



Wednesday 12th February 2014





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8 Day all-inclusive boutique river cruise in Italy for 2

2ND PRIZE:

12 Day cruise/tour in China for 2

3RD PRIZE:

Chinese Banquet for 4

View Details



### Dec Aussie travel record

FIGURES released by the Australian Bureau of Statistics this morning showed a very busy travel month in Dec 2013, with both short-term visitor arrivals and departures the highest on record

There were 789,400 arrivals into Australia during the month, along with almost a million shortterm resident departures, with outbound travel having risen 8% over the last 12 months.

The top destination was New Zealand with more than 160,000 Aussies heading to the land of the long white cloud, followed by the US at 95,600; Indonesia at 89,400 and Thailand in fourth place at 63.100.

The fastest growing outbound market was Malaysia, up 25.1% over the last year to 38,100.

### Register for tipping

**DON'T** forget to sign up for **TD**'s free footy tipping comps, with the Super 15 kicking off this weekend.

See the **last page** for details or sign up online today at the special rugby.traveldaily.com.au website.

Singapore departures were also up 16.9% to 37,900, while travel to China rose 15.3% to 41,200.

NZ also topped inbound travel, with almost 120,000 Kiwis visiting Australia during the month, followed by the UK at 110,700 and then the US at 63,200.

Malaysia was also the fastest growing source market, up more than 30% in the last year.

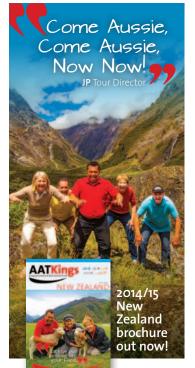
Tourism Australia highlighted the strong growth in arrivals from the US, up 6.2% to 508,700 for the year - more than the previous all time high of 488,086 in 2000, around the Sydney Olympics.

TA spokesman Leo Seaton said the resurgence in American travellers was worth over \$2.5 billion to the Australian economy, with key marketing activity driving the growth including the Oprah and Ellen visits as well as the recent focus on cuisine.

### Nine pages of news

Travel Daily today has nine pages of news and photos, plus full pages from: (click):

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### amadeus

# **Ticket**

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Free until 28th February Click here for details



### Etihad wants more of VA

ETIHAD Airways has confirmed an application to the Foreign Investment Review Board which would allow it to further increase its stake in Virgin Australia by an additional 3%.

The move is in line with the 'creep provisions' of the Corporations Act, which allow Etihad to increase its shareholding in VA by up to 3% every six months.

If approved by the FIRB Etihad will be allowed to increase its stake in Virgin Australia to 22.9%, with EY reiterating yesterday in a statement that VA is a "key member of the Etihad Airways airline equity alliance".

Air New Zealand has approval to lift its Virgin Australia stake to 25.9%, while VA's other major airline investor, Singapore Airlines, also holds around 20%.

All three shareholder carriers have reportedly been offered seats on the Virgin Australia board, with Etihad ceo James Hogan signalling his intention to personally take up a VA directorship.

Speaking in Dubai this week Virgin founder Richard Branson has also confirmed intentions to retain his group's remaining 10% stake in Virgin Australia.

### **Record year for PTMs**

**HOME-BASED** travel consultant network TravelManagers has reported a 20% increase in sales for 2013, resulting in a 27% climb in commissions earned by agents.

Chief executive Joe Araullo cited the strong result to the company's reinvestment of profit into agent training and technology, including Breakaway Travel membership and company enhanced websites.

"Timely business planning and mutual goal setting early in the year... have been instrumental for achieving both TravelManagers and individual personal travel manager success," Araullo said.



**up to** \$2100pp

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### **EMD** notice from CM

COPA Airlines is advising the trade to continue to use vMPD for all types of payment for the time being due to issues experienced in issuance of EMDs through GDS.

Updated word on EMD replacing vMPD will be issued shortly.







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### **Anzac Centenary post events**

MINISTER Assisting the PM for the Centenary of Anzac Michael Ronaldson yesterday confirmed more than 50,000 Australians and New Zealanders had applied to participate in the Anzac Day 2015 Dawn Service at Gallipoli.

