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Airlines to trial IATA NDC

IATA'S "New Distribution Capability" has moved a step closer overnight with the announcement of three new pilot programs to test the NDC "schemas" which define the protocols to be used to transmit information under the system.

The XML-based standards will be tested by Qatar Airways, Aer Lingus, Aeroflot and IT firm JR Technologies, which will pilot a live implementation of an NDC Aggregator platform using Air Canada and AA content.

The move was announced in Doha where IATA is currently holding its annual general meeting, attended by airline ceos from across the globe including Qantas chief Alan Joyce.

These latest NDC pilots join

other trials launched last year involving Air NZ, China Southern Airlines, Swiss International Airlines and more.

Qatar Airways, which is also highlighting Doha's brand new Hamad International Airport, said NDC features would help it to better "showcase the value of our five-star product offering".

The IATA agm also unanimously adopted a new resolution which calls on governments, airlines and airports to work together to "effectively deter and manage the significant problem of unruly air passenger behaviour".

Collection showcase

PINPOINT Travel's new 'The Collection' brochure featuring the world's most luxurious, iconic and fashionable properties is now available - see the **front cover page** for details.

Become a rail expert

RAIL Plus is seeking 50 "bright, ambitious travel consultants" to join its Rail Experts program for 2014 - details on the **last page**.

Today's issue of TD

Travel Daily today has seven pages of news & photos, a front cover page for **Pinpoint Travel** plus full pages from:

- AA Appointments jobs
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- South African Tourism
- Rail Plus

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Travel Daily

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Tuesday 3rd June 2014



QF revamps brekky

QANTAS has announced a new range of "gourmet egg dishes" on breakfast meals offered in its international Business Class, including flights from Hong Kong, Bangkok, Singapore and Narita.

Qantas has also redesigned the card for its Room Service Breakfast offered on Los Angeles, Dubai, Dallas/Fort Worth and Johannesburg services, with three different styles of breakfast available effective from 01 Jun.

Mantra's public listing

MANTRA Group says its Initial Public Offering (**TD** breaking news) will give it access to capital markets and provide "the flexibility to pursue further growth opportunities".

The company confirmed the details of the float late yesterday afternoon, with 53% of the company being offered in the form of 249.5 million shares priced at \$1.80 each.

Current major shareholders merchant bank UBS and investment vehicle Europe Voyager - which acquired their stakes when Mantra was known as Stella Hospitality - will retain their combined stake of about 43% under a voluntary escrow arrangement.

It's understood that senior Mantra management will hold the remaining 4% of the firm.

Mantra operates 113 properties and more than 11,600 rooms under the Peppers, Mantra and BreakFree brands, and the company said it's well positioned to benefit from future growth in the Australian accommodation industry

because of its "increasing brand awareness, range of flexible operating structures and scalable operations".

The retail offer for the shares will open on 10 Jun, with normal trading of the shares expected effective from 27 Jun.

The IPO is fully underwritten, with chairman Peter Bush saying it was an "opportunity to take part in the future of a great Australian success story".

Proceeds will be used to pay down the firm's existing debt.

Scoot cuts SYD/OOL

SCOOT is set to reduce capacity on its Sydney and Gold Coast flights between Jul and Oct this year, with the reductions seeing Sydney flights cut to six per week.

GDS screens also confirm that from 29 Jul, Scoot will operate a twice weekly triangular service between Sydney and the Gold Coast, with the changes effective from 29 Jul through to 25 Oct.

Gold Coast flights will reduce to four per week during Oct.

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SITA flight tracking

AVIATION technology firm SITA has announced the launch of an "innovative technology solution" which will allow airlines to track their aircraft - and potentially avoid a future mysterious disappearance like MH370.

The SITA AIRCOM system will merge data from its AIRCOM airline dispatcher/operations system with its Future Air Navigation System (FANS) ground application which is already installed in many aircraft.

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Sofitel So Singapore

ACCOR has boosted its global Sofitel portfolio with the opening last weekend of Sofitel So Singapore in the 'Lion City'.

The 134-room property is positioned on Robinson Road, near Raffles Place and in the heart of Singapore's CBD.

