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Thursday 7th August 2014

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Trafalgar launch

FORTY lucky travel agents will take part in an Ireland trip which is being offered as part of the launch of Trafalgar's 2015 Europe & Britain program.

Events are taking place across the country to showcase "new destinations, innovations and travel styles" with a seat on an Ireland famail to be given away to an attendee at each event.

See rsvp.trafalgar.com.

Australia in focus for LCCs

AS MANY as ten low-cost long-haul carriers are eyeing the launch of flights to Australia within the next 12-18 months, meaning there will be significantly more easily accessible Asian destinations for Australian leisure pax, according to CAPA Centre for Aviation chair Peter Harbison.

Speaking this morning at the CAPA conference, Harbison highlighted plans by Indonesia AirAsia X, Garuda offshoot Citilink, Batik Air, Lion Air, Korean LCC Jin Air and the new NokScoot joint venture, all of whom have Australia firmly in their sights - as well as Cebu Pacific which launches its new non-stop Manila-Sydney route next month.

CAPA has analysed aircraft orders across the globe, and based on delivery plans by Airbus and Boeing, Asia is set for a further revolution in aviation.

Harbison also highlighted the extraordinary growth in transfer

traffic over Kuala Lumpur, where almost half of AirAsia/AirAsia X passengers transit to other destinations on its network.

He said this evolution of AirAsia into a "network carrier" is extraordinary given its very low cost base and its origins as a point-to-point airline, and shows that the low-cost model is starting to attack not just the short-haul but also the long-haul "spokes" of traditional airlines.

"Most of the growth out of Australia into Asia is likely to be on non-flag carriers, mostly low-cost, and possibly into secondary airports in Australia," he said, with the new entrants likely to "aggressively target leisure passengers in and out of Australia."

An analysis of the Chinese market showed direct capacity into Australia growing at a much slower rate than arrivals, with lots of traffic via intermediate points.

EY PER rapid ramp-up

ETIHAD Airways has seen strong forward bookings on its new direct flights from Perth to Abu Dhabi, with the carrier's chief commercial officer Peter Baumgartner this morning confirming the route had "ramped up beyond expectations."

The route debuted mid last month and speaking at the CAPA conference in Sydney, Baumgartner said a key factor had been the availability of onward connections from Perth to 13 Virgin Australia domestic ports to provide feed.

"This shows how well our partnership with Virgin Australia is working," Baumgartner said.

Seven pages of news!

Travel Daily today has seven pages of news and photos, plus full pages: ([click](#))

- AA Appointments jobs
- Traveltrade Recruitment
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Wotif to launch major new ad campaign

WOTIF.COM has taken the wraps off a new video advertisement which challenges Australians to change their perceptions of the OTA.

The TVC, which will roll out on "paid, earned and owned" digital outlets from next Mon, is the result of several months work with creative agency M&C Saatchi aiming to re-energise the pioneering iconic online brand.

It centres around the concept of "Wotifia" - a mythical destination which encapsulates everything good about travelling, with Wotif Group gm marketing Michael Betteridge telling TD this morning the fun and irreverent angle targets a younger, digitally savvy traveller as well as encouraging people familiar with the brand to rethink their attitude.

Wotif describes itself as "Australia's favourite online travel destination" - for a sneak peek at the ad click on the TDTV logo.



US OK for Resolution 787

IATA'S New Distribution Capability (NDC) has taken a significant step closer, with the final approval of the association's Resolution 787 overnight.

The Enhanced Airline Distribution agreement was first adopted by IATA at its Passenger Services Conference in Abu Dhabi almost two years ago, with Resolution 787 establishing "a process for developing a technical standard for data exchange in the air transportation marketplace."

NDC aims to enable flight sellers to provide personalised pricing offers to consumers, with concerns about the plan raised by a number of parties including the "Open Allies for Airfare Transparency" - a group which comprises about 400 distributors including all of the major GDS providers.

Earlier this year, the organisation agreed to support Resolution 787 subject to several conditions,

and the US Department of Transportation made a tentative ruling in favour of the NDC (TD 22 May) - which has now been confirmed in this decision.

