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Earliest earlybirds, ever

CATHAY Pacific has kicked off the earlybird airfare season about three weeks earlier than last year - once again launching its 2015 Europe fare deals via an exclusive arrangement with Flight Centre.

Last year FC described its CX fares as "exclusive pre-earlybird offers," (**TD** 23 Aug 13) but this year they're simply "CX Europe Earlybirds," with prices leading in at just \$1637 Economy return from Sydney to Milan.

Deals are also available for flights to Amsterdam, Rome, Paris, Frankfurt, Manchester and London, and the earlybirds also include Premium Economy and Business class fare levels.

The specials are valid for travel 01 Mar-31 May 2015.

Other agency groups are

understood to be surprised that CX has again chosen to release the fares to Flight Centre prior to other travel agents.

However, Cathay Pacific sales & marketing manager Julie Reid told **TD** "we work with all of our travel partners in a variety of ways through the year, some of which include exclusive offers."

"We welcome all proactive approaches from our travel partners and we will explore any commercial partnership opportunity that is presented."

Reid said that over the last 12 months, CX in Australia had significantly improved the level of flexibility offered to all travel agency types, including credit card acceptance as well as simplifying fares and fare rules.

"We remain committed to all travel agents throughout Australia," she added.

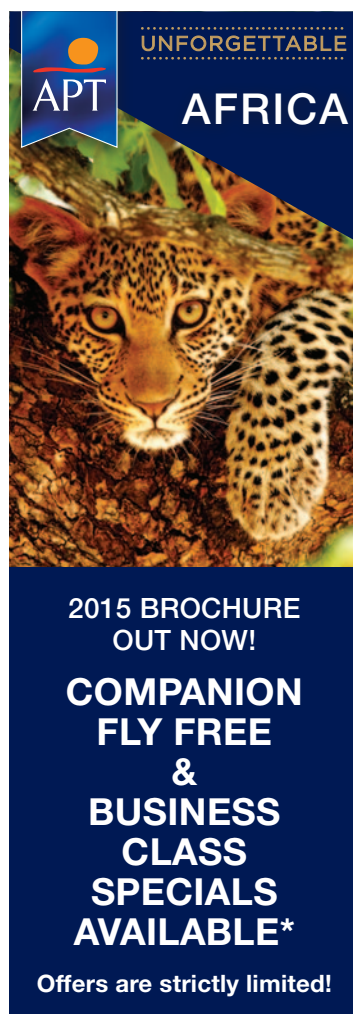
Nine pages of news

Travel Daily today has nine pages of news, a front cover page for **Etihad Airways** plus full pages from: (**click**):

- AA Appointments jobs
- Lufthansa
- Santa Monica
- Amadeus

Etihad's million miles

TRAVEL agents are being invited to become "SuperSeller Millionaires" in a major Etihad incentive for sales from 28 Jul-15 Oct - see the **cover page** for info.



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CTM expands in US south

WITHIN two months of expanding its presence to the US northwest, Corporate Travel Management today revealed plans to expand in the US south.

The Aussie TMC today revealed it was acquiring Houston-based travel business Avia International Travel for US\$4.125m in cash and shares (**TD** breaking news).

Managing director Jamie Pherous said purchasing Avia "will allow us to better leverage our combined buying power, client facing solutions, and support expertise moving forward."

Avia International Travel has a workforce of around 40 staff and primarily handles corporate business, with a strong niche in the oil & gas and marine sectors.

CTM said "Their expertise further complements our strong value proposition to this

sector particularly in Australia, Singapore, Texas & Alaska."

The acquisition of Avia is slated to take effect on 01 Sep.

The Texan company's annual sales volume was approx US\$50 million at 31 Dec 2013, which will tip CTM's combined North American TTV in excess of US\$500 million for FY15.

Last month, CTM finalised the sale of USTravel, one of the largest TMCs in Alaska and the Pacific Northwest (**TD** 03 Jul).

EK Qantas Club entry

QANTAS is advising of changes to domestic and international lounge entry for passengers flying with alliance partner Emirates.

Effective 01 Oct, Economy Class passengers on EK flights will need to have a QF or JQ flight number on a ticket for an onward flight to gain entry to the Qantas Club.

"As with all our other airline partners, this change means that as a Qantas Club member you need to book a QF flight number to access Qantas and Partner lounges when travelling in Economy on Emirates," QF says.

LH Y+ launch fares

LUFTHANSA has released fares for its new Premium Economy cabin which will enter service on the Hong Kong-Frankfurt route in Dec, priced from \$2,299 plus taxes & charges - see **page 12**.

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Bunnik slashes group sizes

BUNNIK Tours has launched a major assault on the touring market today, with its 2015-16 program seeing a maximum of 20 passengers on every trip worldwide (**TD** breaking news).

