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Travel Daily

First with the news

Thursday 3rd July 2014

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QF up HNL capacity

QANTAS is upgauging Boeing 767 aircraft with larger Airbus A330s on three of its four weekly services between Sydney and Honolulu from 14 Sep-03 Oct and 05 Oct-26 Dec, and on standalone dates of 20 Sep, 27 Sep & 04 Oct.

To cater for demand, QF is also adding (subject to approval) extra A330 services on 20 & 27 Dec, on top of current 4 weekly capacity. See www.qantas.com.au/agents.

Ski North America with United Airlines

Win one of 10 places on a ski trip to U.S.A. or Canada.

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Magellan World Travel scam

FEDERAL and Victorian state police are understood to be investigating an offshore business called "Magellan World Travel," which has been advertising in Australia for "sales assistants".

Not to be confused with the Magellan Travel Group, the very polished "Magellan World Travel" website reveals that the company is based in the Philippines, claiming that it's a Virtuoso member and one of "America's best luxury travel agencies".

Australians who have applied for the Magellan World Travel roles have been told that the role

involves the company depositing approximately \$30,000 per month into their personal bank accounts, which the staff would then transfer to the Philippines in other names using the Western Union money transfer service.

According to a post by one of the job applicants on online forum Whirlpool, "they are saying that this money is from their client for travel services, and they are using local representatives to reduce transaction charges."

The staff receive a percentage of any funds transferred, with other forum participants warning that the operation is clearly a "money scam".

The Magellan Travel Group's website now carries an alert saying "there is no link between us and Magellan World Travel."

Magellan gm Andrew Macfarlane confirmed to **Travel Daily** that the company had been contacted over the matter by police.

Seven pages of news!

Travel Daily today has seven pages of news & photos, a front cover page for **Virgin Australia** plus full pages: [\(click\)](#)

- Consolidated/CZ promo
- AA Appointments jobs
- Traveltrade Recruitment

EK fare restructure

EMIRATES has lowered its year-round Economy class airfares from Australia to both South Africa and the Americas, with the new levels valid for sale and travel from next Tue 08 Jul.

EK has also introduced new flight restricted Business class fares from Perth to the Americas.

A \$25 Q surcharge will also apply to Economy fares for outbound travel on Fri/Sat when travel is to Dubai and beyond.

VA raises the bar

VIRGIN Australia is continuing its transformation, today highlighting the extensive wine selection which is available in its lounge network across Australia.

Boutique Australian and international vintages are available - see the [front page](#).

Lest We Forget

(Sandakan - Ranau Death March)
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T-QUAL trade reaction

DECLINING levels of consumer awareness and a lack of forward funding have been given as the reasons for terminating the T-QUAL system, Federal Minister for Trade Andrew Robb has said.

The reaction to Mon's move from the industry has been swift, with the Queensland Tourism Industry Council adding its dismay & "astonishment" to that of the National Tourism Alliance (**TD** yest).

QTIC chief exec Daniel Gschwind said the move has "undone the extensive amount of work performed by industry, T-QUAL staff and tourism operators".

Star Ratings Australia gm Damien Hanger said the decision does not affect the Star Rating scheme, adding it now stands alone as the most recognised mark of quality accom standards in the industry.

One&Only looks to grow

THE much-anticipated debut of the new One&Only Hayman Island (**TD** yesterday) could be just the start for the brand in Australia, with chief operating officer Mark DeCocinis confirming that O&O's parent firm, the Kerzner Group, is continuing to evaluate local opportunities.

Intriguingly, Kerzner is 46% owned by the government of Dubai - which also owns Emirates, the operator of the Emirates Wolgan Valley Resort in NSW.

Speaking to **TD** this morning on the island, DeCocinis wouldn't comment on speculation of an EK link, but said "we would love to be in other locations in Australia - both in key cities as well as other incredible resort locations".

He said the debut of One&Only

Hayman had already raised the brand's awareness locally, with the group seeing a doubling of Aussie visitor numbers at its resorts in Cape Town, Mauritius and the Maldives, off an admittedly low base.