Key conditions apply to the ruling, including a requirement that any communication standards developed as part of the NDC must be fully open to all users "on a non-discriminatory basis".

Service providers are also explicitly given permission to pursue backward compatibility of Resolution 787 message standards or protocols "based on their particular business needs."

Accor Christchurch Convention Centre gig

ACCOR has been selected as preferred operator of the Master-Planning and Development stage of the Christchurch Convention Centre, NZ Prime Minister John Key has announced today.

Executive Garth Simmons said Accor was looking forward to putting Christchurch on the map for conferences and events.

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China leading arrivals growth

SHORT term arrivals from China have more than tripled in the last decade, with the Australian Bureau of Statistics this morning releasing its passenger figures for the year to 30 Jun.

In 2013-14 there were almost 770,000 short-term trips from China, making it the second most popular source country after NZ, which had 1.2 million arrivals.

The UK was in third place with 647,000 arrivals into Australia, followed by the US at 529,000 and Singapore with 367,000.

For the year to 30 Jun, NSW took the largest share of arrivals with 38% of visitors, followed by Vic and Qld with 23% each, WA at 11%, SA at 3% and 1% each for the NT, Tas and the ACT.

In terms of departures, the statistics show a high point in Jun 2014 with 759,600 movements for the month.

New Zealand was the top outbound destination, followed by Indonesia, the USA, Thailand and then the UK.

China, Singapore, Fiji, Malaysia and India rounded out the top ten destinations for Aussies in the last 12 months.

Over the last ten years, the strongest outbound growth was to India, up more than 300% followed by Indonesia at 266% and then Malaysia at 248%.

PER rail link sunk

PERTH Airport's rail line linking a consolidated domestic and international terminal to the city could be moved underground, *ABC News Online* has reported.

Originally, 4kms of the line was planned to be underground, beneath Perth Airport runway.

Yesterday, the *ABC* revealed the West Australian Government had signed off on plans to continue the tunnel from the airport precinct to beneath the Swan River, linking up with the existing Perth-Midland line at Bayswater.

Construction would start in 2016 and take its first passengers in 2020, it is understood.

EK Chicago launch

EMIRATES has commenced new daily services to Chicago O'Hare, becoming the Dubai-based carrier's ninth hub in the United States.

EK235/236 is operated using Boeing 777-200LR aircraft.



Window Seat

ETIHAD Airways chief comm. officer Peter Baumgartner is clearly a frugal fellow.

He took part in the "keynote conversation" at the CAPA conference this morning in Sydney (see p1) in which CAPA chair Peter Harbison reminded Baumgartner that it had been some years since he last spoke at the conference.

Baumgartner revealed that he was actually wearing the same tie as last time - meaning "you can still use the old photos".

TD took the pic at right to show that despite its age the tie is still looking good.



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Red Centre inspires agents



AAT Kings showcased the best of the Red Centre to this group of agents from Queensland and Victoria on a recent famil to Alice Springs and Uluru.

The group experienced the region with the brand's premium Inspiring Journeys product, which included travelling in a luxury small group 4WD vehicle on the Merrenie Loop.

Trip highlights included the Sounds of Silence dinner, sunrise views over Kata Tjuta and Uluru from the Kata Tjuta dune viewing area and the 6km Kings Canyon Rim Walk.

Pictured at Anzac Hill in Alice

Springs, back row from left are David Burton, RACQ Bundaberg; Samantha Weber, Helloworld Ipswich City Mall; Joel Evans, Flight Centre Highton; Danielle Cook, Helloworld Mackay and Harley Cameron-Smith, Flight Centre Altona.

Front: Maria Andrews, Qantas Holidays; Kym O'Shannassy, TravelManagers Port Melbourne; Victoria Turnbull, AAT Kings; Sarah Campisi, Helloworld Mildura; Rhian McQueen, Flight Centre Gillies Plains; Dianne Jones, Flight Centre Booval; Lynette Robinson, National Seniors Travel and Ayman Sungkar, AAT Kings.