MD Dennis Bunnik told **TD** the company will continue to use full sized luxury coaches for its tours, meaning that every passenger will have significantly more room.

"We can all relate to the great feeling you have when you find out the seat next to you is free on a flight - from now on Bunnik Tours clients can experience that feeling every day," he said.

"Small groups have always been at the heart of the Bunnik Tours philosophy because smaller groups mean a better holiday experience," Bunnik added.

Interestingly, the new Bunnik brochure which has been released this week also includes a detailed comparison chart which contrasts the group sizes, transport, accommodation and transfer, meal, tipping and sightseeing inclusions of Bunnik with its key competitors.

The table features Scenic Tours,

APT, Globus, Insight, Trafalgar, Albatross, Cosmos and Trafalgar Cost saver, and invites travellers to "choose the right tour company."

The new expanded brochure is being distributed from today, with new tours to Southern Italy, Sicily & Malta, a Treasures of Eastern Europe trip and cruise/tours to Spain and central Europe.

Consultants are being invited to familiarise themselves with the new Bunnik offering to prepare for significant consumer interest as a result of a major advertising campaign which kicks off this weekend and encourages clients to visit their local travel agent.

The Bunnik agent website at bunniktours.com.au/agents can be accessed with username 'agent' & password '1300 125 007'.

Friend to FC Canada

FORMER Flight Centre NZ chief Michael Friend has taken a new Vancouver role as Vice President of Product and Wholesale for Flight Centre North America.

He's responsible for FC's Ticket Centre, Contracting, GOGO Vacations and product delivery.



Window Seat

AS WELL as driving a need to develop a stronger tourism industry, the small population on remote Pitcairn Island (see **page 8**) has other implications.

Speaking in Sydney yesterday, local Jacqui Christian admitted "the only sport we play now on the island is tennis - we don't have enough people for rugby."

Christian is a busy lady too - as well as representing the tourism organisation she is also the editor of the island's newspaper.

FLIGHT Centre ceo Graham Turner reminisced about how he started in travel at the CAPA conference in Sydney today.

Late last year he took part in a special gathering of some of the passengers on board the very first Topdeck tour 40 years ago.

Turner said the trip had included Marrakech which was famous for "hash-based lollies."

These had been so popular that "one of the participants at the reunion 'couldn't remember if he'd actually been on the trip.'"

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Perth officially welcomes Etihad



ETIHAD Airways celebrated the launch of its new daily services between Abu Dhabi and Perth last night with a gala event at Kings Park hosted by chief commercial officer Peter Baumgartner.

The 300 guests participating in the celebration included WA Ministers, sporting legends and international superstars such as Ronan Keating.

Baumgartner told attendees

Etihad has been “delighted by the enthusiastic response” to the Perth service, which commenced on 15 Jul using Airbus A330-200s.

Pictured flanked by cabin crew from left are Adam Gilchrist, cricket legend; HE Pablo Kang, Australian Ambassador to the UAE & Qatar; Liza Harvey, WA Tourism Minister; Peter Baumgartner, EY cco and Brad Geatches, Perth Airport ceo.





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FC data feeding into CAPA report

FLIGHT Centre is providing detailed ticketing data on various domestic Australian city pairs to feed into a new in-depth report on the Australian aviation sector which is being produced by CAPA Centre for Aviation and FC's new 4th Dimension business consulting division (**TD** 13 Jun).

The *Australian Aviation and Airfare Analysis* will be collated using data from across the retail and corporate divisions of the Flight Centre Travel Group, with 4th Dimension gm Virginia Fitzpatrick saying the availability of the ticketing information and the CAPA partnership presents an exciting opportunity.

“This report will provide a definitive guideline for finance, procurement and travel managers as it captures and analyses average ticket price patterns and also includes the latest trends and predictions for domestic aviation,” Fitzpatrick said.

CAPA chairman Peter Harbison told **TD** that the report will fill a key market intelligence gap.

He said preliminary results showed that domestic ATPs (average ticket prices) had fallen consistently from Oct 2013 through to Jun 2014, with some sectors diving by up to 9%.

Harbison predicts that during the latter half of 2014, there is unlikely to be any aggressive carrier discounting or capacity additions, with weak consumer demand due to the Federal Budget uncertainty unlikely to recover until late 2015.

CA doubling LHR

AIR China is set to add a second daily flight between Beijing and London Heathrow from 26 Oct.

CA's double daily London flights will utilise two-class A330 aircraft meaning it will no longer offer First Class on the route.



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Train & Cruise couples

ROCKY Mountaineer is planning to further develop the "synergies" between its product and Alaskan cruising - see tomorrow's edition of **TD Cruise Update** for details.

GoldLeaf 2.0 on the roll out

ROCKY Mountaineer will next year begin a four-year phased roll out of a significantly enhanced GoldLeaf coach product on its five iconic rail routes in Canada.