Kerzner also manages a number of Dubai-owned properties including the massive Atlantis The Palm resort in Dubai as well as One&Only The Palm.

See **page six** for details and pics from the opening celebrations of the new resort yesterday.

World of Accor 2014

ACCOR hotels across the world will share their latest products & services at the largest hotel expo in APAC, World of Accor, which will be held on 07 Aug at Sydney Sofitel Wentworth from 5:30pm.

This year, the show celebrates its 11th anniversary touring major markets worldwide and is inviting personnel from across the trade to register to attend - **CLICK HERE**.

Channel 7 personalities Melissa Doyle and Larry Emdur will again emcee festivities, with a grand prize of a new Peugeot Allure 308 up for grabs on the night.

AFTA seeks Chairperson for the AFTA Code Compliance Monitoring Committee (ACCMC)

The AFTA Travel Accreditation Scheme (ATAS) is seeking expressions of interest from suitably qualified people interested in serving as the Independent Chairperson to the ACCMC.

ATAS is the new, travel industry accreditation scheme for travel intermediaries. ATAS will elevate travel standards for intermediaries that participate in the scheme.

The role of the ACCMC is to:

- Take all reasonable steps to ensure the resolution of complaints;
- Monitor compliance with the ATAS Code of Conduct;
- Monitor the operation of, and suggest amendments to, the ATAS Code of Conduct;
- Oversee the disciplinary process in relation to breaches;
- Ensure that due process and procedural fairness is at all times afforded to participants and or complainants;
- Make recommendations on the suspension or cancellation of an ATAS participant's accreditation.

Specific skills and experience in either the travel industry, commerce, public administration or government service are being sought.

The Independent Chairperson will be appointed for an initial term of three (3) years.

The appointment of the Chairperson will be based on the assessment of a committee which will comprise industry and consumer representatives.



For more information please contact Gary O'Riordan, General Manager - Accreditation on gary@afta.com.au or call 02 9287 9900.

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China United rejigged

CHINA Eastern has revealed plans to reposition its Beijing-based domestic offshoot China United Airlines as a budget model.

Currently, China United Airlines operates to 70 cities using B737s.

A launch date for the LCC has not been confirmed by MU as yet.

ACCC Aquis casino concerns

THE Australian Competition & Consumer Commission has cited potential concerns in the proposed acquisition of the Reef Hotel Casino in Cairns by Aquis Reef Holdings (**TD** 23 Apr).

According to a Statement of Issues released today, the plan by Aquis Resort to buy-out the Reef Casino for \$269 million is likely to lessen competition as the number of casinos in Cairns would drop from the potential two to one.

A detailed Environmental Impact Statement was released last month by Aquis (**TD** 23 Jun), which has been upgraded to 7,500 rooms spread across an eight hotel/casino integrated resort.

ACCC chairman Rod Sims said the Reef Hotel sale may "deprive customers of the benefits of competition between these casinos; such as promotions,

rebates, or reductions in the price or improvements in the quality of other goods or services provided."

The ACCC's preliminary view is the Reef Casino would likely continue to operate under its current ownership structure or with a non-Aquis operator.

But Aquis has informed the watchdog the integrated resort "will not be developed in the absence of the proposed acquisition," as it would struggle to obtain finance from backers.

Further, it needs to use the existing Reef Casino as a platform from which to develop its profile with its intended customers and train staff while Aquis is built over the next four years.

Sims said the regulator would continue to evaluate the extent of competition that would occur between the Reef Casino and Aquis Resort in the absence of the proposed acquisition.

Submissions on the Statement of Issues are open until 17 Jul, with the ACCC saying it expects to make its decision on 21 Aug.

CLICK HERE for more info.

A final decision on whether the Aquis Resort will receive a casino licence from the Queensland Govt is expected next year.

Polonious savings

AVIS Travel Agent Scholarship sponsor Polonious Resources is offering companies buying three or more RightPath online profiles an equal number for free, valued at \$131 each.

New customers taking up the offer will also receive a free Leadership Review, valued at \$199 - see www.polonious.com.

