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Travel Daily

First with the news

Tuesday 22nd April 2014

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CCS approves SQ/NZ pact

THE proposed alliance between Air New Zealand and Singapore Airlines has overcome its first hurdle after being given the nod by the Competition Commission of Singapore late last week.

Under the planned tie-up, Air New Zealand & Singapore Airlines will work together on revenue sharing as well as pricing, capacity & scheduling coordination on flights between New Zealand and Singapore, and beyond points.

The CCS said the SQ/Air NZ Proposed Strategic Alliance "could raise competition concerns but these would be offset by net economic benefits to Singapore."

Its verdict determined the pact would not infringe on Singapore's Competition Act.

CCS's assessment took into account third party feedback from the Civil Aviation Authority of Singapore, the Ministry of Transport & Changi Airport Group.

Air New Zealand this morning welcomed the Competition Commission of Singapore's decision, adding the alliance still required a green light from the New Zealand Ministry of Transport in order to proceed.

QF to reuse domestic open wine bottles

QANTAS cabin crew have been advised of new procedures which will see open wine bottles which have not been fully used during a domestic Business class flight stowed for reuse and offered to passengers on the next sector.

At present, any bottles opened are discarded at the end of each sector, with the change aiming to reduce waste and save costs.

Crew are encouraged to offer already open bottles to pax, and any partly used bottles will now be discarded at the end of the final flight of the day.

Today's issue of TD

Travel Daily today has nine pages of news & photos, including a photo page for AOT plus full pages from:

- AA Appointments jobs
- inPlace Recruitment jobs
- Travel Trade Recruitment
- Renault Eurodrive

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Travel Daily

First with the news

Tuesday 22nd April 2014

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HLO GST claim update

HELLOWORLD Limited has confirmed it will lodge an application for special leave to appeal to the High Court of Australia regarding the adverse ruling it received on its ATS Pacific GST case (**TD 27 Mar**).

Flight Centre ACCC appeal

FLIGHT Centre has confirmed details of its appeal against the Federal Court judgement which last month saw the company fined \$11 million over price fixing claims (**TD breaking news Thu**).

The appeal will see **FC** contend that "the penalties are manifestly excessive" compared to fines handed down in other cases, while the judgement itself also contains "errors and inappropriate extensions of the law," the company said.

The court divided airfares into two components - the flight itself and a "distribution and booking services" component, ruling that Flight Centre was an agent for airlines in relation to the air travel service, but competed with the carriers for distribution services.

"When the ACCC initiated legal action in 2012, we considered the case ironic given that FLT pioneered airfare discounting in Australia," said Flight Centre md Graham Turner.

"We also expressed surprise, based on our view that the case related to legitimate discussions between FLT and some airlines to ensure it had access to all fares that were released to the market.

"Having access to all fares is important because it ensures our customers are not disadvantaged," Turner said.

He said this also benefits travellers in general, because given that travel agents book

around 80% of international flights in Australia, it means that special offers are available from more than one source.

"Our right to seek access to fares is acknowledged in the undertaking accepted by the Court which states that 'nothing in the undertaking prevents Flight Centre from merely requesting that an international airline make an airfare available to it either through a Global Distribution System or otherwise,'" the company said in a statement.

Turner said he expected the appeal to be heard late in 2014, and in the meantime the company would continue to abide fully with the Federal Court's decision.

\$38 million cargo deal

QANTAS, Singapore Airlines, British Airways, Lufthansa and Cathay Pacific will jointly pay \$38 million to settle a long-running cargo cartel class action.

Action in the case has been discontinued against Air NZ, which won't participate in the payout (**TD breaking news Thu**).

Including expenses incurred in pursuing the case, law firm Maurice Blackburn will take about half of the payment with \$13m in fees and \$6m in costs.

Air NZ has also made application for its legal fees, amounting to almost \$3 million, to be paid as part of the settlement.

Souris departure

NSW Tourism and Major Events Minister George Souris is one of a number of Ministers to be axed under a cabinet shake-up by new Premier Mike Baird.

Souris took over the Hospitality portfolio three years ago.

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Domestic carriage up in 2014

OVER 60 million passengers flew on domestic commercial services in Australia in 2013, an increase of 2.4% on the preceding 12 months, new govt data shows. The Domestic Aviation Activity report for 2013, released by the

Dept of Infrastructure, Transport and Regional Economics last Thu, reveals that industry-wide load factors fell one percentage point last year to 76.5% as a result of capacity growth outstripping passenger traffic.

Seat utilisation decreased on 42 of the 58 revenue passenger kilometre routes.

