



FRENCH TRAVEL CONNECTION

Get a \$75 voucher from gifts.com.au

[CLICK HERE](#)

We've got France covered. Your French specialist.

ITG appointment

THE Independent Travel Group has appointed Andrew Challinor as its new Queensland network manager, replacing the departing Kim Tomlinson who has joined Emirates as Qld regional mgr.

Challinor most recently held the title of general manager and national recruitment at MTA Mobile Travel Agents.

He was also previously the state manager for Queensland & Northern NSW with UTAG/TSAX.

Next-Gen of 'Space-Ship'

SCENIC Tours has confirmed it will plough \$120 million into four new river cruise ships to arrive in 2015, two of which will be Next-Generation 'Space-Ships'.

As exclusively revealed earlier this month by *Travel Daily's* sister publication **TD Cruise Update**, *Scenic Opal* and *Scenic Jasper* will cruise the Rhine, Main & Danube in Europe, adding extra capacity due to the planned repositioning of *Scenic Diamond* to France.

Additional details have now emerged for *Opal* & *Jasper* which are both set to feature pools on the Sun Deck - a first for the Australian firm's cruise fleet.

A Panorama Lounge located on the foredeck which can be fully enclosed during cold or inclement weather is new, adding another dining venue or viewing platform, regardless of conditions.

Capacity on the latest additions remains at 'Space-Ship' standard - 169 passengers - and boosts Scenic's fleet to 11.

Contracts for *Scenic Opal* and *Scenic Jasper* were inked just before Christmas last year with the Den Breejen Shipyard in Hardinxveld, The Netherlands.

From next year, *Scenic Diamond* will operate on the Garonne from Bordeaux in southwest France.

Two other new-build ships Scenic is launching next year will be operated under the Emerald Waterways brand exclusively for

Evergreen Tours.

"Our business is growing rapidly and we want to be able to cater for the overwhelming number of people wanting to travel on our cruises," Scenic Tours gm sales & marketing Michelle Black said.

"More ships in our fleet will mean more options and variety for our guests."

Scenic confirmed the company has seen growing demand for its luxury product from other int'l markets, but "Australia is still the key source market."

oneworld RTW sale

THE oneworld airline alliance has released a discount on its 25,000 mile Global Explorer fare, dubbed the 'LGLOBAL26', for bookings made before 28 Feb.

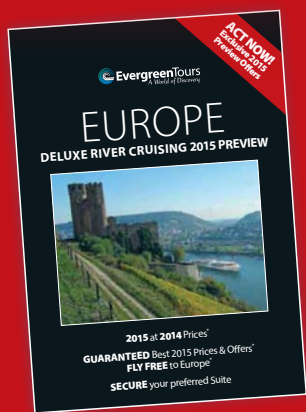
Valid for departures originating from Australia until 30 Jun, the LGLOBAL26 is now available at \$2,899 (plus taxes/levies/charges) - a saving of \$400.

MEANWHILE, from tomorrow, oneworld is altering the geography of the 'Russia East of the Urals' & the Stans (Tajikistan/Uzbekistan, etc) moving from "Europe/Middle East" to "Asia."



DELUXE EUROPE RIVER CRUISING

2015 PREVIEW OUT NOW



2015 at 2014 Prices*
FLY FREE to Europe*

[VIEW BROCHURE >](#)

BROCHURE @ TIFS

Seven pages of news

Travel Daily today has seven pages of news & photos plus full pages from:

- AA Appointments jobs
- Amadeus



Wanted: Best of the Best - Do you aspire?

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

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

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

Operations, Marketing, Business Development, Account Management and Training.
Travel Advisors-Corporate, Groups, Wholesale, Leisure including home based.

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

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

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

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



Our chefs' world-class credentials are revealed on every plate.



Holland America Line

A Signature of Excellence

[LEARN MORE >](#)

Happy New Year,
Happy New Website

www.evergreentours.com

Travel Daily

First with the news

Friday 31st January 2014

NEW MEL-NOU
The only non-stop flights from MEL-NOU start 6 June 2014.

Aircalin Bookings now available
CLICK HERE

Red Carnation grows

THE Travel Corporation's hotel division Red Carnation Hotels is adding a second Irish property after acquiring Lisloughrey Lodge, County Mayo last week.

Located within the grounds of the 5-star Ashford Castle (which was sold to the boutique hotel collection in Jun last year), the property will be rebranded as The Lodge at Ashford Castle.