Ronaldson said ballot manager Ticketek was currently qualifying that applicants in the ballot for 8,000 designated Australian spots had met the criteria.

The govt says the successful



applicants should be notified of the outcome by 31 Mar.

The Minister suggested those applicants who miss out in the ballot but still wish to celebrate the Centenary could explore other options domestically or in NZ, France, London, Belgium, PNG and across south-east Asia.

He said the govt anticipates travel restrictions to the Gallipoli Peninsula will be in place "on and around" Anzac Day 2015, and strongly recommended those without a ticket avoid the area as access will be "strictly managed."

Ronaldson said talks with tour operators to identify ways for Australians participating in tours for the site were continuing with "a further statement about this in the future."

Further, Ronaldson flagged the likelihood of further Centenary commemorative events in Gallipoli, as Australia spent nearly eight months fighting on the peninsula from Apr to Dec 1915.

Centenary commemoration services are also planned for 2017 in Belgium and in 2018 at Villers-Bretonneux in France.

### dnata buys Gold Medal

**TRAVEL** giant Thomas Cook Group has announced plans to sell off its UK-based long haul touring arm Gold Medal to the Emirates Group's dnata.

The £46 million (AU\$84 million) transaction is slated to be completed before 27 Apr 2014.

Gold Medal employs 470 staff, all of whom are expected to remain with the business on completion of the transaction.

The deal will see Gold Medal remain as the exclusive supplier of long-haul scheduled flights to the Thomas Cook business in the United Kingdom.

Thomas Cook Grp ceo Harriet Green said the partnership will further enhance the range of flexible options for its customers, while assisting to meet the firm's goal to divest between £100m - £125m of its business as part of cost-cutting measures.

### **GPS** comp winner

**CONGRATULATIONS** to Dean Spouszta of Destination NSW who was the winner of last week's mini-comp to win a Navman MY Escape II GPS and an international map, courtesy of Navman.

# Window Seat

**NOW** nearly 18 months into the role, Fiji Airways regional gm Australia Andrew Stanbury says he is focused and ready to win *Travel Daily*'s Super Rugby tipping competition this year.

Stanbury was the first winner of *TD*'s Super 15 Rugby comp in 2012 and last night said he was ready for the season ahead and hoping his Canterbury Crusaders can lead him to glory.

Anyone keen to take up the challenge, **CLICK HERE** to join. To register for **TD**'s NRL and AFL tipping competitions for

Season 2014 - CLICK HERE.

VIRGIN Atlantic will soon have no excuses in forgetting names of its frequent flyers, with VS Upper Class Concierge staff at London Heathrow now fitted with high-tech Google Glass and Sony Smartwatch devices.

Using the wearable technology, VS staff will greet Upper Class passengers by name, start the check-in process immediately and even be able to talk about the latest weather and local events at their destination.

Linked to SITA technology, the passenger's data will be pushed to the Google Glass device of the Concierge in advance so they are always briefed & ready on who they will be greeting.

AIR New Zealand has now rolled out its 'Safety in Paradise' video (*TD* 07 Feb) featuring a bevy of Sports Illustrated swimsuit models, guaranteed to keep a flyer's attention - **CLICK HERE** to view the video.

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### **Hotel Connection line-up**



LAST night several hundred top travel agents attended a delightful soiree at the NSW Art Gallery in Sydney, where The Hotel Connection and some of its partners showcased their latest offerings for the industry.

Perennial favourites Cheval Apartments, Radisson Blu Edwardian Hotels, The May Fair, Paris' Victoria Palace hotel and Italian Dream Incorporated were joined by new addition from Spain, Anima Hotels, which operates the Hotel Neri in Barcelona and Madrid's Hotel de las Letras.

Rail Plus also participated in the event, which was supported by Virgin Atlantic despite its imminent pullout from Australia.

Pictured above from left are:



Catherine Laing, The Hotel
Connection; Michael Erwin,
The Victoria Palace Hotel;
Cindy Kam, Edwardian Group;
Philippe Schmidt, Victoria Palace
Hotel; Sarah Whitty, The Hotel
Connection; Maria Malvar, Anima
Hotels; Cecilia Fabian, The Hotel
Connection; and Filippo Curinga,
Italian Dream Incorporated.

