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Travel Daily
First with the news



Monday 3rd February 2014

tahiti travel connection

IT'S SALE TIME!
Check-out our February deals

[CLICK HERE](#)

Tahiti is ALL we do!



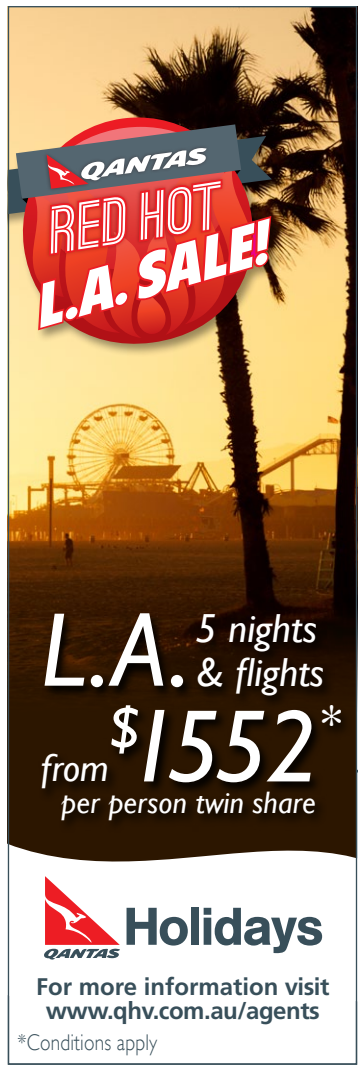
Shape of the future
AMADEUS is pushing its new message of shaping the future of travel, a facet of which is long-term business sustainability for travel companies on both social and environmental levels, locally and around the world.
More details on the [last page](#).

Agents hit by Brindabella

THE collapsed Brindabella Airlines (*TD* 16 Dec) owes more than \$37 million, with unsecured creditors including a number of travel agents, accommodation providers, GDS firms and airports. Administrators were appointed to the NSW regional carrier late last year after it ceased flying following a CASA directive to ground all of its aircraft due to maintenance concerns. A report from the company's administrators reveals that Amadeus IT Group is owed more than \$37,000, while other creditors include Harvey World Travel Narrabri, owed \$23,733.

Moree-based Travelscene member M&G Travel is owed almost \$50,000 by Brindabella, and home-based agency group Travel Counsellors is also a creditor, to the tune of \$3,500. Qantas is owed more than \$16,000 while outstanding debts are also owed to Sydney Airport (\$55,000), Snowy Mountains Airport (\$22,600), Brisbane Airport (\$87,000) and Newcastle Airport which is in debt more than \$250,000 by Brindabella. Airport service providers are also owed money by the grounded carrier, including Toll Dnata with an \$11,000 debt and Menzies Aviation, owed \$129,000. The administrators say they don't anticipate there being any funds available to meet the claims of unsecured creditors, with over \$10 million owed to the Commonwealth Bank and Brindabella employees also owed a total of almost \$1.8 million.

SQ bonus commission
CONSOLIDATED Travel Group is offering travel agents 7% commission on all Singapore Airlines bookings made during the month of Feb. The deal applies to 100% SQ itineraries ex Australia on 618 plated stock - details on [page 10](#).



QANTAS RED HOT L.A. SALE!

L.A. 5 nights & flights from \$1552*
per person twin share

Holidays
For more information visit www.qhv.com.au/agents

*Conditions apply

Today's issue of TD
Travel Daily today has eight pages of news & photos, plus full pages from:

- AA Appointments jobs
- Consolidated Travel
- Amadeus

MARKET MANAGER AUSTRALASIA **RAIL EUROPE**

Rail Europe is the leading global distributor of European and some non-European trains. Active in more than 50 countries, RE4A acts both as a wholesaler to General Sales Agents and as a retailer through fully owned websites. Annual turnover of the OZ/NZ region is 50 Million Euros (80 Million AUD) of which 23% is sold through Rail Europe's B2C websites: www.raileurope.com.au and www.raileurope.co.nz

Responsibilities of the **Market Manager Australasia** include:

- Support the existing sales network
- Define and implement the marketing plan for the region
- Implement an efficient web strategy for Australasia
- Develop strategic partnerships to enhance positioning of rail product
- Manage an integrated PR strategy generating broad, rail focused editorial both in print and online
- Analyse sales & market evolutions, threats & opportunities
- Manage an office with one marketing/web marketing coordinator (Sydney)

The applicant should have a minimum of 5 years experience in the travel industry with preferably some knowledge of European rail products, a strong Marketing background and some degree of knowledge regards web marketing and e-commerce. Autonomy, team spirit, dynamism, and an ability to relate to people from other cultures are key qualities required for the job.

