

ÜMI

über massive incentive

ÜMI. 1. (noun) The biggest, boldest, massive-est and simplest incentive ever!

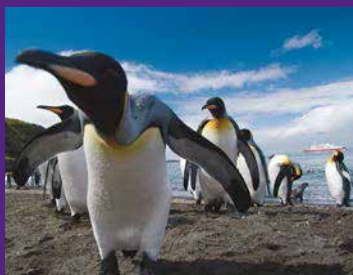


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12 Prizes, 3 top sellers and 9 random winners. Check out these prizes:

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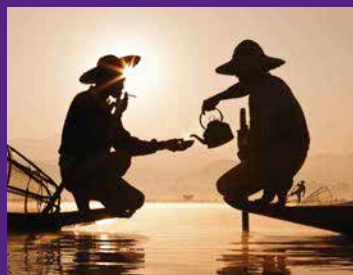
ü +1 FRIEND

REALM OF THE POLAR BEAR



ü +2 FRIENDS

CLASSIC BURMA ADVENTURE



ü +3 FRIENDS

THE INCA TRAIL



ü +3 FRIENDS

MOROCCO KASBAHS & DESERTS



ü +3 FRIENDS

TURKEY SAILING



ü +3 FRIENDS

OUTBACK TO RED CENTRE



ü +5 FRIENDS

CRUISE GALAPAGOS



ü +6 FRIENDS

KENYA & TANZANIA OVERLAND



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Travel Daily

First with the news

Wednesday 15th January 2014

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QF/EK up fuel charges

QANTAS has today announced an increase in fuel surcharges on its joint network with Emirates for tickets issued in Australia and New Zealand from 23 Jan 2014. Economy Class fuel fees will rise by \$10 on services to Singapore, Thailand & Malaysia, \$15 for Premium Economy and \$25 for First & Business Class to \$240. Middle East, Europe/UK and North Africa flights will climb by \$15 to \$270 for Economy, \$30 for Premium & \$50 in First/Business. Qantas cited the increase to its alignment with Emirates as well as ongoing high fuel costs.

QR commission cut

QATAR Airways has dropped its commission to 0% for all tickets issued in Australia for travel originating outside of Australia. Effective from today, the move sees a drop from the previously offered 7% commission for travel agents selling QR flights which commence abroad. "Commission on tickets issued in Australia, for QR departures ex Australia, remains unchanged," a memo to the trade from Qatar Airways Australia advised.

GTCG into administration

LEIVACEN Management Group, trading as Global Travel Consulting Group is understood to have declared bankruptcy, with administrators Shaw Gidley appointed to handle winding-up of the business. The Newcastle-based firm is headed up by md Shane Styles, with GTCG's clients including the Alaska Travel Industry Association - appointed in 2011. **Travel Daily** understands the company has debts of \$100,000, with creditors from within the travel industry including Adventure World, Visit USA, TIFS and the Cruise Lines International Association (CLIA) Australasia.

UMI incentive returns

G ADVENTURES is today promoting the 2014 return of its Uber-Massive Incentive, back for the third consecutive year. Places on twelve itineraries for a winner and a select number of friends are up for grabs to three top-selling agents and nine random winners in Australia & NZ. For more details, see the **front full page** of today's **Travel Daily**.

Styles was previously group gm for Palau-based airline PacificFlier - owned by Aussie firm Aerius Travel - which went to ground 5 months after launching in 2010. According to Styles' LinkedIn profile, his industry background includes positions with Hunter Travel Group as gm of sales, Explore Holidays as gm of product & Scenic Tours as gm of tour ops. Comment from Shaw Gidley to confirm GTCG's demise was sought by **Travel Daily** however no response was received ahead of today's deadline.

Hayman thanks trade

ONE&ONLY Hayman Island is thanking the trade for its support while the property goes through a refurbishment ahead of a reopening in Jul - see **page six**.

Today's issue of TD

Travel Daily today has four pages of news, a front full page for **G Adventures'** UMI incentive, plus full pages from:

- AA Appointments
- One&Only Hayman Island

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Beattie joins AOT

FORMER Cook Islands Tourism chief executive Carmel Beattie has joined AOT Group as the Australian travel company's Cook Islands representative.

Beattie has more than 30 years industry experience and has previous held roles with Tourism Queensland, Tourism NSW, Sydney Opera House and Sydney Olympic Park.