And inset is Joe Brown from The Journey Masters, keeping abreast of developments with The Hotel Connection's Sarah Whitty.

### **Review before buying**

**HOTEL** guests study up to 12 accommodation reviews before booking, a new PhoCusWright survey has determined.

Commissioned on behalf of TripAdvisor, the report found over half of global respondents would not commit to a hotel booking before gauging opinions of other travellers personal accounts.

Of those surveyed, more than 80% of TripAdvisor users said they find the company's reviews helpful in travel decisions, while the same numbers said they read 6-12 reviews before coming to a decision as to where to stay.

Not surprisingly, users were most interested in recent reviews with fresh feedback.

For additional information and study results, **CLICK HERE**.

### **M&C NYC acquisition**

MILLENNIUM & Copthorne Hotels have signed a conditional agreement to acquire the Novotel New York Times Square at a price tag of US\$273.6 million.

Despite the proposed sale of the 34-storey, 480-room property, management rights to the hotel would continue to be held by Accor under its Novotel brand.

The property reopened in late-Sep last year after an \$85 million upgrade (*TD* 24 Sep).



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### **BNE Int'l Term works**

**THE** \$45m revamp of Brisbane Airport's International Terminal will commence this week.

Brisbane Airport Corporation ceo and md Julieanne Alroe said careful planning of the massive project, earmarked to be finalised by mid-2015, will ensure there is "as little disruption to travellers as possible."

Day-to-day operations at the airport "continue as per usual."

### **SKYCITY Adl progress**

SKYCITY Entertainment Group today confirmed SKYCITY Adelaide casino is "on time and budget" and that all necessary regulatory approvals and testing are complete, or received, for proposed new gaming systems, equipment and technologies.

A new Platinum EGM room for premium gaming machine customers will open on Fri, coinciding with the start of new regulatory & taxation framework.

Further enhancements at the casino will continue throughout the balance of 2014, SKYCITY said.



### WIN TICKETS TO BAZ LUHRMANN'S STRICTLY BALLROOM THE MUSICAL

Everyday this week *Travel* **Daily** is giving away double passes to Baz Luhrmann's *Strictly Ballroom The Musical* 

playing at the Sydney Lyric in March. Strictly Ballroom The Musical is the uplifting story of

a championship ballroom dancer who defies all the rules to follow his heart.

To win tickets to this inspiring musical, be the first person to send in the correct answer to the question below to:

musical @travel daily.com. au

Which theatre is Strictly Ballroom the Musical playing in for its Sydney season?

Congratulations to yesterday's winner **Della Han** from **Flight Centre.** 

### **New Adina underway**

**CONSTRUCTION** has begun on the 123 serviced apartment Adina Apartment Hotel Mascot (*TD* 24 May 2012) near Sydney Airport.

The property will feature a mix of 51 studio, 66 one-bedroom and six two-bedroom units.

It's Toga Hotels' second property at Sydney Airport (it will join the Travelodge Mascot that is slated to begin construction this year) and 21st nationally.

The new-build is expected to be completed by mid-2015.

CEO Rachel Argaman said the company's growth strategy is on track, expanding from 52 to 68 properties in the last 24 months.

She said the Adina brand "is going from strength to strength in both the Australia and Europe markets."

### German arrival record

**AUSTRALIAN** visitor numbers to Germany for 2013 are expected to be up on the mark set in 2012, with data for the first 11 months of the year showing a 2.2% jump.

More than 660,000 Australian arrivals were recorded in that time.

Across all markets, total overseas visitor nights recorded for the year exceeded 70 million for the first time, according to provisional Federal Statistics Office data for tourist hotels of 10 beds or more.



cowboy hats were all the rage on the Gold Coast last weekend as Travel Alberta treated more than 150 travel agents to the RM Williams Australian Outback Spectacular dinner & show event.

The special agent appreciation event also included a behind-the-scenes tour and an official Calgary white hat ceremony.

Representatives from a number of travel operators in the province of Alberta were in attendance including Fairmont Hotels, Rocky Mountaineer & Calgary Stampede. Introduced to agents at the event was the new "Remember to Breath" video promoting visitation to Alberta - CLICK HERE to view.