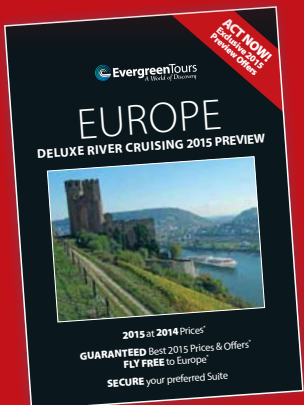
Availability: February 2014

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Travel Daily

First with the news

Monday 3rd February 2014

NEW MEL-NOU
The only non-stop flights from MEL-NOU start 6 June 2014.
Aircalin Bookings now available
CLICK HERE

VA boosts BDB, MOV

VIRGIN Australia is cranking up flight frequencies in regional Queensland, adding four weekly flights to Bundaberg and eight to Moranbah from Brisbane.

Services will operate using 68-seat ATR turbo-prop aircraft, and lift BDB frequencies to 18/week effective 23 Feb, and MOV services to 42/week from 19 Feb.

CCO Judith Crompton said today VA was responding to growing demand and "bringing strong competition to those cities."

VA's services to MOV & BDB were launched in Apr & May last year.

QF extends EMD roll out

QANTAS is providing agents with an extra month to implement Electronic Miscellaneous Discounts (EMD), initially slated to replace the use of Virtual Multi-Purpose Documents (vMPDs) and Virtual Miscellaneous Charges Orders (vMCOs) this month.

The change was in accordance with IATA's move to decommission vMCOs last month (**TD 19 Nov**) as part of the group's "Simplifying the Business" initiative, leaving travel agents only able to issue vMPDs until the introduction of

EMDs by Qantas.

QF is introducing EMD-S (stand alone) and EMD-A (associated) used for Advance Seat Selection.

The EMD-S is commonly used for payments for Group Deposit & Group Finals, ticketing payments to the Qantas Industry Centre, fee-reissue/exchange, loyalty memberships, oxygen and prepaid freight.

The collection of EMD-S will now be mandatory from 03 Apr, enabling the collection of Change Fees, rather than using 'YR' code on tickets.

Amadeus will be the first Global Distribution System that Qantas rolls out the EMD-S with on 04 Mar, followed by Apollo, Galileo and Worldspan on 05 Mar, then Abacus, Axess & Sabre on 06 Mar.

After the EMD is implemented, agents must document sales of Advance Seat Selection using an EMD-A up until mid-Mar, as sales will not be available on all GDSs during the adoption, Qantas said.

For markets where EMD-A is not available, agents can purchase Advance Seat Selection online.

CLICK HERE for more details.

Hunter in Helloworld

HUNTER Travel Group has confirmed it will this year align its eight NSW retail outlets as fully-branded Helloworld agencies.

The firm operates outlets in Belmont, Charlestown, Glendale, Green Hills, Kotara, Newcastle, Toronto and Port Macquarie, along with a Cruise Travel Centre, also in Kotara and a corporate head office in Newcastle.

"Our objective is to grow the brand rapidly in our area ensuring the helloworld experience stands out whilst being that strong retailer suppliers are looking for," managing director Brett Dann told partners in an email release ahead of its Holiday & Cruise Expo.

Contiki enters Japan

CONTIKI will commence touring to Japan in 2015, with the youth tour operator revealing it plans to incorporate the destination within its Asia program.

Brand director Alastair Campbell said the firm was excited to add "such a culturally rich, incredibly scenic and diverse destination."

Japan product will appear in Contiki's Asia brochure which will be released in Sep.



Wanted: Best of the Best - Do you aspire?

The Concierge Travel Group operates a number of businesses including Concierge Business Travel, Concierge Traveller, Elegant Resorts and Villas, Swiss & Europe Travel and Freight Travel.

The business is about to enter into an exciting transformation and is in the process of expanding its operations, coinciding with Concierge Business Travels appointment as the official Travel Manager of the Australian Olympic Team.

We are now seeking to recruit for a number of senior roles across;

Operations, Marketing, Business Development, Account Management and Training.

Travel Advisors-Corporate, Groups, Wholesale, Leisure including home based.

Centrally located in newly expanded and refurbished offices in Sydney's CBD the group operates 24/7 nationally and is in the process of positioning for its next stage of growth by ensuring that it attracts appropriately talented individuals.

We are looking for people who represent the very best that the Australian travel industry has to offer. Applicants for all positions should be at the top skill level of their particular area of specialisation, and have the enthusiasm, drive and commitment to play a major role in a dynamic growing team.