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Emirates int'l airlift increase

QANTAS and alliance partner Emirates have maintained a strangle hold on international air capacity to/from Australia, latest government data confirms.

During Mar, QF and EK carried more than 1/4 of all passengers on scheduled air services into and out of Australia, split 16.4% and 9.7% respectively.

However, the figure has fallen 0.5 percentage points compared to the same time last year, which was before the launch of the carriers' joint network alliance & when Qantas carried 17.7% of traffic and the Gulf carrier, 8.9%.

The Bureau of Infrastructure, Transport & Regional Economics study on International Airline Activity released yesterday, indicated int'l scheduled traffic

rose 1.1% year-on-year during the month to 2.525 million.

The report shows Singapore Airlines and Air New Zealand had marginal falls in traffic of 0.6 pts and 0.3 pts in Mar, but Jetstar, Virgin Australia, Cathay Pacific and Malaysia Airlines made gains.

No-frills carrier AirAsia X saw a large uptick in passenger traffic, rising nearly 2 percentage points to 4.7%, leap-frogging the Malay national carrier to rank as the 8th most used international airline.

NFS Spices up India

NATURAL Focus Safaris is rolling out a range of in-depth half and full day *Spice Up Your Trip* city tour experiences as part of its new 2014/15 India brochure.

Options include food shopping & a cooking demonstration with a Rajput family in Jaipur, or a guided walk through the alleys and hidden markets of Varanasi.

The trips are designed to be sold as add-on to existing NFS tours.

Delta A321 jet order

DELTA Air Lines is increasing its order with Airbus for narrowbody aircraft, announcing it has signed a new deal to buy a further 15 A321 jets for its domestic fleet as part of a fleet renewal program.

The new deal boosts DL's A321 orders to 45, the first of which will be delivered in early 2016.

DL is configuring its A321s with 20 First Class seats, 23 Economy Comfort and 149 Economy seats.

CZ taking meal orders

INFLIGHT meals can now be pre-ordered by premium pax on 12 China Southern Airlines routes under a new service introduced by the Guangzhou-based carrier.

First and Business Class guests on flights to Sydney, Melbourne, Brisbane & Perth from the Chinese city can now utilise the service, along with travellers to Auckland, Amsterdam, London, Paris, Dubai, Moscow, LAX and Vancouver.

More than 20 different menu items are available for booking, with pax able to book online at www.csair.com a minimum of 24 hours ahead of departure, or 48 hours for Los Angeles departures.



Window Seat

GUIDE dogs are usually extremely well behaved, but that wasn't the case for one of the service animals on a US Airways flight this week which was forced to make an emergency landing after the dog "relieved itself in the aisle".

The flight from Los Angeles to Philadelphia made an unscheduled stop in Kansas City, where a crack crew addressed the issue with a rapid clean-up - but the disruption meant it took 14 hours to complete the trip.

The passenger and his pooping guide dog were rebooked onto another flight, with a US Airways spokesman describing it as a "rare and unfortunate situation."

AVIATION authorities in the US have received a formal request from the movie industry, asking for an exemption to fly "drones" to make films and TV shows.

Currently the Federal Aviation Administration is considering a new rule governing the use of drones, but the reporting deadline of Sep 2015 isn't soon enough for the film makers.

Seven companies have banded together in the application, saying they would only use drones on closed sets with additional safety precautions so there's no chance of interfering with commercial flights.

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Travel Daily on location in Vienna, Austria

Today's issue of TD is coming to you courtesy of Avalon Waterways, which will this week debut its new *Avalon Illumination* in Vienna.

IT'S been a whirlwind of activity in Vienna for the Australian group, with some of the city's huge variety of experiences showcased by the Austrian National Tourist Office.

We've enjoyed a horse-drawn carriage ride, cycle tours, museums, concerts, opera, cooking classes and more, with spectacular spring weather making it a great experience.

Tomorrow the group will have an exclusive visit to the fabulous Spanish Riding School before embarking on the *Illumination* inaugural - see our Vienna blogs at traveldaily.com.au/blog.

RBA switches to DWC

RUNWAY upgrade works at Dubai International Airport (DXB) has caused Royal Brunei Airlines to temporarily relocate its flights from Melbourne to Dubai World Central (DWC) Al Maktoum Int'l from now through until 19 Jul.