Brand new, technologically advanced and climate controlled seats, sourced from the Czech Republic, which can be heated or cooled to suit will headline the major product refurbishment.

The new product, which comes in line with the company's 25th anniversary in 2015, was revealed to **Travel Daily** at a trade event in Sydney last night, attended by the company's local team and global vice-president sales Bob Nicholas.

"It's taking our iconic world-class GoldLeaf coach and refurbishing it," Nicholas told **TD**.

Other features of the new seat design include tables which come from the armrest, removing any inflexibility of tables as a result of a seat in front reclining.

Lumbar support will be included to increase comfort, along with modern necessities such as a USB port and electricity connection.

Nicholas said the improvements were "right for us" and came as part of the company's existing major asset rebuild schedule.

The first of sixteen coaches

offering the new product is currently being tested with engineers onboard, with three to four to be rolled out each season over the next four years and deployed on all five routes.

"We've completely re-done the downstairs. The lighting has all been redone in the top, so this is a multi-million dollar per-coach investment."

"Point being, we're not standing still," Nicholas added.

"We're continuing to invest in the brand, innovate and that's going to be really important going forward. We're excited about the rollout of this."

MEANWHILE, Nicholas added that Rocky Mountaineer's lead-in RedLeaf product "will be phased out in the not too distant future".

While remaining in place for the foreseeable future, Nicholas said the company had advised trade partners not to count on growth from RedLeaf because its share of the market had been growing "smaller and smaller every year".

"The consumers are voting and they want to have the latest in technology and the latest in comfort," Nicholas said.

"It's a consumer choice, not a Rocky Mountaineer choice."

Mountains come to living rooms



ICONIC Western Canada rail trip

Rocky Mountaineer is playing a starring role in the Friday night TV viewing of families Australia-wide via appearances on Network 10 lifestyle program *The Living Room*.

As part of the collaboration, celebrity chef and host of *The Living Room*, Miguel Maestre was on hand last night to share his Rocky Mountaineer experience at an industry event in Sydney.

Along with fellow host Dr Chris Brown, Maestre travelled to Canada earlier this year to experience Vancouver and one of the train's five scenic journeys.

Maestre was full of praise for the overall Rocky Mountaineer product, speaking particularly about the high standard of food onboard, a subject in which he is extremely well practiced.

A short excerpt of the opening of the series was screened, showing the pair keen to be like true Canadians in a short 24-hour

period prior to boarding.

Brown and Maestre visited the Gastown district before venturing to Grouse Mountain to hang out with lumberjacks & grizzly bears.

Maestre is **pictured** above second from left with the Rocky Mountaineer team of Robert Halfpenny, Bob Nicholas, Steve Farrelly and Julie Golding.

See **TD** on Facebook for more pics from the night - **CLICK HERE**.

Team growing in Aus

AUSTRALIA'S team of Rocky Mountaineer representatives has recently expanded further to five, with the company recently hiring a sales manager in Queensland.

Further expansion in Melbourne is likely in the near future, Rocky Mountaineer global sales vp Bob Nicholas told **TD**, saying Australia continued to provide a great return on investment, justifying the increased local workforce.

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Cebu Pacific set for Sydney



THE imminent launch of Cebu Pacific flights between Manila and Sydney (**TD** 16 Jun) is set to significantly stimulate the Australian market for travel to the Philippines.

Yesterday, Domingo Ramon C. Enerio III, chief operating officer of the Philippines Department of Tourism's promotion board, laid out an ambitious target to boost Aussie visitor numbers to 500,000 by 2016.

Australia is currently in sixth place overall in terms of arrivals into the Philippines - but in third spot when it comes to visitor spending, behind Korea & the US.

Speaking at a function in Sydney he confirmed that a major marketing campaign for the

Philippines is planned to dovetail with the launch of the Cebu Pacific flights, with a significant social media component.

Cebu Pacific's new Sydney-Manila direct services kick off with a single class A330 from 09 Sep, initially four times per week with a fifth weekly service to be added from Dec.

Pictured above at yesterday's event are, from left: Ritchie Tuano, Cebu Pacific manager long haul sales; Domingo Ramon C. Enerio III, Philippine Tourism Promotion Board; Anne Jalando-On Louis, Philippines Consul-General in Sydney; Alex Reyes, Cebu Pacific gm long-haul; and Consuelo Jones, Philippines Tourism.

Cebu urges more rights for Philippines

PHILIPPINES-BASED low cost carrier Cebu Pacific has formally requested further aviation bilateral talks between the Philippines and Australia, with the carrier's growth significantly constrained by current seat allocations.

Cebu Pacific gm long-haul, Alex Reyes, told **TD** yesterday that the Philippines currently only has 6,000 seats per week available into Australia's four major gateways, of which the lion's share is currently taken up by Philippine Airlines.

