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**Travel Daily**  
First with the news

Tuesday 28th January 2014

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**2 TSAX join Magellan**

**FORMER** Travelscene American Express franchise agents Passport to the World and Travelscene Caloundra have abandoned the Helloworld Limited group to join the Magellan Travel Network. Effective 01 Feb, the WA and Queensland based agencies will take Magellan's total member count to 93, which also includes a new Milton office for Platinum Travel Corporation, also in Qld - its fifth branch nationally. Travelscene Caloundra, which was originally known as Darryl Laing's Travel Centre in the past, will rebrand as The Travel Agent at Caloundra, incorporating Cruise Holidays Caloundra. Established in 1979, it is the city's longest established travel agency, with each employee having 20yrs of travel knowledge. Perth-based boutique agency Passport to the World specialises in cruise travel, with three of its staff Master Cruise consultants, affiliated with CLIA Australasia.

**AIME partners with AFTA**

**THE** Australian Federation of Travel Agents and Asia-Pacific Incentives & Meetings Expo (AIME) have formed a "crucial" strategic partnership to aid the further growth of the event. AIME exhibition director Jacqui Timmins said the pact, along with a similar new arrangement with travel technology partner Sabre Pacific, "demonstrate to our audience and peers the importance of business travel to the business events arena." "It's key for us to ensure we're meeting the needs of the business travel industry and gaining a clearer understanding of its requirements," Timmins said, adding the partnerships would open up the event to new audiences. AFTA chief executive officer Jayson Westbury said the group was delighted to work with AIME in 2014 as "the role of travel agents becomes even more

relevant and important." AFTA is using AIME as a platform to officially launch ATAS, which comes into effect in Apr, and is also sponsoring a new business travel stand award. Sabre Pacific intends to use next month's show to showcase its popular TripCase app that assists travellers organise their trip.

**QF SCL supplements**

**QANTAS** has introduced three return supplementary services on the Sydney-Santiago route to support demand over the peak Easter and school holiday period, boosting capacity by more than 1,000 seats. The additional services, each operated by Boeing 747-400s and subject to government approval, have been published to depart on 04 & 25 Apr and 02 May.

**Trafalgar promotion**

**TRAFALGAR** is again giving its new 'The Real Deal' campaign a big push to the travel trade, via today's cover page of *Travel Daily*.

**Today's issue of TD**  
*Travel Daily* today has seven pages of news & photos, a front cover page from **Trafalgar** plus full pages from:

- AA Appointments jobs
- inPlace Recruitment jobs
- Consolidated/MH promo

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# Travel Daily

First with the news

Tuesday 28th January 2014



## Best Flights site to close

**HELLOWORLD** Limited's online operations Best Flights and Best Cruises are set to be subsumed into the new Orbitz-powered helloworld.com.au website, with the existing sites to be shut down later this week.

An update to customers issued on Fri confirmed that from 01 Feb 2014, BestFlights.com.au and BestCruises.com.au will automatically redirect to the new address, promising the "same great deals and same great service".

Enhanced functionality offered via the change will feature improved search facilities as well as smartphone and tablet compatibility, while existing bookings made through the current sites will continue to be supported.

However, interestingly the customer service numbers are not the same as those promoted on the main helloworld website.

Perth-based Best Flights claims that it is the fifth most visited online travel website in Australia, with its call centre servicing more than 400,000 calls a year.

Best Cruises is a CLIA member and has received several ICCA/CLIA Agency of the Year awards.

As part of the change, customers are being offered a 15% discount on their next international hotel booking by entering special promotional codes when they use helloworld.com.au through until 17 Feb.

Best Flights founder Gary Elliott was formerly one of Jetset Travelworld group's senior executives, but resigned his role as Group GM Online a couple of months after ceo Rob Gurney took up his role in Aug 2012.

### Mahalo month portal

**HAWAII** Tourism Oceania has announced the launch of the Mahalo Month website for 2014.

The site provides travel partners with over 100 discount offers as a way to say 'thank you' (mahalo) for aid selling and promoting the Hawaiian islands.

Discount airfares, accom and touring options are reduced for travel between 01 Apr-31 May. Register at [mahalomonh.com](http://mahalomonh.com).