The Melbourne-Sydney route dominated point-to-point services between Jan-Dec 2013, with 8.24 million pax flying the route - close to double that of the Brisbane-Sydney route at 4.3 million.

Brisbane-Melbourne followed with 3.18m pax, and then Gold Coast-Sydney with 2.44m.

The Launceston-Sydney route showed the highest percentage increase in traffic, rising 22.4% compared to the year prior.

SQ capacity decrease

SINGAPORE Airlines is set to reduce its A380 services to both Sydney and Melbourne, with GDS displays confirming the phased change starting next month.

SQ currently operates two of its four Sydney-Singapore flights using an A380, and this will reduce to one daily from 30 May, with the other three services utilising 777 aircraft.

Singapore Airlines will also cease operating superjumbo services to Melbourne from 26 Oct, with its four daily MEL-SIN flights to utilise a mixture of 777 and A330 aircraft.

Etihad senior recruits

ETIHAD has appointed Air Canada's senior director of flight operations, **Rick Allen**, as Senior Vice President Flight Operations, as part of the "progressive realignment" of EY to the new Etihad Aviation Group structure (**TD** 04 Mar).

Other senior appointments announced overnight include the promotion of **Chris Youlten** to Senior Vice President Airport and Network Operations; **Andrew Ward** as Senior Vice President Marketing; and **Fiona Morrisson** as Vice President Guest Experience for the new Midfield Terminal which will be Etihad's new hub from Jul 2017.

Calum Laming, currently General Manager Customer Experience for Air New Zealand, will return to Etihad as Vice President Guest Experience.

Etihad is continuing to recruit for key roles in its new structure, including the Chief Operating Officer position.

Sentosa Bali spiced up

MANTRA Group has formally opened the doors to its first Peppers-brand resort in Bali with the rebranded Peppers Sentosa Seminyak now welcoming guests.

The property offers 49 villas of between three & five bedrooms, each with private pools.

Peppers plans to develop new one and two-bedroom villas as well as renovate all existing rooms to the current company standard, the Aussie firm said.



Window Seat

AUSSIE Hollywood star Hugh Jackman has sent a shout-out to Ski Dubai, praising the indoor skiing facility as a special cross-promotion for his new film.

Ski Dubai sits inside the Mall of the Emirates, which has signed a promotional partnership with 20th Century Fox ahead of the film's upcoming cinema release.

"Hi, Ski Dubai. I wish I was with you in the slopes in Dubai," Jackman said, adding "Never thought I would say 'skiing in Dubai'; that city, you can do anything."

CLICK HERE to view the video.

NOTHING like a classic dumb criminal story.

A drug smuggler attempting to bring £200,000 worth of opium into the UK has been caught and will be jailed for six years after his bag containing the loot went missing, with the man reporting the lost bag to the airline.

The man was travelling from Iran and had hidden the opium inside tubes of hair cream, but when the bag went missing during a stop in Dubai, he filled out the standard lost bag forms.

Sniffer dogs detected the haul in the suitcase, which was also clearly labelled with his name, with border police arresting the man when he turned up, passport and claim ticket in hand, to collect the bag.

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Qantas finds its voice

QANTAS has signed a deal to be a major sponsor and the official travel partner of popular Channel 9 singing reality show *The Voice*.

It is the first time Qantas has signed to be the major sponsor of a music talent TV show.

The deal will see the flag carrier provide flights for contestants and their family & friends as well as celebrity judges Will.I.Am, Ricky Martin, Kylie Minogue and Joel Madden.

Qantas will also feature in TV spots and a top-secret "in-show integration execution."

QF Group executive for brand, marketing and corporate affairs Olivia Wirth said the partnership will provide Qantas the ability "to showcase our latest products, services and retail campaigns."

Amtrak sold via OTA

AMERICAN online travel agency CheapAir.com says it has become the first US web-based travel firm to sell both flights and Amtrak railway reservations at the one site.

CheapAir.com is offering Amtrak services between New York & Boston, New York & Washington DC and Boston & Washington DC, combinable with a vast selection of flight options.

DWC-DXB shuttle

DUBAI Airports will commence a free shuttle transfer between Dubai International Airport (DXB) and Al Maktoum International at Dubai World Central (DWC) from 24 Apr to 20 Jul due to runway works about to begin at DXB.

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Agents parade crazy Easter hats



CREATIVITY was certainly on show late last week at the TravelEdge offices, with Easter Thursday and the anticipation of the long weekend ahead celebrated with the company's annual Easter Hat Parade.

Many of the team put some considerable effort into their 2014 creations, while others went for a post-modern contemporary look and found new uses for office furniture and appliances.