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Aus sales on track for Rocky Mountaineer

DOUBLE-DIGIT growth has come for Rocky Mountaineer from the Australian market each year since 2008, global sales vice-president Bob Nicholas told **TD**.

"Australia has been, is and will always be an important market for Rocky Mountaineer.

"It's quite incredible the amount of guests that come from this part of the world," Nicholas said.

Already the "highest indexing market" and strongest long-haul for Canada, in terms of overall numbers, it is beaten only by the United States, the United Kingdom and Canada itself.

Nicholas said that while group touring continues to get stronger, it is a spike from the FIT market that has caught his attention.

Broken down by state, the Sydney, Melbourne and Brisbane markets are all travelling well, however Nicholas said Tasmania had recently leapt onto the radar, while Perth is also an opportunity.

In terms of which route was the most popular for Australians, Nicholas said travellers from down-under were very balanced across the five routes available.

More RM trade famils

INCREASED famil opportunities for Australian agents would be welcomed by Rocky Mountaineer, global sales vp Bob Nicholas said.

Nicholas said the company was always willing to acknowledge people who have sold the journey to their clients because "once they experience us, the advocacy goes up exponentially".

"If you experience our product, you're armed to sell about ten times more than somebody who hasn't, those are our figures."

A&K small grp tours

ABERCROMBIE & Kent has introduced a new collection of 48 luxury small group journeys for intimate sized groups of 12-18 guests, departing in 2015.

The portfolio features hand-picked accom in iconic luxury hotels, boutique camps & lodges, small-ship experiences & more in destinations such as Africa, India, China, Myanmar, Japan, Europe, Indochina, Morocco, Costa Rica, South America and Alaska.

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Kiwi Queensland love

NEW Zealanders have selected Queensland as their most desired destination to holiday in the next two years, with the Sunshine State more favoured than domestic locales including Queenstown and Wellington.

According to new Roy Morgan research, 22.1% of Kiwis would pick Queensland/Gold Coast/Brisbane as a location to visit for at least a one night break.

The USA (15.2%) was the next most favoured international destination, followed by England (14.2%), Victoria/Melbourne (13.2%) & NSW/Sydney (12.4%).

Wellington was the most visited destination by Kiwis for a holiday in the past 12 months.

Colombo airmiles

EMIRATES has released special fares for travel from Melbourne to Colombo priced from \$1,135 in Economy class when booked before 14 Aug.

Flights operate via Singapore and are valid for travel until 30 Nov and from 16 Jan to 25 Mar.

Jetconnect AA c'share

NEW Zealand carrier Jetconnect has applied to the US Department of Transportation seeking to begin a new codeshare agreement with American Airlines.

Jetconnect - a wholly owned subsidiary of Qantas - operates a fleet of eight Boeing 737-800NG aircraft on transTasman routes.

In its application to the DOT, Jetconnect said it wants to place American Airlines' 'AA' designator code on flights between Auckland and Sydney & Brisbane and from Christchurch to Sydney.

Jetconnect said the codeshare deal is in the "public interest" as it will enable AA to provide US-originating passengers with "comprehensive routing options, via Australia, to Auckland and Christchurch, as well as to other points in Australia & in New Zealand that Jetconnect may serve in the future."

The pact will be governed by the existing Codeshare Agreement between QF & AA.

Novotel into Kuwait

CONSTRUCTION of the first Novotel hotel in Kuwait will begin in the first half of 2015.

Accor has partnered with Action Hotels to bring the four-star hotel brand to Kuwait City, with an opening slated for 2017.

Bio-Dome for Changi Airport



ARCHITECTS Moshe Safdie have released renderings of what will be installed at Changi Airport in Singapore as part of the facility's SGD\$1.5 billion upgrade.

At the heart of 'Project Jewel' is a five-storey giant donut-shaped glass and steel dome complex, connecting the airport's three terminals via glass walkways.

The structure will take the place of the existing 3.5 hectare car park outside Terminal 1, and will feature a grand indoor garden area complete with waterfall, a new range of retail shops, leisure attractions & a central communal facility, the *UK Telegraph* reports.

Changi Airport Group ceo Lee Seow Hiang said the new airport design will become an iconic global attraction.