The new Sydney-Manila Cebu Pacific flights which debut in just over a month can only operate a maximum of five times per week, with the carrier restricted to a total of 2200 weekly seats.

By comparison, carriers from Malaysia currently can access a total weekly allocation of around 38,000 seats, he said.

Reyes said that he expects traffic to be evenly divided between VFR passengers from the large contingent of Filipinos living in Australia and new leisure customers, who will be able to access the huge variety of holiday options in the Philippines via Cebu Pacific's extensive domestic network across the country.

Uluru in View event

VOYAGES Indigenous Tourism Australia is hosting a unique photography and culinary weekend experience at Ayers Rock Resort from 10-12 Oct.

Dubbed *Uluru in View*, the two day event will feature a number of high profile photographers who will conduct informative workshops and tours.

The weekend includes Tastes of the Outback - an outdoor dining experience with a contemporary bush tucker-inspired menu by Mark Olive, aka the Black Olive.

Two-night packages for *Uluru in View* at Sails in the Desert are priced from \$1,495ppts - for more details, **CLICK HERE**.

GVI appoints GTI

PR AGENCY GTI Tourism has been appointed as the Australian representative for Global Vision International.

GTI will be tasked to position the organisation as a world leader in voluntourism and drive interest in GVI's range of volunteer projects and internship programs.

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CZ Big Apple debut

FOUR weekly nonstop services linking Guangzhou with New York JFK have been launched this week by China Southern Airlines.

Regional gm Australia/NZ Henry He said New York was an "important new destination" for the carrier's Australasia travellers. "The new service offers a perfect opportunity to combine the two cities, not only for leisure travellers but also for the many Australian business people who work closely with both China and the US," He commented.

CZ is operating the route using four-class Boeing 777-300ER jets, equipped with 309 seats.

Kakadu recruits

KAKADU Tourism has today announced the appointment of Ruth Watson as sales & marketing manager, based in Darwin.

Watson has been based in the NT for three years, working for travel firms including Airnorth, Adventure Tours Australia and WayOut Back Safaris.

At Kakadu Tourism, Watson will be responsible for Kakadu Crocodile Hotel, Kakadu Cooida Lodge, Yellow Water Camping, Yellow Water Cruises and Spirit of Kakadu Adventure Tours.

Sail Walk in Tasmania

A COMBINED hiking and sailing experience of the stunning Wine Glass Bay has been compiled by the Tasmanian Walking Company, commencing in Oct and running through until May.

Available as either a four or six day itinerary, the new *Wineglass Bay Sail Walk* departs from Hobart & includes guided walks of Maria Island, Schouten Island, Cooks (or Bryans) Beach, Wineglass Bay and the Tasman Peninsula (six-day trek only).

The 75-ft *Lady Eugenie* luxury yacht is used as the mode of transport and accommodation.

Trips are capped at 10 guests, with prices leading in at \$2,990 & \$3,990 per person twin-share - see wineglassbaysailwalk.com.au.

Rome city tax rise

RSI Group in Italy is advising of increases to the Rome City Tax taking affect from 01 Sep.

Changes will see the city tax structure change to €7 per person per night for stays in 5-star hotels, €6 for stays in 4-star hotels, €4 in 3-star hotels or €3 in 2- & 1-star hotels, valid for up to 10 nights.

The tax is to be paid by guests directly to the hotel before the end of a hotel stay.

St Regis Kazakhstan

STARWOOD Hotels & Resorts will introduce The St Regis brand to Kazakhstan, revealing overnight it will open a hotel and residence in Astana in 2017.

Abu Dhabi roadshow a smash



ABOVE: Around 300 agents and consultants from leisure & MICE specialists attended Abu Dhabi Tourism & Culture Authority's three city roadshow in Sydney, Melbourne & Brisbane recently.

Partners included Jumeirah at Etihad Towers Abu Dhabi, Anantara Hotels, Resorts & Spas, Mafraq Hotel, InterContinental Hotel, Yas Island Big Bus Tours and DMCS, Hala Abu Dhabi and Arabian Adventures.

Country manager for TCA Abu Dhabi Australia Michael Woods said agents attending were keen to up-skill their knowledge on the destination and learn more about

the cultural, adventurous and luxurious experiences on offer.

Pictured is grand prize winner Erika Affolter from Concierge Traveller (right), with Michael Woods and Cheryl Cook, Etihad Airways manager NSW/ACT.

Taiwan Aus visits up

TAIWAN Tourism Bureau has today reported a 27% year-on-year uptick in the number of Australian travellers entering the country between Jan and May.

The organisation also reports that Taipei welcomed 5.3 million visitors in 2014.

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Pitcairn shares its Bounty



AUSTRALIA has been earmarked as a key target market for the remote Pitcairn Islands, where getting to the destination is half the fun (**TD** 01 Jul).