MEANWHILE, agents have until 31 Jul to submit applications for the Avis Travel Agent Scholarship, valued at over \$40,000, which includes 12-months mentoring from Polonious Resources.

BIG4 Victoria addition

BIG4 Holiday Parks has signed a new member in regional Victoria, with BIG4 Bendigo Marong Holiday Park joining the national network of 180 member parks.

CTM UST sale final

THE acquisition of USTravel in the USA by listed Australian firm Corporate Travel Management (**TD** 12 Jun) has been completed.

USTravel is based in Alaska and the US Pacific Northwest and will serve as CTM's regional hub in the region.

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Creative way to see Mauritius



THIS group of ladies recently enjoyed a family to the Indian Ocean holiday hotspot of Mauritius, courtesy of Creative Holidays and Air Mauritius.

Highlights included walking with lions at Casela National Park,

swimming with dolphins, a visit to the colourful Grand Bay Markets and a catamaran cruise.

Pictured at Chamarel Waterfalls and Coloured Earth from left are Samantha Pye, Vivid Travel; Caroline Davis, Flight Centre Meadow Springs; Kirsty Zanoni, Creative Holidays; Amanda Fenlon, Flight Centre Floreat; Inken Piroth, Escape Travel Whitfords; Laura Nice, Cruiseabout Mandurah; Andrea Portato, Flight Centre Geraldton and Lisa Tippins, Air Mauritius.

In front are Simone Winden, Flight Centre Kwinana; Chloe Riches, Creative Holidays and Tameeca Brezac from Flight Centre Livingston.

Perisher quad chair

PERISHER in the NSW Snowy Mountains has opened its new Quad Chairlift in Guthega boosting lift capacity by close to 50%.

The Guthega Freedom lift can carry up to 2,400 people/hour and operates from the bottom of Cow Pastures J-Bar to the top of the Blue Cow T-Bar.

For more info, [CLICK HERE](#).

More Back-Roads

SWITZERLAND, Germany and Austria have been added as new destinations to the 2015 Back-Roads Touring UK and Europe Summer program.

Nine new tours have been developed for next year, lifting the total number of trips to 40, with more options in highly sought destinations including the UK, France and Italy.

Brand manager Hugh Houston said demand for small group touring (max. of 18) remains high, and Back-Roads pairs its touring with authentic local experiences, bespoke culinary encounters and charming accommodation.

Among the new options are a six-day Slow Food Tour of Puglia priced from \$3,295ppts and an 11-day Germany's Romantic Back-Road to Vienna itinerary that starts at \$4,995ppts.

CityPASS mobile app

CUSTOMERS using the popular CityPASS discounted attraction ticket booklet in Chicago can make transactions via a smartphone or other mobile device.

Until recently, it was necessary to print a copy of the discount voucher from a mobile device at home or a hotel, which would then be exchanged for admission to an attraction.

Chicago is the pilot destination for the technology, with plans to deploy the mobile version to the 10 other North American cities where CityPASS is available.

Coastal GermanFest

THE Seabreeze Beach Hotel in South West Rocks NSW will host its annual GermanFest event to celebrate all things Bavarian again this year from 28 Aug to 07 Sep.

Food, drink and entertainment will all have a special Bavarian influence - for all the details, see www.seabreezebeachhotel.com.au.



Window Seat

QANTAS head of domestic Lyell Strambi hailed the beauty of the Whitsundays when he spoke at a ceremony to welcome the return of QF flights to Hamilton Island (**TD** yesterday).

He told attendees that he often visits the region, and most recently took along his wife and her mother, who was visiting Australia from the UK.

Strambi said it was amazing to see his mother-in-law's reaction when they took her snorkeling on the Great Barrier Reef for the first time ever.

It was also the first time he'd ever seen someone keep talking while underwater, he added.

LATER in the day, Seng Huang Lee, executive chairman of One&Only Hayman Island's owner, Mulpha International, described his excitement at the opening of the property, saying it was the culmination of ten years of hard work and \$250m of investment to transform the destination.