"For tourists, we envisage Project Jewel to be a must-visit Singapore attraction, located strategically at the doorstep of

one of the world's busiest air hubs, and an extension of the Changi brand promise that many travellers worldwide have come to know us for."

An official completion date for Project Jewel is still to be advised.



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SAA biofuel plant

BOEING and South African Airways will collaborate to make a sustainable aviation biofuel made from a new type of tobacco plant, the companies have announced.

Partner SkyNRG is pioneering the production of a nicotine-free plant in South Africa called Solaris, with the oil from the plants' seeds to be converted into jet fuel, Boeing said.

It is expected the hybrid tobacco will be produced on large and small farms in coming years.



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UA passport scan app

TRAVELLERS can complete more check-in formalities for int'l flights on United Airlines remotely through a new passport scanning function on its mobile app.

The service is available in the 24 hours prior to departure and uses the smartphone's camera feature to verify passport data.

Details are then authenticated by a credentials management firm, with a boarding pass issued once complete.

Guests needing further travel documents such as visas must still check-in at the airport.

AW \$500 bonus

ADVENTURE World is offering a \$500 bonus credit on new booking of a minimum \$5,000 deposited before 15 Sep, to upgrade trip inclusions - quote codeword 'BONUS\$500'.

HIA Business Lounge

QATAR Airways has unveiled its brand new Al Mourjan Business Lounge for premium passengers at Hamad International Airport.

The 10,000m² facility is spread over two levels and can house up to 1,000 visitors at one time.

It offers private quiet rooms and family spaces, games rooms for children, prayer rooms & shower rooms with included amenities.

The Al Mourjan Business Lounge is open to Qatar Airways and oneworld First and Business Class passengers until the Al Safwa First Class Lounge opens as part of HIA's phased development.

Free nights in Africa

BENCH International is offering free nights & free internal flights as part of a new range of travel packages at a range of lodges in the Maasai Mara Game Reserve.

Valid for new bookings for travel before 20 Dec this year, deals include free flights from Nairobi for four nights at Governor's or Little Governor's tented camps.

Phone 1300 237 422 for details.



Product Co-Ordinator

Evergreen Tours currently has a permanent full time position vacant for a Product Co-Ordinator based in our Sydney office. The overall purpose of this position is to contribute to the smooth running of the Product Department through providing support and assisting a Senior Product Manager with all product development activities for a designated portfolio.

This role will work closely with other members of the Product and Operations Department to contribute to the co-ordination and development of our product ranges.

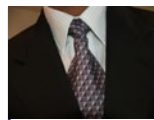
The successful applicant will be responsible for a number of different key tasks including, but not limited to:

- Management information reporting including compiling sales summaries;
- Contract Management including rate requests, preparation and completion;
- Product Management including product development, contracting, research, itinerary planning, writing brochure copy and proofing, product and price comparisons and competitor analysis;
- Preparation of passenger documentation and tour information packs;
- Preparation, pricing and organisation of familiarisation trips.

The successful applicant will:

- Have previous experience in a product co-ordinator or similar role with preference given to those with Europe, Asia or Cruise product experience;
- Have a high attention to detail;
- Have advanced excel and analytical skills;
- Be organised and can work independently as well as part of a team;
- Be able to multi task;
- Have excellent time management and problem solving skills

If you are suitably qualified and wish to apply for this position, please send your resume with salary expectation to Nicole Robertson, HR Advisor at employment@scenictours.com by Monday 11th August.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Australia Zoo has hired **Erica Kilmore** as its new Business Development Manager - Tourism, alongside **Nadine Baumann** as Tourism Sales Coordinator and **Sheri Ambler** as Groups Sales Coordinator.

Michael Friend has departed New Zealand bound for Canada, taking up the role of Vice-President Product & Wholesale for **Flight Centre**.

Destination representation firm **Gate 7** has shuffled its ranks to cater for expansion and new service offerings. **Oliver Philpot** has become the new Director and Marketing Director of Brand USA. Also joining the team is **Rebecca Hyde** in Public Relations, **Sarah Thornton** as Trade Account Manager and **Meagan Maynard** as Visit California Account Director.