The fabled Pitcairn Islands are where Captain Bligh's infamous mutineers settled in 1789 with their Polynesian girlfriends, and when you see the idyllic setting, it's easy to understand why.

Locals have launched a major strategy to boost tourism, including the appointment of Richard Hankin from Tropics Marketing to represent the destination in Australia.

Yesterday seventh generation Pitcairn Islander, Jacqui Christian, who is **pictured above** with Hankin, presented the Pitcairns at a function in Sydney, and it certainly sounds very tempting for adventurous Aussies.

Packages have been developed for departures right through to 2016 in conjunction with new passenger shipping services.

Getting to Pitcairn from Australia involves a flight to Tahiti via Auckland - and then

connecting to a turboprop service to Mangareva in French Polynesia.

Once there, you board the *MV Claymore II* cargo and passenger vessel for a two-night voyage to Pitcairn, which as Christian quipped, is exactly half way between Paris and the South Pole.

There are six passenger cabins on the ship with shared facilities.

Travellers can stay 4, 11 or 18 days on the island, exploring its stunning flora and fauna, pristine environment and rich history.

Accommodation is in the islanders' homes, with each stay inclusive of meals, transfers and even laundry.

Currently, most visitors arrive at Pitcairn via cruise ship, but the new freighter option is expected to provide another way for curious travellers to cross one of the world's most remote destinations off their bucket lists.

Hankin told **TD** that a series of marketing and awareness programs are planned for the coming months - for more info, call 1300 713 132 or visit the website at www.visitpitcairn.pn.

Travel Daily

First with the news
Wednesday 6th Aug 2014

15% off Topdeck

TOPDECK has slashed prices by 15% on select North America trips departing between Aug and Mar, including its nine-day Vegas to Coast tour that is now \$1,526pp, the 13-day East Coast Adventure, now \$2,172pp and its 11-day Canadian Rockies trip that is currently \$1,900pp.

Tokyo transfers

JTB says clients can save time and money by pre-purchasing return airport transfers in Tokyo Narita or Haneda prior to arrival.

The Japan specialists can book commissionable round-trip Airport Limousine Bus transfers for agent to Tokyo CBD for \$57.

For drop off points & timetables, go to www.limousinebus.co.jp/en. Call 1300 749 330.

DRA signs 2nd DMC

DESTINATION Representation Australia has signed boutique-style Vietnamese destination management company Charms of Indochina as its latest addition.

Charms of Indochina offers tours and experiences in Vietnam, Laos and Cambodia for "more adventurous travellers and MICE groups wishing to experience something extraordinary."

BNE app facelift

BRISBANE Airport has released an upgraded & enhanced version of its app which represents "a big leap forward in the way the airport communicates with pax."

The revamped app features a 'My Trip' function that sends push notifications on flight status changes along with gate and baggage carousel information.

Strategic planning and development manager Roel Hellemons said the app mirrors the data that is displayed on flight information display screens located throughout the facility.

Other features include a live feed to information about events, arts & culture, restaurants, bars and shopping options in Brisbane.

A tie-up with the Australian Tourism Data Warehouse also enables app users to find out more about what is happening in regional parts of the state.

The app is compatible with iOS and Android devices.

FCm TRM solution

NEW travel risk management (TRM) solutions are being rolled out to the Australian market by FCm Travel Solutions through FCm Secure.

In partnership with intelligence company iJET International, the expanded triple-tiered FCm Secure program will enable customers to develop a solution that suits their specific needs, integrating the no-cost Secure Start and at-cost Secure Protect and Secure Outreach programs.



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- Knowledge of Italy and Europe
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- Fares & Ticketing I and II an advantage but not essential
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With a proven business model, an expanding network and a team driven to outperform at every opportunity, Tigerair is the place to be. Reporting to the Manager, Revenue Management and Pricing you will be responsible for maximising the revenue of a portfolio of markets by controlling flight inventory in response to passenger demand. This will include the following duties and responsibilities:

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- Working with Marketing team to ensure successful execution of promotions;
- Monitoring and analysing competitor activity (pricing, capacity, schedule) on assigned markets;
- Working within the wider commercial team on new revenue initiatives;
- University degree in a numerical discipline or Aviation Management;
- Experience in airline revenue or network management would be highly regarded

To view the entire advertisement please go to our website www.tigerair.com or email your interest to aussierecruit@tigerairways.com

CAPA conference kicks off

CAPA Centre for Aviation this morning welcomed hundreds of delegates to its Sydney conference, which for the first time includes a day dedicated to corporate travel, conducted in



partnership with the Association of Corporate Travel Executives.

Flight Centre ceo Graham Turner opened proceedings, detailing his vision for the company including its blended model and strong focus on customer relationships.

Other sessions today have looked at the corporate air travel outlook as well as travel procurement, with the conference continuing tomorrow as it switches to an airline focus.

