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# Travel Daily

First with the news

Wednesday 4th June 2014



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## Avalon debuts *Illumination*

**AUSTRALIAN** passengers are firmly in focus for Avalon Waterways, which last night saw TV host Deborah Hutton officially christen its newest ship.

*Avalon Illumination* was named in a ceremony on the Danube River in Vienna, complete with a waltz, speeches from Austrian tourism officials and of course a smashed bottle of bubbly.

Avalon md Patrick Clark cited the rapid growth of the cruise line, with *Illumination* being its eighth 'suite ship' plus two more to be delivered in 2015.


Together with five vessels with an earlier design, *Illumination* will give Avalon 15 ships in Europe - along with its smaller new vessels which will debut on the Mekong and in Myanmar next year.

Clark thanked the travel agent community for its support, which

has seen 97% of its cabins in Europe already booked for 2014.

"I'm confident that the river cruise travel style will continue to grow in all of our markets," Clark said, with Australia now Avalon's second biggest source of clients.

Globus Australasia md Stewart Williams said the involvement of Deborah Hutton was a "fitting tribute to Avalon's Australian guests," with the launch seeing a large contingent of Aussie agents experience the product.

To see an exclusive video from the launch  click on the logo or see [traveldaily.com.au/videos](http://traveldaily.com.au/videos), with pics at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

Lots more from the *Avalon Illumination* launch in tomorrow's issue of *TD Cruise Update*.

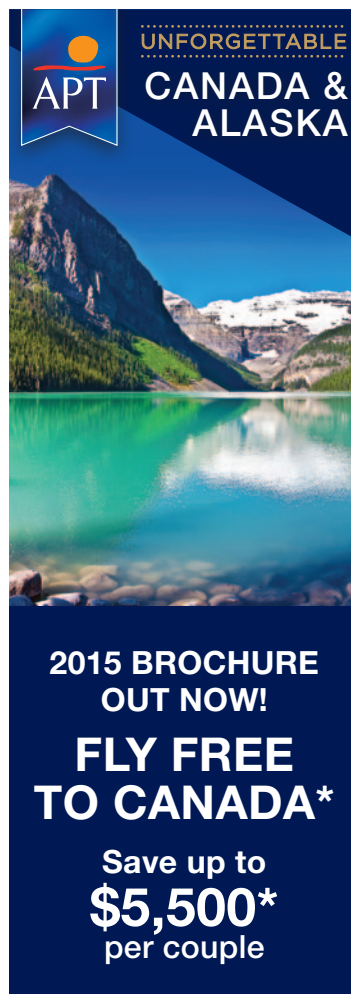
### Seven pages of news

*Travel Daily* today has seven pages of news and photos, a front cover page for **Virgin Australia/Etihad** plus full pages from: (**click**):

- AA Appointments jobs
- Bentours
- Travel Trade Recruitment

### Flat out with VA/EY

**VIRGIN** Australia and Etihad are promoting the "world class lie-flat bed" in Business Class on their long-haul flights to Europe - see the **front cover** for details.



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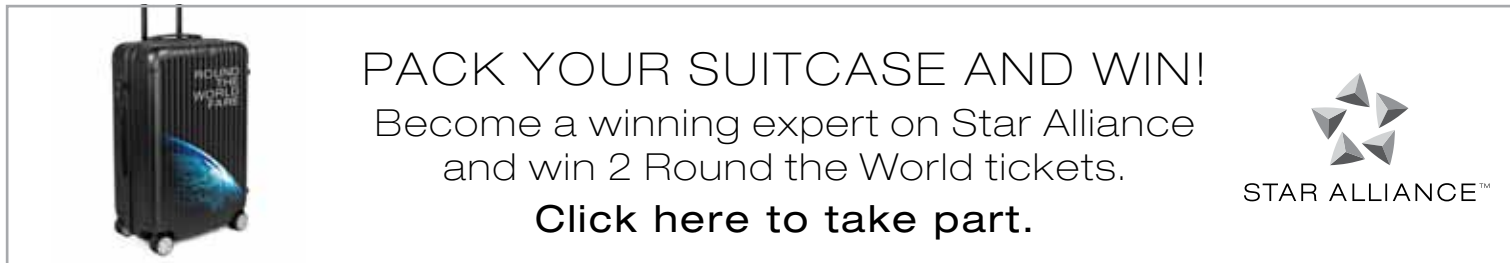


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## Apr arrivals stay flat

**MARGINAL** year-on-year improvement in overseas arrivals was noted in Bureau of Statistics trend data for Apr released today, with a climb of 0.6% on last year.

