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Travel Daily

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Thursday 13th February 2014

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Strong Webjet first half

ONLINE agency Webjet this morning reported a record result for the six months to 31 Dec, setting new benchmarks for TTV, revenue and profit.

Total transaction value for the period eclipsed the half billion dollar level, coming in at \$507m for the period, up 33.4% on the previous corresponding period.

Webjet's revenue soared 63.9% to \$52.2m, while the \$9.1 million net profit after tax was up 60.3%.

MD John Guscic said it was an exceptional result, which followed the transformation and integration of Zuji and "major margin improvement in the core business."

"The strategic investments in Cloud technology, marketing and product development...have demonstrated clear success and

provide a powerful operating and infrastructure platform to enable continued business development across all regions".

Guscic outlined the company's development strategy for the year, which includes the "continued aggressive development of packages," more mobile offerings, the extension of Zuji into Chinese language sites across Asia, and the acceleration of its Lots of Hotels operation.

He also flagged the Australian release of a new product offering called Webjet Exclusives, described as "exceptional short-term fixed price travel deals" which will launch in the fourth quarter of this year.

Webjet has appointed Flight Centre veteran and more recently Scoopon gm of travel, Paul Ryan, to operate this part of the business.

Trafalgar's real deal

TRAFALGAR is promoting its array of "real deal" features including no surcharges on 2014 brochure prices, insider experiences and industry endorsement, via the front **full page** of today's *Travel Daily*.

Seven pages of news

Travel Daily has seven pages of news & photos, a front cover page from **Trafalgar** plus a full page from: **(click)**

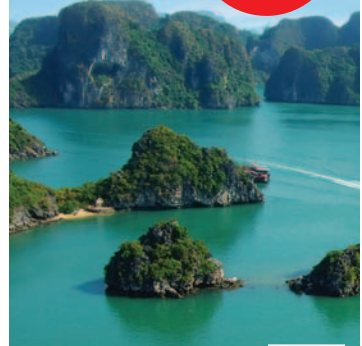
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The journey to the 2014 Formula 1® World Championship begins with Melbourne hosting Round 1 of the season that will see the last five World Champions battling it out for F1 supremacy. A great range of accommodation and entry ticket packages are still available through Grand Prix Travel® and each agent booking before February 21, 2014 goes into a draw to win a set of Callaway Golf Clubs.

To view the full range of packages visit www.grandprixtravel.com.au or call 1-300-300-701

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QF level playing field push

QANTAS ceo Alan Joyce last night issued a fresh call for a change in government policy to address the "playing field in Australian aviation".

Speaking to the Coalition Friends of Tourism dinner in Canberra, Joyce highlighted the role of Qantas as the "National Carrier" including its extensive charity partnerships, response in times of crisis and support for jobs across the country.

He also vowed to continue the ongoing transformation of the carrier which has so far included tackling industrial action, closing maintenance bases and reducing

costs while maintaining high levels of customer satisfaction.

He said that over the next two years, Qantas will close the gap to its major competitors, vowing to make decisions which are unlikely to be popular.

"We will look at all options and consider all steps to strengthen our business," he said, warning of the "hard road ahead".

And finally, he reiterated the "clear distortion" in conditions for Qantas, which has "succeeded without the benefits that many of our competitors receive from their governments...no preferred access to airports, no tax breaks, no free infrastructure, no public subsidy".

Joyce said that over the long term, repealing of the Qantas Sale Act is essential, in the more immediate future urging the government to "look for other solutions to address the uneven playing field as it stands now".

BA free First upgrade

CLIENTS booking Club World Business Class return flights from Sydney to London or Singapore with British Airways are being offered a free upgrade to First Class in one direction.

The deal applies to Club World flights booked by 17 Feb in I or R class, for departures between 01 Mar to 30 Jun 2014.

Prices to London start at \$7,854 and \$3,790 to Singapore.

Rail Tickets price hike

HELLOWORLD'S rail division Rail Tickets has announced it will be increasing prices on a range of product with immediate effect due to the "recent volatility" in foreign exchange markets.

Rail Tickets is warning agents that bookings not paid in full by 5pm tomorrow (14 Feb) "will be subject to the new higher price."