Etihad chief operating officer Peter Baumgartner will take part

in a "keynote conversation," while other presenters include Hawaiian Airlines ceo Mark Dunkerley, Stefan Pichler from Fiji Airways, Qantas cfo Gareth Evans and Jetstar's Jayne Hrdlicka.

There's also a strong focus on technology with senior executives from Travelport, Google, Priceline and Facebook also taking part.

Pictured above at the conference this morning are Andrew Kelly, ACTE director with CAPA executive chairman Peter Harbison.

DL device relaxation

DELTA Air Lines has announced an expansion of its policy on personal electronic devices in flight, allowing the same rules to apply to its international flights as already in place in the US.

Following a period of testing, the carrier now allows smartphones, laptops and tablets to be used in flight mode gate-to-gate on all international and domestic flights.

Fraport US deal

GERMAN airport operator Fraport has acquired concession operator Airmall USA Holdings.

The deal means that Fraport, which runs Frankfurt Airport, now presides over major retail operators at Baltimore, Boston, Cleveland and Pittsburgh airports which together serve about 70 million passengers a year.

SECCI@GI praise

EXHIBITORS at the recent five-day Sydney Int'l Boat Show have lauded the Sydney Exhibition Centre @ Glebe Island as its chosen venue.

SECCI@GI general manager Malu Barrios said exhibitors had praised the venue logistics, accessibility and features such as its natural light flow.

Infinity Gallipoli

INFINITY Holidays has secured an allotment on a seven-night Centenary ANZAC Cruise in Apr next year.

Departing Istanbul on 18 Apr, the itinerary will visit Lemnos, Izmir, Ephesus, Dikili, Pergamum and Gallipoli.

Transfers can be arranged to the ceremony site for passengers who secured tickets in the Centenary ballot.

UK carrier collapse

A FLEDGLING airline which was selling tickets from the UK to Africa has collapsed and declared bankruptcy, with all flights by "Fly Olympic AB" now cancelled.

The carrier launched in Feb this year, offering services from London Gatwick to Eritrea and Somalia via Sweden and Greece.

Thousands of passengers are believed to be holding now worthless tickets, with the company declaring bankruptcy and appointing an administrator.

Fly Olympic said the Africa operation "performed dramatically below all reasonable expectations and the losses sustained were too great for a company of our size to survive."

The flights are not covered by the UK ATOL scheme, with the Civil Aviation Authority advising affected clients to request credit card charge backs or rely on Scheduled Airline Failure Insurance if they purchased it.

Travel Daily
First with the news
Wednesday 6th Aug 2014

Groups get social

A NEW "social group booking platform" for travel agents and tour operators aims to make it easier for group organisers to rally participants in a trip to finalise their bookings.

Dubbed troopr, the system helps customers share their travel packages with their friends to "drive booking consensus".

Troopr.com also makes it much easier for agents to coordinate groups by enabling acceptance of RSVPs and individual payments by group participants.

Founder Richard Ing said group leaders were a travel agency's "secret marketing tool" - for more info, phone 02 9045 3659.

WIN A LUXURY SOUTH OF FRANCE RIVER CRUISE

Throughout August, **Travel Daily** is giving readers the chance to win a luxury all-inclusive river cruise, courtesy of **Scenic Tours**.

The all-inclusive prize includes return economy class airfares to Europe, a 13 day South of France Luxury River Cruise for two adults with private butler service, all meals, complimentary beverages all day, all tipping and gratuities and airport transfers.

Every day this month **TD** will ask a different question about Scenic Tours France River Cruises. The subscriber with the most correct entries and the most creative response to the final question will win this great prize.

Email your answers to: scenictourscmp@traveldaily.com.au.

Q4: How often is the complimentary mini-bar stocked?

[Click HERE for hints](#)

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SCENIC TOURS

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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TOP \$\$ & BEST FAMILS ON OFFER INTERNATIONAL WHOLESALE CONSULTANTS BRISBANE – \$50K OTE +++

Come and join this international wholesaler and enjoy access to some of the best famils on offer in Australia whilst also earning top \$\$, progressing your travel career and enjoy going to work. This market leader requires experienced travel consultants to join their team due to growth. You'll love working in this fast paced environment handling booking requests from travel professionals for holiday packages around the globe. Want to know more? Then get in quick as these roles are interviewing now & start ASAP!

FANCY YOURSELF A FARES GURU? FARES & TICKETING CONSULTANT BRISBANE CBD – \$55K - \$60K PKG

Are you known as the airfare guru in the office? Looking for a support role where you can utilise these strong skills? Then this is for you. This leading travel company is looking for an airfare superstar to come and join their fares & ticketing team. Working on a 7 day roster you'll be responsible for assisting travel agents with airfare queries, problem solving, liaising with airlines and being able to think outside the box. Top \$\$ will be on offer along with continuous industry training, free tickets, superb career development and more.