## BOOK & WIN



## CANADA

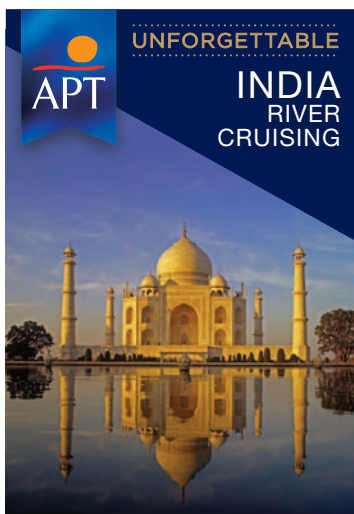
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Asia from **\$539\*** pp return plus taxes.  
\* Conditions Apply. Taxes approx. \$400\* - \$698\* pp.

**CLICK HERE** for further details

## Mini-comp winner

**CONGRATS** to Roger Koller from Gregor & Lewis, Noosa Heads who was Fri's winner in **TD's The Great Beauty** mini-comp, winning a double-pass to the film courtesy of IGTO, CIT Holidays, Rail Europe and Palace Films.



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## Industry Australia Day honours

**THIS** year's Australia Day honours list, announced on Sun, included well-deserved recognition for several key travel industry players.

**Sarina Bratton**, well known as the founder of Orion Expedition Cruises and newly named chair of the Asia-Pacific operations of Compagnie du Ponant (**TD 25 Nov**), was awarded Member (AM) in the Order of Australia for "significant service to tourism, particularly the cruise ship industry, and to business".

Bratton, whose career has also included a 14-year stint with Cunard Line and also saw her found Norwegian Capricorn Line in 1997, said it was an "enormous honour to be recognised with such a prestigious appointment".

Also honoured for "service to tourism" with a Medal (OAM) of the Order of Australia was APT founder **Geoff McGeary**, who established the company in 1967 and since then has seen it grow to encompass a huge range of brands including Travelmarvel, Croydon Travel, Topdeck Tours, Kimberley Wilderness Adventures, The Captain's Choice and more.

Travel agents were also named in the honours list, with **Guido Canale Bem** from Queensland-based Canale Travel Service granted an OAM for "service to the Italian community".

Canale Bem's citation includes his role as an AFTA member and

as "owner of the largest Italian travel agency in Queensland".

An OAM was awarded to **Francis Wong** of Adelaide, who founded Lai Lai Travel in 1990.

His citation for "service to business and the community," also references Wong's role as chair of the Inbound Tour Operators Association of South Australia.

Other Australia Day honours went to Hamilton Island owner **Robert Oatley**, named Officer (AO) of the Order of Australia for his "distinguished service to the Australian wine and tourism industries".

Oatley's citation states that since purchasing the island in 2003, he has "transformed it into the largest tourist resort in Australia," while other activities include yachting and significant contributions to medical research and the arts.

Several aviation industry staffers were also named in the honours list, including long-time Qantas B747 Captain **Norman St Leon**, cited for "service to aviation and to the community".

**Sue-Ellen Bussell** was awarded an AM for "significant service to industrial relations, as a supporter of women in business, and to the aviation sector," with her roles including Qantas Executive Manager, Industrial Relations as well as federal vice-president of the Flight Attendants Association of Australia International Division.

## Carnival NZ recruits

**FORMER** Emirates sales exec Andy Bruce has been appointed as Carnival New Zealand's new business development manager for P&O Cruises and Cunard.

Melissa Bannister has moved to the bdm role for Princess Cruises.

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## O'Sullivan takes over TA reins

**TOURISM** Australia has recruited Fox Sports second in charge John O'Sullivan (pictured) as its new managing director.

Revealed today by the national tourism organisation, O'Sullivan will replace Andrew McEvoy who exited Tourism Australia late last year after a four-year tenure.

O'Sullivan - who will take up the post in late Mar - has significant tourism and events experience.

He is the current chief operating officer at Fox Sports and has previously held exec positions with Events Queensland (as chief exec, 2010-2012) and Football Federation Australia (chief commercial officer, 2004-2010).

His credentials also include stints with the Sydney 2000 Olympic & Paralympic Organising

Committee, the 1995 Rugby World Cup and 1994 World Masters Games.