Once all had been viewed and judged, the winners were Chethi Alwis, Lance Batty (who wore a gorilla mask) and Andrew Wilson, each taking home a delicious and sizeable Lindt chocolate Easter Egg to devour later.

Pictured above are some of the more interesting (including a teapot) modelled by Brook Hughes, Stu Milne, Samantha Wagland, Tracy Campbell and Sandra Kuhn.



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@dsw.com.au)

Position Closes: 28 April 2014

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Backed by a full travel agency model, you will have the accounting support, access to wholesalers and booking systems, ability to access to new leads and a soft phone access for you to answer inbound enquiries. The current systems used are Sabre and Sam.

You will also have the potential to be able to book client meetings in meeting rooms located at the Westpac Centre, if you desire.

If you are an experienced travel consultant who is looking to get away from the long hours required from high street / retail stores and manage your own time and working hours, then we would like to explore this opportunity with you.

Please send through a letter of interest outlining your experience and background, along with contact details to careers@pieinthesky.com.au

Seeing Oman from all heights



EXPLORING the rapidly growing range of luxury hotels and resorts was just one of many highlights of a recent incentive trip to Oman enjoyed by these Aussie agents from the Concorde Travel Group.

Hosted by Oman Tourism and Qatar Airways, the group basked in the QR onboard experience during their flights via Doha.

Over a week, the group had the chance to see some of Oman's most luxurious properties including the five-star Al Husn complex within the Shangri-La Barr al Jissah Resort and Spa.

Another was the real-life palace

of the Al Bustan Palace by Ritz-Carlton, created to accommodate the GCC kings and sheiks during a high-level visit in the 1990s.

The group were also given a private tour of the yet-to-open Alila Jabal Akhdar Spa & Resort, nestled on top of the Hajjar Mountain Ranges, which will offer a decadent range of treatments and holistic wellness experiences upon its opening from 05 May.

The group are **pictured** above wandering amid castles and forts, with other adventures enjoyed on the trip included a day sailing on the glorious Arabian Sea.

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Please contact: The Manager, Conference Consultant, PO Box 843 New Farm 4005 or email: michelle@educationcpe.com

Applications close 7th of May 2014



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

gallipolitour2015.com.au



Gallipoli by Trafalgar

TRAFALGAR says it has been flooded with enquiries on its 2015 trips to Anzac Cove and the Gallipoli Peninsula for pax looking to take in the Centenary event.

Bookings are open for two trips - a nine-day Highlights of Turkey with Anzac Day and a 15-day Best of Turkey with Anzac Day holiday, priced at \$1,799ppts and \$2,625ppts respectively.

Some aspects of the itinerary will be different depending on whether travellers were successful or unsuccessful in the recently-drawn official Federal Government Dawn Service ballot.

Successful applicants will take part in a special remembrance dinner at Canakkale prior to the Dawn Service, while others will visit Gallipoli earlier in the tour.

New Year in Tuscany

ALBATROSS Tours has launched a new tour in Italy designed for travellers looking to spend New Year's Eve in the Italian town.

Entitled "New Year in Tuscany", the seven-day adventure travels from Milan to Rome and includes three nights in the Tuscan town of Lucca, from where pax will ring in the change from 2014 to 2015.

Departing 28 Dec, the itinerary is priced from \$2,689ppts - phone 1300 135 015 for more details.

AirAsia X adding Xian

XIAN will join AirAsia X's network of destinations in China from 02 Jul, with the no-frills carrier launching new four weekly services from Kuala Lumpur.

AirAsia X already flies to Beijing, Shanghai, Hangzhou & Chengdu.



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About the Role:

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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.com.au)

Position Closes: 28 April 2014

TI Small Group reward

TRAVEL agents depositing Small Group Journeys in Apr & May for departures up to 31 Oct 2014 will earn a \$50 Coles Myer gift card in a new Travel Indochina incentive.

Small Group Journeys for Laos, Vietnam & Cambodia are eligible for the incentive, with registered agents in the company's "8 for 1" promotion (**TD** 20 Jan) also eligible for double points during the validity period.

Oman to lead MEA

TOURISM growth in the Middle East is expected to be led from the front by Oman, starting this year, according to a report by the World Travel and Tourism Council.

The WTTC's annual Travel and Tourism Economic Impact study for 2014 showed that tourism contributed 3% of the country's overall GDP last year, which will rise to 10.2% this year.

In monetary terms, tourism will make up RO1.08 billion (AU\$3b) to Oman by the end of the year.