Successful applicants will have proven track records in the Australian travel industry, be customer focussed, passionate, be self starters with a can do approach, and that can think and work outside the box. In return, The Concierge Travel Group will offer an exciting time in a growth organisation and an opportunity to shape the direction of a business that aspires to be the best.

If you would like to be part of our team indicate your interest to Astute HR Consulting, - via email to Louise Weatherman - lw@astutehrconsulting.com.au, or forward your application to Concierge Recruitment at Astute HR Consulting GPO Box Q186 QVB NSW 1230. Applications close 21 February 2014.

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Travel Daily

First with the news

Monday 3rd February 2014



The Online Accommodation Specialists

roomsXML.com

Helloworld.com.au social lag

THE changewover by Helloworld from its web-based presence as Best Flights and Best Cruises to helloworld.com.au (TD Tue) took effect on Sat, but its social network followers appear hesitant in making the change.

"The great deals will continue but the technology and functionality has been improved to give you an even better travel booking experience," a comment on the

helloworld website declares.

But despite the message of "Same company. Same deals. Better search. Say hello to helloworld", users have not been shy to hide displeasure of the new search functions at helloworld.com.au and are now taking their business to other travel websites.

Helloworld yesterday defended the transition and asked for users to "be patient with us as we improve the helloworld site."

The BestFlights.com.au Twitter account amassed 4,975 followers, while its Facebook page amassed more than 73,500 'likes'.

By comparison, @helloworldau to date has 110 Twitter followers & only 2,596 Facebook 'likes'.

FC Red Label Holidays

FLIGHT Centre has announced the expansion of 'The Captain's Red Label Fares' (TD 12 Jul) to tailored holiday packages.

'The Captain's Red Label Holidays' combine airfares with a "premium airline", accom rated 4-star or above and additional bonuses such as a \$150 per room resort credit and unlimited wi-fi.

The room credit can be used at hotel restaurants and bars.

Launched on Fri, initial Red Label Holiday destinations include Fiji, Bali and Phuket.

Packages are also protected by Flight Centre's 'Price Drop Protection' which guarantees the lowest airfare, otherwise the retail travel group will credit the difference back to the client.

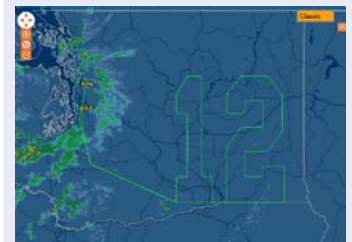


Window Seat

AMERICA'S Superbowl football final today has seen some very high level support from Seattle-based Boeing, which has thrown its weight behind the Seattle Seahawks in their bid to win against the Denver Broncos.

The aircraft manufacturer last week unveiled a Seahawks-themed 747-8F cargo plane - and then carried out a test flight across Washington State.

The carefully planned route for the five hour flight was revealed to spell out a gigantic '12' (as pictured below from the FlightAware tracking website) in keeping with the Seahawks supporters who see themselves as the team's "12th man".



AUSTRIAN Airlines is hoping some of the shine of the Winter Olympics rubs off, after carrying near 40 tonnes of skiing equipment to Sochi on behalf of the Austrian Olympic Team.

OS is the team's official airline, and has cooperated with Vienna Airport to transport the "extensive range of sports equipment and valuable sports devices needed by the country's Olympic competitors".

A total of 15 direct flights are being operated from Vienna, containing 300+ pairs of skis.

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*Terms & conditions apply.

Visit www.mycss.com.au for more information. Only open to AU & NZ registered travel agents aged 18+.

Must take prize from 11/6/14 - 20/6/14.

Ends 5pm AEDST 28/2/14. NSW Permit

No. LTPS/13/09622, VIC Permit No.

13/2902, ACT Permit No. TP13/04454,

SA Permit No. T13/2244. ^Flights/

transfers to Japan not included

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Tales from the Inside

Travelling with the insider...

Vanessa Pine, Harvey World Travel Strathpine said: "Wow, what a wonderful experience I had travelling with Trafalgar – I am now sold on selling guided holidays! Trafalgar surpassed my expectations of an 'escorted tour' by doing simple things like staying in Venice on the island itself. Our Travel Director was exceptional. Maria went above what I expected a guide would do to ensure the group had a wonderful time while in Italy. Upon returning, I've been busy talking to clients about Trafalgar and booked a guest on a guided holiday of Hawaii the very next day."

Vanessa travelled as a guest of Trafalgar on an agent famil to Italy – November, 2013

TRAFALGAR
see the world from the inside®

Etihad/Alitalia talks

ETIHAD Airways says it has entered the final phase of a due diligence process regarding a possible investment in Alitalia.

"During the next 30 days both companies and their investors will determine how a common strategy can be developed which meets the objectives of both parties," Etihad said overnight.