The currency adjustment effects all European Passes, all European Point to Point tickets (including Eurostar), Swiss Scenic Journeys and British ATOC (instant purchase) Tickets.

Agents with impacted bookings will be contacted by email or fax confirming the price increase.

CX locks in ADL rejig

CATHAY Pacific will begin its new four weekly non-stop service between Hong Kong & Adelaide - de-linking from the current Melbourne tag-on - from the previously mooted start date of 30 Mar (**TD** 01 Oct).

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Travel Daily

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Princess Cruises industry rates for all industry members. Various departure dates. Inside cabin – 3 Nights from \$289* pp including taxes and port charges. * Conditions Apply.

[CLICK HERE for further details](#)

Join the club, urges Creative

CREATIVE Holidays will be providing special “Creative Club” training folders for travel agents, aiming to educate consultants about features of special properties which are highlighted in the wholesaler’s recently launched 2014 brochure range.

The Creative Club hotels are those “that we know Aussies love,” according to spokesperson Jasna Stevanja, with Creative having negotiated added value bonuses and offering a price-match guarantee on the properties.

Stevanja said value-adds range from free wi-fi, a welcome drink on arrival, spa vouchers or discounts and much more, with Creative promising that clients

will be treated like V.I.T.s (or Very Important Travellers).

Also new for 2014 is the concept of Creative Holidays “flexi packages,” which will help agents to include flexible sightseeing options in the sale.

Silver, Gold and Platinum packages include one, two or three days with a private local host and driver in a private air-conditioned vehicle.

Newly appointed Creative Hols md James Gaskell said the brochure range aims to “inspire and excite your clients,” with inspirational cover images, travel tips from those in the know and lists of ‘top things to do’ in each destination.

ITG nabs iDoTravel

INDEPENDENT Travel Group has secured the former Harvey World Travel Elsternwick agency, rebranding as iDoTravel and adopting the ‘Talk to Us’ brand.

Owner-manager Bev Joseph cited ITG’s “lower overheads and better commission” as key reasons for making the switch.

Ferries with Rail Plus

RAIL Plus has activated a new booking channel for ferry routes in Europe, Asia, the Middle East, Australia and New Zealand on the www.railplus.com.au portal.

Access to the ferry voyages comes after Rail Plus joined forces with UK-based AFerry.com to provide the new service.

It enables agents to seamlessly book ferry services in combination with rail travel, and which until now has not been the easiest product to sell, gm sales and marketing Greg McCallum said.

New boss at PHG

PREFERRED Hotel Group has named Lindsey Ueberroth as the new chief executive officer for the independent hotel reps.

More appointments on [page 6](#).

Tipping sign-ups

IT MAY still be summer but the Super 15 rugby competition is set to kick off this weekend.

Be in the running for Australia’s richest travel industry footy tipping prize pool by registering free at rugby.traveldaily.com.au.



Window Seat

THERE’S no gain without pain.

The owners of Narrows Escape Rainforest Retreat on the Sunshine Coast were thrilled to receive the award for Hosted Accommodation at last Fri’s Australian Tourism Awards.

An elated Mark & Joanne Skinner checked out of their Sydney hotel the next morning with Joanne proudly holding the trophy, when it accidentally slipped out of her hand.

Fortunately the gong was undamaged - but only because she stopped the fall with her foot, sustaining a compound fracture and requiring five stitches - as shown in the exclusive *Travel Daily* pic below.



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Doha>Edinburgh	QR027	08:00	13:15	Doha>Edinburgh	QR027	08:00	13:15
Edinburgh>Doha	QR028	14:45	23:40	Edinburgh>Doha	QR028	14:45	23:40
Doha>Melbourne	QR904	00:55	21:25	Doha>Perth	QR900	01:50	17:55

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Travel Corporation afloat



THE Travel Corporation's array of brands were showcased on Sydney Harbour yesterday, with the group's annual yachting regatta welcoming key partners from across the industry.

Top selling travel agents joined teams from Trafalgar, Insight, Creative Holidays, New Horizons, Uniworld, Contiki, AAT Kings and new addition Adventure World, competing for the coveted Travel Corporation Cup.