The change impacts passengers on Royal Brunei's onward flights to London which will remain in operation from DXB.

North-bound travellers are able to take advantage of a free shuttle bus which operates between the two Dubai airports every 30 mins, with journey time about 1 hour.

Limousine services are also available to passengers.

BI's Business Class & Royal Skies Gold passengers will be granted access to the Marhaba Lounge at Dubai International's Terminal 3.

Inbound flights from London or Dubai connecting onto Australia via Bandar Seri Begawan in Brunei will continue to operate from DXB.

CLICK HERE for the shuttle times.

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Hilton unveils 'Curio' brand

HILTON Worldwide has overnight revealed plans for an 11th hotel brand to be called 'Curio - A Collection by Hilton.'

The brand will consist of unique four- to five-star hotels which are "woven into the fabric of their destinations," Hilton announced.

Each property will be different from the next, "with individuality being a common thread."

"Curio is a collection of hand-picked hotels that are authentic, independent and remarkable," according to the www.curiocollection.com portal.

Initially, letters of intent have been signed for four hotels, all in the USA - SLS Las Vegas Hotel & Casino, The Sam Houston Hotel in Houston, Hotel Alex Johnson in Rapid City and The Franklin Hotel in Chapel Hill, North Carolina.

A fifth property has been earmarked for Portland, Oregon.

President & ceo Christopher J. Nassetta said the brand was born out of desire from customers and owners for a brand that includes hotels "that can retain their unique identity but also deliver the many benefits of our system, including our Hilton HHonors guest loyalty program."

CURIO

A COLLECTION BY HILTON™

"That desire, combined with the current size of the independent hotel market and

demand for differentiated hotel stays around the world, made for the right timing for this launch,"

Executive vp global brands Jim Holthouser said Curio presents "additional opportunities to serve existing customers even better, attract new customers and grow our pipeline."



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Celtic Thunder down under



TOURISM Ireland and Event Partners hosted a number of guests from the meetings, incentives, conventions and exhibitions industry, and **TD**, to see Celtic Thunder perform at The Star Event Centre last Fri.

After a delicious meal at the BLACK by ezard restaurant, the party headed off to see Irish singing group, Celtic Thunder, perform a medley of songs.

Sadly missing George Donaldson, who recently passed away of a heart attack, the group was obviously a fan favourite with the audience, many of whom were upstanding for Ireland's Call.

Tourism Ireland Australia and NZ manager Diane Butler said Ireland had been involved in securing many prestigious events over the past few years, offering a choice of venues.

"Ireland is a treasure trove of experiences to host incentives – whether you've got a group of 18 or 80 year olds!

"Outdoor pursuits and adventurous activities, energising city stays, or remote locations and all set against stunning panoramas."

Access to Ireland was now fast and direct with one stop services via Abu Dhabi or Dubai, she said.

"With additional services on Etihad and Emirates from around Australia with excellent connections on to Dublin, delegates can be in the Emerald Isle within 24 hours."

For pictures from the event, visit www.facebook.com/BusEvNews.

Pictured from left are Diane Butler, Tourism Ireland ANZ manager; Keith Harkin, Celtic Thunder singer; Rebecca Easterman, Pillowmint; John Costelloe, Event Partners DMC sales & marketing manager; Aoife Finnegan, Aoife Finnegan Tourism Ireland PR & comms manager; Fiona Clelland Tourism Ireland e-marketing contact and Celtic Thunder singer Emmett Cahill.

AAT Kings on the air

AAT Kings its taking to the radio waves this month in a bid to fill some last remaining seats on guided holidays between now and the end of the calendar year.

A campaign promoting 'buy one get the second passenger's fare at half price' will be broadcast on AM and FM airwaves nationally by the company.

Managing director Anthony Hayes said the campaign would drive sales to travel agents.

"Interest in guided holidays, particularly in the 50 plus age group continues to grow, so this is a great way for agents to make some easy commission," Hayes commented yesterday.

The promotion is valid on selected departures for new bookings made by 30 Jun, for travel to 31 Dec.

To avail the offer, use the code 'PP450' when booking.