MEANWHILE, EY has appointed Vincent Frasca as Manager Western Australia ahead of its launch of Perth flights on 15 Jul.

He was most recently EY's head of commercial development, based in Abu Dhabi.

Tahiti online revamp

TAHITI Tourisme Australia has today unveiled a refreshed online presence at tahitino.com.au.

The tablet-friendly site has been rolled out to the Australia market first, offers new features and content and provides a locator for Tahiti specialists.



Win a role on Modern Family

TRAVEL agents across Australia will be given a 'money-can't-buy' opportunity to appear in an episode of US smash hit comedy *Modern Family*, as part of Qantas' partnership with the show (TD 09 Jan) which will see the cast and crew flown here this month.

The trade incentive will see a lucky travel consultant feature in a non-speaking walk-on role in the special Australian episode, which will air on Network Ten later this year.

To enter the competition, agents who make a Qantas International booking between today and 15 Feb can visit the QF trade site and answer the following question in ten words or less: *Who is your favourite Modern Family character and why?*

Consultants can enter the competition more than once.

The winner will be flown to one of the show's secret filming spots to take part in the program.

On their trip to Australia the stars will travel on a Qantas A380 which will be renamed 'The Modern Family Flyer'.

Holiday Specialists rebrands

HOUSE of Travel-owned leisure operator Holiday Specialists has rebranded once again, this time as "Hoot Holidays".

The direct-to-consumer company heavily promoted the change in weekend newspapers, along with a revamped website.

Destinations featured on the site include Fiji, Vanuatu, Thailand, Bali, Hawaii, America, Samoa, the Cook Islands & Norfolk Island along with Vietnam and the Philippines.

Holiday Specialists has previously traded under several other names including Specialist Holidays as well as Fiji & Pacific Specialist Holidays.



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Win a trip to Edinburgh with Qatar Airways. Bond style.

Win an incredible trip to Edinburgh, Scotland - home to one of the most iconic James Bond actors, Sean Connery.

The winners' prize package includes:

- Qatar Airways return tickets
 - 5 night stay at the luxurious Balmoral Hotel in Edinburgh
 - A Cocktail/Martini making course
 - Bond style limo service
 - Fantastic tours hosted by Visit Scotland
- Plus weekly iPad mini draws and other exciting spot prizes.

Sell Qatar Airways between 23rd Jan and 24th Feb 2014 and enter to win these exciting prizes. For more information and entry form, please contact your Qatar Airways sales representative or email melsales@au.qatarairways.com



SA events funding

THE South Australian Tourism Commission is taking applications from regional event organisers seeking government funding.

“The Regional Events & Festival Program supports events which are major drawcards for attracting visitors to the region,” Tourism Minister Leon Bignell said on Fri.

Separately, a Community Events Development Fund aids smaller events with support to grow.

“A primary goal of both programs is ensuring our state maintains a balanced, year-round calendar of events, which will provide consistent benefits to our tourism industry,” Bignell said.

One intake of applications is accepted annually, with this years closing 27 Mar and successful parties to be notified mid-year.

MEANWHILE, SATC yesterday debuted the third and final in its series of TV commercials.

The ad showcases the diversity of Adelaide and some of the more hidden highlights only recently discovered by visitors.

Click the logo to view.



Frasers cross-country

TWO Gold Service tickets on the Indian Pacific are up for grabs in a new Great Southern Rail and Frasers Hospitality competition.

In addition to a one-way trip on the train in a private sleeper cabin, the winner will also enjoy Frasers accom & one-way airfare.

Entries are open to incentive or event bookings upwards of \$5,000 at either Frasers in Sydney or Perth between 01 Apr - 31 Aug.

Wintery Back-Roads

SEVERAL new itineraries feature among a collection of 12 tours in Back-Roads Touring UK/Europe program for the 2014/15 Winter.

New additions include a 5-day Family Christmas in Lapland, a 7-day Harvest in Tuscany foodie tour & a 5-day Vienna Ball Season itinerary taking in many highlights of winter-time in Europe.

Earlybird deals of a 5% saving are available for bookings made by 31 May 2014.

GA runs on with Reds

ENGLISH football powerhouse Liverpool FC has extended and expanded its Official Airline Partner agreement with Garuda Indonesia, with the carrier signing on for two seasons as the team’s training kit partner from 01 Jun.

UA trims Cleveland

UNITED Airlines will begin to wind up services at its Cleveland hub from Apr after the carrier’s president revealed the operation had been unprofitable for more than a decade.

Jeff Smisek informed employees in the city by letter that Cleveland has “generated tens of millions of dollars of annual losses in recent years.”

Average daily departures out of the Ohio city will be culled by about 60%, including a 70%+ scale back of UA’s regional operations over three months.