Two hotly contested races took

place on a stunning afternoon, wrapped up with a convivial gathering to round off the day.

MD John Weeks was part of the winning team, which sailed under the Creative Holidays brand.

He's pictured above second from right with others celebrating the moment of sweet victory: Dee Marrocco, Creative Holidays; Carlah Walton, Fiji Tourism; Lauren Mullaly, Creative; Michael Woods, Abu Dhabi Tourism; and Dan Christian, Creative Holidays.



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CLICK HERE for further details.

GlobalCARS Euro tour

OFFERING an alternative option to exploring Europe on a river cruise or coach tour, GlobalCARS has teamed with Tour De Europe to promote its 2014 program.

The escorted, self-drive tour sees participants get behind the wheel of a GPS-equipped Citroen and follow a preset itinerary for a designated route over 18 days.

Dubbed 'The Ultimate Trip', the itinerary sets out from Munich, Germany on 07 Jul and passes through the Czech Republic, Poland, Lithuania, Latvia, Estonia, Russia, Finland, Sweden and Denmark, before ending in Berlin.

GlobalCARS director Andrew Morgan says the itinerary has been carefully researched so drivers & passengers are not overloaded "but offered fantastic sightseeing opportunities which only a visit to Europe by car can deliver."

"River cruising is a great alternative but you are restricted to activities along or close to the riverbank.

"Coach touring is tiring and there is no flexibility, whereas travelling by road allows you to stop where you want, divert off the main roads when you want, and discover things that organised tours usually don't allow," Morgan explained.

The tour is packaged with multi-night stays in many destinations, staying in 5-star hotels in some cities & priced from \$9,250ppts.

It is being escorted by 3AW radio presenter Mike Brady - see www.globalcars.com.au for info.

Thursday 13th Feb 2014

DFW arrival fast track

DALLAS/FORT Worth Airport will enable Australians arriving into the United States to utilise Automated Passport Control kiosks to clear immigration "in the next few months."

The 30 brand new APC kiosks are currently available to US and Canadian citizens, "significantly reducing wait times" for passengers on international flights into the Texan city, DFW Int'l Airport said.

Australians are among a handful of nationalities which will be able to use the kiosks once fully deployed, joining Brits, Dutch, South Koreans & Spaniards arrivals.

DFW is also planning to roll out a lane for "One Stop" service for international arriving passengers who do not have checked bags.

RedSpot benefits

AUSTRALIAN-OWNED RedSpot Sixt is calling on the trade to compare its car rental offering against competitors, saying its packages not only benefit the client but the travel agent as well.

RedSpot Sixt's all-inclusive Top Dog Package provides renters with \$0 damage excess, unlimited free road toll use & other perks, while agents earn commission on the entire package.

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Contiki turtle care

CONTIKI has added The Sea Turtle Conservancy (STC) in Tortuguero, Costa Rica to its growing 'Contiki Cares' program. The initiative will see Contiki sponsor the annual Tour de Turtle race which promotes sea turtle conservation efforts and research for a member of the STC's Research Assistantship Program.

TripAdvisor FY stats

DUBBED "the world's largest travel website", TripAdvisor has reported a 24% year-on-year increase in full year revenue to 31 Dec 2013 of US\$944.7 million. Revenue from "click-based" advertising accounted for 74% of TripAdvisor's cash flow, jumping 18% to US\$696 million. Revenue from the Asia-Pacific region spiked 49% to US\$122m. TripAdvisor's booking channel Expedia amassed US\$217.4m in revenue, up 7%. The company's pre-tax earnings for the calendar year rose 7% to US\$379 million.

During the year TripAdvisor's travel community reached 260 million monthly unique visitors, representing about 11% of the world's monthly online travel traffic during 2013.

Travelus shuts down

THE Travel Compensation Fund has today advised of the voluntary termination of Mackay-based travel agency Travelus (ABN: 94 159 277 853) after the agency was closed.

Mandarin 3-for-2

MANDARIN Oriental Hyde Park, London has extended a three for the price of two deal for guests until the end of Mar 2014. The Winter Escape package is based on a consecutive night stay. To make a reservation, email mlon-reservations@mohg.com.