Speaking just before Qld Tourism Minister Jann Stuckey formally raised the state flag in a ceremony on the island, Lee thanked Kerzner International ceo Alan Leibman for his support, but added that he was a "formidable negotiator".

However, that was topped by the group's discussions with politicians, he said, because "there is no negotiating with the Government".

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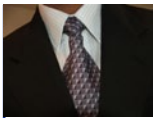
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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

American Express Global Business Travel has named new members of its global management team, with **Pat Bourke** the new Chief Administrative Officer, **Norma Corio** as Chief Financial Officer & **JoAnne Kruse** as Chief Human Resources Officer. They join the previously announced **Greg O'Hara** as Chairman of the Board & **Bill Glenn** as Chief Executive Officer.

Pinpoint Travel Group has welcomed **Jessica Harding** as the newest member of the marketing team, commencing in the role last week.

Following the retirement of Gary Filmer, **Regional Express** has appointed former Chief Pilot **Neville Howell** to the role of Chief Operating Officer. Howell has also been named as a Director of the regional carrier.

Best Western has hired hotel industry veteran **Di Baker** as new General Manager at Best Western Plus Garden City Hotel in ACT. Further, **Vesna Freebody** has returned to Best Western Central Motel and Apartments, NSW in the same role after a three-year absence from the organisation.

Kristen Bashir has been appointed as the Australian representative for Italy's **Grand Hotel Tremezzo, Lake Como**. Bashir is highly experienced in property representation, most recently working with Six Senses Hotels.

The Star has recruited **Jayson Heron** as its new Director of Sales. Heron joins from his most recent position at Hilton Worldwide.

Emma McGrady has been named the new Director for **Crown Spas** and will oversee Spa operations at Crown properties in Melbourne and Perth.

Experienced Fijian hotel industry representative **Steven Andrews** has been promoted to the role of General Manager at **Castaway Island Fiji**.

Based in the UK, **Mike Croucher** has been appointed by **Travelport** as its new Chief Architect. Croucher will oversee the firm's IT global architecture.

Win with Austrian

This week **TD & Austrian** is giving 12 readers the chance to win a \$50 Myer voucher & 1 reader the chance to win a Nespresso Citiz Breville Machine.



Austrian offers connections to Europe featuring refurbished cabins. Discover Austrian from booking to landing for the chance to win.

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To win the daily vouchers, be amongst the first 3 to send in the correct answer every day.

For your chance to win the Nespresso Machine, correctly answer all 4 questions from Mon to Thu, & the final question on Fri. Email answers by COB 4th July to: austriancomp@traveldaily.com.au

Name a typical Austrian coffee specialty served at the unique coffee shop above the clouds

Austrian

AZ/EY Expo partners

ETIHAD Airways & proposed equity partner **Alitalia** have been named as Official Global Airline Carriers for Expo 2015, to be held in Milan from 01 May to 31 Oct.

Travel Daily
First with the news
Thursday 3rd July 2014

Spencer Business accolade



SYDNEY-BASED Spencer Group of Companies was this week recognised at the NSW Telstra Australian Business Awards in the Medium-sized Business category.

Founded by Penny Spencer, the corporate agency has a staff of 58 and annual turnover of \$40m.

Spencer Group of Companies was the only travel company named as a finalist across all the five award categories.

General manager of Spencer Travel, Tina Killeen (centre) and Louise Brown (right) are pictured accepting their finalist certificate.

SATIC SATC divide

SOUTH Australian Tourism Commission ceo Rodney Harrex has announced the organisation is all but discontinuing support for the South Australian Tourism Industry Council, with future support in the form of funding for the state's Tourism Awards for the next two years only.

Harrex yesterday said over the past five years the SATC had injected close to \$3 million into the SATIC, with the intention for the council to become independent and self-sustaining within the time-frame.

The current agreement with the SATIC was initially set to expire in Feb but was extended until 30 Jun, providing further time for a restructure of the entity's revenue model.

However, the demise of T-QUAL (*TD* yesterday), has seen the SATC take a firmer stance "as the significant development impacts on the value of accreditation to the SA tourism industry."