Oman is proving increasingly popular with the Australian market, with visitor numbers to the country in 2013 up 33% year-on-year compared to 2012.

SA Expert program

SOUTH Australian Tourism Commission has launched its new online training program, inviting travel agents to become experts in selling holidays to the state.

Completion of the modules at a score of 90% or higher will qualify agents as an SA Expert and rewarded with a certificate and some special SA gifts - more info at www.trade.southaustralia.com.

Further, the SATC has launched its new trade website, featuring a range of suggested itineraries and new product available for sale through preferred wholesalers.

South African bargain

BENCH International has slashed the price of a 14-day self-drive package along South Africa's Route 62 by \$2,000 per couple, for travel between 01 May-31 Jul.

The itinerary commences in Cape Town & travels Stellenbosch, Oudtshoorn, Plettenberg Bay and Amakhala Game Reserve before culminating in Port Elizabeth.

Accom includes Kensington Place, Hog Hollow County Lodge and Bukela Lodge.

It is now priced at \$2,250ppts, including daily brekkie & car hire.

DON'T MISS THE LAS VEGAS SUPER FAMIL'!



AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

A VERY happy Easter to everyone and I hope that the long weekend provided a chance for many in the travel industry to re-charge.

The weekend also reaffirmed the Australian love affair with the Royal Family, with the TV showing us Prince William, Princess Kate and Prince George from every angle possible.

No doubt the tourism industry has plenty to celebrate as the most amazing images of Australia from the Sydney Zoo to Uluru have been sent all over the world. Another great reminder for all those loyal royal followers that Australia is the most beautiful country in the Kingdom.

On the political front last week and the weekend brought about some extraordinary events in NSW. First, Premier Barry O'Farrell resigned over a bottle of 1959 Grange. I guess if you are going to resign over a bottle of wine, that would be the one to choose.

The Premier found himself in conflict with the Independent Commission Against Corruption (ICAC) when a note was submitted into evidence which confirmed he had received said bottle of wine as a gift.

The previous day the then Premier had denied receiving it. A "Gotcha" moment but it does appear that his decision to resign has been reported as a demonstration of his ultimate integrity - the end of a robust political career. Then within 48 hours, NSW was introduced to their new Premier. Premier Mike Baird, the son of Bruce Baird (known to everyone in the Travel and Tourism industry as the Chairman of the TTF) has become the 44th Premier of NSW.

As I said, all very extraordinary as political games go.

If all this was not enough for the political commentators to have something new to talk about, on Sunday (20th April 2014) NSW mourned the loss of one of its greatest Premiers.

The Hon. Neville Wran, born in 1926, was Premier of NSW for a decade from 1976 and while his nickname was "Nifty" he is remembered for setting Sydney and NSW on a global path and many of the decisions made all those years ago continue to deliver for NSW today.

There will be a state funeral for Premier Wran; he will be remembered by all those in politics from both sides as a man who did some great things for the state of NSW. A most amazing turn of events over the past week and as those of you who know me, so much to talk about in politics.



Travel Agency Manager Merrylands



Travelplace Merrylands is a very well established and respected leisure agency within the up-market new Stockland Mall, Merrylands. 2TA001891.

With a top team of travel advisors and a strong repeat clientele this is a great career move for a proven leader looking to be totally involved in the day to day business. Strong consulting skills combined with high customer service focus and marketing and operations management offer opportunities to grow and expand the business.

Expertise in Sabre Pacific and Sabre Agency Manager would be an asset, together with strong fares and ticketing expertise in this IATA agency.

Reporting to the Managing Director (GR Hopkinson (Transport) Pty Ltd) the role attracts an excellent base salary plus incentive.

Apply together with Resume and references to: jaoneill@aspirationsconsulting.com

Soprano Britain push

VISITBRITAIN has recruited Welsh classical artist Katherine Jenkins as its latest celebrity to promote Britain's countryside and rural areas to overseas visitors.

The mezzo-soprano singer will record a new song and album as part of VisitBritain's 'Countryside is GREAT' promo, set to debut later this year in int'l markets.

She will also endorse the UK's culture and heritage.

"Hosting the Olympics has given us a big image boost around the world and we are now building on this to increase visitor numbers & spend," said VB ceo Sandie Dawe.

Marquis Tower 2

THE second tower of the JW Marriott Marquis Dubai has officially been opened by newly appointed gm Bill Keffer.

Tower 2 will gradually open 804 luxurious suites & rooms during 2014, boosting the total room count at the property to 1,608.

It also features a new two-tier function space which is located on the 72nd floor, providing panoramic views of the Dubai skyline, and a separate lounge - taking the property's tally of restaurants and lounges to 14.

