds to participate in the event, held to raise awareness and funds to help young people living in aged-care due to having no other options.

More than \$13,000 was raised by the FC contingent, the highest amount by any team participating.

Pictured above with Suncorp CTP Insurance manager Dan Wilkinson & Youngcare residents of Wesley Mission Brisbane Sinnamon Park are the Flighties, comprised of Ben Barnes, Jana Rohozinski, Robert Popp, Andrew Flannery, Adam Campbell, Jason Ruttley, Anita Russell, Emma Bielenberg, Kate Laird, Steve Paterson, Doug Shaw, Joel Ioannou, Francois Potgieter, Ginny Walker and Nadia Walker.

LHW welcomes eight

LUXURY hotel group Leading Hotels of the World has inducted eight new members located in Europe, Asia and South America.

New members include the La Reserve Ramatuelle in Saint Tropez and The Mulia Suites, Bali.

Maximising pub hols

EXPEDIA has reported a 70% increase in long-haul enquiries for the Easter holidays by travellers taking the three days between Easter and the Anzac Day long weekend as an extra long break.

According to the OTA, one in ten Aussies have taken next week's three working days off, mostly by those aged in the 25-34 bracket.

USA, Europe and Asia have been the most popular destinations for the longer break, with triple-digit increases in bookings to France (+330%), Italy (+250%) and the UK (+140%).

Interest in Phuket is up 250%, with Bali up 130%, Hanoi by 90% & domestic also performing well.

Italy blocks EK route

A COURT in Italy has upheld a legal challenge from Italian airline association Assaereo blocking Emirates from operating its new route from Milan to New York.

According to a statement from Assaereo after the verdict, fifth-freedom passenger services cannot be operated by a non-EU carrier between two countries other than its registered base, which in this case is Italy and the United States.

Emirates commenced operating the Milan-New York route in Oct last year (**TD** 02 Oct) as an add-on sector to its service from Dubai, with the carrier saying it may lodge an appeal on the decision.

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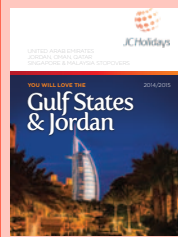
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Brochures of the Week

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



JC Holidays - Gulf States and Jordan 2014/15

Hot off the presses, brand new wholesaler JC Holidays has launched its inaugural guide of independent and packaged holiday options in the Arabian Peninsula. Flights, hotels, tours and transfers are all able to be organised in one phone call, with featured destinations including Dubai, Abu Dhabi, Oman, Qatar and Jordan, with Malaysia and Singapore stopovers also possible.

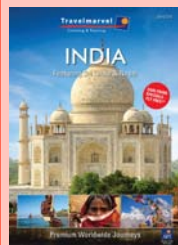
The new guide contains an extensive selection of hotels and land product, with details on each to make the selection easy.



Greece & Mediterranean Travel Centre - Israel 2014

Spread across 28 pages, this new guide is packed with information on this rapidly trending destination. A variety of specialist Easter and Christmas tours in the Holyland have been developed & feature prominently in the new guide. Itineraries ranging from 5-14 days are on offer, with travellers able to book pre- and post-tour stays in Tel Aviv and Jerusalem and day tours to Bethlehem, Jericho, Masada and the Dead Sea.

Holidays can also combine tours with visits to Egypt and Jordan.



Travelmarvel - India 2014

Experiences including leopard safaris in the Sri Lankan hills and enjoying dinner with an experienced Everest mountaineer are just some of the highlights available in Travelmarvel's brand new destinations of India, Sri Lanka and Nepal. Nine itineraries feature in the guide, ranging in duration from 9-32 days, with many cruising options also on offer. Guests will visit Indian palaces and temples and are able to enjoy rickshaw rides and

luxury train travel, with high-standard hotels and fine meals throughout.

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*Valid for sales till 30APR2014 | Travel UFN | Price quoted is for per person inclusive of taxes correct at 04APR2014 and based on PRTAUTM fare 9W/QF SYD-MAA return flights | Taxes may vary according to routing and until ticketed | Carriage option dependent on routing; subjected to availability | Further terms and conditions

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

Click here for terms & conditions of the competition.

Q.10: How much is a Personal porter with Back Track Adventures?



Filo aviation upgrade

AMERICAN carriers can now launch new services to the Philippines after the US Federal Aviation Administration upgraded the nation's civil aviation status.