Once schedule reductions are fully implemented by Jun, UA will serve 20 destinations from CLE on a non-stop basis, including all United’s other US hubs and key business hubs, including Boston, Washington Dulles & La Guardia.

Up to 470 airport operations & 40 catering jobs will be impacted.

Smisek also blamed pressure from new federal regulations on regional carriers which has seen regional pilots hired by mainline airlines for the decision.

MEANWHILE, UA has rolled out its Mercedes Benz GL-Class chauffeur service at Newark Liberty Airport, available to some Global Services members and United Global First customers for domestic & international flights.

Alpha Hotels take off

AUSTRALIA’S newest hotel owner and management firm Alpha Hotels & Resorts took over management of its first property on Sat, launching the Alpha Canberra in Tuggeranong.

The 100-room hotel is 20mins from the city, was previously branded as the Country Comfort Greenway and has received an extensive “sleek new look.”

Alpha will increase its portfolio next month when it launches the Alpha Eastern Creek (near Blacktown, Sydney) on 01 Mar, then Alpha Mosaic Brisbane in Fortitude Valley, debuting in Apr.



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Outrigger Fiji move

OUTRIGGER Enterprises Group says the complete shareholding acquisition of Outrigger on the Lagoon Fiji and Castaway Island Fiji from Geoffrey Shaw is in line with the company's strategic growth in the Asia-Pacific region.

As revealed first by *Travel Daily* on Fri, Shaw handed ownership of the properties to Outrigger, but will remain in a consultancy role.

Outrigger president & ceo David Carey today said "We have enjoyed a long working relationship with Geoff and look forward to utilising his expertise as a consultant."

Shaw said there was no plan to change the name of Castaway Is.

Record USA air traffic

A **RECORD** 185.4 million pax made up the full year int'l air traffic to and from the US in 2013, according to official National Travel & Tourism Office statistics.

The result was a 4% jump on 2012, with non-US citizens making up 56% of the market.

Traveller numbers from Oceania, which made up 2% of the market, showed an 8.1% growth rate - the third largest rate of global growth.

Global Explorer miles

ONEWORLD'S Global Explorer promotion in Feb (**TD** Fri) is based on 26,000 miles, not 25,000.

JAL domestic wi-fi

JAPAN Airlines has announced it will introduce an inflight wi-fi service on domestic routes, commencing Jul 2014.

Pax will be able to access the service from wi-fi enabled devices.



BUSINESS DEVELOPMENT EXECUTIVE WA/NT CORPORATE / TRAVEL

As a leader in our industry, Hertz Australia has an enviable reputation for quality and service. An opportunity has arisen for an enthusiastic Business Development Executive to join our Sales team, located at the Hertz Perth Sales Office.

The position will require you to prospect and win new business, service an existing portfolio of corporate and travel accounts, and promote the range of Hertz products and services.

To succeed in this role you will possess previous sales experience, have a focus on providing a high level of customer service and you are results orientated. You will be highly motivated, enthusiastic and have the ability to work in a team remotely. An understanding of B2B relations and experience in the mining, corporate and travel market segments, will be highly regarded.

A high degree of capability with Microsoft Office programs is essential. Knowledge of CRS and on-line booking tools will also be an advantage.

Applications with a cover letter can be forwarded to Martina Jennings, Regional Sales Manager Vic SA WA NT - mjennings@hertz.com

Applications close Friday 14 February 2014



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.



Mat McLachlan - Battlefield Tours 2014

Both escorted and independent itineraries feature in the historical tour operator's new brochure, with enquiries at a high currently in the approach to the 100th anniversary of the Anzac landing at Gallipoli. Featured within are a selection of itineraries on WWI centenary tours, along with journeys to other famous sites of battle across the world. The range covers eight destinations, with departures of the popular Western Front Explorer Tour doubled and many in 2014 guaranteed to operate.



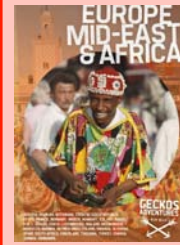
Insight Vacations - Exotics 2014

The Indian subcontinent and surrounding countries feature strongly in the new Premium Escorted Journeys guide from Insight Vacations, with Bhutan now offered as a brand new destination. Guests can get a taste of India and its new itineraries before even leaving home thanks to an augmented reality feature built into the brochure which can be activated using a smartphone. In addition, an expanded range of Signature hotels have been added, along with Signature inclusions in popular European cities.