TA chairman Geoff Dixon said TA was elated to have found a highly respected business leader "who comes to Tourism Australia with a strong reputation for leading and developing high performing organisations."

"John has an obvious passion for our country and, combined with his deep industry knowledge, experience and skills, is ideally suited to lead an already strong team," Dixon commented.

Tourism Australia executive gm International Frances-Anne Keeler has taken on an acting managing director role until late Mar.

Tourism & Transport Forum boss Ken Morrison said O'Sullivan's 20+ years of industry experience made him an "ideal choice" to carry on Andrew McEvoy's legacy for the tourism industry.



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## California Dreamers

**AUSTRALIAN** TV screens have begun seeing Visit California's 'Dreamers' promotion (**TD** 04 Dec) with two different commercials now airing.

Qantas has again partnered with Visit California for the campaign, launching special airfares to LAX, with the campaign to run across a variety of channels until 16 Mar.

To view the TV ad, **CLICK HERE**.

## No VOA for Turkey

**AUSTRALIAN** travellers visiting Turkey will no longer be able to obtain a Visa On Arrival, with the move effective from 10 Apr 2014.

The change, flagged by DFAT Smartraveller on Fri, affects both business and leisure travellers including people visiting Turkey for ANZAC Day this year.

Australian passport holders will still require a visa to enter Turkey, with online applications available at [www.evisa.gov.tr/en](http://www.evisa.gov.tr/en).

Wholesaler Sun Island Tours forewarned the trade of the move earlier this month (**TD** 13 Jan).

## Tas aviation director

**DUTCHMAN** Hans van Pelt has been appointed as Tourism Tasmania's director of aviation & access development.

He will work on developing closer ties with industries involved in air & sea transport to Tassie.



## Window Seat

**LOUNGE** access privileges have been revoked for a man who allegedly used VIP facilities offered by China Eastern Airlines almost every day for a year.

The passenger appears to have purchased a fully refundable first class ticket expressly for the purpose of accessing free food at the China Eastern lounge at Xian Xianyang International Airport in China's Shaanxi province.

According to Malaysia's *Kwong Wah Yit Poh* Chinese-language newspaper, the man changed his itinerary over 300 times during the year to access the facilities, and eventually cancelled the ticket and obtained a full refund when it was about to expire.

**AND** how ocker is this!

Pinctada Kimberley Grande celebrated Australia Day in unique Kununurra style with its inaugural Cane Toad Derby!

Funds raised by the community event actually support research to eradicate the menace.

Owner of Pinnacle Tours in WA, Adam

Barnard (right)

beat off 55 other entrants and their toadies in the event.



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# MAS defends LAX pull-out

**MALAYSIA** Airlines will axe services between Kuala Lumpur and Los Angeles from 30 Apr after claiming the route is "no longer economically viable."

The move follows a route rationalisation exercise at MAS to curb loss making services.

MH ceo Ahmad Jauhari Yahja cited over-capacity & competition

## Oaks Lonsdale selling

**CBRE** Hotels has today revealed the Oaks on Lonsdale Serviced Apartments, Melbourne is for sale on behalf of receivers & managers at PPB Advisory.

The complex is expected to gain strong interest from South East Asian and Chinese investors, and is being offered for sale via an International Expressions of Interest campaign.

Oaks Hotels & Resorts currently operates the 148 room property.

Its lease is due to expire in 2017, with a further three or five-year lease extension available.

"A fully leased hospitality asset is a rarity in the Australian hotel market and as such we expect that non-traditional institutional buyers, as well as traditional hotel buyers will express interest in this offering," CBRE Hotels' Rob Cross said via a CBRE release today.

for the withdrawal, as well as the high cost of operating the Boeing 777 aircraft used on the route.

The **oneworld** member said it would work "aggressively" with its codeshare partners (American Airlines and Japan Airlines) to ensure there is minimal impact on Malaysia's position as a top tourist destination in the USA.

Concurrently, Malaysia Airlines will turn its attention to a greater focus on Asia and key regional cities where the demand outlook is stronger.

"Malaysia Airlines regrets for the inconvenience to passengers as a result of these changes and assures it will honour all forward bookings ticketed to date."