Based in Rarotonga, Beattie will be tasked with negotiating and contracting local products for Air New Zealand Holidays, AOT Inbound and ATS Pacific.

Her appointment represents the first permanent and full-time presence for the AOT Group in the Cook Islands.

"Carmel's experience & insider knowledge of the Cook Islands will be invaluable in providing outstanding service and travel insight to AOT clients and customers," AOT ceo Andrew Burnes said yesterday.

Beattie commenced in the role with AOT last month.

The AOT Group has a workforce of 550 with offices in Europe, the UK, China, Singapore, Indonesia, India, New Zealand and Fiji.

35 Qantas jobs go in HBA

QANTAS will pull its mainline operation to Hobart from mid-Apr, leaving regional subsidiary QantasLink as its only full-service operation into Tasmania.

The Australian flag-carrier confirmed the move, which will see 35 Hobart Airport-based QF jobs lost and cessation of Boeing 737 aircraft flying to Hobart.

It comes a month after Qantas announced it would slice around 1,000 positions across the Group over the next year (**TD** 05 Dec).

"This change is about making sure we have the right aircraft on the right routes in support

of leisure and business travel opportunities between Tasmania and the mainland," a Qantas spokesman said yesterday.

A tender process for ground handling work and 30 cabin crew and 15 pilots would be required.

In Sep, QantasLink informed **TD** it would be introducing its B717s, equipped with Business Class seats, on the Melbourne and Sydney routes (**TD** 19 Sep).

The Australian Services Union says the decision would impair QF's market share to the state, *The Australian* reported.

Qantas' low-cost offshoot Jetstar operates 150 weekly return services to Launceston and Hobart ex SYD, BNE and MEL.

New Skytrans service

UP TO 10 services per week will be operated by Skytrans between Toowoomba and Roma, with the new route kicking off on Mon 20 Jan, operated by Dash 8 aircraft.

"While this service links Toowoomba and Roma, it also offers travellers a convenient connection between Roma and Sydney, negating the need to travel via Brisbane," managing director Simon Wild said.

Arnhem Land strategy

NORTHERN Territory Minister for Tourism Matt Conlan has called for a co-operative approach to the development of tourism ventures in the Gove region, also known as Arnhem Land.

Plans for new opportunities in the region comes following a five-day visit by Tourism NT and the Department for Business.

Conlan said there was potential for Aboriginal homeland cultural experiences as well as fishing, island retreats, 4WD adventures as well as scenic cruises & flights.

"The raw product is there, but every tourism operator needs to work together to provide compelling reasons to visit the region and ensure success.

"Airlines play a major role in supporting the economy and community of Gove, and the current schedules are conducive to holiday packaging," Conlan said.

Sydney RevPAR boost

PRELIMINARY hotel data from accom research firm STR Global for Sydney has revealed demand for rooms far exceeded supply for the month of Dec 2013.

Average supply increased 2.5% year-on-year, while demand was up 6.1% on the same time in 2012.

Occupancy rates climbed 3.6% to 80.8%, while the average daily room rate also climbed 4.8% to \$219.95 per night, with revenue per available room at \$177.80.

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New river cruise deals

EARLYBIRD deals have been released by Travelmarvel for its four new European river cruises announced this week (**TD Mon**). Bookings of its 21-day European Gems river cruise includes 14 days aboard the newly-chartered *Travelmarvel Sapphire*, bookended by three nights in Paris & Prague. Fly Free deals inclusive of taxes are also available with Singapore Airlines for bookings deposited by 28 Feb - phone 1300 300 036.

TTF laud Mel funding

MELBOURNE will continue to be a major drawcard for tennis fans in Jan and tourists year-round following a \$298m funding injection from the Victorian Govt. Tourism & Transport Forum chief executive Ken Morrison said the investment in demand-driven infrastructure will continue to stimulate the visitor economy. "Melbourne Park attracts more than 2.1 million people each year and many of these are interstate and international visitors who then stay in hotels, eat at restaurants, and enjoy Melbourne's renowned shopping and night life," Morrison said. The funding will contribute to a major revamp of the Melbourne Park tennis centre, with a number of upgrades set to revitalise the precinct for events large & small.