Red Carnation Hotels says the 4-star Lodge presents an alternative accommodation option to the castle, likely to attract a younger audience.

President & founder Beatrice Tollman will oversee the project's entry into the brand, increasing the Red Carnation portfolio to 17 hotels in five countries.

Its addition follows the recent completion of the first phase of restoration work at Ashford Castle, with the second phase due by Oct, ahead of the final reveal of the all-new Ashford Castle in Mar 2015.

Helloworld.com.au chief

HELLOWORLD Limited today announced Jeremy Reitman as the new chief executive officer for the firm's online business, helloworld.com.au.

Taking up the post from Mon, Reitman was previously the director of seo at Expedia and has 16 years' global online marketing

expertise in search, social media, online, digital and partnership marketing under his belt.

Reitman was key to generating triple digit growth at Expedia for five years, expanding the brand's presence from four to 37 sites throughout Asia Pacific.

Helloworld Ltd ceo Rob Gurney said Reitman brings new skills & capabilities to helloworld.com.au.

"Jeremy embeds a new culture of high-impact, digital marketing," Gurney commented, adding that the company expects its web-based platform will "become a challenging presence in the Australian travel market."

MEA training EOI

MEETINGS & Events Australia is calling for Expressions of Interest for government funding training within the MICE sector.

Sought in conjunction with the Australian Events Academy, the EOI being explored is for a nationally recognised training platform, funded jointly by the NSW & Federal Governments.

Expressions of Interest from individuals and/or employers to develop training for a Diploma of Events are open until 17 Feb.

Lodge an EOI by **CLICKING HERE**.

G West Africa saving

TRAVELLERS are being offered discounts of up to 20% on West Africa Cruise Expeditions with G Adventures booked by 30 Apr.

Three itineraries aboard G Adv's *MS Expedition* are available, the 32-day Cape Town to Marrakech cruise, the 16-day Cape Town to Accra sailing or the 16-day Accra to Marrakech voyage.

The base itinerary departs Cape Town on 06 Apr 2015.

Gallipoli ballot regos

MAT McLachlan Battlefields is reminding consumers and the trade that the Gallipoli 2015 ballot (**TD** yest) closes tonight.

"Anzac Day 2015 is now less than 18 months away and preparations for this once-in-a-lifetime event are in full swing.

"The ballot for 2015 closes at midnight tonight - this is your last change to register," the firm said.

See gallipoli2015.dva.gov.au.

Bunnik sales boom

A TV ADVERTISING blitz in Queensland by Bunnik Tours has reaped rewards, with the South Australia tour operator reporting strong business from the state.

MD Dennis Bunnik says sales for Bunnik's 2014 European program have eclipsed last year's level with passenger numbers up 15% and the firm expecting another 30%-40% of business still to come.

"We are seeing a lot of business coming through from existing agents who are familiar with our product, but there is a lot of new business coming through too," Bunnik told *Travel Daily*.

He said a TV campaign in Qld last month which directed clients to travel agents has driven sales.

That promo is being followed up with another push in South Australia and again in Queensland to encourage more bookings.

Bunnik Tours' smaller group size (20-25 pax) and inclusions were appealing to growing number of agents and consumers, he said.

MEANWHILE, Bunnik said the firm was reviewing its prices due to currency fluctuations (**TD** yest), adding that "small adjustments" may soon be necessary.



Book a Hurtigruten 2014 Norway Classic Coastal Voyage with Discover the World Cruising and receive a \$50 Visa Gift Card and your clients receive GBP200 per cabin onboard credit.

Bookings must be made by 28 February and only the first 40 agents to book receive the Visa Gift Card!

Click here for details on this, and other great offers!

Discover the World Cruising



Call 1800 623 267

E retailres@discovertheworld.com.au

W discovertheworldcruising.com.au

ENCOUNTERS TRAVEL
From Adventure to Adventure

This could be you!

CHECK OUT OUR FLASH SALES HERE



India, Sri Lanka and the Himalayas

Genuine adventures done in style; with local tour leaders, authentic, local experiences, 3-4 star accommodation and much more!

www.onthegotours.com t: 1300 855 684





More comfort
Coral Economy Class

Travel Daily

First with the news

Friday 31st January 2014

Maxine joined because it's her ticket to freedom

Every agent has a reason to join

MTA mobile travel agents
Call 1300 682 000
Visit join.mtatravel.com.au

Castaway acquisition

OUTRIGGER Hotels Hawaii has acquired all interest in Castaway Island, Fiji and Outrigger on the Lagoon Fiji from Geoffrey Shaw, chairman and ceo of the Coral Coast (Fiji) Limited.