"In future, the SATC commits to working with tourism industry bodies in partnership to deliver the best outcomes for the tourism industry that are aligned to the South Australian Tourism Plan 2015-2020," Harrex said.

Vale Graeme McMahon

THE aviation industry is mourning the passing of Graeme McMahon following a long battle with pancreatic cancer.

McMahon had a 40 year career at Ansett Australia Group.

He joined the now defunct Ansett in 1956 working in the mail-room and progressed his way through the accounting and finance departments, moving up to managing director and ceo, before retiring in 1996.

Funeral arrangements are unknown at this time.

Europe rail discount

LAST-MINUTE rail bookings in parts of Europe travelling by 31 Aug are now up to \$45 cheaper following a tactical price cut by Rail Europe, if booked by 27 Aug.

Eligible routes within France include Paris to Avignon, Lyon, Strasbourg, Nice and Bordeaux.

Select trains from Paris, Brussels, Frankfurt and Manheim are also available, with one-way First seats starting at AUD\$50

Preferred agent rates

IN RECOGNITION of the trade, Preferred Hotels Group has rolled out its first-ever Travel Agent Rate available via the GDS.

Over 160 properties globally are taking part in the scheme, with prices offered at a flat rate of US\$100 or up to a 50% discount on Best Available Rates.

View the participating hotels at preferredhotelgroup.com/TARate.

Agents are required to show IATA and personal identification when checking in.

5th JQ Dreamliner

JETSTAR Airways has taken delivery of its fifth Boeing 787-8 Dreamliner aircraft.

The brand new aircraft will be deployed on flights between Cairns and Tokyo (Narita) & Osaka.

globalCARS web rejig

GLOBALCARS has launched a new online booking engine which has been modified to make it more travel agent friendly.

The portal now only requires agency details at the end of a transaction, with a consultant tasked to process paperwork for the firm's three leasing products - Citroen, Peugeot and Renault.

One&Only Hayman Island opens

A **SELECT** group of senior industry staff and media have been among the first guests at the relaunched Hayman Island in the Whitsundays, which was formally opened yesterday under its new One&Only branding. The relaunch follows a massive upgrade project, which has seen its 160 rooms totally transformed. Rooms in the former Pool Wing have doubled in size to make this an all-suite area, while other works have seen the property's iconic swimming pool revamped, new restaurants and a spectacular makeover of public areas.

Travel Daily was on location for the launch, with these photos and more taken during the festivities which included a lavish celebratory dinner last night.

Lots more pics on our website and at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



LEFT: Queensland Tourism Minister Jann Stuckey formally raised the state flag (click on the logo to view a video of the ceremony), and is pictured second from left with One&Only chief operating officer Mark DeCocinis, Mulpha executive chairman Seng Huang Lee, Kerzner ceo Alan Leibman, Hayman Island gm Guenter Gebhard, and local MP Jason Costigan.

BELOW: At pre-dinner drinks "On the Rocks" near the famous Hayman pool are Dean Walsh, One&Only; Danial Rochford, Whitsundays Marketing ceo; and Mark DeCocinis, One&Only chief operating officer.



BELOW: Qantas regional mgr Qld, Peter Collyns with One&Only's James Wyndham and Stephan Killinger, president of Kerzner's Mazagan Beach & Golf Resort in Morocco.



LEFT: Aussie songstress Christine Anu entertained guests during the stunning intimate gala dinner.



RIGHT: Former TTF chief Chris Brown from Taylor Street Advisory; Bill Wright, ID Events Australia; and David Armour, Southern World Australia.



ABOVE: Andrew and Cinzia Burnes from the AOT Group.



LEFT: One&Only Hayman has been a labour of love for Seng Huang Lee, executive chairman of the resort's owner Mulpha Australia. He's pictured with AFTA ceo Jayson Westbury.

RIGHT: Luke James, One&Only with Stuart Bird, Southern Crossings.



BELOW: Senior Kerzner and One&Only staff from across the globe were in attendance for the launch.