**Pictured** above from left is Charlie Trevena, Travel Alberta;

Ashley Peacey, Fairmont Hotels & Resorts; Rhonda Reid, Tourism Calgary; Liz Hogg, Canadian Rocky Mountain Resorts; Lizzie Doyle, Travel Alberta; Estelle Stewart, Tourism Jasper; Jackie McAtee, Calgary Stampede; Lindsay Jardine, Calgary Stampede and Dianna Schinella from Rocky Mountaineer.

### Airberlin doubles AUH

**GERMAN** carrier airberlin will double capacity from Berlin to Abu Dhabi from 26 Oct as part of an expansion of its alliance with equity partner Etihad Airways.

The increase cooperation will also see six Indian cities operated by Etihad bookable with airberlin.



### Various Positions are now available with Newcastle's Most Diverse Travel Business

Hunter Travel Group is one of the largest privately owned travel agency groups in the Hunter Region. We are proud of our award winning teams spread across 8 helloworld locations and made up of over 100 travel professionals within 4 specialist areas of corporate, leisure, cruising and groups/incentive travel.

Due to ongoing expansion of our business we are looking for passionate, enthusiastic team members from the Central Coast and Hunter Regions who have a strong commitment to personal responsibility and delivering an experience that is above client expectations. If one of the roles below interests you please follow the link for more information.

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- Various Management Positions
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- 1 x Intermediate Travel Consultant (International Experience Preferred)

Competitive salary and incentives available for successful candidates. Applications close 21st February.

For more information on these positions please refer to www.htg.com.au/positions-vacant or call Jason Starling 02 4940 2222





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### **KE A330-300s to SYD**

KOREAN Air is switching aircraft used on the Seoul Incheon-Sydney route starting 30 Mar from the current Boeing 777-200ERs to Airbus A330-300s, GDSs show.

### 1st Encounters expo encounter





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ABOVE: New adventure tour operator to the Aussie market, Encounters Travel (TD 10 Jan) made its debut expo appearance last weekend at the AFTA Sunday Mail Holiday Expo in Adelaide.

Sales & marketing manager Erina Kilmore (pictured above) said consumers were taken aback by the firm's range of tours, destinations & discounted prices.

#### Worldhotels in Milan

MILAN has been added to the global portfolio of Worldhotels through the addition of selfbranded 119-room Worldhotel Cristoforo Colombo Milan.

It joins Worldhotel Ripa Roma in Rome as the group's second fully branded Italian property.

### **UA plotting EWR/SCL**

**UNITED** Airlines is seeking govt approval to launch new seasonal daily services between New York Newark Airport and Santiago in the Dominican Republic.

The carrier says it plans to begin flying the route in the Northern Summer using Boeing 737-900 aircraft, with connections to Chicago and Washington DC.

### **SCEC** coming down

THE demolition of Sydney Convention & Exhibition Centre has commenced this month after 2kms of hoarding was erected around the Darling Harbour site.

About 70,000 tonnes of concrete and 2,000 tonnes of steel will be removed from the site, approximately 90% of which will be recycled materials.

It's expected the pull down of the SCEC will take approximately six months to complete.

Development of the \$1 billion Sydney International Convention, **Exhibition & Entertainment** Precinct will commence mid-year.

**NSW Deputy Premier Andrew** Stoner emphasised that while the demolition of the SCEC and construction of the SICEEP takes place over the next three years, Darling Harbour will still be open to business, events and family activities.

MEANWHILE, AEG Ogden has announced Helen Mantellato as exhibition sales manager of the new International Convention Centre - part of the SICEEP.

Mantellato was previously director of sales - Exhibitions for 10 years at the SCEC.

### **New DTW branding**

**DISCOVER** the World Marketing has formally announced the introduction of a new corporate identity and name change to Discover the World.

CEO Jenny Adams said the new logo and name (pictured) was aimed "to fit today's business environment, which reflects our modern and progressive approach to representation and conveys who we truly are."

The revamp also includes a new company tagline of "Others promise the world, we deliver it."



### Tigerair, AFAP pact

THE Australian Federation of Air Pilots has agreed in principal to a new three-year agreement with Tigerair Australia for its pilots relating to rostering practices.