**MEANWHILE**, MAS & Myanmar Airways have announced plans to reintroduce codeshare flights effective 15 Feb, on sale 10 Feb.

Initially, the partnership will see the '8M' flight code of Myanmar Airways added to MAS operated services from Kuala Lumpur to Yangon, and then later to Langkawi, Bangkok and Penang.

MAS will place its code on 8M's flights between Yangon and KUL.

Their previous 4-year codeshare agreement ended in 2010 due to the International Economic Situation against Myanmar.

## EY pre-clearance

**TRAVELLERS** flying from Abu Dhabi to the USA will be able to avoid the queues upon arrival, after the opening of a new "pre-clearance facility" at the UAE capital's airport.

The move will be a boon for Etihad passengers, with the carrier currently operating non-stop flights from AUH to Chicago, New York and Washington DC.

This year EY also plans to expand its US services to include Dallas/Fort Worth and Los Angeles.

US authorities currently offer similar facilities in Canada, Ireland and in the Caribbean.

According to *USA Today* 85% of the costs associated with the operation are being funded by the UAE, including the salaries of US customs officials.

**MEANWHILE**, Etihad is joining forces with Boeing and a number of corporate & research institutes to develop a sustainable aircraft biofuel industry in the UAE.

To be identified as BIOJET, the collaboration will aim to design a framework for research and development, investment and production of cleaner jet fuels.

## MONA to build hotel

**DESIGNS** are currently being mulled for a \$25m hotel situated at Hobart's Museum of Old and New Art (MONA) to complement the existing MONA Pavilions.

The proposed property, currently estimated for completion in 2016, would consist of 90 rooms and sit next to the Derwent River.

## TPDD chief exec quits

**TOURISM** Port Douglas Daintree executive officer Doug Ryan has announced he will not seek a new term with the group upon the completion of his current contract on 30 Jun.

Ryan has been in the role with the organisation for eight years.

## Minion Mayhem open

**UNIVERSAL** Studios Hollywood will open its new 'Super Silly Fun Land' based on the hit *Despicable Me* kids franchise (**TD** 12 Jun) from the northern spring this year.

The attraction will include the 3D HD motion-simulator ride 'Despicable Me: Minion Mayhem' ride featuring many of the characters from the film.

## India approves A380s

**THE** Indian Govt has given a green light for airlines to begin operating Airbus A380 aircraft into the country.

Delhi, Mumbai, Hyderabad and Bangalore airports are the only facilities in India currently able to accommodate superjumbos, paving the way for carriers such as Emirates, Singapore Airlines and Lufthansa to increase capacity to the subcontinent.

"This is good news for Indian airports and the Indian flying public," Airbus executive vice-president of strategy and marketing Kiran Rao said.

## OTG extend BOGOF

**ON THE** Go Tours has pushed back the ticketing deadline for its buy-one-get-one-free promotion on a select range of Egypt tours departing to Nov until 31 Jan.

Phone 1300 855 684.

## General Manager

**Waltzing Matilda - AB (Banjo) Patterson** are major components of outback Australian history and culture. Built in 1998, the Waltzing Matilda Centre in Winton was developed to promote the achievements of Banjo Patterson and his most famous composition, and also to showcase outback life.

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**Applications close: 9 February 2014.**



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## AFTA UPDATE

The latest updates from AFTA's  
Chief Executive, Jayson Westbury

**ANOTHER** fantastic day of celebrations as the nation stops to recognise Australia Day, which was officially held on Sun 26th January, the formal day, but in true Aussie spirit we all got a public holiday on the Monday.

It's officially called a replacement day and only happens when Australia Day falls on the weekend. So a long weekend for many, for some an expensive way to run a business. What this past weekend has once again highlighted is the need for continuous improvement in our industrial relations system. I don't expect people to work for free, but if we are to be competitive as a nation on a global stage, we need to find a way to have things open on a public holiday at a reasonable cost. Something that I am sure will get great debate over the coming year in Federal politics.

But the good part of Australia Day is the recognition of great Aussies for doing extraordinary things for the nation. This year, once again, a range of honours were bestowed upon Australians for various contributions and many from the military that are honoured for service to the nation. These awards mean something and instil a national pride that goes to the heart and soul of our nation.