PR firm **Republic** is saying farewell to Tom Davey, who relocates to the US. In his place, the firm welcomes **Sari-Elle Kraemer** as Account Coordinator.

As part of a restructure of its global operations, the **South Australian Tourism Commission** has brought **Stacey Cant** onboard as its Regional Manager New Zealand. Cant will be based in the SATC Auckland office.

Accor has announced a range of new General Manager appointments across its brands. **D'orne Fitzpatrick** at The Sebel Resort Noosa; **Victoria Deak** at Ibis Sydney Thornleigh; **Antony Platford** at Novotel Melbourne on Collins and **Hayden Hughes** at the Ibis Sydney Airport. Elsewhere, the group has hired **Paul Fidock** as Senior Business Development Manager at Pullman Melbourne Albert Park. At the same property, **Edwina Mason** will remain as Director of Sales & Marketing while **Emma Parker** will return from maternity leave as Associate Director of Sales. Further, **Peter Richardson** and **James Murphy** has effectively "swapped" jobs as General Managers of the Novotel Cairns Oasis Resort and Mercure Townsville.

InterContinental Hotels Group PLC has appointed **Jo Harlow** as an Independent Non-Executive Director on the Board of Directors. Harlow's tenure will begin from 01 Sep and brings a wealth of business experience.

Lily Cheng has been recruited by **TripAdvisor** to its management team as its new President Asia-Pacific, tasked with leading regional growth.

Based in the Darwin office, **Kakadu Tourism** has appointed **Ruth Watson** as its new Sales & Marketing Manager. Watson has been based in the NT for the past three years, working with a range of tourism businesses.

Sigatoka River Safari and **Off-Road Caves Safari** has promoted **Alumita Cawi** to the role of Sales & Marketing Manager.

Luxury Krabi resort **Rayavadee** has hired **Dalin Snidvongs Na Ayudhya** as its new General Manager, who joins from The Sukhothai Bangkok.

Club Med City Stops

ALL-INCLUSIVE resort operator Club Med has introduced a new holiday program allowing guests to combine a resort stay with a visit to a selection of major cities.

Entitled City Stops, the program adheres to the company's all-inclusive mantra, with holiday prices factoring in flights, hotels, car transfers and breakfast daily.

Cities on offer include Paris, Dubai, Istanbul, Shanghai, New York, Hong Kong and many more.

At present, the new program is available in Europe and the USA, however is expected to be rolled out in Australia in the future.

Hawaii set for storm

HOTEL operator Aston Hotels & Resorts has waived cancellation and no-show fees for guests in Hawaii and those due to arrive as the island braces for imminent landfall of a Tropical Storm system.

Hurricane and Tropical Storm warnings have been issued for the area, with flash flooding and strong winds expected today.

Change fees and fare differences will also be waived by Hawaiian Airlines pax ticketed for departure today and tomorrow to move to a departure through until 12 Aug.

Travellers can keep up to date online at www.weather.gov/cph.

SYD cfo resignation

SYDNEY Airport has confirmed today the search for a new chief financial officer has commenced after Stephen Mentzines tendered his resignation.

Thirty-five candles on STA cake



YOUTH and student travel firm STA Travel is celebrating its 35th birthday, marking the occasion by launching a '35 years of adventure' special sale.

The firm's growth from humble origins began as one store at the University of Melbourne in 1979 to 17 countries and more than 3,000 employees globally today.

Offers as part of the company's

birthday sale include 15% off Contiki Europe 2015 trips and many more great promotions.

STA Travel Australia managing director David Green said the firm was proud of its 35 years catering both to young travellers and also to the 'young-at heart'.

Pictured above cutting the 35th birthday cake, in the back row from left is Simon Bell, Laura Dow, Nick Ashley and Luke Humphries.

Front row: Andy Carter, Mark Fuller, Natalie Naughton and Sam Pearson.

Ardent into fitness

DREAMWORLD owners Ardent Leisure Group will become the largest health club chain operator in Western Australia after buying eight Fitness First outlets in Perth.