The FAA downgraded the nation in 2008 due to what it perceived as a lack of int'l safety standards, which meant that new routes could not be launched.

Under the sanction, operations to the US by any Philippine-based airline were also restricted.

Philippines Transport Secretary Joseph Abaya said the upgrade was testament to recent hard work put in to improve standards.

Elsewhere, the European Union has removed Cebu Pacific Air from a list of carriers banned on operating flights to the continent.

Arnhem culture safari

NORTHERN Territory outback tour operator Venture North has launched a new seven-day Cultural Safari itinerary taking pax into north-east Arnhem Land.

Departing Darwin, the overland tour sees guests visit a number of homesteads, interacting with Indigenous communities and enjoying cultural experiences first hand including hunting, craft and traditional music.

Profitable year for FJ

FIJI Airways has reported after-tax operating profits of FJ\$14.5m for the nine month period ending in Dec 2013, with higher pax numbers and additional revenues in its rebrand and relaunch year.

Travel Daily

First with the news

Monday 14th Apr 2014

PTMs tuck in to Serbia's touches



ETIHAD Airways hosted this group of Personal Travel Managers to an experience in Serbia, Dubai and Abu Dhabi as part of the latest TravelManagers famil trip.

Over the course of a week, the educational saw the group indulge in many of the historical and cultural elements of both the UAE and Serbia, enjoying local cuisine, nightlife and attractions.

"With lots of cafes & restaurants available we opted for a little café that had a Serbian band playing to each table," TravelManagers' Sandra Reucker said.

Pictured above partaking in a meal in Belgrade's Skadarlija Street from left is Fiona Perry, Kirsty Whittaker, Nicole Edgar, Rohan Farrance from Etihad Airways, Sara Birtwhistle and Sandra Reucker, TravelManagers.

Christchurch accom

MULTIPLE new accom options have opened in Christchurch as the earthquake-ravaged city continues to rebuild and boost its tourism credentials.

New options include seaside estate Annandale, budget lodging property the Thomas Hotel and the newly renovated Chateau on the Park, now open for business.

Ibis Anzac Day special

ACCOR'S Ibis Sydney World Square has released an Anzac Day special offer of \$119 per night inclusive of breakfast for stays from 20-27 Apr - (02) 9217 6666.

AFL Rd 4 Results

CONGRATULATIONS

Lauren Lovell

from **HRG Australia**

Lauren is the top point scorer for Round 4 of **Travel Daily's** AFL industry footy tipping competition and has won a High Tea Cruise for 2, courtesy of **Captain Cook Cruises**.



Major Prize Sponsors

1st Prize: two return flights to Dubai, courtesy of Emirates



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Hideaway Island Resort



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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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

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

DIRECTOR OF SALES - EVENTS SYDNEY EXECUTIVE SALARY PACKAGE

Combine your high level sales skills with your strong Events background to take the next step into this Director role. Overseeing a team of operations and sales managers, your key strengths will include strong connections within the MICE space, the ability to win and nurture top clients as well lead and motivate a team to succeed. This is an amazing opportunity for an experienced Events Sales Manager to take the next step in their career, Top salary and bonuses on offer.

NEW ROLE IN PERTH

CORPORATE ACCOUNT MANAGER PERTH – EXECUTIVE SALARY PACKAGE

Join a name you can trust with a portfolio of interesting top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis, Your knowledge of corporate travel account management account strategies will be required for these high value clients along with your negotiation skills to be able to offer solution and formulate reporting requirement. This is a rare role for the WA market, ring today for a confidential chat

YOUR LIFE IN EVENTS ONLY GETS BETTER HERE

EVENT DIRECTOR SYDNEY– EXECUTIVE SALARY PACKAGE

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. If you have experience managing corporate events from small corporate meetings thorough to large international incentive and conferences, then come and see what this fantastic, growing organization can offer you.

BEHIND THE SCENES LEADER

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 you 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

CORPORATE LEADERSHIP EAST AND WEST

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

Use your strong management skills when you join these forward thinking organizations 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 CRUISE BUFFS!

OPERATIONS MANAGER (CRUISE) SYDNEY – SALARY PACKAGE \$65

Are you currently working for a cruise line or cruise specialist in a leadership role? This is a rare vacancy for a cruise manager to join a leading travel organization. As an Operations Manager your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing a team, implementing procedures and have hands on cruise consulting experience.