Kerzner International ceo Alan Leibman is pictured below with Qantas head of domestic, Lyell Strambi.





Inbound agents Daydreaming...

ABOVE: Daydream Island Resort & Spa recently hosted a group of agents from Germany's largest wholesale tour operators.

The 21 agents visited Daydream Island as part of the Dertour Mega Famil to expand their knowledge of Queensland's coast and island products.

Agents were treated to a poolside dinner at Mermaids Restaurant, a private fish feed in

the Whitsundays resort's Living Reef lagoons and toured the Rejuvenation Spa.

They are **pictured** above with Daydream Island's leisure sales manager Jessica Ireland & regional sales manager Aimee Cameron.

IAG Sabre renewal

EUROPEAN low-cost carrier Vueling is the latest airline to join Sabre's distribution marketplace.

Vueling is a subsidiary of International Airlines Group - the parent firm of British Airways, Iberia and Iberia Express - which signed the new multi-year pact with Sabre this week.

The revamped agreement makes all BA, IB, I2 & VY airfares, availability, schedules & ancillary charges, such as seat selection and baggage fees, available to sell by travel agents globally.

LAX FlyAway shuttles

DIRECT bus services from both Santa Monica & Hollywood to Los Angeles International Airport are earmarked to debut in coming months.

The low-cost transport option will operate to/from Santa Monica Civic Centre and Hollywood Blvd to each LAX terminal, and are priced from US\$8 each way.

The FlyAway Hollywood route will stop at the Le Brea Station of the Metro Expo Light Rail Line enroute to/from LAX - more info at www.lawa.aero/FlyAway.

Drive test for tourists

NEW Zealand may soon require foreign tourists to undertake a driving test before being allowed to rent a vehicle following a high rate of accidents recently.

According to the *New Zealand Herald*, Associate Transport Minister Michael Woodhouse said the idea was among a raft of measures being considered.

Authorities said the problem was of particular concern on the South Island, where tourists were involved in 25% of accidents as opposed to 2% nationwide.

Education on improving driving in the region was on the agenda as a short-term stopgap tactic.

Centara for families

CENTARA Grand at CentralWorld in Bangkok is offering an upgrade to a Premium World room, subject to availability, and a 20% discount on food and spa treatments when booking a Family Discoveries deal for 2 adults & 2 children by 30 Sep.

SAA/B6 codeshare

SOUTH African Airways and US low-cost carrier JetBlue Airways have commenced a codeshare agreement on flights between Washington DC Dulles Airport and Dakar, Senegal.

The codeshare enables pax to travel on a single ticket when flying on SAA and B6-operated flights, as well as one-stop check-in and baggage transfer.

Hannah additions

THE Havannah, Vanuatu has added two brand new Deluxe Waterfront Villas with private infinity-edge plunge pools to its accommodation inventory.

Villas feature a king size bed, indoor/outdoor bathrooms with walk-in showers and a bath tub set in its own garden bathroom pavilion, and a private sundeck.

See www.thehavannah.com.

IATA NDC feedback

OBJECTIONS to the Int'l Air Transportation Association's 'Resolution 787' made to the US Dept of Transportation have been dispelled by the organisation.

Resolution 787 and the New Distribution Capability (NDC) were slammed by the European Travel Agents' and Tour Operators' Associations which expressed its concerns over airline sales practices and data privacy under flagged changes (**TD** 13 Jun).

IATA argued the vast majority of the 39 objections the DOT received were "tariff-related matters" outside the scope of the proceedings.

It also said American Antitrust Institute's comments should not delay implementation.

The airline authority said the Dept of Transportation "should act promptly to finalise the tentative findings & conclusions."

WIN A TRIP TO MAURITIUS

In July, **TD** is giving readers the chance to win a holiday to Mauritius, courtesy of **Club Med and Air Mauritius**.

The prize includes return economy class airfares to Mauritius with Air Mauritius, airport transfers and six nights accommodation at either Club Med Albion or La Pointe aux Canonnières, for two.