Bench clarification

BENCH International's 2014 price freeze (**TD** yest) applies to tours departing between 01 Jan & 31 May 2015, if booked by 31 Jul.

Rydges stay & play

A '**STAY** and Explore' Sydney package designed for families has been released at the newly rebranded Rydges Sydney Central.

It includes one night accom, breakfast, free wi-fi, 1pm late check out and a family pass (for two adults and two children) to two Sydney attractions - either WILD LIFE Sydney Zoo, SEA LIFE Sydney Aquarium, Sydney Tower Eye, Madame Tussauds Sydney or Manly SEA LIFE Sanctuary.

The package is priced from \$272 per room per night and is available for travel until 30 Dec.

DL/GA codesharing

SKYTEAM member carriers Delta Air Lines & Garuda Indonesia are plotting a new codeshare pact that will see the GA code placed on Delta metal between Tokyo Haneda and Los Angeles & Seattle.



Today's cruise news making waves in TD Cruise Update:

• Carnival Corporation ceo Arnold Donald says market demand for cruising needs to be much higher for growth to be sustained in the sector as waves of new capacity are set to launch by cruise lines around the world in coming years.

• **APT** has released a virtual tour of its new ship *AmaReina*, which allows users to view staterooms and public areas of the ship from their computers - **CLICK HERE**.

• After a major refurbishment, **Uniworld Boutique River Cruises** has unveiled its new-look *River Royale* vessel ahead of relocation to France's Bordeaux wine region.

• An 'Experience-based' pricing structure will be rolled out by **MSC Cruises** this week upon the launch of an 18-month brochure. For further details, **CLICK HERE**.

Cromwell Vegas open

CAESARS Entertainment has officially opened The Cromwell hotel in Las Vegas, billed as the first standalone boutique hotel on 'The Strip'.

Formerly Bill's Gamblin' Hall & Saloon, the property received an extensive US\$185m renovation in Feb and now features 188 rooms, including 19 suites which opened in the past week, the largest of which has six bedrooms.

Accor to show luxury

THREE luxury brands operated by Accor will be on show at high-end travel show Luxperience.

Accor will showcase its Sofitel, Pullman & MGallery brands at the elite travel show, set to take place in Sydney from 31 Aug to 03 Sep.



Sales Representative - PERTH

Malaysia Airlines State Sales Division requires the services of an experienced Sales Representative. Primary responsibilities include: conducting Sales Calls to all Assigned Accounts, establish Growth Plans for Individual Accounts and monitor Revenue Performance, be responsible for the Development of Corporate and Incentive Traffic and Group Movements, monitor and manage the Market Share for Key Accounts and conduct Monthly Performance Reviews with Key Accounts.

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Dubai-Karachi boost

EMIRATES will add a new sixth daily flight between Dubai and Karachi using an Airbus A330-200 aircraft from 01 Aug, in response to passenger and cargo demand.

AFTA UPDATE

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



IT APPEARS that the activity and ash plume created by Volcano Sangeang in Indonesia has settled for the moment, however I have no doubt that as with all of these nature based challenges, travel agents have once again swooped into action to assist clients caught up in the delays and cancellations.

Of course the airlines and hotels have all the relevant challenges to deal with and some clients will be communicating with them directly, but at the end of the day it will be the travel agent who demonstrates why people are better off booking with an agent than direct.

This latest ash plume impacted Bali and flights through Darwin in the main, but no doubt had significant knock on impacts too, and came at a time when many holiday makers were unaware of the activity.

All too often it is the arrival at the airport to find the display board filled with red "cancelled" that travellers then start the terrible experience of working out what to do. In many cases it will be the travel agent that springs into action in advance of the arrival to assist with making arrangements, changing flights and finding options to deliver the best possible outcome for the traveller.

Already this appears to be the case, with reports into AFTA of plenty of good outcomes and feedback about travel agents who have done a great job. So well done to any and all in the travel industry that may have been caught up in the situation.

For those who have become even more interested in the activity of volcanos, the Volcano Activity Centre in Darwin operated by the Australian Government Bureau of Meteorology is an interesting resource. You can get a great deal of information about how they monitor activity and this is a very important information source for the aviation sector. You can check it out at <http://www.bom.gov.au/info/vaac/>.