BOOMING EVENTS ROLE

CONF AND EVENTS BUSINESS DEVELOPMENT – SYDNEY SALARY TO \$80K PLUS BONUSES

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role is a great opportunity to get ahead with a market leader. Your experience in event/corporate sales has given you the skill in developing leads, creating unique proposals building relationships and signing up valuable new business. A great opportunity with a company that offers career development, and ongoing training.

INDUSTRY SALES IN HOT DEMAND

INDUSTRY SALES EXEC X 2 SYD /VIC– TOP SALARY

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 three 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.

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Home Working Travel Consultant

Australia Wide \$Uncapped Commission. Ref:1095PS1

Are you a self motivated travel consultant who is looking to work from home on a part-time basis? If you have solid worldwide product knowledge with a keen interest in the Holy Land this may be the opportunity you have been looking for. This multi award winning agency is expanding due to demand; with hot leads and an extensive list of repeat clients. Excellent communication & GDS skills are essential. Rare chance to set your own hours and work to generous commission scheme.

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

Senior Travel Consultant – Mon-Fri

Canberra – \$45-65k + commission – Ref:1857SJ2

Escape face to face sales & reclaim your weekends with this Mon – Fri office based Canberra Senior Travel Consultant role. High end & high yield bookings are the norm in this busy office so you should be suitably experienced in this niche of the travel industry especially in European touring & luxury hotels. A competitive starting salary, bonus, benefits & travel industry perks are on offer by this much loved travel industry name. Call me today for more information!

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

Snowsports Travel Specialist

Melbourne \$40-50k DOE Ref:1034KF1

Are you an experienced travel consultant with a passion for all things snowsports?! Do you know the difference between red, blue and black?! If so, this could be a great opportunity to specialise in what you love with like minded people! This independent travel agency are looking for a new team member to join their growing team. Specialising in everything snow throughout NZ, Japan and North America. Centrally located, great hours - no weekends! Sound like you? Read on....

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

Wholesale Travel Consultants

Perth - \$45-80K OTE- Ref:1079LA1

Ready to make the move from retail into wholesale? This global 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 & famils. 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.

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.

Experienced Travel Consultant

Sydney's South – Competitive salary & commission - Ref:1043SJ1

Seeking an experienced travel consultant who wants to work in a sales and service focused travel reservation position. This is a rare opportunity so be quick! You will need to bring with you, a positive attitude, fantastic customer service skills and travel industry knowledge. Most importantly you should love all things travel and be able to convey this to your customers. There may be the opportunity for profit share for the right candidate! Don't delay, apply today !

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

Corporate Travel Consultant

Melbourne \$Attractive Package Ref:1072KF1

Have you got a Corporate Travel background and a strong understanding of Galileo? Can you work to targets and offer outstanding customer service to Corporate and VIP Clients. Move aside from Retail travel and into a more challenging world of Corporate Travel Management. Strong GDS and past corporate or extensive retail experience is required. Your chance to have more of a work / life balance in a corporate environment, working Monday to Friday only on a rotational roster.

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 tour wholesaler is currently looking for a highly experienced BDE to be the face of their company and nurture their clients in Adelaide. If you have sales management experience and can be described as a very proactive person then I want to hear from you! Excellent benefits are on offer for those with a proven background in client relationship management and preference will also be given to those with training and development experience. Interviewing now!!

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

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For a limited time enjoy our bonus offer of a fantastic Apple iPad Mini, yours free* with every 5 confirmed and fully paid booking to one of JC Holiday's comprehensive range of hotel, tour and package options in the Gulf States and Jordan.

Our 2014/15 brochure is packed with exclusive packages, tours and hotel options all at **unmatched, wholesale rates.**

There is also unique insights, cultural tips and destination knowledge that demonstrate our unique and deep understanding of this exciting region.



JCHolidays

WE CARE

*TERMS AND CONDITIONS: APPLIES TO 5 CONFIRMED, FULLY PAID AND NON-REFUNDABLE BOOKINGS - MINIMUM OF 3 NIGHTS STAY EACH - OFFER VALID FOR BOOKINGS MADE FROM 14TH APRIL TO 31ST MAY 2014 ONLY - IPAD MINIS ARE DESIGNATED TO EITHER THE CONSULTANT OR THE COMPANY

* IPAD MINI WI-FI 16GB - SILVER/WHITE