The deal between the parties, while subject to a ballot of TT's pilots, has averted potential industrial action which may have disrupted Tigerair's domestic operation.



### **Account Manager - Sydney**

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If you believe this role is right for you or request further information send through your resume or contact David Goldman, Managing Director at david@goldmantravel.com.au or (02) 83337700.

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### **Botanica anniversary**

**GARDEN** and art touring firm Botanica has released its 2014/15 brochure in which it is celebrating its 15th anniversary of operation.

To mark the milestone, the program features five new tours and six new cruises among a collection of 33 itineraries for the APT brand, some hosted by special historians and lecturers.

Well-known gardening author Monty Don and gourmet food & wine expert Jane Webster offer tips to travellers in the brochure.

Three new destinations have also been unveiled, with Botanica product now available in Morocco, Hawaii and the Dalmatian Coast.

### **Island Fruits Voyage**

**CARNIVAL** Australia has joined forces with LGBT tour operator Gay Globe to launch a special Gay Group Cruise aboard the Carnival Spirit, departing on 24 Mar, 2014.

The nine-night sailing will visit a variety of ports in New Caledonia and is priced from \$1,360pp quad share - phone (02) 9008 1690.

### Dengue in Vanuatu

TRAVELLERS to Vanuatu are being advised by Smartraveller to take precautions against mosquito bites after authorities declared an outbreak of dengue fever, including in Port Vila and Luganville areas.



### **Business Development** Manager, QLD

There has never been a better time to join Air New Zealand!

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As the Business Development Manager, you will be an acquisition specialist optimising sales and relationship opportunities within the retail leisure market in QLD region. Promoting Air New Zealand products and services you will champion and enhance the value proposition to new and existing customers, whilst looking to drive Air New Zealand's profitability and competitive offering.

Reporting to the Leisure Sales Manager, you will be a commercially savvy individual who is committed to delivering to the success of the Leisure channel sales strategy to increase revenue and market share. With a sales 'hunter' mindset you will seize everyday opportunities to drive sales prospects and leads to achieve record high results.

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### AirAsia X drops Male

AIRASIA X has axed services to the Maldives capital of Male sold as a tag-on route ex Colombo - from 01 Mar, citing "challenging business conditions."



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### Fiji making waves and headlines



**TRADE** and industry partners were treated last night to a movie under the stars at the Open-Air Cinema at Bondi Beach, courtesy of Fiji Airways and Tourism Fiji.

A gourmet selection of food and drinks were served prior to the feature presentation, attendees settling in to a suite of comfortable beanbag lounges at the back of the theatre for a screening of the latest antics from Ron Burgundy in Anchorman 2.

Both organisations are major

### LHR to squeeze more

**UP TO** 1,300 hours lost through delays and inclement weather are expected to be saved through a new plan allowing planes to land closer together at Heathrow.

The recent preliminary findings from the UK Airports Commission suggested air traffic controllers can manage incoming flights by a preset time rather than the physical distance between them.

The Commission said the new approach could see more flights arriving closer together in weather conditions that would currently force a delay.

Operational cost savings of up to £228 million could also be realised through a reduction in delays of as little as two minutes, the study found.

sponsors of the summer cinema attraction just a few steps from Bondi Beach, with commercials showcasing the inflight offerings of FJ and highlights of its home destination in all its tropical splendour before each movie.

In addition, both groups are exhibiting strongly at all of the major industry expos around the country and reporting excellent feedback and consumer interest.

Pictured above at the event from left is Joel Handler, Belinda Condon and Andrew Stanbury from Fiji Airways with Carlah Walton of Tourism Fiji.



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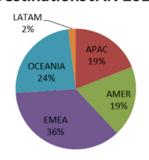


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### THE TAAP TOP TEN Brought to you by Expedia

### **Expedia TAAP Destinations JAN 2014**



Expedia TAAP recorded a "Best Ever" month in all metrics and listed a whopping 532 different destinations booked by AU Agents through January. The top destinations booked through TAAP last month were Sydney, London, Melbourne, New York, Singapore, Paris, Los Angeles, Oahu, Dubai and Rome. Hong Kong, San Francisco and Brisbane were just outside the top 10. Cairns and Surfers Paradise performed very well appearing in the top 20, but the standout this month was certainly Europe with hundreds of locations from Santorini in Greece to Galway Ireland. EMEA accounted for 36% of traffic, up from 31% last month. USA figures are in line with this time last year but there may be some resurgence with a 3% market share growth in the last week.