After yesterday imposing a halt on trading of its shares, the group has carried out a successful capital raising from investors to acquire the outlets for \$32.5m.

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: scenictourcomp@traveldaily.com.au.

Q5: What is the once in a lifetime *Scenic Enrich* event in Avignon on our South of France River Cruise?

Click [HERE](#) for hints

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SCENIC TOURS

TripAdvisor connects

SABRE customers have a new way to generate incremental bookings through TripAdvisor via the metasearch portal which has activated TripConnect for its Guest Connect Booking Engine.

TripConnect offers real-time rates & availability from a hotel's website, displayed alongside other online travel agencies.

Airlines bail on MEA

BRITISH Airways has suspended services to Liberia & Sierra Leone until at least the end of Aug due to concerns of the Ebola disease outbreak in West Africa.

The carrier said it "will keep the route under constant review in the coming weeks", according to a statement provided to Reuters.

MEANWHILE, insurgents occupying northern Iraq has seen Emirates cancel its services to the city of Irbil, citing "operational reasons" for the suspension.

Top zoo & aquarium

MELBOURNE Zoo in Parkville, Victoria has earned top praise in the TripAdvisor Travellers' Choice awards for Zoos in Australia, and the South Pacific.

Steve Irwin's Australia Zoo was second in both regions, while Taronga Zoo, Sydney and Taronga Western Plains Zoo, Dubbo were third and fourth in Australia.

Busselton Jetty Aquarium in Western Australia and SEA LIFE Sydney were the top Aquariums in the South Pacific, based on TripAdvisor reviews & opinions over the past 12 months.

KQ 3rd Dreamliner

KENYA Airways has boosted its fleet of Boeing 787-8 *Dreamliner* jets after taking delivery of a third unit this week.

KQ has deployed its first two 787s on services to Paris and Johannesburg and expects to take delivery of three more this year.

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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Travel Daily TV

business events news

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

INSIDE BUSINESS DEVELOPMENT MANAGER
MELBOURNE - Generous Salary Package

This unique role needs a results-focused person who has a track record of sales achievements in a B2B environment – in other words, someone who has the ability to build relationships with existing clients along with being able to approach new business leads and win sales through great communication and persistence. Don't miss out on this outstanding opportunity to grow your career with this great company.

FANCY YOURSELF A MARKETING GURU?

PRODUCT MARKETING EXECUTIVE
SYDNEY SALARY TO \$85K ++

Rarely does this industry leader recruit within their marketing department however; they are looking for a forward thinking professional with extensive industry and marketing experience. You will ultimately be responsible for ensuring the company maintains their position within the market place. You will be proficient in working across multiple teams and identifying marketing opportunities. Don't miss out on this opportunity to grow your career.

CALLING ALL TECHNICAL SPECIALISTS

PROJECT MANAGER – IMPLEMENTATION SPECIALIST x 3
SYD, MEL & PER – 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? Our client is looking for someone 2 days a week.

RARE OPPORTUNITY

SENIOR RELATIONSHIP MANAGER
AUCKLAND SALARY TO \$90K ++

Be accountable for managing commercial relationships, maximizing revenue and profit generation via all distribution channels through your proven experience in a similar role. You will hold high level industry relationships, the ability to drive sales plans and strategy along with contract negotiation experience. Bring your leadership and innovation to this global industry leader.

BUILD STRONG RELATIONSHIPS

CORPORATE ACCOUNT MANAGER
SYD & MEL – SALARY PACKAGE \$\$ + INCENTIVES

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

UNIQUE OPPORTUNITY

ONLINE SALES CONSULTANT
SYDNEY SALARY TO \$100K PLUS

Are you looking for the perfect mix of technology and sales? This role will see you increasing online brand awareness for this leading travel organization. Working with key internal and external stakeholders you will provide outstanding results for your customers. You will ideally come from a Corporate TMC background and have been involved in implementation or involved with an online booking tool. For more information send your CV today.

INDUSTRY SALES NEVER LOOKED SO GOOD!

INDUSTRY SALES MANAGER – PREMIUM PRODUCT
SYDNEY - SALARY PACKAGE \$90K PLUS

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here. Enjoy a high salary including high base, car allowance and big bonuses.