The Emirates Group-owned hotel initially opened in Nov 2012.

AFL Rd 5 Results

CONGRATULATIONS
Sandrine Le Gaillard

from Keith Prowse Travel

Sandrine is the top point scorer for Round 5 of *Travel Daily's* AFL industry footy tipping competition and has won a Double Admission Pass to Taronga Zoo.



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



Eagle turns to Envoy

AMERICAN Airlines regional affiliate carrier American Eagle has been formally rebranded to its new name of Envoy Air in an effort to differentiate itself from other AA affiliates (*TD* 15 Jan).

Envoy will still operate flights for the American Airlines Group under the Eagle brand but as the only wholly owned subsidiary.

Eventually, the nine other regional affiliates flying regional services for AA will eventually adopt the American Eagle name.

Accor Broncos rates

MEMBERS of the Brisbane Broncos NRL club are eligible for a 15% discount on rates at seven Accor hotels in the city as part of a new official accommodation partnership between the two.

Supporters rates start from \$135 per room per night during the NRL season for Broncos members.

Kimberley Characters

AUSTRALIA'S North West Tourism has launched its latest "Characters of the Kimberley" marketing campaign, with the latest incarnation focused on three more identities of the area.

The pitch highlights local astronomer, Greg Quicke, *MV Great Escape* cruise chef Kylie Bartle and stockman Cyril Yeeda, their respective professions and individual passions for the area.

A series of short videos has been created showcasing each of the three and why they want to share the region with visitors.

G sustain Little Qosco

PLANETERRA, the sustainability and non-profit humanitarian arm of tour operator G Adventures, has opened a restaurant in the tiny Peru town of Huchuy Qosco in an effort to boost visitors.

The small eatery will be run by locals, with the town to appear on a variety of South American itineraries travelling through Peru.

G Adventures hopes to increase visitor numbers from 50 annually in past years to more than 15,000 now, providing an important financial lifeline to the community.

HA/CA sign codeshare

HAWAIIAN Airlines has confirmed a new codeshare deal with Air China - as flagged first by *Travel Daily* (*TD* 30 Jan) - following the recent launch of scheduled HA services to Beijing.

HA customers will be able to buy tickets via PEK to Shanghai, Guangzhou and a number of other Chinese cities, while CA pax can fly onwards through Honolulu to Kahului, Lihue, Kona and Hilo on HA and CA flight numbers.

The future of travel

VIRTUAL reality is set to change the way consumers book and prepare for travel, according to a *Future of Travel* report from flight aggregator Skyscanner.

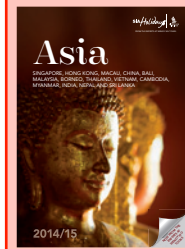
The study found that by the year 2024, travellers will readily use technologies such as Google Glass or smaller to 'try before they buy' experiences, sights & sounds of a destination before booking.

Created in conjunction with The Future Laboratory, the report canvasses opinions of futurologists and tech experts - see www.skyscanner2024.com.

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.



Singapore Airlines Holidays - Asia 2014/15

Now under the management of Wendy Wu Tours, the new-look Singapore Airlines Holidays offer a majorly enhanced Asian product range with package itineraries including airfare with Singapore Airlines. Wendy Wu Tours has injected its vast knowledge of North Asia into the program, with a huge range of hotels in China, Hong Kong, Vietnam, India and many more nations. The 132-page guide also offers a comprehensive guide to Singapore, both as a stopover city & a standalone holiday destination.



Greece & Mediterranean Travel Centre - Turkey 2014

Natural wonders from the lime cascades of Pamukkale, the rock formations of Cappadocia and many more highlights in Turkey feature in this new brochure. Across 68 pages, the range includes a variety of coach tours, small group journeys, privately escorted tours and independent itineraries as well as tours also taking passengers to the neighbouring Greece islands. Customers can also design their own itineraries with a wide range of hotels, transfers, earlybird deals and group discounts.

Marketing Assistant

Pinpoint Travel Group is one of Australia's leading independent wholesalers. We provide travel services through our brands Freestyle Holidays, Rosie Holidays and United Vacations. An exciting opportunity awaits an organised, customer focused Marketing Assistant, reporting to the Marketing Manager (Wholesale), responsibilities include:

- Assist Marketing Manager and team with the implementation of marketing activities.
- Source offers and produce marketing material, including briefing creative work and copywriting.
- Measure and analyse marketing campaign results and compile campaign reports.
- Building relationships with clients, suppliers and internal stakeholders.
- Supporting a busy marketing team, including invoicing and general administration.