Shaw informed the industry of the ownership change today, saying "there is no plan at this stage to change the name" of Castaway Island, Fiji.

"You would appreciate it has been an emotionally difficult and enormous decision for me to pass over the reins of ownership.

"However this decision is made in the full knowledge that Outrigger embrace and understand the Fijian culture, appreciate our more than 800 staff and are committed to further enhance both resorts as the years progress," Shaw said.

The Fiji tourism industry pioneer confirmed current management & staff will be retained without changes at both resorts.

Shaw said he was comfortable that the properties were in "stable & capable hands."

He will stay on with Outrigger in a consultancy capacity.

SQ any-seat selection

SINGAPORE Airlines has rolled out its Preferred Seat Selection service in Economy Class across all flights.

Until now, the Preferred Seat Selection was limited to only SQ medium- and long-haul flights, an update to members of SQ's frequent flyer program advised.

The expansion of the service now includes services to Taiwan, Japan and Southeast Asia, the KrisFlyer memo said.

Meanwhile, the cost of Preferred Seats is now being levied across four bands, ranging from US\$20 to US\$100 per sector.

Band 1 to Malaysia, Indonesia, Vietnam, Philippines, Brunei, Thailand & Myanmar is US\$20; Band 2 to Australia, Sri Lanka, India, Bangladesh, China, Taiwan, Hong Kong, Japan, Korea, the United Arab Emirates, Maldives and Saudi Arabia is US\$40; Band 3 to New Zealand, Russia, South Africa, Egypt, Turkey, Denmark, France, Germany, Italy, Netherlands, Spain, Switzerland and the UK is US\$60; while Band 4 to the United States and Brazil is priced at US\$100.

Starwood virtual key

STARWOOD Hotels & Resorts has revealed plans to roll out new technology in coming months that allows guests to unlock their hotel room with a smartphone.

The technology will be deployed at Aloft, Element and W Hotels by next year, with trials to begin at the Aloft Harlem in New York and Aloft Cupertino in California, *USA Today* reports.

To access a "virtual key", guests need to check-in using Starwood's mobile app, from which they receive a text message with their room number.

Starwood's virtual room key initiative is being developed in partnership with a Swedish lock company called Assa Abloy.

The technology will operate through Bluetooth on select iPhone and Android devices.

It differs from other hotel company smartphone check-in systems, such as those offered to Marriott Rewards loyalty scheme members (**TD 27 Nov**), Crowne Plaza Hotels & Resorts, Hilton Worldwide and Carlson Rezidor Hotel Group, as guests are able to completely bypass the front desk.

Window Seat

RUSSIA is really putting its best foot forward for the upcoming Sochi Winter Olympics, due to take place next month.

In an effort to welcome visitors from around the world, Russia's Olympic University has been putting hotel managers through a course on how to smile and be polite to guests at the request of the Sochi Organising Committee.

The goal of the course is to discourage any long-held stereotypes that Russians are cold, straight-laced and severe.

MANHATTAN'S Yotel New York has come up with a novel way to distract people from its ongoing lobby renovations.

The hotel has put up a 10 metre long wall made of Lego and is also encouraging people to come down and add to the wall with their own Lego prior to the wall's scheduled demolition at the end of Mar.

EDINBURGH

SCOTLAND

Commencing 28th May 2014.

Explore the world onboard one of the youngest fleets. Fly from Melbourne and Perth via Doha, your gateway to journeys as rewarding as the places you visit.

To book special fares and for more information, contact your Qatar Airways sales representative.

5 times a week via Doha

Flight No	Departure	Arrival	Flight No	Departure	Arrival		
Melbourne>Doha	QR905	22:55	06:10	Perth>Doha	QR901	23:00	05:20
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

World's 5-star airline.



AA DFW/PVG schedule

AMERICAN Airlines will launch its new route between Dallas/Fort Worth and Shanghai Pu Dong (**TD** 17 Oct) effective 11 Jun, with tickets going on sale from 02 Feb.

Industry marks life of Mandela



NEARLY 100 members of the travel industry turned out this week to an advance screening of *Mandela: Long Walk to Freedom* at Sydney City's Event Cinemas, hosted by South Africa Tourism.