Every day this month **TD** will ask a different question about Club Med or Air Mauritius. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email answers to: clubmedcomp@traveldaily.com.au

Q3: What is the name of the newest Club Med resort, located off the coast of Hong Kong?

Hint: www.clubmedta.com.au



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CHINA SOUTHERN AIRLINES HAS MORE THAN 1,930 DAILY FLIGHTS TO 190 DESTINATIONS IN 40 COUNTRIES AND REGIONS ACROSS THE WORLD GIVING YOU MANY REASONS TO TAKE ADVANTAGE OF THESE GRAND PRIZES ON OFFER FROM CONSOLIDATED TRAVEL

MAJOR PRIZES

\$2,000.00 cash will be awarded to the highest selling agents (per state) during the month of July, also the agents (per state) with the highest growth compared to the previous year will win \$2,000.00

SUPER SPECIAL RETURN FARES FROM

\$350
Economy

\$650
Economy Plus

\$2125
Business

\$4584
First

Refer to Quikfares CZ77 & CZ78



BONUS PRIZES

\$20 voucher for every Economy Class return ticket

\$30 voucher for every Business & First Class return tickets

Plus if your ticket is to one of the below destinations add an additional \$10

(SHA, PEK, DEL, KTM, SGN, HAN, JAPAN, KOREA, AMS, LON, PAR, MOW, LAX, NYC, YVR)



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 01-31 July 2014 on 100% CZ itineraries ex Australia plated to CZ (784). CZ codeshare or SPA add-on sectors are allowed. Inbound flight between China and Australia must be booked on CZ services only. Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. All winners must be an international travel consultant and full time employee of the agency in Australia. The major prizes will be awarded based on a minimum \$30,000 in international ticketed sales plus a minimum of 25% growth compared to the same period last year to qualify. **Vouchers are capped and all claims must be emailed to your local state sales department by COB 07 August 2014.** Ticket claims must be emailed to your local Consolidated Travel State Sales Department by COB 07 August 2014. Consolidated Travel and China Southern 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 25 June 2014.



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

NEW ROLE

PROJECT MANAGER – IMPLEMENTATION SPECIALIST SYDNEY – SALARY PACKAGE \$\$\$

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

USE YOUR STRONG INDUSTRY RELATIONSHIPS SENIOR INDUSTRY ACCOUNT MANAGER SYDNEY – \$100K PLUS

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

A LEADING ROLE WITH A LEADING BRAND REGIONAL RETAIL MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

Our client provides a diverse range of products and services to the travel, tourism and resources sectors and is currently looking for a strong regional manager. Based in Sydney with the main focus of building team capability to deliver strong sales outcomes, you will be accountable for leading and developing a regional team. To be successful you will be need to be an experienced sales leader or have managed a retail outlet and ready to step up to a regional role.

THE EASY SELL

INDUSTRY SALES MANAGER – PREMIUM PRODUCT MELBOURNE - SALARY PACKAGE \$100K PLUS

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here. Enjoy a high salary including high base, car allowance and big bonuses.

A MIX OF CULTURAL FUN PRODUCT MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

Looking for a challenging new destination to market? This wholesale company requires the skills of an adaptable Product Manager. You will be well organised and have the ability to source and develop new and unique products to your competitors while being able to develop a brochure that stands out from the rest. With your talents you will have a creative flare and an eye for detail.

TRAIN THE INDUSTRY THAT YOU LOVE

PART TIME TRAVEL INDUSTRY TRAINING MANAGER SYD & PER – TOP SALARY PACKAGE

This industry leader is looking for an experienced training manager with proven training and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace. You will have to be in the office on a Monday but the other two days are up to you, ring today to find out more.