For the travel and tourism industry we again had many honoured for their service. (*Travel Daily* has included details - see page three). For AFTA, it is particularly pleasing to see three travel agents recognised.

Geoff McGeary of APT was awarded an Medal of the Order of Australia (OAM), a long serving travel agent and contributor beyond his commercial interests, Guido Canale Bem from the Queensland-based Canale Travel was awarded an OAM for his services to the Italian community which as a travel agent goes well beyond the services he provides in business. And Francis Wong, who founded Lai Lai Travel decades ago and who has served the inbound industry well beyond his commercial interests was another to be honoured.

Once again, this demonstrates that travel agents can make a difference and that the contribution of the individual is of great value to the nation that we all call our country, Australia.

So a very big and proud congratulations to all of these travel agents in this years honours list. The travel and tourism industry is well represented across a diverse range of contributions beyond the everyday issues that are faced by travel agents.

Again, this year in 2014, inspiration by a few for so many within the travel and tourism industry.



## Airline employee attempts money run

**AUSTRALIAN** Customs and Border Protection Service have swooped on a Thai national who failed to declare over \$100,000 in Australian currency as she tried to depart Sydney International Airport on Sun.

Identified as an airline employee on the job in her official capacity for a flight to Bangkok, the 34yo was pulled up during a baggage check by the detector dog unit.

The AFP said the woman had initially disclosed she was carrying \$8,000 in Australian currency in her hand luggage, but a subsequent examination of her check bags uncovered eight envelopes with about \$100,000.

Travellers must declare if they are carrying over \$10,000 out of the country.

## EK RWC sponsorship

**EMIRATES** has become the first worldwide partner of the Rugby World Cups in England (in 2015) and Japan (in 2019).

The sponsorship deal extends to the International Rugby Board's match officials through to the end of 2019, which includes rights to brand the shirts of match officials on the field during the RWC.

## Stay, Play & Eat a lot

**A RANGE** of Stay & Play offers have been released by Sunshine Coast Destination Ltd in line with the 2014 Noosa Int'l Food & Wine Festival, on from 15-18 May.

Eligible properties include major hotel brands, beachfront resorts, hinterland retreats and more, also inclusive of discounted entry to the festival grounds - visit [www.noosafoodandwine.com.au](http://www.noosafoodandwine.com.au).

Tuesday 28th Jan 2014

## DXB runway policy

**ON FRI**, Qantas released a commercial policy for passengers impacted by misconnections as a result of flight retimings due to runway works at Dubai Int'l.

Affected flights include QF1/2/9 and 10, departing Australia between 01 May-19 Jul (**TD** Wed).

Passengers have the option to reroute or rebook to a 'QF' flight operated by Emirates, Jetstar or oneworld partner carriers British Airways, Air Berlin, Finnair or Iberia - **CLICK HERE** for details.

## Hi-yield merchandise

**AMADEUS** has announced it is working on a new high-yield airline merchandising solution with Finnair and Brussels Airlines acting as guinea-pig test carriers.

The solution, known as the Amadeus Airline BRS, helps carriers differentiate their service based on brand attributes, and allows agents to present a wider variety of fare options with upsell options clearly identified.

It will be made available globally this year.

**MEANWHILE**, Amadeus is rolling out a "ground-breaking" baggage reconciliation system first with Icelandair from mid-2014.

The solution aims to streamline baggage handling efficiency, ensuring luggage reaches the right flight with faster turn-around.

## New EY partnership

**ETIHAD** Airways has partnered with Madrid-based Air Europa on services between Abu Dhabi and the Spanish capital city in a deal which will eventually see the UX code on EY's flights to Australia.

Initially, EY will place its code on services between Madrid and Barcelona, Palma de Mallorca, Amsterdam, Brussels and Milan.

Beginning late this year, Air Europa will begin operating its own Airbus A330 flights from MAD to Abu Dhabi, on which Etihad will also place its code.

The partnership will see expand to see UX codeshare on more of Etihad's network, including GCC ports, Africa, Asia and Australia, subject to regulatory approvals.

## Thailand warning

**THE** Department of Foreign Affairs and Trade has reissued its Smartraveller advice for Thailand, warning of ongoing civil unrest and political tension due to the current elections which are likely to see protests at polling stations.