NEW ENTERTAIN A NEW CAREER ENTERTAINMENT CORPORATE CONSULTANT SYDNEY – SALARY PACKAGE UP TO \$60K +

This is an exciting opportunity to move into the glamorous world of entertainment travel. Book your favourite band on their latest tour, work with media and production companies and arrange travel for the next big movie production. This is the glamorous side to the travel industry. Offices are centrally located. If you have 2 years corporate/groups travel experience, strong GDS knowledge and a passion for flair and going the extra mile, apply for this great opportunity today and be walking the red carpet in no time.

NEW FLY IN A NEW CAREER WHOLESALE CONSULTANT SYDNEY – SALARY UP TO \$60K OTE

Are you tired of retail travel? Want to work for an exciting wholesale travel company? Do you love incentives and a high salary? Apply for this great role today. Have the opportunity to work for an award winning wholesale company selling exciting destinations worldwide and working with an amazing team of consultants. Offices based in the CBD. If you have 12 months in the industry and want to work for one of the best in the business, apply for this great role today.

SAIL AWAY ON YOUR NEW ROLE WHOLESALE CRUISE CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$70K (OTE)

Calling all cruise experts in Melbourne! Here is your chance to move into a new role that will see you specializing in all things cruise. You will work behind the scenes in a dedicated cruise wholesale role selling worldwide cruising. From Australia, South Pacific and Caribbean, no two calls are ever the same. You will provide a valued service to your loyal agents all while earning the best salary in Melbourne and working in a fun and social team environment! If your cruise knowledge is 2nd to none then let us help you land this role!

CORPORATE ROLES ACROSS AUSTRALIA CORPORATE TRAVEL CONSULTANTS X 2

PERTH AND ADELAIDE - SALARY PACKAGE - \$60K+ (DOE)

HOT off the press, we have new corporate roles located in Adelaide and Perth! Due to company growth this well known corporate company now requires a new consultant in both Perth and Adelaide. These roles will see you working on various accounts and servicing a mixture of small, medium and large market accounts. You will work in a busy environment while still having fun with your new team. With Monday – Friday hours on offer and a high base salary you would be crazy to miss this! Call us today to find out more.

NEW SOUTH AMERICA EXPERT REQUIRED WHOLESALE TRAVEL CONSULTANT MELBOURNE – SALARY PACKAGE TO \$55K (DOE)

We have an exciting NEW wholesale position in Melbourne that will see you moving away from the time wasters and into a role where you can specialize in your favorite destination, South America! This wholesale role will see you assisting travel agents and some general public with their tailor made itineraries to South America! You will be offered Monday – Friday hours as well as unforgettable famils and incentive trips! If you have extensive personal travel to South America then we want to hear from you

RETAIL BLISS IN MELBOURNE! RETAIL TRAVEL CONSULTANT

MELBOURNE - SALARY PACKAGE TO \$55K + (DOE)

This well known boutique office now requires a superstar consultant to join their growing team and service a mixture of corporate and leisure enquiries. You will book everything from 5 star Bali Villa's to a luxury escorted tour around Europe. No two enquiries are ever the same and your days will be filled with variety in a fun team environment. This exciting role could be yours if you have a minimum 3 years industry experience and a go getter attitude! Call us today and let us help you secure this role!

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The new Premium Economy Class on Lufthansa will be offering your customers a brand new travel experience on longhaul intercontinental flights. Whether they travel for business or pleasure, they will enjoy more personal space, more service and more extras. So they'll be able to enjoy a thoroughly relaxing journey – both on the ground and on board.

You can book Premium Economy Class now on the first service on our Hong Kong route from December this year. With Premium Economy services in conjunction with quality partners Qantas, Cathay Pacific and others, this is the start of a new class of comfort that will be offered globally by 2015. [Click for details.](#)

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AIR NEW ZEALAND

Join My Kitchen Rules semi-finalists Luke Hines and Scott Gooding on a celebrity hosted Famil to **SANTA MONICA, CALIFORNIA**.

Luke and Scott will host 8 lucky travel agents for a fun filled adventure of Santa Monica.