By nationality, Malaysia posted the biggest gain, up 28.6%, followed by Hong Kong on 22%, while China, the UK & USA all posted double-digit increases.

Resident departures from Australia increased by the same level, up 0.6% to 754,500.

## JQ 787s for Cairns-Japan

**JETSTAR** Airways has revealed plans to launch B787 aircraft on services from Cairns to Tokyo and Osaka, a move that will see all its flights from Queensland to Japan operated by *Dreamliners*.

The transition is the result of three more Boeing 787-8s entering Jetstar's fleet in the first quarter of FY15, the carrier confirmed today, propping up its *Dreamliner* tally to seven.

Jetstar's CNS-Narita service will upgrade from the existing Airbus A330 starting 14 Aug, while the CNS-Osaka service will make the aircraft switch from 05 Sep, becoming the low-cost carrier's 8th and 9th 787 services

respectively.

JQ Australia and New Zealand chief executive officer David Hall said the carrier was thrilled to provide more passengers with the option to fly on the 787.

Hall added Jetstar has operated the 787 on over 900 commercial flights since its debut in Dec.

## New Park Hyatt gm

**PARK** Hyatt Sydney has named Marc von Arnim as its new gm with immediate effect following the internal promotion of Andrew Mensforth within the group.

von Arnim has been with Hyatt for 22 years and was most recently pre-opening general manager of Park Hyatt Busan.

Mensforth has taken up the senior role of regional vice-president, operations - Latin America and the Caribbean with Hyatt, based in the Americas.

## Insight 2014 guarantee

**INSIGHT** Vacations has locked in the remaining departures on its European program for 2014, with md Joost Timmer confirming all trips are guaranteed to operate.

"We are still receiving lots of interest and inquiries for travel in 2014, so we are very pleased to be able to give agents this guarantee," said Timmer.

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## Starwood with CLIA

**THE** Cruise Line International Association Australasia has signed Starwood Hotels & Resorts as an executive partner.

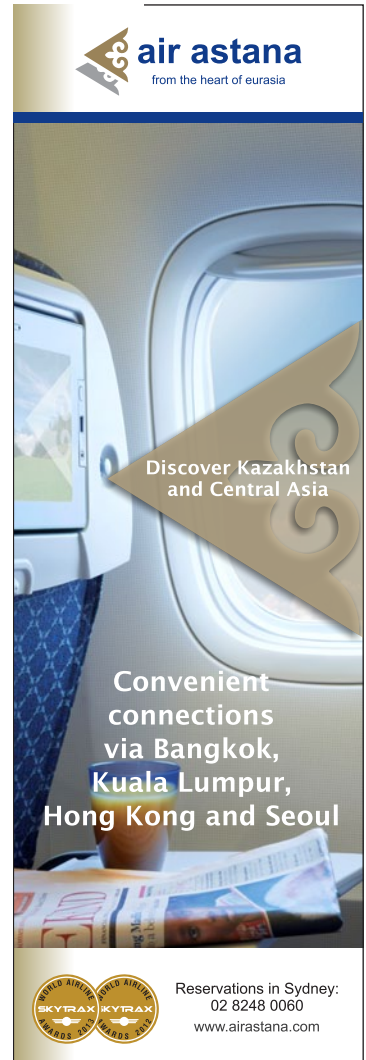
CLIA said the agreement was "a nod to the growing value of cruising to the hotel sector."

"We see cruise as a significant contributor to tourism in Australia and that's something we are keen to grow and support," Starwood's account manager David Janz commented today.

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Wednesday 4th June 2014

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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 has today week debuted its new *Avalon Illumination* in Vienna.

THE large Aussie contingent in Vienna for the *Illumination* christening has now boarded the ship, and after last night's official ceremony (see pages 1, 5) will set off towards Budapest.