The film is due for general release in Australia early next month and tells the story of the enduring and inspirational leader of modern South Africa, who died late last year at the age of 95.

Mandela's legacy and lifetime of work is featured in the film, along with his time spent imprisoned on Robben Island and crusade to bring equality to the country.

Pictured above at the special screening, from left is Rob Gurr, South African Tourism; Kira Sachs,

The Africa Safari Co; Yana Shvarts, South African Tourism; Alisa Feillafe, Adventure World; Lalie Ngozi, South African Tourism; Themba Ndlovu, South African Tourism and Michael Gazal from TravelManagers.

APAC 2013 air figures

ASIA-PACIFIC airlines carried a total of 220 million international passengers in 2013 - an increase of 6% year-on-year - full year stats from the Association of Asia-Pacific Airlines has detailed.

Demand growth of 5.2% exceeded a 4.8% rise in available seats, seeing average load factors climb a marginal 0.3% to 78.2%.

Virgin int'l marketing push

VIRGIN Australia chief commercial officer Judith Crompton has outlined details of a major marketing campaign for the carrier's international network, to be rolled out in coming months.

Speaking to *The Australian* this week following the airline's 10th anniversary of operating international flights (**TD** Wed), Crompton said the focus of the push would be to highlight the sheer range of global destinations

available to Virgin Australia pax.

Further improvements to the int'l network were on the table and being evaluated, Crompton added, helped by new additions to its sales team and closer relationships with tourism bodies.

Regions of the world not widely served from Australia, including South America, would also be examined via potential new airline partnership agreements.

"This year coming up we're going to have some terrific marketing campaigns, joint campaigns with our alliance partners, to really increase awareness," Crompton added.

Election disruptions

THAILAND DMC Destination Asia has advised visitors to Bangkok to avoid any electoral polling stations this weekend due to large-scale protests planned for the Thailand general elections.

The last week has seen ongoing protests remain largely peaceful, with only minor incidents noted.

Information on march routes and polling locations can be obtained from hotel concierges.

No protests are planned for Phuket, Koh Samui or Chiang Mai.

Crystal correction

A PLANNED price increase on Crystal Cruises (**TD** Wed) will not be up to 94% of current fares; rather, moderate rises will apply to 94% of the line's itineraries.

Recent strong booking trends and record revenues have been cited as reasons for the increases, due to take effect from 01 Mar.

There are deals - and then there's the real deal from Trafalgar.

→ Richer experiences mean lasting holiday memories - that's why we have 98% customer satisfaction rates → With the biggest choice of itineraries, 1,460 Insider Experiences, expert local knowledge and perfectly positioned hotels, you can sell more → 57% of people who holidayed with us in 2012 came back in 2013



Only Trafalgar goes beyond the expected. Giving you the real deal every time.

TRAFALGAR

To get the real deal for your clients call **1300 78 78 78** or [click here](#)

New GPT brochure

GRAND Pacific Tours has released a 52-page brochure for the Sep 2014 - May 2015 period featuring new fully-inclusive coach holiday itineraries in NZ.

Agents check out new look hotel



CORPORATE agents from across Brisbane turned out this week to a stylish 'Hollywood-glam' themed launch party hosted by Central Cosmo Apartments in the Brisbane CBD suburb of Milton.

The property was showing off its newly completed renovations and refurbishment, with top clients among the first to see the fruits from several months of labour.

"This is a very exciting transformation for the Group and something we wanted to shout from the roof-tops," Central Apartments & Hotels director of operations Michael Murtagh said. Attendees were offered tours

of the property and able to see some of the transformed rooms.

Works to upgrade common areas of the property are due to begin in coming weeks.

Pictured above at the party is Stephen May, Corporate Traveller with two glammed-up staff from Central Apartments & Hotels.

Cash cards in the mail

QANTAS and Virgin Australia have received clearance from ASIC to send a Qantas Cash or Velocity Global Wallet pre-paid card to members of its respective loyalty programs aged 18 years or older.

According to a *Fairfax* report, the unsolicited mailouts could be illegal if not for a "no action" letter the carriers have reportedly received from corporate officials.

Year of Horse Power

CONGRATS to Rebecca McIntyre from HWT Gloucester who has won a 200km Prancing Horse Ferrari Drive Day in a recent Helen Wong's Tours competition.