To be successful in this role, ideally you will have the following attributes and experience:

- Tertiary degree qualifications with a marketing or tourism major.
- 1-2 years' previous experience in a marketing role.
- Experience in, and understanding of the travel industry and travel systems.
- Strong copywriting skills and a high level of computer literacy.
- Be able to manage priorities and work well in a fast paced environment.

To apply, please email your resume and a cover letter to alicia.hambly@au.pinpoint.biz. Applications close 4pm Monday 28 April 2014. No agencies please.



AOT 2014 famil a mega success

THE 2014 AOT Group Mega Famil recently concluded after an amazing 12 day once-in-a-lifetime adventure in Australia for 70 participants from around the globe representing countries including Austria, Denmark, France, Germany, Italy, Norway, Poland, Sweden, Switzerland, the UK and the USA.

The Mega Famil was split into 2 modules, each exploring different regions of Australia before meeting up in Melbourne (**pictured right**) for the final section of the trip.

Module 1 explored the West Coast of Australia, South Australia and Victoria while module 2 visited Tropical North Queensland, the Red Centre and Victoria.

This fantastic event would have not been possible without the generous support of AOT's accommodation and touring partners, the State Tourism Organisations and Tourism Australia.

The AOT Group would like to thank all of the Sponsors and Supplier Partners who made the Mega Famil 2014 the terrific success it was!

Thanks to Australia's Coral Coast, South Australian Tourist Commission, Tourism & Events Queensland, Tourism Australia, Tourism NT, Tourism Victoria, Tourism Western Australia, 12 Apostles Helicopters, AAT Kings, Abbey Beach Resort, Accor Hotels, AHL Hotels & Resorts, Airlink Ground Transport, Airport Connections, Avis, Bensons Limousines, Cairns Tropical Zoo, Cape Lodge, Crown Hotels, Down Under Tours, Exmouth Bus Charters, Hilton Hotels International, IHG, Kangaroo Island Odysseys, Kangaroo Island Sealink, Kangaroo Island Wilderness Tours, Kings Canyon Resort, Kings Creek Station, Lady Bay Resort Warrnambool, Ningaloo Safari Tours, Ocean Freedom Cruises, Pan Pacific Perth, Pinnacle Tours / Go Adams, Potshot Hotel, Prestige Connections, QT Port Douglas, Ramada Resort Phillip Island, Reef Magic Cruises, Regional Air Express, Royale Limousines, Silver Needle Hospitality, Starwood Hotels & Resort, Thala Beach Lodge, Three Islands Whale Shark Dive, Toga - TFE Hotels, Two Feet & a Heartbeat Tours, Voyages Indigenous Tourism Australia & Wooroonooran Safari Tours.

RIGHT: One of the groups exploring Victoria's Great Ocean Road.

BELOW: This group clearly enjoyed some of the local product in WA's Margaret River region.



ABOVE: Mega famil participants enjoying the stunning blue waters of Ningaloo Reef, WA.



RIGHT: Tropical North Queensland put on a beautiful day for the Mega Famil.



BELOW: Some of the AOT Mega Famil participants travelled to spectacular King's Canyon in the NT.



BELOW: An AOT Mega Famil group at the picturesque Remarkable Rocks located on Kangaroo Island, South Australia.



ABOVE: Hands up if you're having a good time on the AOT Mega Famil!
This group clearly enjoyed visiting Uluru during their trip.





Sponsored by:



CONGRATULATIONS

Jessie Sharpe
from Qantas

Jessie is the top point scorer for Round 10 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a travel adapter, courtesy of Emirates.

Major Prize:

Two return Economy Class airfares to Dubai with Emirates

GDS upgrade LH sites

AMADEUS has carried out a full transformation of Lufthansa's online shopping and booking websites using a suite of its e-commerce solutions.

The new website offers a more streamlined booking experience for travellers with better navigation and transaction flow capability across both web-based and tablet optimised platforms.

InterCon reopening

INTERCONTINENTAL Hotels Group today announced the reopening of the 424-room and 92-suite Grand InterContinental Seoul Parnas in South Korea after a 10-month refurbishment.

Ascend additions

CHOICE Hotels Australasia has added two new properties to its Ascend Hotel Collection group. Paradiso Resort and Balgownie Estate Vineyard Resort & Spa, located in Kingscliff, NSW and the Yarra Valley, Vic respectively are the newest members, taking the group size now to five properties. "Growing the Ascend Hotel Collection is a priority for Choice Hotels in 2014," Choice Hotels Australasia ceo Trent Fraser said. "We have an aggressive expansion strategy in place which is targeting a further five hotels in 2014 and we are firmly on track to meet this number."