The first port of call will be Weissenkirchen where passengers can enjoy one of three "Avalon Choice" activities.

After lunch on board, the ship sails for Durnstein for an afternoon of sightseeing, before returning to the ship for dinner and sailing overnight to Bratislava in Slovenia.

Lots of pics from the launch at [facebook.com/traveldaily](http://facebook.com/traveldaily).

## River cruises lift Austria figures

AUSTRALIAN passengers on Danube River cruises are now estimated to comprise about 25% of all Aussie overnights in Austria, with the popularity of the product continuing to drive visitation to the country.

Speaking at the christening ceremony for Avalon Waterways' new *Avalon Illumination* in Vienna last night, Petra Stolba, ceo of the Austrian National Tourist Office, said the boom was helping to further lift already record figures from the Australian market.

She said that after three consecutive years of growth, Aussies comprise about 350,000 hotel overnights in Austria, with a further 90,000 visiting the country on river cruise ships.

Stolba attributed some of the growth to increased Emirates capacity into Vienna, with the total overnights for Australia and NZ heading towards 500,000.

## 15 Ambassador stores

HELLOWORLD ceo Elizabeth Gaines says that fifteen "Ambassador Stores" showcasing the group's fully branded option have now been refitted.

She said the rollout of upgraded helloworld signage across the network means "the travel brand's momentum is continuing to build.

"Our store refreshes are taking place at a rapid rate, with most of our fully branded locations due to be upgraded with helloworld branding by the end of June," Gaines said.

The Ambassador stores have the new branding as well as updated design, layout, interiors and furniture.

## EY Jet India c'share

ETIHAD Airways is expanding its codeshare pact with Indian carrier Jet Airways, which will see the EY code placed on 29 Jet domestic routes within India.



## Window Seat

THERE'S no doubting the attention to detail on board the new *Avalon Illumination* which debuted in Vienna overnight.

The bathroom in each cabin has two different coloured towels, for which md Patrick Clark said he often gets praise from female passengers who tell him "I can now tell my husband that his one is on the floor".

The state-of-the-art river cruise vessel also features a high-tech in-room entertainment system with lots of on-demand video channels.

So many, in fact, that ten of them are so-called 'Fireplace' channels, each offering an image of a different style of fireplace so passengers can create exactly the right cosy romantic glow - check them all out at [facebook.com/traveldaily](http://facebook.com/traveldaily).



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## Trafalgar best ever US/CAN

**TRAFALGAR'S** USA & Canada program for 2015 has hit agent shelves this week and features an array of new guided holidays, experiences and refinement.

MD Matthew Cameron-Smith told **TD** the new brochure was the "most comprehensive" Trafalgar has developed to date, with new journeys in Canada, the American South, Mexico and a third guided holiday option in Costa Rica, all "to meet demand from consumers and agents alike."

Tweaks have seen 2015 trips allocated more time at leisure so guests can explore a destination "under their own steam," while

over 100 *Insider Experiences* & 22 *Be My Guest* dining experiences - one with a Gullah historian at a Tea Plantation - now feature.

Cameron-Smith said hotels featured have been enhanced and are hand-picked based on location and prestige, such as the Palmer House Chicago which is new for next year.

A 27-day Trans-American Grand Adventure itinerary represents the first time Trafalgar has offered a coast-to-coast trip between Los Angeles and New York, which is priced at \$8,625ppts.

Also new is a Newfoundland and Labrador 11-day journey in Canada and an eight-day Secrets of the Old South in the US.

Among the *Insider Experiences* is a visit to a Kosher winery - the only one of its kind in Canada - & a private musical performance in Nashville by Johnny Cash's son.

Early payment discounts of 10% are offered for bookings paid in full before 30 Oct.

## Instameet at the Burj

**DUBAI'S** iconic Burj Al Arab and the @beautifuldestinations Instagram account will treat ten users of the social site to two nights at the property this month.

Entries are still open to be part of the experience, with flights and transfers also covered - to enter - **CLICK HERE** for more info.