McIntyre correctly guessed that two mysterious unmarked brochures featured in **TD** were those of Helen Wong's Tours.

MK keen on SkyTeam

AIR Mauritius could become the next airline to join the SkyTeam alliance after the carrier renewed and extended a longstanding partnership with Air France.

Under the latest deal, AF will support Air Mauritius's efforts to join SkyTeam as well as provide management assistance in a number of operational divisions.

"As part of this new partnership, Air France is reaffirming its commitment to provide its full support to Air Mauritius in its aim to join the global airline alliance SkyTeam," a statement issued by the French carrier said.

MK currently flies to Perth twice weekly - thrice over Dec-Jan peak.

Record year for NZ

NEW Zealand has reported full year international visitor figures for 2013 exceeded 2.7 million for the first time ever, according to official Tourism New Zealand stats.

A spike of 9.8% year-on-year for the month of Dec alone helped push full year arrivals growth to 6% for the full year.

TNZ chief exec Kevin Bowler said the additional 114,112 arrivals made for an estimated \$365m in additional tourist expenditure.

MEANWHILE, Auckland Airport has heralded additional capacity from airlines as having contributed to a full year tally of 14.4 million non-transit passengers using the facility, incl 745,345 in Dec alone.

SCENIC TOURS

The Ultimate Touring Experience

AIRLINE PRODUCT MANAGER

We are currently looking for an Airline Product Manager who will be responsible for ascertaining best airlines routes and wholesale fares and to negotiate with airlines to meet our product requirements, therefore, it will be essential that the successful candidate possesses airline industry knowledge.

The purpose of this position will be to generate profitable revenues by developing and managing air products and services for the Scenic Tours Group including Connoisseur's Choice and Evergreen Tours brands in the market place.

Reporting to the General Manager Product Development the successful candidate will be responsible for, but not limited to:

- Researching new air products in line with destination products;
- Negotiating and managing airline contracts;
- Negotiating wholesale Net fares as well as tactical fares throughout the season;
- Assisting with group fare requirements;
- Enhancing and establishing network and relationships with airlines;
- Compiling and preparing weekly and monthly reports.

You will need to be a creative thinker, have a strong understanding of the airline industry and have a high attention to details. You will also need to have:

- excellent written and verbal communication skills;
- airline contract negotiation, analysis and review skills;
- budgeting and costing experience;

It would also be desirable that the successful candidate has:

- experience in Galileo CRS systems;
- excellent competitor knowledge;
- wholesale experience;
- a background in marketing.

We are aiming for interviews to commence February 2014.

If you have the necessary knowledge, skills and attributes that we are looking for and enjoy the challenge of a fast paced environment please forward your resume to Nicole Robertson, HR Advisor on employment@scenictours.com.

Kakadu Expedition

ACTIVE adventure tour operator World Expeditions has released a new walking itinerary to the Kakadu National Park in the NT.

Daily walks will visit landmarks including Jim Jim Falls & Litchfield National Park, and stays in new semi-permanent safari campsites.

The Kakadu Walking Adventure tour is a six-day trek, departing on Sun each week during the May to Sep dry season and is priced from \$2,195ppts - phone 1300 720 000.



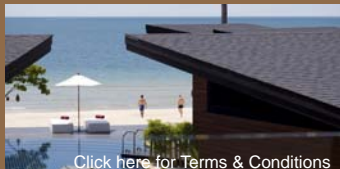
2015 PREVIEW OPEN FOR SALE

SAVE \$1000 PER COUPLE
ON SELECT CRUISES AND DEPARTURES

AVALON
WATERWAYS®

MORE INFO

WIN A STAY AT AAVA RESORT AND SPA



[Click here for Terms & Conditions](#)

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

Q4: Tell us in 25 words or less why you deserve to stay at Aava Resort and Spa.

Hint! Visit www.aavaresort.com



EK Dubai World move

A SENIOR executive at Dubai's new Al Maktoum Airport says he expects Emirates to move its hub operations to the facility as soon as it is able to handle EK's traffic.

"Emirates have to move to the new airport at some point," Dubai Aviation City executive Khalifa Al Zaffin said.

"They will move some time after 2020, when we have the capacity to accommodate them".

Significant expansion of the Al Maktoum Airport is underway, which will see its pax handling capacity grow to 160m annually.

No official announcement has been made by Emirates or the Dubai Govt as to the carrier's long-term hub airport plans.