So let's hope that this ash plume disperses quickly and the volcano gods return to peace quickly.



Bid for CX upgrades

PREMIUM Economy & Business Class upgrades on Cathay Pacific flights could be put to an online auction as part of new revenue streams under consideration.

According to a spokesperson representing the CX Marco Polo Loyalty program, booked pax would be invited to submit a bid prior to their departure date and if successful, would be advised four days prior to flying, with payment then collected.

Depending on loads, allocations of upgradeable seats would be made available in the auction, with others retained to be offered to Marco Polo members and full-fare Economy pax at the airport.

A similar system, entitled OneUp (**TD** 09 Mar 2012), is already in use by Air New Zealand.

"At this stage, the project is still in the study phase," Cathay Pacific Airways said.

New Mana Island gm

FIJI'S Mana Island Resort & Spa has appointed Ulrich Hoffgen as its new general manager.

The German national and New Zealand resident has 19 years industry experience in restaurants & resorts in Asia, Europe, the South Pacific and UAE.

SQ/OZ up codeshare

SINGAPORE Airlines has jacked up its codeshare partnership with Asiana Airlines, now enabling SQ pax seamless travel beyond OZ's Seoul Incheon Airport hub to Honolulu, Seattle & Los Angeles.

KGI 1/2 price for SAers

SEALINK has slashed fares by 50% on ferry services to Kangaroo Island for residents of South Australia travelling from 15 Jun to 15 Sep, with savings also offered on accom over the same period.

SA agents en-gerge on Nevada



THIS group of travel agents from South Australia have recently returned from a familiarisation to Nevada, courtesy of Nevada Commission on Tourism and in partnership with Air Tickets and Air New Zealand.

Their itinerary through the 'Silver State' included visits to Death Valley, the ghost town of Rhyolite and wine-tasting in Nevada's desert at Pahrump.

The five-night itinerary also incorporated a private trip on the Nevada Northern Railway's turn of the century steam train, a spin on the recently opened High

Roller ferris-wheel in Las Vegas, exploring the Valley of Fire and cruising on Lake Mead.

Pictured in Cathedral Gorge from left are Cody Park Ranger, Sam Minhard, Eyre Travel Port Lincoln; Carla Anderson, Travel O'Connor; Leanne Raftery, Middeltons Travel Centre, Port Pirie; Frank Gatta of Air Tickets; Cathy Schahinger, Helloworld Ingle Farm (in front), Kerry Harrison, Travel Horizons; Vivienne Burgess, Travelworld Whyalla; Tanya Mourbey, Naracoorte Travel N Cruise and Meredith Salotto, representative of Nevada Commission on Tourism with Gate 7.

Ibis Adelaide agt rate

TRAVEL agents & PCOs can take advantage of a special \$84 room only rate at the soon to open Ibis Adelaide, available for stays from 14 Jul to 30 Sep, which includes a complimentary room upgrade.

CLICK HERE to avail the offer.

Topdeck additions

NEW 'Euro Hotel' and 'Explorer' styles of trip in Iceland have been introduced to Topdeck's just launched Europe in Winter program for 2014/15.

The brochure features 52 tours, a number of which coincide with Christmas, while there are New Year packages on offer in Prague, Berlin, Krakow, Amsterdam, Madrid, Budapest and Edinburgh.

An Austrian skiing adventure is also offered, as well as add-on itineraries through Egypt, Morocco, Jordan and Israel.

The 28-day Winter Expedition is brand new, and visits England, Netherlands, Germany, Czech Republic, Poland, Hungary, Italy, Austria, Slovenia, Switzerland and France, and is priced at \$4,930pp. See www.topdeck.travel.

WIN A \$75 GIFT VOUCHER

This week **TD** & Tahiti Travel Connection are giving 5 readers the chance to win \$75 gifts.com.au vouchers.



Tahiti Travel Connection is a team of passionate Tahiti Travel Specialists who have all visited Tahiti & Her Islands. Our expertise, product range & resort deals, ensures we offer the best airfares, accommodation, tours and cruises to create a unique Tahiti holiday for your clients.

Tahiti is ALL we do!

To win, be first to send the correct answer to the question below to: gifts@traveldaily.com.au.