## SPG Google Glass app

**STARWOOD** Preferred Guest has rolled out its new Google Glass app (**TD** 23 Apr), becoming the first tourism company to offer a program for the smart specs.

Users of the app can review SPG account balances, book rooms at any Starwood property and get turn-by-turn directions to find it.

## ITG Advisory Panel has its say



**INDEPENDENT** Travel Group's inaugural advisory panel - a representative body of members from around the country - met with ITG's management team in Melbourne recently.

Members serve on the panel for two years on a rotational basis.

Exec gm Ari Magoutis said engagement with the Advisory Panel upholds ITG's ethos of 'talk to us', and provides a "meaningful and effective way to work on

current and strategic issues relevant to members."

Magoutis is **pictured** (left) at the event with ITG ceo Tom Manwaring (right) and the panel, comprised of (from left); Robyn Bevan, Holiday World Travel; Julie Ninnis, Holidays For You; Julie Godfrey, Travelyourworld; Benita Molitor, Prestige Travel and Lyndall Young, Travelaffare - absent was Owen Torpy from Yarra Valley Travel.

## EK A380s to Frankfurt

**EMIRATES** has announced it will deploy its A380 superjumbo on the Dubai-Frankfurt route.

Currently, Emirates operates the route thrice daily using Boeing 777 aircraft, but effective 01 Sep, flight EK45 and EK46 will upgauge to the double-decker jet.

## Jetset Patterson Lakes

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- a creative and proactive manager, with input into marketing and growth of the business
- exceptional organizational and time management skills are also a must.

**Please ensure to include a cover letter explaining why you believe you are the best candidate for this roll.**

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### Cruise Consultant Sydney CBD

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*Discover the World* has over 80 offices in more than 60 countries, and is the largest travel representation company with more than 70 clients worldwide. Our Australian office currently represents a number of international travel brands including Hurtigruten, Variety Cruises, Swan Hellenic, Voyages of Discovery, Hebridean Island Cruises, Portuscale Cruises, Expedia TAAP, Caesars Entertainment Resorts & Hotels and a number of airlines, and also operates a successful cruise wholesale division, *Discover the World Cruising*.

**Competitive remuneration based on experience. Please send all applications to: [hr@discovertheworld.com.au](mailto:hr@discovertheworld.com.au). Applications close 13th of June, only successful candidates will be contacted.**

## New QF spa products

**QANTAS** has introduced a new range of treatments and products made by Australian-owned spa provider, Aurora Spa, at its Sydney & Melbourne First Lounges.

## Doors open at Quest Abbotsford



**SERVICED** apartment operator Quest has opened its newest outlet in the Melbourne suburb of Abbotsford, in the City of Yarra.

Quest ceo Zed Sanjana, local Vic member of parliament Craig Ondarchie, AFL player Matthew Richardson and property franchisee Paul Murphy joined to cut the opening ribbon formally launch the new hotel last night.

Sanjana expressed his delight at the first of eight new properties Quest will open this year.

**Pictured** above at the ceremony from left is Tony Gauci, Quest; Craig Ondarchie MP; Matthew "Richo" Richardson, Richmond AFL player; Paul Murphy, Abbotsford property franchisee and Zed Sanjana from Quest.

## Thai curfew partial lift

**CURFEW** restrictions in place in Thailand following the imposition of martial law last month have been lifted entirely in Phuket, Koh Samui and Pattaya, according to local DMC Destination Asia.

All businesses are operating as normal in these areas, DA said.

The movement restriction from midnight to 0400 remains in place for Bangkok except for transfers to or from airports as permitted.

## Tas Govt lauds Vos

**THE** Tasmanian Government has welcomed the development of Macquarie No. 1 Shed by Vos Group and the Federal Group, saying the \$35 million investment will bode well to address the "bed-squeeze" in Hobart's CBD.

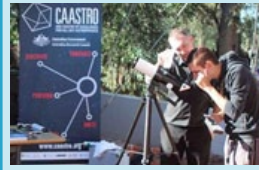
The 113-room luxury hotel, cafe, restaurant and retail precinct will help strengthen the Tasmania's \$1.6 billion tourism industry, Premier and Minister for Tourism Will Hodgman said late last week.