LATAM showed strong interest obviously with the World Cup later in the year with good bookings for Rio and Buenos Aires and Santiago. Some of the out of the way destinations last month included Quito Ecuador, Valparaiso Chile, Broome Australia, Graz Austria and Riga



### Full year pax growth

IATA director general Tony Tyler has praised airlines for continuing to drive efficiencies and maintain capacity increases despite the "very difficult" global economy.

The aviation governing body released its full year statistics for 2013, which showed a 5.2% jump year-on-year in pax demand - in line with average rates of growth.

Available capacity showed an increase of 4.8% for the year, keeping load factors flat with only a 0.4% climb on the year before.

Asia-Pacific recorded the fastest rate of growth among the three major regions, with Australian domestic capacity outstripping supply by 1%, forcing load factors down to 76.5%.

**MEANWHILE**, speaking at the Singapore Airshow Aviation Leadership Summit, Tyler praised the effectiveness of partnerships between industry & government, saying strong working agreements led to efficiency in regulation, connectivity and sustainability.

### SQ eyeing wide-body

**SINGAPORE** Airlines is set to carry out an extensive evaluation of both the Boeing B777X and the Airbus A350 as it considers its future fleet requirements.

The carrier is understood to be considering an order of 40 aircraft at a value of US\$15b at list prices, however a firm decision is not expected in the short term.

### **Epic Francigena walk**

**UTRACKS** has released eight new walking itineraries along the iconic Francigena Way, becoming the first Australian company to offer the entire length of the trail.

Individual sectors vary from 5-9 days in duration and can be booked either individually or as one monstrous 1,900km journey.

The 11th century trail runs from Canterbury in England to Rome more details at www.utracks.com.

#### MEL record int'l Jan

**PEAK** season at Melbourne Airport saw a new all-time record for int'l arrivals set, with 755,000 foreign visitors welcomed in Jan.

The result was the highest ever recorded in the facility's history and was up 11.1% on Jan 2012.

Hong Kong and Singapore led the charge from Asian markets, while Spain & Brazil also saw big growth.



### **Accommodation Updates**

WELCOME to Accommodation Updates, Travel Daily's Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Funky boutique resort **QT Gold Coast** has brought the beach atmosphere even closer having recently opened its new entertaining area, dubbed the Calypso Terrace. The space is one of many results of a \$50,000 renovation and offers comfortable space for up to 200 quests at a time in cocktail function layout.

The space also features bold and colourful furniture underneath a ceiling mosiac pictorial full of images on the history of the Gold Coast region.



Parents and kids both have their own spaces with the opening of 16 dedicated family rooms at the Sofitel Fiji Resort & Spa in Denarau after a two-year renovation that has also resulted in new Superior rooms. The Luxury Family Rooms are located on the ground floor and offer floor-to-ceiling glass windows, a

personal outdoor entertainment area with timber decking and a separate enclave for kids complete with bunk beds, individual TV & Playstation 3.



Fresh new guest rooms have been unveiled at the Ohana Waikiki East in Hawaii following a US\$2 million project. Rooms now boast new carpets and paint through to new mattresses on the beds, with a sandstone colour scheme. Bathrooms have also been upgraded to now offer new handheld showerheads as well as

new technology including 42" televisions and free in-room wi-fi network.

### **Rumours into WRD**

**RAROTONGA'S** Rumours Luxurv Villas and Spa will be represented in Australia and New Zealand by the World Resorts of Distinction high-end property portfolio.

The Cook Islands property on the island's south coast offers seven villas, spa facilities and is aimed at the honeymoon market.

### New hub for Garuda

A NEW 177-ha single-runway airport dedicated to developing the operations of Garuda Indonesia will be built on Bintan Island, off the coast of Singapore.

GA president Emirsyah Satar said the airport could also become a meeting point for GA's European and Far-East network.