QFF double status

QANTAS Frequent Flyer is offering members the ability to double the number of status credits - recognised by **oneworld** partners - on eligible international and domestic flights, booked between 11 Feb and 04 Apr.

DNSW 'Jhappi Time' campaign



DESTINATION NSW this week revealed details of a "landmark campaign" targeting the VFR market from India - the first of its kind developed and executed by any Australian tourism body.

The 'Jhappi Time' (or 'hug time') digital marketing campaign rolled out in India earlier this week and features four vignettes, each of which are based on either a friend or relative wanting to visit their Sydney based acquaintance.

It aims to capitalise on the ever increasing India outbound travel sector which is forecast to grow to 50 million by 2020.

The 'Bollywood-style' vignettes have been directed by Bollywood director and head of films and TV for the Australian India Film Fund, Anupam Sharma, and are set in locations across Sydney, Manly and the Blue Mountains.

Fittingly, the campaign features a cast of local Indian dancers, actors and musicians, which will also be promoted in cinemas around the subcontinent, on Destination NSW's sydney.com and in.sydney.com websites and social media platforms.

DNSW chief Sandra Chipchase said the "unique and culturally authentic" campaign will ensure

the Indian VFR travellers keep NSW front of mind when planning an Australian holiday.

She said 'Jhappi Time' will strike a chord with "Indian travellers' love of family, fun & good times."

"With our stunning harbour, great beaches, wonderful food & wine, and unique regional attractions, 'Jhappi Time' will show Indian travellers that they will enjoy some of the best travel experiences - and holiday moments - here in NSW."

NSW Premier Barry O'Farrell said Sydney is the most popular Australian destination for Indian travellers, supported by over 77,600 visitors to the state in the year ending 30 Sep 2013.

"India is one of the state's most important tourism, trade and business investment markets, and 'Jhappi Time' will enhance tourism from India," he said.

Premier O'Farrell (on right) is **pictured** with director Anupam Sharma; George Souris, Minister for Arts and Sandra Chipchase, DNSW ceo accompanied by dancers from Temple Productions at Circular Quay on Tue.

For more campaign details and to view the 60-sec vignettes go to www.sydney.com/jhappi-time.

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Announcing the 2014 Visit USA Expos

MELBOURNE: Plaza Ballroom, Regent Theatre - February 20th
SYDNEY: The Star Event Centre - February 24th
BRISBANE: Pullman Hotel - February 25th

Come and learn more about the USA, meet with over 55+ U.S. based Exhibitors. Great prizes include tickets to Los Angeles or San Francisco and more.

For more details **CLICK HERE** and **RSVP now**

Welcome back to Rosie's Corner! In this week's edition, we're talking weddings.

Destination weddings have become increasingly popular over the years and with its pristine waters, lush rainforests and charming chapels, Fiji has grown in popularity. Our dedicated weddings team has provided their top hotel picks, and also highlighted some of the legal requirements involved in arranging a Fijian wedding.

The Fiji Hideaway Resort & Spa (3.5 stars) located along the Coral Coast boasts a beachfront location, the perfect backdrop to any Fiji wedding. This affordable yet beautiful resort offers a number of locations for the wedding ceremony including the beachfront and the Sekoula Village Chapel. Packages include a wedding coordinator, floral arrangements, traditional costumes and much more.

If your wedding party is after the ultimate in luxury, Likuliku Lagoon Resort (5 stars) in the Mamanucas comes highly recommended. The resort offers bespoke wedding packages including floral decorations, set-up and minister/celebrant, and can also incorporate some extras such as serenaders, choir groups and hairdressers.

When getting married in Fiji, couples are required to obtain a marriage licence in person from the Registrar Office or District Office in Fiji at least three working days prior to the marriage. They must also provide the following documents: original birth certificates, valid passports, divorce papers (if applicable) and death certificate of previous spouse is deceased. Registrar Offices are located in Nadi, Sigatoka, Rakiraki, Savusavu and Taveuni.

For more information on wedding packages or to make booking, call Rosie Holidays on 1300 133 524.



ASF chosen as GCCT developer



GOLD Coast Mayor Tom Tate says today is a "historic day" after the Gold Coast Council received State Government support for ASF China Property Consortium's plan for the \$5 billion Gold Coast Cruise Terminal.