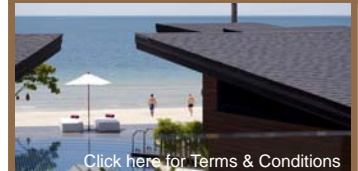
Destination Asia reports that Bangkok "continues to function at a near normal level" but is suggesting pick-up times from city centre hotels for transfers to the airport four hours prior to departure in case of any road blockages or diversions.

## 767 safety check

**OVER** 400 Boeing 767 aircraft have been ordered by the FAA to have safety checks carried out on elevator flight control mechanisms which have been identified as having caused a previous accident.

Qantas, which operates a fleet of refurbished 767s, was unable to advise if its fleet would be affected by the directive before **TD**'s print deadline today.

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This week *Travel Daily* is giving one lucky reader the chance to win three nights for two people at Aava Resort and Spa Thailand.

Located on a stunning 9-kilometre stretch of pristine golden sands and clear blue water, Aava Resort and Spa combines traditional Thai friendliness with Scandinavian quality and elegance.

For your chance to win, answer all four questions featured in *Travel Daily* throughout the week.

Email your answers by COB on Fri to: [Aava@traveldaily.com.au](mailto:Aava@traveldaily.com.au)

Q.1: What is the name of the beach on which Aava Resort and Spa is located?

Hint! Visit [www.aavaresort.com](http://www.aavaresort.com)



## Academy languages

**ONEWORLD** has rolled out German, French, Spanish, Chinese and Japanese language versions of its training academy for travel agents around the globe.

# IHG call for hotels to appeal

**HOTELS** need to be multi-dimensional - global, local and personal - in order to appeal to the evolving expectations of travellers in the 21st century, according to research conducted by InterContinental Hotels Group.

The 2014 Travel Trends Report findings come from a poll of 7,000 international travellers which detailed the varying needs of both developed markets and those from emerging nations.

General findings showed 18-34 year old travellers sought a personalised experience through technology & access to personal content through wi-fi, while the over-65 market were favourable to healthy food options.

Among developed markets, the

study noted that American guests can be pleased by being allowed to dictate their own check-in and check-out times, while British will enjoy personalised value-adds.

Higher expectations for tailored services come from developing markets, the report found, with Russians tending to respond well to a property offering information in their own language.

Chinese travellers surveyed said they craved technology and interactive apps promoting the area in which they are visiting.

The report also highlighted six "trust building actions" a hotel can undertake to boost its appeal as somewhere a traveller would be likely to offer repeat business.

To view the report, **CLICK HERE**.

## Wildlife sleep-out

**ZIMBABWE'S** Wilderness Safaris Ruckomechi Camp has launched a unique sleep-out experience on a standalone deck in the Mana Pools National Park.

Overlooking the Parachute Pan, the deck is situated approx 400m from the main camp grounds and is set up for guests with a bed, flush toilet and mosquito net and a guard to ensure guest safety.

## Golf with ex-ARL'ers

**THE** Golf Touring Company has announced a new three-night package to Tasmania's Lost Farm & Barnbogle Dunes golf courses which will be accompanied by former Australian Rugby League greats Steve Menzies, Danny Buderus and Wendell Sailor.

The trip includes four rounds of golf, return flights from Sydney, airport transfers and a number of meals, and is priced at \$1,395 - phone (02) 8484 2059 to book.

## Thailand airport wi-fi

**FREE** wi-fi internet access will be rolled out to Bangkok airports including Suvarnabhumi (BKK), Don Muang (DMK), Chiang Mai, Chiang Rai & Phuket from 01 Mar.

## Schoolies travel trend

**SCHOOL-LEAVERS** travel firm Unleashed Travel ceo Jot Lynas has revealed the results of a study indicating what 2014 graduates are looking for in their Schoolies trips for the end of the year.

According to research conducted among students and the travel industry, schoolies will be looking to enjoy daytime activities, immersion in cultures, safe and supervised experiences & luxury as a priority of their trip.

Lynas added the company was aiming to introduce "Schoolies Reunion" trips for people wishing to re-live their Schoolies holidays who were three years or less removed from their graduation.