LH mull A380 to India

LUFTHANSA ceo Christoph Franz has flagged the likelihood of operating Airbus A380s to India during "the winter flight schedule of 2014/15," after the Indian Govt authorised superjumbos to begin flying to airports on the subcontinent this week (TD Tue).

Franz suggested it may even be possible for the German carrier's A380s to commence flights to India over the summer schedule.

Pride to Baltimore

CARNIVAL Cruise Lines will recommence year-round sailings from Baltimore, with *Carnival Pride* set to operate out of the Maryland port from 29 Mar 2015.

The relaunch of sailings from Baltimore follows a deal between the cruise company and federal regulators which exempts vessels from environmental regulations, so long as *Carnival Pride* receives new pollution-reducing exhaust scrubbers.

Pride will offer two seven-night itineraries to the Bahamas.

Tahiti's airfare offer

AIR Tahiti Nui has released its own airfare special to celebrate Australia Day last weekend, taking \$100 per person off airfares for travel until 30 Sep.

Fares are on sale until 14 Feb, with seats priced from \$1,250 in Economy and \$3,665 for Business.

Mandarin Bali debut

LUXURY Asian resort group Mandarin Oriental will open its first resort in Bali by the end of 2016 after signing a management deal for a new development.

The Mandarin Oriental Bali will consist of 121-rooms situated on a cliffside in the southern Bukit region of the holiday island.

Regional vice president of parent company Meritus Hotels Paul Stocker last year flagged the group's intentions to increase its Australian presence through new resorts in destinations including Bali and China (TD 20 Sep).

InterCon in Bandung

INTERCONTINENTAL Hotels Group will open its first property in Bandung, Indonesia by 2016, which will offer 204-rooms and 19 villas overlooking a golf course.

Cautious optimism for DMS

DESTINATION Marketing Services md Marissa Fernandez believes 2014 is looking like a bright year for the convention and incentive market for both long- and short-haul destinations despite a struggling Aussie dollar.

Speaking ahead of the upcoming DMS Annual Workshops in Sydney and Melbourne on 17 and 20 Feb, Fernandez said value and pricing would continue to be strong deciding factors - even at the top end of the marketplace.

"Our DMCs will be approaching the market with a wide range of value options to suit the current conditions, as they are very aware


Travel Daily
First with the news

Friday 31st January 2014

that the AUD is not as strong as it used to be," Fernandez added.

She added that despite the downturn in the AUD, new clients in Belgium and Morocco had been signed, bookings were up and creativity was still key to winning business from clients.

Representatives from more than 20 DMCs across the world would be in attendance at the Annual Workshops from destinations including Africa, Turkey, US & UK.

Findings will include a profile of Australian/NZ MICE travellers, new travel trends as well as the leading & emerging destinations.

CLICK HERE for more details.



BUSINESS DEVELOPMENT EXECUTIVE WA/NT CORPORATE / TRAVEL

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

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

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

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

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

Applications close Friday 14 February 2014

www.traveltrade.newzealand.com

100% PURE NEW ZEALAND
SPECIALIST



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

Be eligible for special events in your area.

[Click here >>](#)

APAC to dominate air traffic

TRAVELLERS from the Asia-Pacific region will make up nearly half of all passenger traffic globally by the year 2030, results from a new study conducted by TripAdvisor reveal.

The 'Winning the next billion Asian travellers - starting with China' study was carried out by TripAdvisor in conjunction with management consulting firm the Boston Consulting Group.

Asia-Pacific will also be the fastest growing region worldwide, set to make up 50% of the world's passenger growth, the study said.

Over the next 16 years, China is expected to overtake the US as the world's largest domestic travel market and make up 40% of all Asian travellers, with urban travellers taking 1.7 billion int'l and domestic trips annually.

No country has experienced faster growth from the Chinese market than Australia, the report also revealed, with results spurred by Tourism Australia's 'China 2020' promotion plan.

Australia was listed as the No 1 "Dream Destination", followed by New Zealand, the Maldives, USA, France, Greece and the UK.

"Language barriers and cultural differences are two of the biggest obstacles that Chinese travellers face when travelling abroad,"

TripAdvisor China managing director Lily Cheng said.

"Businesses that offer various services and amenities that make Chinese travellers feel more welcome, such as Mandarin-speaking staff, travel guides in Chinese and acceptance of international cards like China UnionPay which are dominant amongst Chinese travellers will stand a greater chance of attracting Chinese guests and winning them over," she added.