### **Corporate Travel Consultants Wanted**



#### Take-off in 2014 to an exciting career with BCD Travel

Are you looking for a new career in 2014 or maybe just ready for a change? Due to recent business growth we need a number of very experienced Corporate Travel Consultants in our Melbourne, Brisbane and Sydney Offices. Great opportunity to work for a Global TMC and get exposure across a variety of multinational and global accounts. If you are interested and would like to make a confidential application, please click here. We look forward to hearing from you!

Direct applications only.



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#### VietJet aircraft order

**VIETNAMESE** low-cost carrier VietJetAir has finalised an order with Airbus for up to 100 A320family aircraft.

The agreement includes a firm order for 42 A320neo, 14 A320ceo and seven A321ceo jets, plus 30 purchase rights.

### Longer car earlybirds

**DRIVEAWAY** Holidays has extended its Earlybird Europe Sale until 28 Feb 2014.

Savings of up to 30% are offered on Europear rental prices in Italy from 01 Apr-31 Oct and up to 25% across other parts of Europe through until 15 Mar 2015.

Discounts are also available with Hertz across Europe and Ireland.

### Samoa tourism expo

**SAMOA** Tourism Authority has confirmed its annual Tourism Exchange will take place from 01-04 Apr at the Samoa Cultural Centre in Apia with the theme for 2014 'Celebrate the Samoan Way.'

Attendees will receive property updates and details on new accommodation options during the Buyer/Seller Exhibition.

Starwood, which inked a deal with Aggie Grey's, will also attend.

Australian product managers attending will be flown to Samoa with Virgin Samoa.

STA says this year it will introduce three new distinct themed property famil itineraries - "Romance", "The Great Samoan Road Trip" and "Mainstream" - to cater for wholesaler interests.

### Finnair 5x daily to LHR

A NEW fifth daily service from Helsinki to London Heathrow is being added by oneworld carrier Finnair commencing 30 Mar, using Airbus A321 aircraft.



Wednesday 12th Feb 2014

### Swagman's night at the movies



**SWAGMAN** Tours and South Africa Tourism hosted a group of Geelong travel agents to a special premiere screening of the blockbuster film *Mandela: Long Walk to Freedom* last week.

Plenty of goodies were on offer to attendees, each loaded up with a choc top ice-cream, drink and popcorn for the movie.

In addition to the gripping story about Mandela's life, the 2 1/2 hour film also offers a glimpse at the many scenic landscapes on offer in South Africa.

A chance to win a place on a Swagman famil to South Africa

was also up for grabs to attending agents, with the prize taken out by the lucky Jean Oraniuk from Harvey World Travel Leopold.

Oraniuk is **pictured** second from right with Wayne Hamilton and Soula Burgess from Swagman Tours and Rolf Huber from South African Airways.

### **Baku-New York direct**

AZERBAIJAN Airlines has told US transport regulators it intends to launch Airbus A340 services between Baku Heydar Aliyev Int'l Airport and New York this year.



### **Tailor-Made Tours Consultant**

McLachlan Tours is a leading niche tour operator based in Manly, NSW, operating three brands: Mat McLachlan Battlefield Tours, McLachlan Experiences and Discover Asia. We are looking for an experienced consultant to join our dynamic team. As a tailor-made tours consultant, you will consult with travel agents and members of the public and design customised tour itineraries to destinations in Africa, Asia, South America and Europe. You will be active in every stage of the selling process, from the initial consultation, through to liaising with ground operators, to producing itineraries and documentation. This is a challenging and rewarding position for an organised self-starter who has experience in a similar role. High attention to detail and excellent sales and customer service skills essential. Salary commensurate with experience.

Send CV to Mat McLachlan, Managing Director: mat@mclachlantours.com.au

### 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

and terms & conditions

- 8 nights accommodation in a 4 star hotel and 1 night accommodation on a floating jungle lodge
- Escorted by English speaking local guides.

Thoughout 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 tours to Thailand do OTG offer?

*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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### LOOKING FOR A NEW PAWSPECTIVE?

Take a sneak peek at these amazing roles.