## 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](mailto:brochures@traveldaily.com.au).



### On The Go Tours - Festivals 2013-2015

Travellers seeking to go where the action is will be able to find information on many well-known and obscure festivals and events around the world. Events include the world's most popular street party in Rio de Janeiro, Dragon Boat festival in China, Naadam Festival in Mongolia, the Boryeong Mud Festival in South Korea & more. Tours are guaranteed with minimum of 2 pax.



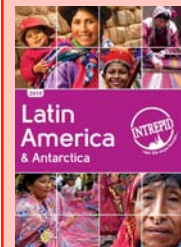
### Infinity Holidays - Hawaii 2014-15

Rising visitor numbers to Kauai has seen Infinity launch a number of new day tours on the island, which include the Kauai Eco Helicopter Adventure, Smith's Tropical Luau and the Kauai Movie Adventure. More Castle branded properties have been added to satisfy strong demand for the range, on top of an ever growing range of accom in Waikiki, Maui and the Big Island. Cruising the islands on the Pride of America and car hire both return, along with the new range of "My Time" offers exclusive to Infinity.



### Swagman Tours - Nomad Africa 2014

Tour operator Nomad Africa's range of multi-day camping and accommodated touring is available in Australia through GSA Swagman Tours and all detailed in this new guide. Among the new tours is a five-day Best of Zimbabwe itinerary which links with other tours to form a seamless longer holiday. For first time visitors, the 26-day Southern Africa tour is showcased, while the range caters to all new and returning visitors looking for a beach break, jungle trek or more.



### Intrepid Tours - Latin America 2014

Intrepid invites guests to pack their dancing shoes with its new guide tuned around music and rhythmic movement in Cuba, with inclusions ranging from ballet through to Afro-Cuban beats. Guests can even record their own track with local musicians to take home with them. An expansion of tours in Colombia has been carried out to cater to rising demand, including a unique stay at a homestead on a coffee plantation. New Real Food Adventures in Peru and Argentina also introduced.



### Sun Island Tours - Greece, Turkey and Cyprus 2014

Mediterranean cruising also features in the newest guide from Sun Island Tours. Guests can climb the Acropolis and wander among bright white housing that lines the Santorini sea. A number of escorted coach tours in Turkey are also available. Those wishing to head out to sea are also catered for, with island cruising on a private yacht or a shared charter possible. Car hire in Cyprus is also available, with suggested drives urging pax to see the beaches of Akamas and the Troodos villages.

**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](http://www.traveldaily.com.au).

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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

### **\*JOB OF THE WEEK\***

**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.

### **IMPLEMENT THIS**

**NATIONAL IMPLEMENTATION MANAGER  
SYDNEY – EXECUTIVE SALARY PACKAGE \$\$**

Key responsibilities will include understanding client needs within the online space and determine what solutions will provide value along with retaining and growing an existing client base. You will build and deliver detailed and high level product demonstrations, train and execute implementation plans and be the primary escalation point to support technical enquiries. You will come from a strong corporate travel management background

### **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.

### **APAC NEVER LOOKED SO GOOD!**

**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.

### **BOOMING EVENTS ROLE!**

**EVENT DIRECTOR  
BRISBANE – SALARY PACKAGE OTE \$80K**

This organisation is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience themed with creativity and innovation. If you have experience in managing corporate events, from small meetings through to large international incentives & conferences – come and see what this fantastic and growing organisation can offer you!

### **READY FOR A NEW CHALLENGE?**

**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.

### **FANCY YOURSELF A FARMER?**

**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.

### **TIME TO RING THAT BELL**

**SUPPLY RELATIONS MANAGER  
SYDNEY – SALARY PACKAGE \$80K**

Are you a negotiating guru? Enjoy sourcing premium product? This industry leader requires the skills of an adaptable Contracting/Product Manager to negotiate hotel contracts regionally. You will be well organised, have the ability to source and negotiate rates for key premium products on a global scale. Excellent industry network and negotiation skills are a must for this rare opportunity. that will value and reward your skills. Full training provided.