What is the international airline to Tahiti & Her Islands?



Congratulations to yesterday's winner, Nick Roelofs from Flight Centre.

Qld trade putts for Morcombes



CARBROOK Golf Club in Brisbane served as the location for the annual Queensland Travel Industry Charity Golf Day, which this year raised funds for the Daniel Morcombe Foundation. The 'Drive for Daniel Golf Day' was the name given to the event for 2014, which is in its fourth

year and aims to raise money for a variety of local organisations with each annual occurrence.

Strong participation was again forthcoming from the industry, with many wearing red to fully show their support for the cause.

Donations flowed in from all participants and many businesses across the state, with more than \$30,000 in prizes contributed among a field of 144 golfers.

A cheque for \$15,000 for the monies raised and presented to Denise and Bruce Morcombe, who are **pictured** above fourth and fifth from left with Kim Tomlinson, Emirates; Peter Balmer, APT; Sharon Hando, Travel the World and Danny Roche from Helloworld Ltd.

Sage to debut in Qld

SILVERNEEDLE Hospitality will bring its upscale Sage Hotel to Australia from late next year, with a 111-room property to open in Brisbane's Fortitude Valley.

The brand will debut as part of a refurbished TCB heritage building which will also include offices.

Hyatt into Austria

PARK Hyatt Vienna was officially opened in the Austrian capital yesterday, the first Hyatt property in the country and only the 7th Park Hyatt hotel in Europe.

The 143-room hotel is located in Vienna's Goldness Quartier, in the heart of the most exclusive shopping district in the city.

Peregrine gift offer

PEREGRINE Reserve's 'Gift of Travel' consumer incentive (**TD** yesterday) is based on new tour bookings paid in full by 30 Sep, for departures to 30 Sep 2015.

Travel Daily
First with the news
Tuesday 3rd June 2014

WIN A TRIP TO NEW CALEDONIA

Throughout June, **Travel Daily** is giving readers the chance to win a 4 night holiday to New Caledonia for 2, courtesy of **Aircalin, New Caledonia Tourism and Le Stanley Hotel & Suites Noumea**.

The prize includes return economy class airfares to New Caledonia with Aircalin, airport transfers and 4 nights accommodation at Le Stanley Hotel & Suites Noumea, for 2 people.

Every day this month **TD** will ask a different New Caledonia-related question. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email your answers to:
newcaledoniacomp@traveldaily.com.au



Q2: True/False: New Caledonia is home to the second largest reef in the world.

Hint: www.haveitall.com.au



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NRL Rd 12 Winner

CONGRATULATIONS

Cathy Page
from *Scenic Tours*

Cathy is the top point scorer for Round 12 of **Travel Daily's** NRL industry footy tipping competition, and has won a breakfast cruise for two, courtesy of Captain Cook Cruises.



Major Prize Sponsors

1st Prize: two return flights to Dubai, courtesy of Emirates



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



Rex global accolade

REGIONAL Express has for a 6th consecutive year been named as the Top Performing Airline in the world of all regional carriers by *Aviation Week & Space Technology*.

Rex, with a score of 67.4 (based on financial health, earnings performance, capital efficiency & business model performance) ranked 5th overall.

"While the Rex Group's profits have significantly declined in the past two years, Rex's strong fundamentals have enabled it to maintain its place amongst the best performing airlines in the world," Rex boss Lim Kim Hai said.

WorldVentures to Aus

HOLIDAY club membership firm WorldVentures has announced its expansion into Australia - the company's first Pacific market and 28th around the world.

Membership to the company's DreamTrips travel club locally is now open, with entrepreneurial opportunities also available for Independent Representatives to promote travel experiences via online marketing & direct selling.

"We're excited to add Australia, one of the world's largest economies... to our growing list of global markets," WorldVentures co-founder Wayne Nugent said.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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***HOT* WATCH YOUR BANK BALANCE SOAR
CORPORATE CONSULTANT
SYDNEY – SALARY UP TO \$90K OTE**

This exciting corporate travel role will have your bank balance soaring to new heights. This role has unlimited commission and amazing benefits. Be responsible for managing your own portfolio of accounts, with everything from quoting, booking, some accounting and providing top notch customer service skills. If you have 2 years experience in the travel industry, strong GDS skills and airfare knowledge, this is your chance to take the next step in your career and apply for this great role today.