Ascend properties differ from other Choice Hotel brands (Econo Lodge, Comfort, Quality and Clarion) as each property retains its individual name, but gains access to CHA's distribution channels, reservations, global network and more.

The main Choice Hotels group is also actively looking to expand into Brisbane, Adelaide and Melbourne, Fraser added.

AAX fly-thru to CMB

AIRASIA X has added Singapore & Bangkok to the destinations on its 'Fly Thru' network operating from Colombo, enabling pax to book connecting flights under the one itinerary and have their bags tagged and transferred to their final destination.

Niue dining shuttle

BURGEONING Pacific Island nation Niue has launched a restaurant shuttle service for the purpose of promoting restaurants outside of hotel precincts, with service beginning this weekend. The Niue Restaurant Shuttle will operate on Sun, Mon, Wed & Sat each week, priced at \$5pp for a return trip, with seat reservations made through the Matavai Resort.

For more information on the service, email Precise Travel Marketing on niue@ptm.net.au.

Singapore sightseeing

INTREPID Travel has introduced a new 3.5hr Urban Adventure in Singapore, designed for travellers wanting to learn more about Singapore's culture and history.

The guided tour departs Chinatown MRT Station at 2pm daily and explores Singapore's largest hawker complex where participants get to sample some of the local fare.

The trip is priced at approx \$55.

#EtihadSuggests tips

A NEW social media initiative by Etihad Airways is aiming to assist travellers with holiday queries on Facebook or Twitter.

The carrier says it will reply to requests featuring the hashtag of #EtihadSuggests within 10mins.

Early safari payment

SAVINGS of 10% are available on a 24-day African journey from Nairobi to Livingstone with Topdeck if paid in full six months in advance.

Departures are available until Dec 2015, priced in full from \$3,112 per person inclusive of local payment - ph 1300 886 332.

Sabre sets IPO price

SHARES in travel technology giant Sabre launched on the Nasdaq Global Select Market late last week at an initial opening price of US\$16 per share.

More than 39 million shares were released, trading under the symbol of "SABR" and raising between US\$588m and \$677m, which will be used to repay debt.

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.14: The majority of Back Track Adventures Kokoda treks travel in which direction?



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

NATIONAL SALES MANAGER SYDNEY – EXCELLENT SALARY PACKAGE

Make the move you won't regret! We're looking for a strong sales professional who has experience within a national or state sales role. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a strong brand ring and have a confidential chat with one of our executive recruiters today.

NEW ROLE

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.

6 MONTH CONTRACT

IMPLEMENTATION SPECIALIST SYDNEY – SALARY PACKAGE \$\$\$

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

YOU CAN'T WORK WITHOUT TECHNOLOGY

ACCOUNT MANAGER SYD- EXECUTIVE SALARY PACKAGE

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

WOW, WHAT AN OPPORTUNITY

WHOLESALE TEAM LEADER SYDNEY-SALARY PACKAGE \$75K ++

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

CORPORATE OPERATIONS ACROSS THE NATION

TEAM LEADER / MANAGER SYD, MEL & PER- 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

HIT THE HEIGHTS OF INDUSTRY SALES

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.

MAKE AN IMPACT TO CLIENT ACTIVITY

CORPORATE ACCOUNT MANAGER X2 SYD & PER – 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. These are rare roles, ring today for a confidential chat

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Did you “switch off”
this Easter?

Read the latest inPlace blog



Senior Luxury Travel Consultant - Sydney

- ▶ Prestigious, reputable established agency
- ▶ Lower North shore
- ▶ Mature, established team



Sandra Chiles

A fantastic opportunity to join a well-established, reputable & award winning agency located in Sydney's leafy lower north shore, just a stone's throw from the thriving CBD.

Recognised for their exceptional customer service and their ability to access exclusive luxury travel deals and upgrades. You will be in your element creating customised high-end itineraries for the discerning traveller to all corners of the planet.

As the ideal candidate your career background will include high end leisure or retail consulting experience with strong CRS knowledge preferably Sabre & Tramada (other systems will be considered).

So join this knowledgeable team and utilise your passion to sell fine hotels and special interest luxury itineraries.

Call Sandra or [click here](#) for more details

Private Groups Consultant - Sydney

- ▶ 18 Month contract
- ▶ Work on unique programs exclusive to this operator
- ▶ Salary \$45K + super

Arrange flights, accommodation, transfers & coordination of tours on behalf of Schools, Parishes, Pilgrim & study groups throughout Italy, Germany & Israel.