Helen Wong's Tours - Vietnam 2014-2015

Twelve exciting itineraries are lovingly detailed in the new guide to Vietnam from the all-inclusive operator, with small groups a key focus for 2014. Groups will proceed with a minimum six people and no more than 25 in one departure, ensuring guests can fully immerse themselves in the destination. New for 2014 is a cruise on the Mekong with Pandaw River Expeditions, featuring in the 20-day premium tour. Each tour also features a number of hand-picked "Helen's Choice" bonus inclusions.



Geckos - Europe, Mid-East & Africa 2014-15

Passengers travelling Europe with Geckos are truly able to get down with residents, with local tour guides taking groups on local transport where possible and staying in local hostels and guesthouses. The brochure includes a number of "24-hour" pages, providing a host of recommendations on how to spend a day in some of the world's most colourful and exciting cities. A highlighted itinerary in this guide is the 36-day Eurotrash tour, which is an immersive journey in 12 countries.



Sun Island Tours - Italy 2014

All corners of Italy can be enjoyed both in a guided tour or independently, with many options features to make the most of the country, however you wish to see it. In addition to Italy, product in Croatia, Spain, Portugal, Malta and Slovenia is featured. Guests can go walking amidst the delights of Cinque Terre, hire a car for a scenic Tuscan drive or take a gondola ride in Venice. Itineraries can also be customised to take in the many historical sights of Rome, Florence, Milan and many more.



Become a 100% pure New Zealand Specialist.
and take journeys to Legendary places.

Be eligible for special events in your area.

[Click here >>](#)

CX halt Abu Dhabi

CATHAY Pacific Airways is fine-tuning its Middle East operation over the 2014 summer season effective 30 Mar.

Revealed by the carrier on Thu, CX says it will cease to operate services from Hong Kong to both Abu Dhabi or Jeddah "for commercial reasons."

Passengers affected by the withdrawal will have alternative arrangements made for them.

Other changes to its Arabian operation will see Cathay service Riyadh with a direct flight from Hong Kong on a five weekly basis, replacing the existing daily flight with intermediary stops at Bahrain and Abu Dhabi.

Bahrain will be increased to a daily flight, stopping in Dubai and replacing the current four weekly service via Riyadh.

Despite announcing it will drop the UAE capital as a result of runway closures at Dubai Int'l Airport, flight CX745 to Bahrain - currently operating via Dubai - will pit-stop in Abu Dhabi from 02 May through to 20 Jul.

The return service CX746 will maintain its operation via DXB.

Services between Hong Kong & Dubai will remain at twice daily.

"Cathay Pacific remains committed to serving the Middle East and will continue to identify opportunities to strengthen its services to and from the region," the oneworld member said.

Hawaii visitor record

PRELIMINARY full year visitor arrivals data shows over 8.235 million people travelled to Hawaii in 2013, up 2.6% on the year prior and creating a new record.

CEO of Hawaii Tourism Authority Mike McCartney said there was "significant" increases in arrivals and spending from China, Korea & Taiwan and Oceania markets, on the back of double-digit air seat increases.

Visitor spend increased 2% over the 12 months to US\$14.5 billion.

Australian arrival numbers rose to 305,783, up over 58,600 y-o-y.

Victoria on Cinavision

HIGHLIGHTS of the state of Victoria, its different regions, attractions & specialist offerings will be showcased in a series of short films on a dedicated online TV channel and Android app.

The channel, dubbed Cinavision, comes pre-loaded on new SONIQ branded Smart TV's purchased via JB Hi-Fi and online.

Android smartphones & tablets can view the Cinavision World content via the app, which can be downloaded from Google Play.

DMS Workshop dates

DESTINATION Marketing Services' Annual Workshops are scheduled to take place on 13 Feb in Sydney & 17 Feb in Melbourne.

Wuhu for Aussie ceo

FORMER Queensland Rail coo Mark Williams has been named as president and ceo of US-based startup online travel firm Wuhu.

Set to launch its Australian head office in Brisbane shortly, Wuhu technology remembers a user's travel search history and links to a network of agency professionals for help when trips are underway.

Travel Indochina sale

PRICES on small group journeys of 10 days or more with Travel Indochina have been slashed by 30% for bookings made in Feb.

The offer applies to trips booked to depart before 30 Jun 2014.

TI's 10-day Highlights of Vietnam itinerary is now \$1,533ppts.

WIN WITH



This week, **TD** and **Navman** are giving you the chance to win a Navman MY Escape II GPS, valued at \$349, plus a voucher for a Navman international map.

You won't want to set off on your next trip



without your Navman MY Escape II GPS. It includes the Australian Good Food Guide, Lonely Planet Travel Guides and 4WD tracks.

Navman also has your next off-shore trip covered as it is giving away a voucher for an overseas map.

For your chance to win, email your answer to the question below by Fri 7th Feb to:

navman@traveldaily.com.au

What feature of the Navman MY Escape GPS will help you most on your next road trip and why?