Otherwise known as the Broadwater Marine Project, the proposed cruise terminal will be positioned at the northern end of the Spit on the Gold Coast, with expanded tourism infrastructure earmarked for the adjacent Wavebreak Island.

The decision means community consultation will be sought in the near future.

"It's a game changing project," Tate declared.

"So it's up to us if we are going to go forward and show the world that we can be a world cruising destination."

"The decision to move to the next phase took courage and commitment and I applaud the State for approving the

KLM social payments

SKYTEAM carrier KLM Royal Dutch Airlines is now enabling passengers to pay for flight bookings made through social media, via Facebook or Twitter.

Before today, passengers could only pay for bookings made via social networks over the phone.

The process requires KLM to send a private message to pax asking which method of payment they prefer to use to complete the transaction.

KLM has 130 social media agents handling 35,000 Twitter or Facebook queries each week.

AU US arrivals up 14%

AUSSIE visitor arrivals to the US for the first six months of 2013 were up 10% year-on-year, the US Govt announced today, fuelled by 14% growth during Jun.

consortium's proposal during the Request for Detailed Proposal (RFDP) phase," Tate said today.

Should the cruise project gain community support & economic hurdles, it would rival the world's best cruise ship destinations, secure as many as 36,000 jobs for locals, and inject \$750 million into the local economy.

CLICK HERE to view a video from *Gold Coast TV* of the proposal with artist impressions and comments from Mayor Tate.

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

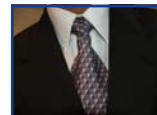
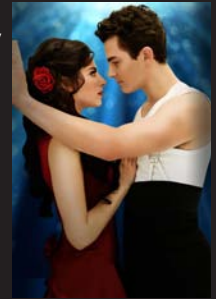
a championship ballroom dancer who defies all the rules to follow his heart.

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

musical@traveldaily.com.au

What night do previews start for Strictly Ballroom the Musical

Congratulations to yesterday's winner **Michelle Stander** from **Jetset Travel Rose Bay**.



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.

Peregrine Reserve has appointed its first Business Development Manager to further its growth, with company veteran **Peter Miers** filling the role.

Travel insurer **Allianz Global Assistance Australia** has appointed Matthew Clayton to the position of Chief Technical Officer. Clayton will oversee the Product, Underwriting and Actuarial functions for the local operation.

Back-Roads Touring is continuing its expansion in Australia and NZ, naming **Hugh Houston** as its new Brand Manager for the local market.

Philippine Airlines has welcomed **Ian Robinson** as its new Regional Manager for Australia and New Zealand, beginning in the role this week.

Kieran Healy has been promoted by **Rail Plus** to the position of Sales Manager Vic/Tas from his prior role as Reservations Supervisor.

Upmarket CBD property **Swissotel Sydney** has formally announced the appointment of **Christian Hirt** as the property's new General Manager.

Tourism New Zealand has named new General Managers for Australia & Asian markets, with **Tony Saunders** and **Daniel Craig** respectively named in the positions. Both bring many years industry experience to their roles.

Lufthansa has appointed **Carsten Spohr** as the next Chairman of the Executive Board & Chief Executive Officer, to take effect from 01 May. Elsewhere within the organisation, **Heike Birlenbach** has been tasked with carrying out the duties of Vice-President Sales and Services Europe.

New AS SEA routes

ALASKA Airlines will launch new nonstop services out of Seattle to New Orleans (on 12 Jun), Tampa (20 Jun) and Detroit (04 Sep) on a daily basis.

NFS Latin 2014 launch

THREE new destinations in South America have been added by Natural Focus Safaris as part of its 2014 South America brochure, which was released today.

The 100-page guide now offers product in Guyana, Cuba and Panama, with extensive accom and independent tour offerings both in well populated and more remote regions of the continent.

In Panama City, a four-day city stay package allows passengers to experience a partial transit of the Panama Canal and is priced from \$753 per person.

Travellers are also able to build an itinerary taking in Iguazu Falls, Machu Picchu, Patagonia, Rio de Janeiro and more - 1300 363 302.

BIG4 new addition

BIG4 Holiday Parks has added a new property on the NSW North Coast on the banks of Wooli River.