Call Ben or [click here](#) for more details

Sales Manager- Online Hotels - Sydney

- ▶ Online hotel software product sales!
- ▶ Sydney based role with remote reporting
- ▶ Salary \$55K + super + incentives

Our client is a player in the online Accommodation and Destinations Services market. Currently expanding they need a Sales Mgr for existing & new wholesale clients.

Call Ben or [click here](#) for more details

Retail Manager - Sydney

- ▶ Western Sydney location
- ▶ Busy shopping centre location
- ▶ Salary base up to \$70K + super + incentives

Join this fast paced, busy agency & utilise your leadership skills to mentor and guide this enthusiastic team. Galileo & Crosscheck immediate start.

Call Sandra or [click here](#) for more details

Ski Specialists - Reservations Cons - Sydney

- ▶ 2 positions located on the Northern Beaches
- ▶ Put your passion for international ski holidays to work
- ▶ Salary from \$45K + super

Speciality locations include: North America & Japan but not limited to these locations. If Europe is where your knowledge is strongest, we want to hear about that too!

Call Ben or [click here](#) for more details

Multi-Skilled Corporate Cons - Melbourne

- ▶ Multiple roles in Melbourne's Eastern Suburbs
- ▶ International and Domestic bookings!
- ▶ Salary DOE, Intermediate, Senior & Senior Leisure roles

Due to a boom in new business, I'm seeking both corporate & corporate leisure consultants for this boutique corporate travel agency. Amadeus knowledge is essential.

Call Ben or [click here](#) for more details



Working in partnership with the Australian Travel Industry

Senior Retail Travel Consultant

Gold Coast - \$DOE+Uncapped Comm – Ref:1011PS1

Are you an experienced Retail Travel Consultant looking for a better work life balance? This independent travel company are recruiting now and are looking for well travelled, target orientated consultants to join their centrally located Gold Coast office. If you have solid GDS skills, extensive worldwide product knowledge and looking for a better work life balance; this could be the chance you have been looking for! Working Mon – Fri 9 – 5 and a half day Saturday once per month!

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

Customer Support Travel Team Leader

Sydney – \$DOE + bonus – Ref:1991SJ2

Do you have experience in travel customer service, airfares and ticketing and content management? I have a unique leadership opportunity with a leading travel company based in Sydney. I am looking for a strong leader with a varied travel background to manage a strong team in various travel support areas. An attractive salary package with bonus & incentives is on offer to the successful candidate. Interviewing ASAP so apply now and don't let this opportunity pass you by.

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

Retail Groups Travel Consultant

Melbourne \$Competitive Ref: 0945KF1

Do you love leisure travel ?! Do you have experience in booking groups or, an experienced retail consultant looking for a change ? This travel organisation is looking for someone to join their team in the fashionable Inner Suburbs of Melbourne. Within this dynamic team no two days will be the same! You will use your groups booking experience to make worldwide travel arrangements for anything from 10 – 400 passengers, with a large focus on itineraries, airfares and tickets.

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

Multi-Skilled Travel Consultant

Perth \$DOE Ref:1099LB1

Want to work on both corporate and leisure clients? This established, well-respected travel agency is looking for a multi-skilled travel consultant who can deliver superior customer service to both their leisure and corporate clients. Sabre and Tramada experience is required to be a successful candidate for this unique company. Those with fares and ticketing backgrounds will also be looked upon favourably. Fantastic opportunity for career progression!

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.

Corporate Leisure Travel Team Leader

Sydney - \$65-75K + incentives: Ref 1075SJ1

A fantastic opportunity to work within a leading travel provider as their Team Leader. This small team of experienced consultants are looking for a motivated & proactive leader. You will bring your high end consulting experience as well as your strong team mentoring skills. This is a hands on role, you will enjoy the diversity of reservations & leading a friendly & professional team. Be rewarded well with a great salary, plus bonuses, modern office & a central location.

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

Sports and Entertainment Travel Consultant

Melbourne \$50-60k OTE Ref:1065KF2

Want to bring your passion for sport and entertainment and your travel experience together? Seeking a sports lover or entertainment guru that wants to work in a travel reservation position. 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 sports or entertainment and have a good understanding of national and international events and destinations.

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

Business Development Executive

Adelaide \$50K + Super + Benefits Ref: 1036LB2

Established tour wholesaler is interviewing now for a highly experienced sales representative to be their brand ambassador in SA, looking after some clients in NT as well. Excellent benefits are on offer for those from a proven background in client relationship management, and preference will be given to those with training and development experience & skills. If you are super organised and love working autonomously on the road, then I want to hear from you!

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



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