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### **CORPORATE TRAVEL - TOP HOURLY RATE!** TEMPORARY CORPORATE TRAVEL CONSULTANT **SYDNEY TOP HOURLY RATE**

Are you looking for ongoing temporary work? Secure this fabulous corporate travel role today & enjoy working for one of the biggest & best names in travel business! Start ASAP until June, if not longer! Manage both international and domestic travel via Galileo & Tramada NextGen, therefore it is essential that you have knowledge of these systems. Top client that will pay a top hourly rate for the right candidate. Apply now and see where this role can take you!

### **WANT TO WORK FROM HOME?! CORPORATE CONSULTANT** PERTH - SALARY PACKAGE UP TO \$55K (DOE)

How would you like to wake up in the morning and move from the kitchen to the study to begin your day at work? We have a fantastic opportunity for an experienced multi skilled corporate consultant to work from home. Working for this global TMC, you will be servicing large market accounts from the comfort of your own home. The successful applicant will be offered a generous salary package, training & development opportunities & outstanding employee benefits! Contact AA today to find out how to apply!

### **GOT A FLAIR FOR CUSTOMER SERVICE? CUSTOMER SERVICE CONSULTANT MELBOURNE - SALARY PACKAGE UP TO \$52K**

This is a fabulous position for an experienced travel consultant looking to make a change in their career. Moving away from face to face consulting, you will be working behind the scenes for this innovative travel company assisting direct clients over the phone & via email with their after sales queries. Knowledge of Galileo is a must to be considered for this role in addition to a strong ability to demonstrate a strong customer focus. Contact AA today to find out how to make this role yours!

### GET YOUR FOOT IN THE DOOR OF PRODUCT **PRODUCT SPECIALIST BRISBANE - UP TO \$55K PKG OTE**

Joining this global company will be the best career move you could possibly make. The role of the product specialist is integral to the success of this Product Team. With a strong focus on consumer needs and emerging trends the product specialist will be responsible for analysing and interpreting data and trends, whilst assisting with the procurement of product and supplier negotiations. This role will be the threshold of a long term career in product where the only way is up. Up to the challenge? Apply Today!

### **EXCITING EVENTS & LUXURY LESIURE TEMPORARY TRAVEL CONSULTANT SYDNEY TOP HOURLY RATE**

Enjoy working for an event management company who specialise in conferencing & incentive travel also. Working in this travel implant you will create beautiful worldwide travel packages for high end corporate clientele. Working Monday to Friday on a temporary basis to cover staff leave. Start ASAP & get paid a top hourly rate weekly. Fun & friendly team environment. Apply today and see what doors this events company may open for you.

### SAIL INTO A NEW ROLE IN 2014 **CRUISE CONSULTANT**

MELBOURNE - SALARY PKG UP TO \$55K + super (OTE)

We are seeking a passionate travel consultant who shows a strong interest in cruising. As cruising holidays become the hot new way for Aussies to travel the world, our client a specialist cruising agency is seeking a talented consultant to join their team. From river cruising to ocean cruises you will soon become an expert selling holiday packages on the water! To be eligible you must have minimum 2 years previous consulting experience, love of all things cruising & posses strong selling skills within the travel industry.

### **DEAL WITH LARGE NUMBERS! GROUP RESERVATIONS**

MELBOURNE (EAST) – SALARY PACKAGE UP TO \$55K (DOE)

Our client, a reputable independent agency located in Melbourne's Eastern suburbs is seeking a consultant who has previous experience dealing with group travel. Working in the dedicated Groups Department, you will be booking clients onto fully escorted group departures to worldwide destinations. You will be rewarded with a high base salary of up to \$55K plus super. You will work Monday - Friday hours with every 3rd Saturday morning and be apart of a fun team with famils galore! Find out more today!

### WERE YOU BORN TO LEAD? RETAIL STORE MANAGER **ROK & TSV – STRONG SALARY & BENEFITS**

There is an urgent need for retail managers in both TSV & ROK. Do you dream of running a booming agency & leading a team to success? Well here is your chance to call the shots. A Retail Store Manager is required to step in and immediately get this show on the road! As a previous Manager, Supervisor or Team Leader you will be responsible for providing support & motivation, ability to communicate effectively & ensuring sales & marketing targets are met. The benefits are excellent & career progression is imminent.

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