New Japan ski hotels

SKIJAPAN.COM has begun taking bookings at a new property in its popular Niseko ski region and has hinted at forthcoming growth to the site's accom range.

The latest addition - Hirafu 188 - is a brand new building located in the town's main thoroughfare built within a shopping complex.

A variety of two- and three-bedroom apartments serving four Niseko ski areas are also set to be unveiled in coming months.

SINGAPORE AIRLINES

Singapore Airlines has opportunities for two motivated individuals to join our dynamic sales team in the Brisbane sales office.

Senior Sales Executive
(Permanent Full-time Position)

Sales Executive
(Temporary Full-time Position)

Reporting to the Sales Manager Queensland, the successful candidates will be responsible for,

- Identifying and implementing strategies to generate sales to meet revenue targets.
- Sourcing new business opportunities (corporate, groups/MICE, leisure) and converting leads into sales.
- Forging and maintaining strong relationships with existing and new accounts (Corporate customers and travel trade)
- Maintaining an accurate and ongoing sales pipeline
- Preparing regular reports on market activities and initiatives to enhance the Company's position in the market.
- Representing the Company at seminars, conferences, product launches, trade and public expos.

The successful candidates will need to demonstrate the following,

- Proven business development skills within corporate travel procurement or travel industry or both.
- Sound industry knowledge.
- Proficiency in PC skills including Microsoft Word, PowerPoint and Excel.
- Excellent time management.
- Superior negotiation, presentation and communication skills.
- Willingness to travel within QLD, interstate and overseas.
- Australian citizenship or Permanent Residency status.
- Current drivers license and own car.

Experience within the travel industry with a business development background would be an advantage.

Qualified candidates are invited to send their application by 5pm Tuesday, 11 February 2014 to Michael Kirkby, Sales Manager QLD via info_bne@singaporeair.com.sg or by mail to GPO Box 49 Brisbane QLD 4001.

Please indicate clearly which position you are applying for. Applications will be treated in strict confidence.



2015 PREVIEW OPEN FOR SALE

SAVE \$1000 PER COUPLE
ON SELECT CRUISES AND DEPARTURES

AVALON
WATERWAYS®

MORE INFO

Baillie Lodges reps

LUXURY wilderness retreat operator Baillie Lodges has chosen MG Media Communications to oversee public relations for its Australian premium lodge range.

Bumper crowds at FC expo

TRAVEL EXPO
Saturday 1 February 10am - 5pm
Sunday 2 February 10am - 5pm
The Dome
FREE ENTRY
For further information visit www.flightcentre.com.au/flightcentre-expo

FLIGHT Centre held its first NSW Expo of the year this past weekend, with approximately 24,000 travel-hungry customers pouring through the Sydney Showground doors over two days.

Dozens of preferred suppliers were on show, from cruising, rail, driving holidays, airlines, resorts, group tours & destination representatives all attending.

In addition to speaking with hundreds of FC agents from across Sydney, attendees were also able to sit in on a number of informative destination and product seminars, with sessions

held every half hour on both days.

Pictured above at the Sydney show from left is Chris Neill, Jessica Lowy, Brett Massingham and Bec Cushing, all Flight Centre.

Eurostar German deal

HIGH-SPEED rail firm Eurostar has signed a partnership with German operator Deutsche Bahn, which will see DB's services to Brussels retimed to connect with Eurostar trains from London.

Additionally, onward tickets to six German cities will be available for purchase through Eurostar.

WIN A TRIP TO THAILAND



This month **Travel Daily** is giving one reader and their friend the chance to win a 10 day Thailand tour, courtesy of **On The Go Tours**.

The prize consists of:

- Return economy flights from BNE, PER, SYD or MEL
- Airport arrival transfer on day 1 and departure transfer on day 10
- Breakfast daily and one dinner
- 8 nights accommodation in a 4 star hotel and 1 night accommodation on a floating jungle lodge
- Escorted by English speaking local guides.

Throughout February **Travel Daily** will ask 20 questions. The subscriber with the most correct entries and the most creative response to the final question will win this amazing Thailand holiday.

Email all your answers by COB Fri 28 Feb to:
Onthegotours@traveldaily.com.au

How many days is our Time for Thailand tour?

QF Hols enhancement

AN UPGRADED version of the ReadyRooms for Agents system has been launched by Qantas Holidays, now offering NETT payment options for all instant purchase and held inventory.

The update was advised late last week in an email blast sent out by the wholesaler.

In addition, major int'l brochures under Qantas Holidays branding have been released, with Arabian Peninsula and Indochina coming later this month, complemented by new Viva! Holidays brochures and forthcoming domestic guides.