The Macquarie No.1 Shed is slated to be up and running by late next year (**TD** Thu).

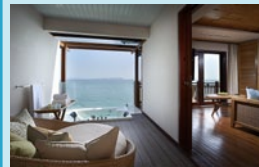


## Accommodation Updates

**WELCOME** to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



Guests of **Ayers Rock Resort** can enjoy a new Astronomer-in-Residence program aimed at promoting viewing of the clear night sky. A series of astronomy information sessions will be held at the resort's town square between 12:30pm and 2:30pm on Tue, Thu, Fri, Sat and Sun between 07 Jun and 07 Nov this year. The resort's astronomer will guide guests through discussions about stars, planets and the universe.



Ten brand new chalets on water have been launched as part of a full refurbishment of all Premier Suites at **Berjaya Langkawi Resort**. The new interiors are aimed at promoting the increased space and comfort, with nature-themed colour schemes, styles and lighting. Each offers a semi-outdoor lounge and jacuzzi. The new rooms mark the end of the second phase of the resort's 424-room renovation program.



Offering iconic views over the city that never sleeps, **Trump SoHo** in New York City has opened eight new penthouse suites, each offering two spacious and luxury bedrooms. Rooms offer either a city view or an outlook over the Hudson River, both from the living rooms and from the freestanding north-facing bathtubs. Some suites offer an outdoor terrace for entertaining, while another has a pool table.

## Jet tracking options

**DRAFTS** of enhanced tracking options for aircraft are expected to be available for airlines to consider trialling before the end of the year, IATA has announced, with potential vendors to now be scouted ahead of development.

## Sabre md for TIME

**SABRE** Pacific md Jeremy van de Klundert has been confirmed as Guest Speaker at the next Travel Industry Mentor Experience event, to be held at Travel House in Bondi Junction on 25 Jun.

## Pacific webinar space

**PLACES** are still available for two training webinars being run by Precise Travel Marketing on the Cook Islands and Niue Island, with registered agents for each going into the draw to win a \$50 prepaid Visa card.

The Niue Island webinar will run at 8:30am AEST on 11 Jun, with Cook Islands at 8:30am on 12 Jun.

**CLICK HERE** to register for Niue and **CLICK HERE** for Cook Islands.

Further prepaid Visa cards can be won by completing online destination training modules at [www.trainingmodules.travel](http://www.trainingmodules.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.

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# Horsing around in Vienna



**PRIOR** to boarding the brand new *Avalon Illumination*, the group of Australians taking part in the vessel's inauguration (see p1) were treated to an exclusive experience at Vienna's famous Spanish Riding School.

After a reception in the former apartment of the school's director, the group watched a private performance of the highly trained Lipizzaner horses and their riders, which some found so special it brought them to tears.

And if that weren't enough, the participants were then able to access the stables, with lots of horseplay as they interacted with the noble steeds.

The visit capped off a comprehensive Vienna experience for the agents, courtesy of the Austrian National Tourist Office and the Vienna Tourist Board.

**Pictured** with a newfound equine friend and one of the riders from the school are, from left: Emirates Divisional Senior Vice President Commercial Operations East, Barry Brown; Astrid Mulholland-Licht, ANTO; *Avalon Illumination* Godmother Deborah Hutton and Globus Family of Brands md Australasia, Stewart Williams.

Lots more pics from the day at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).

## IATA forecast reduced

**AIRLINES** will earn a combined profit of \$18 billion in 2014, down \$700m on the previous forecast, IATA has said in a revised outlook.

Concerns over slower growth in China and political risks saw IATA reduce its forecast from the prior projection issued back in Mar.

**MEANWHILE**, IATA has issued its latest Economic Performance snapshot, indicating it predicts global spend on air travel is tipped to hit US \$746 billion in 2014, or 1% of total world GDP.

Despite growing global networks & higher pax numbers, airfares are still predicted to fall 3.5% after inflation.

IATA said benefits continue to show for consumers, business and the wider economy, with aviation supporting 58 million global jobs.

**FURTHER**, strong partnerships and a "global mindset" will help unlock the future potential of aviation into the next century, IATA said at its annual conference currently underway in Qatar.