HIT THE HEIGHTS OF CORPORATE SALES

CORPORATE SALES MANAGER – SME
SYD, MEL & PER – SALARY PACKAGE OTE \$100K++

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

OR EMAIL YOUR CV TO: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com/aus



Working in partnership with the Australian Travel Industry

Travel Consultant

South Brisbane. \$DOE+COMM. Ref:1172PS1

Are you a Galileo trained travel consultant with at least 2 years experience in retail sales? If you enjoy working in a small team environment but are able to work autonomously then this locally based role could be your opportunity to reap the rewards of working for a well renowned independent agency where you will earn a competitive base salary plus commission. Solid worldwide destination knowledge, strong fares and ability to work in a fast paced environment are essential!

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

Retail Travel Consultant – Several roles

Newcastle – Competitive + bonus – Ref: 777SJ2

Due to company growth I have several travel consultant roles in Newcastle and the surrounding areas. If you have two years travel consulting experience and are ready for the next challenge in your travel career then this is for you. Various environments both shopping centre and suburbs. Fantastic earning potential with an uncapped commission structure plus travel perks are on offer with this reputable and respected travel company. Call me today for a confidential chat.

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

Leisure Travel Consultant

Melbourne \$DOE Ref:1258KF1

Are you a fantastic travel consultant who is driven, motivated and wanting to become part of a dedicated team of travel professionals?! If so, look no further!! This boutique travel agency are looking for their next superstar travel consultant! If you love sales and customer service and have travelled internationally then read on! You will receive a competitive base salary plus Super and incentives. Predominantly Monday to Friday and most importantly an excellent team!

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

Corporate Travel BDM

Perth \$50-85K OTE Ref:1243LB2

Do you have a sound understanding of Corporate Travel Sales, Business Development experience or a proven sales record? This leading Travel Management company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC!

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

Tailor made Travel Consultant

Gold Coast. \$DOE - Ref:1191PS1

Are you a tailor made travel consultant with strong fares, GDS and worldwide product knowledge? Do you enjoy going above and beyond for clients and have a passion for cruise? This well respected independent offers the work life balance Gold Coasters are seeking with 9-5 hours Mon-Fri. Ideal candidates will have 5+ years retail experience with proven ability to work successfully to targets. Highly competitive salary package, annual famils and on-going training are on offer!

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

Travel Consultant

Sydney West – Competitive Salary – Ref: 1252RF1

Are you a retail travel consultant wanting to work closer to home?? I am looking for a travel superstar with a good customer service focus to help this well established local agency manage and grow its existing database. Previous travel consultant experience is a must (minimum 12 months), along with GDS knowledge and excellent communication skills. A competitive base plus commission is on offer to the right candidate. This fantastic opportunity is not one to be missed!

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

Retail Travel Consultant – Freelance

Melbourne \$Fantastic\$ Ref: 1202MD

Are you over worked and under valued? Do you have a strong client following? Read on! We have an exciting opportunity that has arisen for a Travel Consultant or freelance Travel Consultant. A stylish, modern office in St Kilda is looking for experienced Retail travel consultants with a strong client following to step into this freelance role. Flexible work hours and no set up fees on offer for this globally renowned brand. This no limits role is now open for applications!

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

Corporate Travel Consultant

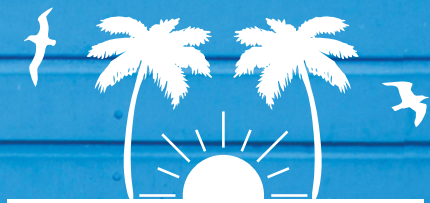
Adelaide \$\$\$ Base + Uncapped Comm - Ref:1203LB2

Work for this well respected travel management company, a unique brand which will primarily see you looking after academic and corporate itineraries. This is your chance to get a foot in the door with a corporate agency if you're an experienced retail consultant! Great career progression within a global company if you are currently working in the corporate world looking for a change. Offering a great work / life balance this role is only Monday to Friday. Interviewing now!