Copa ADM warning

PANAMA-BASED carrier Copa Airlines is alerting agents that failure to abide by the correct procedure for voluntary changes will result in issuance of an ADM. Local representative Discover the World Marketing advises that voluntary changes require a ticket to be reissued, and all applicable reissue fees must be collected. For full details, **CLICK HERE**.

New New Cali reps

GTI Tourism has been appointed as the PR & marketing reps for New Caledonia Tourism, replacing Sayer Clifton effective 01 Jan. The firm is tasked with raising the profile of New Caledonia, with a particular focus on developing the destination's digital marketing strategy.

Exclusive Africa tour

BENCH International has released a unique 16-day itinerary in East Africa in celebration of its 45th anniversary, travelling on the firm's private Cessna jet. Departing Kilimanjaro, Tanzania on 06 Jun and bound for Victoria Falls, the tour also visits Zambia, Malawi and Botswana and is limited to eight passengers only. Places on the Ultimate Air Safari are priced from \$22,695ppts and include 13 nights at a number of luxury safari camps and two nights on a luxury house boat.

Plentiful Niseko snow

JAPANESE ski resort Niseko has reported 25 consecutive days of fresh snowfalls, with nearly 10m recorded since skifields opened for the season in Nov. Up to 65cm of fresh powder was reported to have fallen in a 24hr period earlier this week.

Europe offer ending

AGENTS have until tomorrow to take advantage of Topdeck's 10% discount on over 90 European tours in 2014 for their clients. Options include the European Wonder trip which encompasses Britain, France, Switzerland, Italy, Austria, the Netherlands, Germany & Belgium, now priced at \$1,503 - a saving of \$167. New bookings must be paid in full by COB today.

OS lifts VIE/LHR to 4

AUSTRIAN Airlines is adding a new fourth daily service between Vienna & London Heathrow, from 30 Mar, providing a west-bound flight departing VIE at 12:45pm.

Window Seat

DESPERATE to escape winter chills in the UK, a couple is probably wishing they had booked their sun-soaked holiday to the Caribbean with a travel agent, rather than online. Thinking they had snagged a top deal to fly from Birmingham to the Caribbean for only £800, it was only upon checking-in that their point of origin was from Birmingham, Alabama instead. The couple had already lodged their car in long-term parking, but instead were forced to head for warmer climates in Spain.

THE pilots of a Southwest Airlines flight which mistakenly landed at an airport 7 miles shy of its destination on Sun have been suspended by the carrier. Carrying 124 pax & five crew, Flight 4103 departed Chicago Midway bound for Branson Apt in Missouri, but landed at the nearby Taney County Apt.

Likuliku free upgrade

GUESTS staying five nights or more at the Likuliku Lagoon Fiji are being offered a free room upgrade for visits during Feb. Options include an upgrade from a Beachfront Bure to a Deluxe Beachfront Bure with a private plunge pool. Five-night packages lead in at \$3,055pp including all meals, amenities, free wi-fi and non-motorised watersports. Quote 'FOCUPGRADE' in the booking code to avail the offer. Packages need to be booked by 07 Feb - www.likulikulagoon.com.

PRINCESS CRUISES

Your chance to win a 9-night Japan cruise in 2014!^{^*}

Two balcony staterooms to be won

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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





UIA liquid checks

DISCOVER The World Marketing is advising agents of a luggage restriction in place on Ukraine International Airlines during the upcoming Sochi Winter Olympics.

In effect until 21 Mar, passengers travelling to or from Russia with PS must pack all liquid, creams and toiletries of all quantities in their checked luggage.

Eagle pick new name

WHOLLY-OWNED American Airlines Group regional carrier American Eagle Airlines will change its name to Envoy in an effort to eliminate confusion with fellow subsidiary American Eagle.

Envoy was selected as the new name after executives looked at more than 1,000 suggestions and consulted with staff, with the new brand taking effect in Q2 this year.

VS seat fee backflip

VIRGIN Atlantic has modified its original plan to introduce seat selection assignment fees from 01 Apr to travellers on long-haul Economy sectors (**TD** 18 Dec).

Following torrents of negative feedback from passengers and agents, Virgin says it will rethink a plan to remove an agent's ability to pre-assign seating in their GDS.

Instead, GDS seat pre-selection will not be restricted on Upper classes J, C, D, I and Z as well as Premium Economy classes W, H, S & K and Economy Y & B classes.