INCENTIVE PERIOD

01 - 31

August 2014



TRAVEL DATES

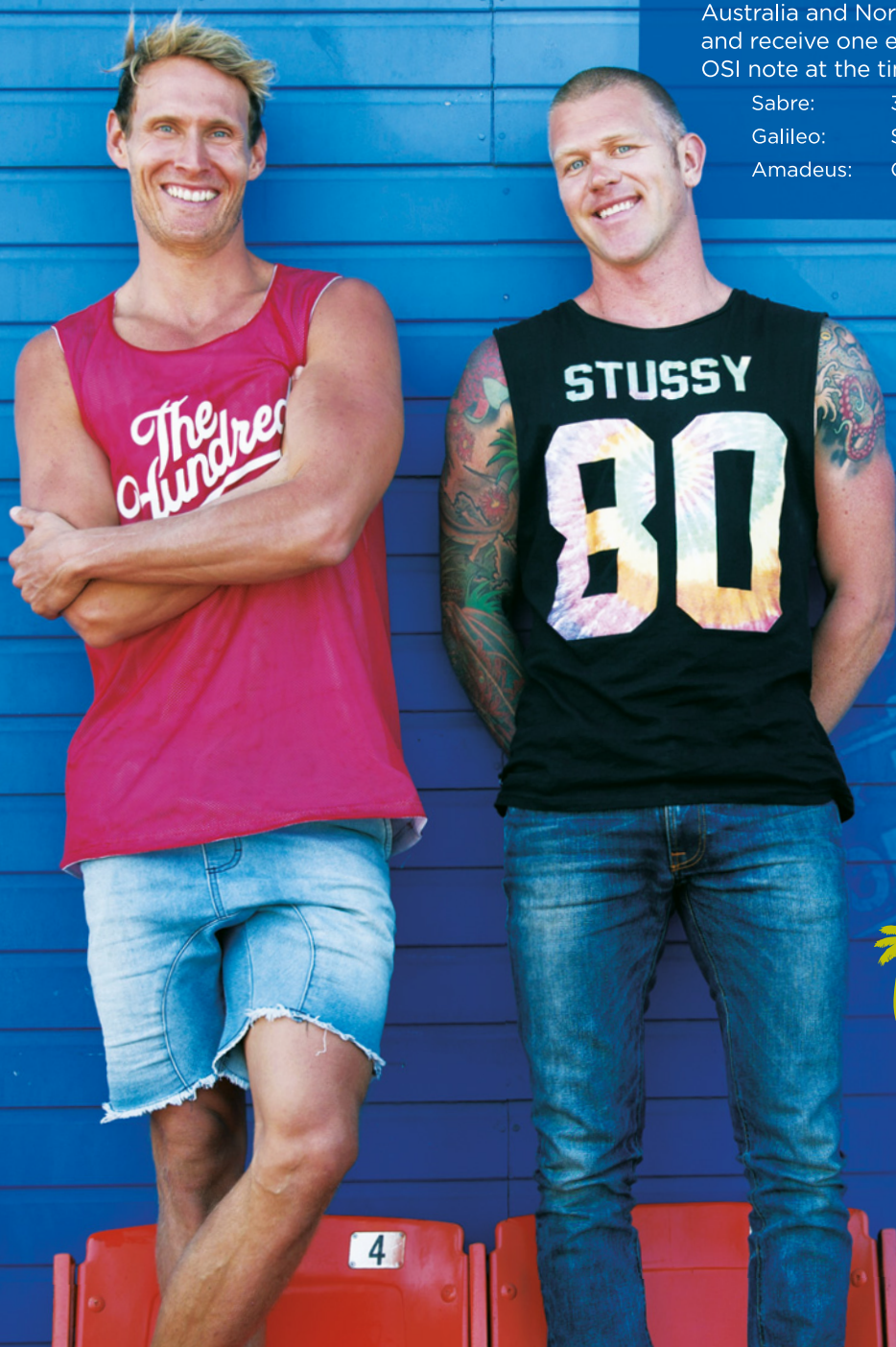
22 - 28

November 2014

Book any Santa Monica hotel with an Australian wholesaler and receive one entry per room night sold. Email proof of each booking to santamonica@gate7.com.au

Book and ticket on an Air New Zealand operated service between Australia and North America that incorporates LAX in your GDS and receive one entry per passenger booked. Include the relevant OSI note at the time of booking.

Sabre: 30SI NZ MEMO SANTA MONICA **YOUR NAME**
Galileo: SI.NZ* MEMO SANTA MONICA **YOUR NAME**
Amadeus: OS NZ MEMO SANTA MONICA **YOUR NAME**



TERMS AND CONDITIONS: Entries are valid for new bookings; booked and ticked between 1 Aug. 2014 and 31 Aug. 2014. Proof of hotel bookings must be emailed to santamonica@gate7.com.au and will be verified by the relevant wholesaler. Travel for winners is restricted to specific departure and return dates: 22 Nov. 2014 to 28 Nov. 2014. Date changes not permitted. Flights will be in economy class only. Frequent flyer points are not applicable. Government and airport taxes not included. Passports and visas are the responsibility of the winners. Tickets are non-transferable and not redeemable for cash. 4 Seats will be awarded by Santa Monica Convention & Visitors Bureau and 4 by Air New Zealand based on a combination of top sellers and random draws. Winners will be notified by 19 Sept. 2014. Confirmation of attendance must be advised by 30 Sept. 2014. Winners must be employed by an Australian based licensed travel agency at time of redemption.

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