IATA director general Tony Tyler called for airlines, industry stakeholders and governments to work together, adding that sustainability needed to be "integral to everything we do".

**ALSO**, at the IATA AGM, Qatar Airways and Hamad Int'l Airport have committed to participate in a pilot program for Smart Security.

The program works by deploying resources & advanced screening technologies based on risk, which also works to improve passenger experiences at the airport.

Qatar's participation in the project follows similar trials at London Heathrow & Amsterdam.

Additionally, Miami, Florida has been named as the host city for the next IATA AGM, which will take place from 07-09 Jun 2015.

## Myanmar set to boom

**STRONG** returns on investment in the Myanmar hotel market are forecast to continue in 2014 and beyond, according to a new report from Jones Lang LaSalle.

The capital city of Yangon saw a 46% year-on-year rise in foreign visitor arrivals in 2013, with JLL reporting occupancies in luxury and upscale properties climbing from 45.8% to 80% in four years.

According to the report, less than a third of the total number of rooms in Yangon are believed to be above international standard.

However, the accom pipeline tipped to enter the market in the next five years currently sits at 4,518 rooms, with 95% of this considered to be of high standard, the JLL report shows.

## SkyTeam cooperation

**GLOBAL** airline alliance SkyTeam has set a target of 18% more cooperation among its members this year through new codeshares and bilateral arrangements.

SkyTeam expects over 26 million passengers would travel on its carriers who hold interline deals with each other this year alone.

"This increase in network extension within SkyTeam demonstrates that our strategy is working," SkyTeam managing director Michael Wisbrun said.

The group said it will add more priority immigration and security lanes at airports for its Elite Plus, First & Business Class customers along with dedicated call centre lines & SkyPriority baggage desks.



## Customer Optimisation – Serko Online Sydney

Serko is an award winning IT Company working with the travel industry throughout Asia-Pacific. We are a market leader and offer an energetic and dynamic environment for you to work in alongside a team of talented people. We are going through a strong period of growth and we're now looking for a Customer Optimisation Consultant to support our clients in getting the best from our software.

We're looking for an individual who has experience with Serko-Online and preferably someone who has been involved in sales.

Our new Customer Optimisation Manager will have fantastic client relationship skills, enjoy hands-on training and have an eye for how we can maximise Serko's use in each client's site.

If you're successful in this role you will be:

- Analysing customer requirements, productivity and the user experience
- Identifying blocks to online adoption and implementing strategies to remove those blocks
- Travelling to client sites for onsite assistance
- Thoroughly documenting the status of all client based liaisons and communications
- Sharing information/best practices amongst the team
- Attending relevant product and skill courses
- Initiating Chargeable Work Orders (CWOs) to grow customer revenue
- Increasing transactions from existing customers

If you're tech savvy and understand a bit about the software installation process and love working with Serko Online we'd love to hear from you.

To apply for this role, please send your CV and a covering letter to: [Recruit@serko.com](mailto:Recruit@serko.com).

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Please send your resume to [tina.killeen@spencertravel.com.au](mailto:tina.killeen@spencertravel.com.au)



## BTC backs DOT rules

US TRAVEL advocacy group the Business Travel Coalition has backed plans to introduce greater price transparency on the way airlines sell tickets (**TD** 22 May).

However, BTC said the Dept of Transportation must demand ancillary fee info is disseminated to travel agents "in an efficient manner that is truly usable by agents."

"We urge the agency to ensure that consumers can purchase these services from travel agents at the same time as an airline ticket," the BTC voiced.

"The more consumers trust a shopping and purchasing process, the more likely it is that they will buy more products and services more often."

BTC said heightened consumer protections over time will have a positive impact on ticket sales.

# Travel Daily

First with the news  
Wednesday 4th June 2014

## Hawaii Hilton growth

THE first phase of construction has commenced on a new 418-unit timeshare tower at Hilton Hawaiian Village Waikiki Beach Resort, slated to open in 2017.

The 37-floor Grand Islander by Hilton Grand Vacations Club will be built adjacent to the Tapa Tower on Kalia Road in Waikiki.