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch



Santa Monica

CALIFORNIA

Famil

www.santamonica.com/lukeandscott

VIEW VIDEO

santamonica
convention & visitors bureau

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

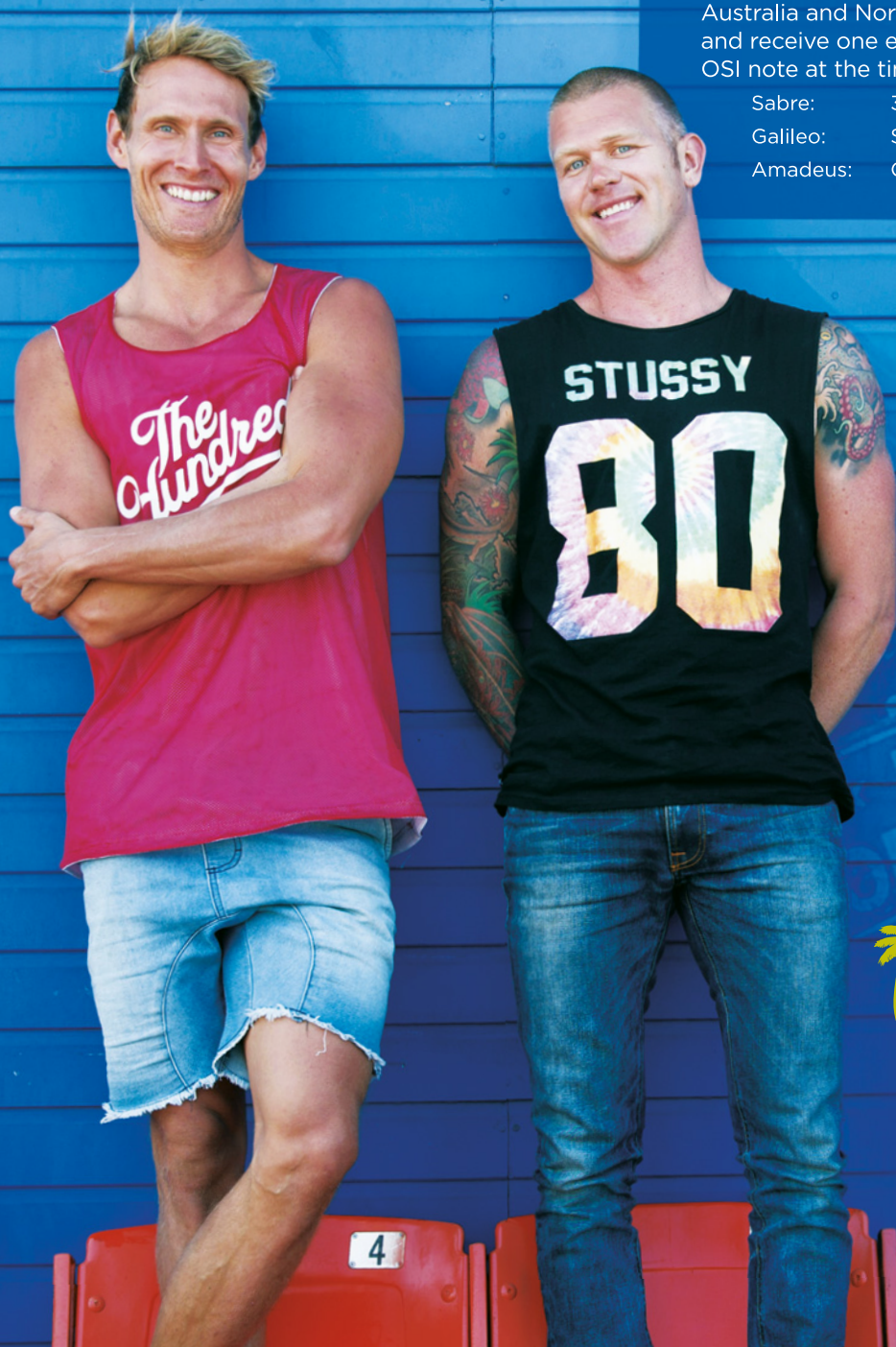
22 - 28

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.