***NEW* MOVE INTO PRODUCT
PRODUCT LOAD CONSULTANT
SYDNEY – SALARY UP TO \$55K OTE**

This is your golden opportunity to move away from face to face consulting and move into a behind the scenes role. You will be working with one of the largest wholesale travel companies in Australia that offers an excellent bonus scheme. Your main duties will be loading all the rates and products into the back office system, some contract negotiation and relationship building with overseas suppliers. If you have 12 months industry experience and have previously worked in a product load role, apply today.

**PERFECT OPPORTUNITY TO TAKE THE REINS
TRAVEL MANAGER**

TOWNSVILLE - PKG DOE + ANNUAL SALARY REVIEWS

This well-known travel company in Townsville is looking for someone who is supportive, nurturing, can inspire & motivate their team whilst assisting clients with all their travel needs at the same time. You will have head office & an amazing team to support you. Work full time hours Monday to Friday with Thursdays being late night trading as you are located in a busy shopping centre & Sats on rotation. Previous experience as a team leader or manager of a travel store, business development skills and GDS are a must

**WANT TO BE ON TOP OF THE WORLD?
EXPERIENCED TRAVEL CONSULTANT**

SUNSHINE COAST - SALARY DOE + SUPER + COMM

Seeking an experienced travel consultant who considers themselves to be a people person and can deliver the highest quality of customer service at all times. You will assist your clients in planning and booking everything that is required for them to have the perfect holiday. Benefits include annual salary reviews, full time hours Mon – Fri with half day Sat on rotation and be part of a well-known travel company. You must have a passion for the travel industry, 18 months previous travel consulting experience & GDS skills.

**STAND OUT FROM THE CROWD
MICE TRAVEL CONSULTANT**

MELBOURNE (INNER) - SALARY PKG UP TO \$55K (OTE)

Calling all MICE Experts! We have an exciting position with a well known TMC in their dedicated groups and events division. This role will see you working Monday – Friday hours only and looking after MICE groups ranging from 10 – 5000. Working in a fun team environment, you will arrange everything from hotels, flights, gala dinners, conference rooms and more. If you have at least 4 years MICE experience and are ready for a change then we want to hear from you. Call us today to find out more.

**ARE YOU READY FOR YOUR NEXT FAMIL?
WHOLESALE TRAVEL CONSULTANTS X 4**

PERTH – SALARY PKG UP TO \$70K (OTE)

Travel consultants in Perth, make the move to a new wholesale role and reap the benefits! Due to company growth this global organisation now requires 4 sales superstars to join their growing departments! You will service loyal travel agents with their worldwide holiday bookings to destinations such as Bali, Europe and the USA. With amazing famils on offer and an exciting rewards program you won’t want to miss this! Minimum 12 months consulting experience required.

**BE QUICK - 16TH JUNE START DATE
WHOLESALE TRAVEL CONSULTANT**

MELBOURNE (STH EAST) - SALARY PKG UP TO \$55K (OTE)

This well known international wholesale company is now searching for an experienced travel consultant to join their expanding directs team. You will work with a 5 star touring product and be offered M-F hours with only odd Saturdays and sensational 5 star famils. This role will see you being paid a high base salary in conjunction with uncapped commission. The sky is the limit with this role! Stop dreaming of moving behind the scenes and make the move today to this exciting position, Minimum 12 months exp required.

**LOVE AFRICA? LOVE THIS WHOLESALE ROLE
AFRICA WHOLESALE ROLES**

MELBOURNE (INNER) - SALARY PKG UP TO \$55K (DOE)

Can’t get Africa off your mind? Make the move to this 5 star Africa wholesale company and sell your dream destination on a daily basis. Working with both Travel Agents and the General Public you will create unforgettable tailor made itineraries to Africa. From the Masai Mara to the beaches of Tanzania, no two itineraries are ever the same. You will be offered Monday – Friday hours and a high base salary of up to \$55K (DOE). Minimum 5 years experience and extensive Africa knowledge required! Call us today to find out more



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Groups Co-ordinator Home based Melb or BNE

- ▶ First class International Tour Operator
- ▶ Develop new business & train key accounts
- ▶ Salary from \$60K + super + Incentives



Sandra Chiles

Exciting opportunity to join this international tour operator in a newly created role arranging customised group travel experiences for travel agents to on-sell.