## Heritage newcomer

NEW Zealand's Heritage Hotel Management has expanded its portfolio to include the five-star Lake Resort Cromwell, located on Lake Dunstan on the South Island.

## MGTO delighted with Aus uptick



MACAU is experiencing spectacular growth from the Australian market and last night it celebrated in spectacular fashion with a gala industry dinner at Sydney's Luna Park.

Airlines, hoteliers, national tourist offices, travel agents and tour operators were welcomed by Helen Wong, gm of the Macau Government Tourist Office in Sydney who not only treated the two hundred attendees to a specially prepared Macanese dinner, but rides at Luna Park and ferry trips on the harbour to get a close up of the hugely successful Vivid Sydney light show.

Wong said that Macau, only sixty kilometres from Hong Kong, last year welcomed a record 110,000 arrivals from Australia,

## Disney Paint the Night

HONG Kong Disneyland will debut a new evening parade from Oct in celebration of the park's recent three-part expansion.

The 'Disney Paint the Night' parade will adopt a heavy interactive focus, with Sorcerer Mickey inviting park visitors to paint the night with colours.

The park will also unveil a range of upgrades and new themed lands from late 2016 following its 10th anniversary next year.

These will include the first-ever Marvel Iron Man themed land and a new 750-room hotel slated to open in 2017 (**TD** 18 Feb).

with growth carried over into the first quarter of this year.

"Macau is a city on the move, it has rapidly expanded and the changes are apparent," she said.

"Australia is now ranked number 12 in the Macau inbound market, and has also jumped to number two in the long-haul market," Wong added.

**Pictured** at the event from left are Ben Zaubzer, Macau Govt Tourist Office Sydney; Franziska McCarthy, Cathay Pacific; Helen Wong and Alan Alcock, managing director Wendy Wu Tours Sydney.

## Last minute to Russia

DEPARTURES of Beyond Travel's 'Highlights of Russia' group tour in Jul and Aug have been discounted by \$1,000 per couple in a last minute promotion.

The 10-day tour includes a tour of the Kremlin, a cruise along the St Petersburg canals and more, now priced from \$3,195ppts.

Phone 1300 363 554 for details.

## Brazil on the bubble

ONLINE searches for flights to Brazil skyrocketed by 351% for the first five months of this year compared to 2013, due to the World Cup, online flight search aggregator Skyscanner said.

The tournament saw Australia rank 7th in terms of the biggest overall increase, with Colombia leading on a 986.8% increase.

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



## Q3: How many flights per week does Aircalin currently market from Australia?

Hint: [www.aircalin.com](http://www.aircalin.com)



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

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:** Sean Harrigan and Lisa Martin

Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper

Email: [accounts@traveldaily.com.au](mailto: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](mailto:info@traveldaily.com.au)



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## AA APPOINTMENTS

RECRUITMENT CONSULTANTS



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### **AMADEUS GURUS NEEDED RETAIL TRAVEL TEMPS GOLD COAST – TOP HOURLY RATE**

Do you fancy yourself an Amadeus guru? Ready to start work immediately? Then we have a fab temp assignment just for you. This innovative and growing travel company needs travel superstars to come and assist them during a busy season. Using Amadeus you will be handling phone calls from direct clientele and booking international holidays. Not only is this your chance to find out what it's like to work for a market leader but you'll earn a top hourly rate, weekly pay cheque and escape the hassle of sales targets.

### **VARIETY IS THE SPICE OF LIFE INTERNATIONAL WHOLESALE TRAVEL CONSULTANTS BRISBANE CBD – \$50K OTE ++**

Travel consultants come and join this award winning wholesaler where no two days are the same. Sell a South Pacific getaway one minute, an Asian adventure the next or a US road trip. Not only will you enjoy variety in your day but you'll experience what life is like at the top. Enjoy superb \$\$, free holidays, unbelievable famils, tickets to the hottest industry events along with the real opportunity to move up the ladder and progress your career. Want to know more? Then call us today.