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**OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)**

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**[www.aaappointments.com](http://www.aaappointments.com)**



## 3 ways to keep your top performers

Read the latest inPlace blog



Ben Carnegie

### Senior Account Manager - Brisbane

- ▶ Large TMC, excellent career prospects
- ▶ Centrally located in Brisbane's CBD
- ▶ Salary from \$80K + super +incentives

Being an Account Manager is only a small part of this role. In short you will provide a proactive and value adding service to your clients through a variety of avenues from understanding business trends, competitor activity, sourcing and negotiating the best deals to maintaining, establishing and developing customer relationships.

If you are a team player, passionate about developing yourself and your role in the company, have incredible negotiating and organisational skills and most of all your every thought is flooded by initiative then you will no doubt have what it takes to be a Senior Account Manager.

Due to the current team structure, it is essential that you come from a corporate TMC background. The position is to be filled as soon as possible so send your application for consideration today!

Call Ben or [click here](#) for more details

### Travel Consultant - Online Bookings - Sydney

- ▶ No more inbound phone calls - Mon-Frid only!
- ▶ An excellent employer with long term staff retention
- ▶ Sydney CBD, Salary from \$40K + super + bonuses

Are you an experienced Travel Consultant seeking a new role that will allow you to specialise in USA, South Pacific & Asia? All enquires are via an online booking engine.

Call Ben or [click here](#) for more details

### Private Groups Consultant - 18mth contract

- ▶ Sydney based contract role - 18 months
- ▶ Work on programs you won't find with other wholesalers
- ▶ Salary from \$45K

A contract role beginning in mid to late February. The position will evolve over time to also include work on some special projects as well.

Call Ben or [click here](#) for more details

### International Groups Travel Consultants - MICE

- ▶ Boutique events agency, long term career prospects
- ▶ Group travel + pre and post extensions
- ▶ Salary from \$50K + super DOE

Multi-skilled travel consultants needed that are seeking to move into the travel department of a boutique meeting and events company. Support some of the existing team.

Call Ben or [click here](#) for more details

### Events & Online Marketing Solutions BDM

- ▶ Office based in southern Victoria
- ▶ 50/50 mix of new and existing business
- ▶ Salary \$60K + super + bonuses

A well established and reputable online business that can provide you with information on any events related business. This company is your one stop event producing shop.

Call Ben or [email](#) for more details

### Specialist Cruise Consultant - Sydney

- ▶ Multi award winning agency - inner west location
- ▶ Monday to Friday only
- ▶ Excellent salary - depending on experience

Is it the passion for cruising that gets you out of bed everyday? Do you want to work in an office where you are surrounded by like-minded cruise travel professionals?

Call Sandra or [click here](#) for more details



# SUMMER SPECTACULAR Rewards

Consolidated Travel and Malaysia Airlines are giving away 2 x \$3000 Travel vouchers!

The top 2 agents with the greatest sales on Malaysia Airlines between 10 & 31 January 2014 will win the major prizes

## Daily Prizes:

**\$20 voucher for every Economy Class return ticket**  
**\$50 voucher for every Business & First Class return tickets**

Weekly Prizes:  
**\$500 voucher**  
per week for the  
highest selling  
agent



A380-800 aircraft



A380 – Business Class



A380- Economy Class



A350 – Economy Class



A350 – Business Class



Quikfares

Quikticket

**CONDITIONS:** Valid for tickets issued by Consolidated Travel or via Quikticket between 10 – 31 January 2014 on 100% MH itineraries ex Australia plated to MH (232). Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The agents with the highest sales (minimum \$30,000.00) and 30% growth compared to last year will win a \$3000 Travel voucher (MH services only) to the value of \$3000.00 excluding taxes and surcharges. Weekly prizes require a minimum sales of \$10,000.00 and 30% growth from the previous year, this prize can only be won once per agency. Travel is subject to peak season embargoes and availability and cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash, transportation from other cities except from SYD/MEL/BNE/ADL/PER/DRW and all travel expenses, insurance, ancillary costs etc are at the passengers expense. All winners must be an international travel consultant and full time employee of the agency in Australia. Sales will be automatically tracked by Consolidated Travel. Daily Prize vouchers are capped at \$16,500.00. **Ticket claims must be emailed to your local Consolidated Travel State Sales Department by COB 07 February 2014.** Consolidated Travel and Malaysia 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 08 January 2014.