HIT THE HEIGHTS OF CORPORATE SALES CORPORATE SALES MANAGER – SME MARKET SYD & MEL – SALARY PACKAGE OTE \$100K+

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

ROLL UP FOR THE BIGGEST PRODUCTIONS! EVENT PRODUCER MELBOURNE – SALARY PACKAGE \$\$

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. If you have experience within event production, from small corporate meetings through to large international incentives & conferences, don't miss out on this fantastic opportunity. Ring for a confidential chat today as this position won't be around long.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

OR EMAIL YOUR CV TO: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com/aus



Working in partnership with the Australian Travel Industry

Travel Consultant

South Brisbane. \$DOE+COMM. Ref:1172PS1

Are you a Galileo trained travel consultant with at least 2 years experience in retail sales? If you enjoy working in a small team environment but are able to work autonomously then this locally based role could be your opportunity to reap the rewards of working for a well renowned independent agency where you will earn a competitive base salary plus commission. Solid worldwide destination knowledge, strong fares and ability to work in a fast paced environment are essential!

For more information please call Peta on (02) 9113 7272 or click [APPLY](#) now.

Sales Representative

Sydney – Competitive.Ref:1154SJ2

A leading travel wholesaler is looking for a business development executive to help promote their niche product across the NSW travel market. If you are a travel consultant but want to move away from consulting then this is for you. Predominantly on the road you will visit clients & increase your company's market share while also sourcing new business. A golden opportunity for a candidate looking for a more diverse role with a real chance to progress in your travel career.

For further information please call Sarah on (02) 9113 7272 or click [APPLY](#) now

Specialist Travel Consultant

Melbourne \$Competitive Ref:1179KF2

If Africa, South America or Canada and Alaska is your passion and you have travelled the region, why not specialise in what you love to do! This is a fantastic opportunity for an experienced travel consultant to join the expanding team in this leading luxury tour operator based in Melbourne. Creating bespoke holidays and luxury travel. This is a fantastic growing company with an outstanding reputation in the travel industry. Familiarisation's like you have never imagined!

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

Retail Travel Consultant

Adelaide \$DOE Ref:1168LB1

Calling all experienced travel consultants living in the south of Adelaide that are keen to become a part of this well respected brand! Rare vacancy for one of the top travel companies in SA, this is an agency consultant's fight to get a foot in the door with, due to their excellent working conditions and great salary packages on offer! If you have a solid 2+ years of travel consulting experience and a passion for fantastic retail service, apply now to be considered.

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

Travel Consultant

Sunshine Coast. To \$47K DOE + Incentives. Ref:1166PS1

Independently owned retail travel company with a solid repeat client base are recruiting due to maternity leave. If you have a minimum of 3+ years reservations experience working to targets in a fast paced environment and have extensive world wide destination and product knowledge this could be your opportunity to work within a friendly and stable team environment where you will be rewarded with incentive and bonus' on top of a highly competitive base salary. Permanent vacancy!

For more information please call Peta on (02) 9113 7272 or click [APPLY](#) now.

Corporate Domestic Consultant

Sydney– Generous Salary – Ref:1183RF1

Calling all Corporate Domestic Consultants! We need you!! We have an excellent opportunity for an experienced Corporate Consultant to make the move into an award winning boutique agency in the CBD. Positions at this particular branch do not come up often so you will need to get in fast! If you have 2 years experience in a similar role (Sabre experience an advantage) and are looking for an opportunity to go above and beyond for your clients then this is the role for you!

For further information please call Rebecca on (02) 9113 7272 or click [APPLY](#) now

Freelance Travel Consultant

St Kilda \$Competitive Ref:1195MD

Experienced freelance consultants with a strong client base who want to step into this role based in stylish and modern offices? You will be rewarded with a stellar location, generous percentage, flexible hours, private meeting rooms and a diner along with the ability to grow your client base with walk-in's! Having your own client base, self motivated, solid GDS and exceptional customer service skills is a must. If you are looking for flexibility and to move your home business to an office, APPLY now!

For more information please call Megan on (02) 9113 7272 or click [APPLY](#) now.

Luxury Hotel Accountant

Perth \$60K + Super Ref:1171LB2

Rare opportunity within a 5 star hotel, perfect for those with previous experience in accounting for a hotel in a senior role. If you haven't, but you understand financial management of accounts including financial analysis & reports, payroll, and all tax related matters when it comes to looking after a large number of employees then I want to hear from you! Fantastic hotel group to boost your hospitality career with for the right person. Interviewing now!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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