Hertz boost rewards

CAR rental giant Hertz has eased qualification criteria for its Gold Plus Rewards loyalty program, allowing members to more quickly reach higher status tiers.

The lowered points thresholds will mean members can reach the Five Star & President's Circle tiers with seven and 20 rental bookings respectively.

In addition, triple points promos, expanded earning opportunities and new destinations eligible for free rentals will be rolled out.

"We will always strive to exceed the expectations of our loyal Gold Plus Rewards members to offer a valuable car rental experience at every touch point," Hertz regional VP Australia Chris Rusden said.

AIC representation

JOHN Savage and Grahame Cox from Savage Communications have been contracted to provide PR & training to AIC (**TD** 17 Jan) - see www.asiainitiativecorp.com.

CZ celebrates NSW visitor record



A CHAMPAGNE reception to celebrate China superseding New Zealand at the largest supplier of

More HA Prem seats

HAWAIIAN Airlines is selling its new Extra Comfort Premium Economy seats, offered on North American & international routes, aboard its Airbus A330 fleet for travel on or after 01 Aug 2014.

The new seats are located in rows 11-14 & 33-34 and provide five additional inches of legroom (36" of seat pitch), priority boarding, included on-demand IFE, and on international routes, a souvenir pillow and blanket.

One-way pricing for Extra Comfort is priced at US\$100 on the Sydney-Honolulu route.

From Honolulu to westcoast USA hubs, it is priced at US\$60 and US\$100 to New York JFK.

Extra Comfort can be booked online at hawaiianairlines.com.

MEANWHILE, HA's turboprop subsidiary Ohana by Hawaiian is likely to commence operation in coming weeks, president and ceo Mark Dunkerley has commented.

HA is awaiting FAA approval to operate the ATR-42 aircraft.

visitors to New South Wales took place in Sydney last week as the 2014 Sydney Festival concluded.

In attendance at the soiree was China Southern Airlines regional gm Australia & NZ Henry He, who said he was proud of the role his carrier had played in the feat.

The event also marked the opening night of the Philip Glass-scored production VISITORS, which made its debut at the Sydney Opera House.

Pictured above from left at the event is Chris Tooher, Sydney Festival; Ashley Dawson-Damer, Sydney Festival; George Souris, NSW Tourism Minister and Lieven Bertels, Sydney Festival.

Roaming protection

THE Commonwealth Govt is seeking comment on a proposal to protect consumers from high trans-Tasman mobile roaming phone charges while travelling.

The proposed bill will give the ACCC new powers to reduce costs & facilitate greater market competition, and follows a recent investigation which determined providers' prices and margins still "remain high."



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Swagman Tours will next week launch a brand new sale, with 20% to be cut from the price of three popular Nomad Africa Adventure camping tours in Kruger, Victoria Falls and East Africa. All 2014 departures are valid in the sale, if booked by 16 Mar. Email nomad@swagmantours.com.au.

A new Early Booking Bonus has today been released by **Club Med** for stays between Nov 2014 and Apr 2015, if booked by 26 Jun. Savings of up to 40% are available at many sun resorts and 30% off deals at ski resorts. For more information or to book, visit www.clubmedta.com.au/node/161.

Cambodia's **Angkor Heritage Boutique Hotel** has slashed rates by 35% in a special promotion for bookings made online. The 30-room property is centrally located in Siem Reap. See www.angkorheritagehotel.com.

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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas

Assistant Editor: Matt Lennon

Contributors: Jenny Piper and Barry Matheson

Email: info@traveldaily.com.au

Travel Daily CRUISE **Pharmacy**
WEEKLY **DAILY**

Travel Daily TV

business events news

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



AA APPOINTMENTS
RECRUITMENT CONSULTANTS

GREAT WALL OF JOBS!
Is your job lacking momentum? Is it time to take the next step in your career? Then register today and watch your future climb to new heights!

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com
NSW & ACT - 02 9231 6377 - apply@aaappointments.com.au
VIC, WA & SA - 03 9670 2577 - recruit@aaappointments.com.au
QLD & NT - 07 3229 9600 - employment@aaappointments.com.au

ACHIEVE A TRUE WORK LIFE BALANCE
TRAVEL RECRUITMENT CONSULTANT X 3
HOSPITALITY RECRUITMENT CONSULTANT X 1
Sydney, Melbourne & Brisbane
TOP SALARY PACKAGE

Love being part of the travel or hospitality industry but thirsty for a new challenge? Now you can now use your exceptional industry knowledge, excellent customer service and client relationship skills in an exciting new area.