Passengers booked in classes below B will need to visit Virgin Atlantic's website to assign a seat ahead of check-in if they choose.

The planned \$45 levy will remain in effect for selected long-haul departures commencing in Apr, except on services to Tokyo.

Deregulation for STN

LONDON'S Civil Aviation Authority has made the decision to remove Stansted Airport from economic regulation from Apr, allowing the facility to compete more freely for air traffic.

The decision was made following a two-year review in which it was found the facility does not boast strong market power compared to rivals Heathrow and Gatwick.

Ryanair, a major tenant at STN, has slammed the decision, saying it will allow Stansted to increase charges, which will lead to airfare increases & restrict competition.

Anantara e-gift card

A COLLECTION of new e-Gift Cards has been unveiled by Anantara Hotels, Resort and Spas valid at the group's portfolio of properties in Asia, the Maldives, Middle East and Africa.

Voucher amounts can range from US\$50 to US\$3,000 and are sent to recipients via email & SMS. See egiftcard.anantara.com.

Tajikistan border shut

THE border between Tajikistan and the Kyrgyz Republic in Central Asia has been closed until further notice, the Federal Government's Smartraveller website advises.

Australian travellers are being advised to avoid the region due to incidents involving armed clashes between border forces and suspected criminal groups.

Praslin resort in LHW

LUXURY Seychelles property Constance Lemuria, on the island of Praslin, has joined the Leading Hotels of the World network.

New Africa platform

SOUTH Africa Tourism has gone live with a significant website redesign as part of the rollout of its What's Your Big 5 campaign.

The refreshed site features a collection of large photographs showcasing the range of activities and experiences available, as well as videos and travel tips.

The online presence is centred around Adventure & Exploration, Culture & Heritage, Safari & Nature, Entertainment & Lifestyle and Luxury & Romance.

WIN TICKETS TO DOLLY PARTON

This week *Travel Daily* and Swagman Tours are giving one lucky travel agent the chance to win one ticket to see Dolly Parton in Melbourne and one night post concert accommodation.

The concert will be held on 11 February at Rod Laver Arena, Melbourne. The lucky agent will be the guest of Swagman Director Wayne Hamilton and enjoy preconcert drinks before the show.

For your chance to win, come up with a caption for the photo below. The best caption (as judged by Swagman Tours) will win this great prize.

Submit your entries by COB on Friday 17th January to:

dolly@traveldaily.com.au.



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THE FLAVOUR OF THE MONTH CORPORATE CONSULTANTS MEL – SALARY PACKAGE UP TO \$64K (DOE)

Corporate Travel Roles are the flavour of the month in Melbourne. Our client, a top TMC is seeking experienced corporate consultants to join their expanding team & help set the pace for a successful year! Your skills & experience will be rewarded with a strong salary package along with fabulous benefits including Mon - Fri hours, development and training programs and the opportunity for career progression. If you consider yourself to be a skilled corporate consultant then we suggest you contact us today!

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Are you tired of the city commute? Looking for the opportunity to live & work close to home & enjoy the pleasures of living in the country? Our client, a successful agency in the Bendigo region is looking for an exceptional travel consultant to join their team. With your previous experience selling retail holiday packages & exceptional customer service skills, this is your opportunity to sell luxury cruises to round the world itineraries and domestic getaways right on your own doorstep! Apply today!

MOVE AWAY FROM FACE TO FACE CUSTOMER SERVICE CONSULTANT MEL (INNER) – SALARY PACKAGE UP TO \$52K (DOE)

Have you reached the point in your career where you are tired of working in retail travel? Are you still passionate about the travel industry but want to move into a more behind the scenes role? If you answered yes to any of the above then we think we have the ideal solution for you! Working for this innovative travel company you will be responding to phone & email enquiries from clients with regards to their online booking reservations. Your role is to go above & beyond to service these clients! Interested?! Call us today.

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Do you love high end products, first class tickets, 5 star hotels & luxury cruises? Then why not sell these everyday! Our client requires consultants with at least 3 years retail travel experience to join their prestigious team based in the CBD. You’ll need to have exceptional customer service skills, strong cruise product knowledge and GDS skills. You will be rewarded with an above average salary package + \$\$ bonuses, career progression and enjoy working within a team of true professionals.

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As one era ends, another exciting one begins.

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undergos a multi-million dollar transformation to open as
One&Only Hayman Island in July 2014.

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