A great move for a work life balance with this home based position located in either Brisbane or Melbourne. This well recognised brand will give you the opportunity to develop new and existing groups via retail & wholesale travel companies.

Some of the role responsibilities include; preparing detailed proposals, quotes and itineraries for custom groups in North America, attend and participate in trade shows to promote group travel to the region, provide product training to key travel agents & CRM management.

Perfect opportunity for an experienced groups co-ordinator with product experience in the North American region to work from home!

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

Inbound Travel Cons- Luxury products - Melb

- ▶ Great company with career growth potential
- ▶ Join a team of domestic travel specialists
- ▶ Based in the southern suburbs of Melbourne

Our client is best known for their high end, luxury products both internationally & around Australia. They offer a wide variety of product and also branch into adventure tourism.

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

National Sales Manager Wholesale - Sydney

- ▶ Salary from \$100K ++
- ▶ Market leaders in their sector
- ▶ Modern Sydney CBD offices

If you are an innovative thinker, are team focused and have strong staff management abilities then this is the job for you. Currently in a growth period & looking for a strong leader.

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

Wholesale Cruise Consultants - Sydney

- ▶ Based on the southern fringe of the CBD
- ▶ No direct public - focus on travel agents
- ▶ Salary from \$46K + super + incentives

Reputable, well established brand of cruise guru's looking to expand their dynamic and knowledgeable team. Must have previous cruise sales & personal cruise travel exp.

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

Account Sales Representative- Victoria

- ▶ Salary package to \$100K
- ▶ Based in Victoria and managing a large territory
- ▶ Combines Account Mgt & Business Development

Our client is an award winning travel wholesaler. They are currently seeking an Account Sales Representative to manage an extensive portfolio of agencies. A step up for an exp sales rep.

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

International Groups Travel Cons MICE - Syd

- ▶ Global business with long term career prospects
- ▶ Group travel movement with loads of variety
- ▶ Salary from \$50K + super DOE

We are currently seeking experienced multi-skilled travel consultants looking to move into the meetings and events department of a large corporate travel company.

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



It's Time!

Become a South Africa Specialist today.



» Click here

Inspiring new ways

Four graduates in black caps and gowns are smiling and holding a large white sign with a dark border. The sign contains the word "WANTED" in large, bold, gold letters.

WANTED

Rail Plus is calling for 50 bright ambitious travel consultants to join their exclusive Rail Expert Program for 2014 .

What's in it for you?

- Dux of the class will receive a place on an exciting France and Germany Famil* as well as a \$500 gift voucher of their choice.
- 2nd – 5th highest placed Graduates will receive a place on an exciting France and Germany Famil*
- 2nd and 3rd highest Graduate will also receive a ticket to the 2014 December Christmas TraveLeague luncheon in Melbourne including accommodation and airfares from their nearest capital city**
- Top 5 Graduates will each receive free marketing in their local paper highlighting their achievements
- All graduates will receive a Eurail Global Pass and a personalized extravagant Rail Expert gift as well as an invitation to a graduation dinner in their state to help celebrate their new Global Rail Expert status.
- Upon graduating, Rail Plus will also provide you with an exclusive priority email address for future communication

Program Outline: Successful applicants will complete 1 online module per week for 10 weeks, beginning 30th June 2014, learning about rail products right across the globe.

If you are interested in becoming a Global Rail Expert, tell us in 500 words or less why you would like to become a "Rail Expert". As there are only 50 spots available for this sought-after program we will be looking for the most creative and enthusiastic entrants. Applications to be emailed to Leah Calder at railexpert@railplus.com.au by Friday 13th of June for a program commencement date of the 30th of June 2014.

*Small participation fee applies to the Famil. ** Airfare and accommodation only applies if winner is from another state

A red wax seal graphic with a scalloped edge, containing white text.

Rail Expert Graduates are the most knowledgeable consultants in the industry. Their expertise leads to improved conversion rates and an increase in sales.