All contracted product and the wholesaler's entire range has also been loaded into *easyway* and is now ready to book.

Copa Airlines growth

THREE brand new routes will be launched by Panama-based Copa Airlines in the first half of 2014, the carrier's local rep Discover The World has advised.

Services from Panama to Fort Lauderdale, Montreal and Guyana will all commence to boost access to Latin America for the markets.

Further, eight new B737-800 jets are expected to be delivered.

WN/B6 win DCA slots

SOUTHWEST Airlines & JetBlue have won 54 and 12 slot pairings respectively at Washington DC's Reagan Airport of those forcibly divested by American Airlines for approval of its US Airways merger.



Sales Executive Sydney based

We are currently seeking a highly motivated Sales Executive with previous travel industry field sales experience to work in this newly created position, on a defined portfolio of Discover's clients.

This diverse role will suit an energetic individual who will be responsible for calling on travel agents, developing new, and nurturing existing, business relationships, perform product training to agents and attend trade shows as required. The ideal candidate will have a minimum of three years work experience in a similar role.

Discover the World has over 80 offices in more than 60 countries, and is the largest travel representation company with more than 70 clients worldwide. Our Australian office currently represents nine international travel brands including Hurtigruten, Variety Cruises, Expedia TAAP, Caesars Entertainment Resorts & Hotels, ChinaTours.com and a number of airlines, and operates a successful cruise wholesale division, Discover the World Cruising.

Competitive remuneration based on experience. Please send all applications to: hr@discovertheworld.com.au. Applications close on 7th February and only successful candidates will be contacted.

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

**GENERAL MANAGER - WHOLESAL
SYDNEY – EXECUTIVE SALARY PACKAGE**

This growing company are looking to expand in 2014 and to do that a new role is being introduced. As GM you will be leading a team to achieve and drive sales within the team.

This company prides itself on creating tailor made experiences and believe that the real Australian experience goes well beyond traditional Icons! You will ensure delivery of high quality, value itineraries to clients and agents to ensure maximum loyalty.

BE VALUED AS A MENTOR

**INVENTORY TEAM LEADER
SYDNEY–SALARY PACKAGE \$75K ++**

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

RARE MANAGEMENT OPPORTUNITY

**DIRECTOR OF CLIENT RELATIONS – CORP TRAVEL
SYDNEY– GENEROUS SALARY PACKAGE**

You will be responsible for providing leadership and direction to your team of Client Relationship Managers, driving, developing and managing them to achieve results & service levels. With your extensive background, you will support and provide assistance strengthening relationships both internally and externally. This reputable leader within the corporate sector is well known for offering staff a supported environment and career progression.

APAC EXPERT WANTED!

**CORPORATE TRAVEL PROJECT MANAGER – APAC
SYDNEY- SALARY PACKAGE \$100K+**

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives.

OPERATE THIS!

**CORPORATE TRAVEL TEAM LEADER
SYDNEY - SALARY PACKAGE TO \$88K**

This newly created role will see you leading this established team of domestic and international consultants to greater success. You will be in charge of any client queries, ensure work flow is distributed evenly and is taken care of within set KPI times, daily meetings and training. You will also have the ability to put your consulting hat on when needed.

Don't miss out on this outstanding management opportunity.

DON'T HESITATE, THIS WON'T LAST

**PROJECT MANAGER – IMPLEMENTATION SPECIALIST
SYDNEY – SALARY PACKAGE \$150K ++**

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 teams responsible for delivering 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.

LOVE NAILING THE WIN?

**CORPORATE BDM – GLOBAL MARKET
SYDNEY–SALARY PACKAGE OTE \$120K+**

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. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

TIME TO WINE AND DINE!

**CLIENT RELATIONSHIP MANAGER'S
SYD & MEL - SALARY PACKAGE UP TO \$90K**

As Client Relationship Manager you will be responsible for managing a portfolio of high profile clients. Key objectives include growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with managers at all levels up to executives.

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

A GREAT WAY TO FLY

We will pay an **Amazing 7% Commission**

on all SQ bookings during the month of
February 2014



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quicket between 01-28 February 2014 on 100% SQ itineraries ex Australia plated to SQ (618). Infant, Group sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 31 January 2014.

Are you ready for a sustainable future?

In the future, travel will mean giving more back to your world.

Travel companies are realising that true long-term business sustainability requires not only considering commercial needs but also making a positive impact on society and the environment – both locally and globally.

The question is, how can we make this approach become second nature to all of us?

Join us on a journey towards a sustainable future at shapethefutureoftravel.com

Let's shape the future of travel

You can follow us on
Amadeus IT Pacific



amadeus.com