Due to a successful year, our Sydney, Melbourne & Brisbane teams are growing. As part of our team, you will be responsible for matching our client recruitment needs to skill sets, whilst also assisting candidates with their career.

FANTASTIC PERKS INCLUDE:

A generous base salary + uncapped commission + amazing staff rewards including monthly team incentives, annual bonuses and an annual luxury Conference. Full training and career advancement is on offer.

Want to know more?
Email your CV to apply@aaappointments.com.au
or contact us on 02 9231 6377

LEISURE FOR PLEASURE?
RETAIL TRAVEL AGENT

SYDNEY – SALARY PACKAGE TO \$55K

This dynamic retail travel operator is looking for a talented, experienced retail consultant to join this well established team. Your day to day responsibilities will include booking world wide itineraries, cruises and high end tours.

This company offers amazing perks including access to global travel discounts and ongoing career progression.

They also offer excellent training and support.

Minimum 12 Months travel consultant experience and strong time management skills. Don't delay – apply today!

THE BEST CORPORATE ROLES IN PERTH

CORPORATE CONSULTANTS X 2

PERTH – SALARY PACKAGE UP TO \$55K +

Calling all corporate travel consultants in Perth! We have 2 sensational multi roles up for grabs with this global TMC! These brand new positions will see you booking exciting and intricate itineraries for your corporate accounts. You will be offered Monday – Friday hours only and a high base salary of up to \$55K. To secure your position with this company you must possess more than 12 months industry experience and GDS knowledge. These roles are set to start in February 2014 so don't delay, apply today and never look back.

ROLES AS BIG AS THE OCEAN!

CRUISE CONSULTANTS X 3

MELBOURNE (VARIOUS) – SALARY PKG UP TO \$55K (OTE)

Cruise roles galore in Melbourne! We have 3 new cruise specialist roles in Melbourne that will see you selling your passion every day. We currently have two behind the scenes positions and 1 face to face consulting role. These positions will see you working exciting hours and being paid the best salary in Melbourne. You will be offered amazing famils and discounts and will work in fun and social teams. Minimum 12 months experience required and strong cruise knowledge. Don't let this one sail by, call us today!

RETAIL BLISS IN THE EAST

RETAIL TRAVEL CONSULTANT

MELBOURNE (EAST) – SALARY PACKAGE UP TO \$60K (OTE)

We currently have a good old fashioned retail position for an experienced travel consultant. This well known travel agency now requires a superstar consultant to join their growing team in this busy shopping centre; you will book everything from the Maldives, USA, Europe and more. No two days are ever the same. With luxury famils on offer and a better work life balance you will love your new position. Make 2014 your year and secure your dream position with AA Appointments, Min 18 months experience required.

TRAVEL MANAGERS, WE WANT YOU!

RETAIL TRAVEL MANAGERS

OOL – TSV – ROK, GREAT SALARY PKG

2014 is already proving to be an exciting year for the industry with plenty of growth and new opportunities arising. We are calling out to all managers, supervisors and natural leaders to step forward and grab their chance to lead a team & store. Joining these global leaders will pave your way to success, not only will you be the boss but professional development is guaranteed along with a generous salary & excellent incentives. If you have 5+ yrs retail experience and are ready to step up, call us today!

CRUISE IS WHERE THE MONEY IS

LEISURE & CRUISE CONSULTANTS

BRISBANE – SALARY PACKAGE DEP ON EXP

As cruise continues to grow with popularity so does the demand for consultants that love to sell it. This opportunity offers no more face to face consulting, clientele that already know what they want & a salary package you won't want to look past. If you have a passion for what you do & excellent customer service skills you will see yourself grow from strength to strength working for this innovative company.

All you needs is 2+ yrs retail or leisure experience, strong GDS skills & touch of ambition. Apply today!

amadeus

Are you ready for a connected future?

The travellers of tomorrow will expect to travel without boundaries.

They'll expect journeys to be a single experience – no matter which part of the world they're visiting or how they're travelling.

The question is, are we ready to provide them with linked-up journeys?

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

Let's shape the future of travel

You can follow us on:

Amadeus IT Pacific



amadeus.com