BIG4 Solitary Islands Resort, Wooli is situated on 18 acres, located 80kms south of Yamba. It features 12 beach huts and a range of deluxe cabins, ensuite studios and two- & three-bedroom poolside & spa suites.

Trump Irish golf buy

DONALD Trump has snapped up the Doobeg Golf Club & 218-room Lodge at Doobeg in County Clare, Ireland for a reported €15m for the Trump Organisation.

The Irish property was put into receivership in Jan and will now join 16 other Trump golf resorts.

Scenic honours for MTA



ABOVE: MTA Mobile Travel Agents was recognised by Scenic Tours as the inaugural 'Top National Agency - Multi Location' at the tour operator's recent 'Night of Stars' event in Sydney.

Pictured with MTA ceo Don Beattie (third from left) are Scenic Tours Michelle Black, gm sales & marketing, Glen Moroney, md & Emma Davie, national sales mgr.

Lau Is cruise dates

CAPTAIN Cook Cruises Fiji has announced the new dates for its 11-night Lau Islands Discovery Cruise for 2014 and 2015.

An additional departure will sail pass the islands of Lakeba, Oneata, Komo, Namuka-i-Lau & Yagasa on 04 Nov this year and 28 Apr, 04 Aug and 03 Nov in 2015.

SQ training centre

AIRBUS and Singapore Airlines will jointly establish a training centre, based in the city state.

The Airbus Asia Training Centre will offer simulators for multiple aircraft types and is expected to be open by the end of this year.

Niseko kids ski free

SKIJAPAN.COM is offering free accommodation, ski lift and snow rental equipment at Niseko for kids 12 years and under in Mar.

A seven-night package for two adults & two children at the self-contained Yotei Cottage is priced at \$2,866, including a six day ski pass, airport meet & greet and return airport transfers.

TTF investment push

TOURISM & Transport Forum chief executive Ken Morrison has called for the Federal Government to "focus on industries with the capacity and potential to deliver future growth".

Morrison's comments come on the back of this week's pullout by Toyota of its local manufacturing operations and a steady decline in mining investment but ongoing strong inbound tourism figures.

"Global tourism expenditure is forecast to grow from US\$6.6 trillion in 2012 to US\$10.5 trillion in 2020, so supporting tourism can ensure Australia gets a bigger slice of that burgeoning pie," Morrison added.

WIN A TRIP TO THAILAND



Click here for more info and terms & conditions

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

When is the Yi Peng Lantern festival?

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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WEEKLY DAILY

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

**FIRST CLASS TICKETS – SENIOR FARES SPECIALIST
SYDNEY – SALARY PACKAGE \$85K+**

Are you a Senior Fares Specialist striving to work for one of the biggest names in the business? This global travel organisation is now one of the most successful companies within the Australian market and has a unique opportunity within fares and consolidation

You will be resolving escalated fares issues, liaising with suppliers, implementing fare systems along with identifying areas for enhancements.

ARE YOU TECHNICAL?

**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.

PRICING ANALYST WANTED

**PRODUCT ANALYST – TRAVEL INDUSTRY
SYDNEY – EXECUTIVE SALARY \$\$**

How would like to work for one of travels leading companies, a great brand that is recognised globally? Essentially you will be responsible for providing commercial support to the product contracting and finance teams. This role is suited to someone who has a strong financial acumen and has the ability to understand and to report on financial information with the ability to work with large amounts of data in varying forms at one time.

READY TO MAKE A MOVE?

**GENERAL MANAGER - WHOLESALER
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.

DIGITAL GURU WANTED!

**CREATIVE MARKETING GURU WANTED
SYDNEY – SALARY PACKAGE \$\$**

Are you an experienced, innovative and highly motivated Marketer within the Travel Industry? This rare new opportunity will allow you to create and grow the business stream within a large organization. You must be proficient within the digital space, and be adaptable to growth & change. If you thrive with a challenge this is a brilliant chance for you to shine.

DOES RETENTION TICKLE YOUR FANCY?

**CLIENT RELATIONSHIP MANAGER
SYDNEY - 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.

BE VALUED AS A MENTOR

**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.

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