### **WANT A BETTER WORK/LIFE BALANCE? CORPORATE TRAVEL CONSULTANT SYDNEY CBD - TOP HOURLY RATE**

Enjoy working for a TMC and Employer of Choice with a family feel! You will manage your own portfolio of corporate clientele, booking international & domestic travel. Temp role for approx 6-8 weeks, working Monday to Friday only providing that work/life balance you've been craving! Office based in an enviable location in Sydney's CBD, close to the city's best boutiques & public transport. The ideal candidate must possess strong GDS skills & multi-skilled corporate travel experience. Send your CV today & start work tomorrow!

### **TIRED OF CONSULTING? PRODUCT CO-ORDINATOR SYDNEY - APPROX 6 MONTH CONTRACT**

Tired of consulting? Want your weekends back? What to work behind the scenes? Inventory Assistant/Product Load temp role starting ASAP. Maintain & update systems with new product information including contracts, rates, and hotel information. Providing expert product knowledge to other areas of the business including building and maintaining relationships and updating & maintaining daily inventory. To be considered for this role you must have experience loading product into Calypso

### **DO YOU HAVE A STRONG EYE FOR DETAIL?? CUSTOMER ACCOUNTING ASSISTANT MELBOURNE (INNER) - SALARY PKG UP TO \$45K +**

Are you looking for your next challenge within the travel industry? We have a fantastic new role working for this well known travel company assisting with the day-to-day operations of the Customer Accounting Department. This role will see you broaden your skill set, undertaking a range of tasks including overseeing the correct allocation of payments to trip files, daily reporting & BSP. Make this role yours today, experience with Galileo and Cross Check (CCT) essential plus a strong eye for detail required.

### **LEAD YOUR TEAM TO SUCCESS CORPORATE SUPERVISOR PERTH – SALARY PKG UP TO \$65K (DOE)**

Are you a natural born leader, who enjoys mentoring & leading a team to success? We have an exciting & rare opportunity for a senior corporate consultant looking to take a step up in their career. This global TMC is seeking an experienced corporate consultant to join their team & assist in the management of staff, administration, accounting & someone who is not afraid to jump in & consult when required. Working Mon – Fri business hours, a high base salary & fun team environment are on offer!!

### **A LITTLE GEM LOCATED OUT EAST RETAIL TRAVEL CONSULTANT MELBOURNE (EAST) - SALARY PKG UP TO \$55K (DOE)**

This is the opportunity you have been looking for! A role located in Melbourne's Eastern suburbs – close to home working in a boutique travel office who pride themselves on their great personality & inviting atmosphere. Booking a variety of worldwide travel itineraries, you must have a minimum of 18 months consulting experience & a proven passion for all things travel. Working Mon - Fri hours with every 2nd Saturday morning (only 10am - 1pm), this really is the role you have been waiting for!!

### **\*HOT\* NEW ROLE IN ADELAIDE WHOLESALE CONSULTANT ADELAIDE - SALARY PKG UP TO \$70K (OTE)**

The leaders in wholesale travel are expanding and require top sales consultants to join their energetic teams! This is your chance to be offered amazing product development opportunities & enjoy selling a variety of flight & land arrangements to travel agents over the phone & via email. All you need is a minimum 18months international travel consulting experience, strong communication skills & personable phone manner and be a natural born sales person. Contact AA to find out more today!

# FOLLOW THE LIGHTS

Special departure  
24 January 2015



14 days departing 24 January 2015 ex Bergen

From **\$5,895\*** per person twin share

This spectacular 14 day tour has been especially designed to give you an opportunity to see the Northern Lights for yourself. The Northern Lights or Aurora Borealis is a natural phenomenon often seen in northern latitudes during the winter months.

There is far more to experience in the magical winter wonderland, including:

- A relaxing 6 night cruise with Hurtigruten, along the coast of Norway – experience the stunning fjords and historic coastal towns
- A night in the unique Kakslauttanen Igloo Village, lie in bed and gaze at the stars (and if you're lucky, the Northern Lights)
- Discovering the Sami culture and remarkable Arctic wildlife of Finnish Lapland
- A visit to Rovaniemi – the home of Santa Claus and one of Finland's best skiing areas
- A traditional husky dog safari through the icy wilderness
- The services of a Bentours' tour escort throughout the journey

**Spaces on this extraordinary voyage are strictly limited.**

**Call Bentours to reserve your spot today!**



**HURTIGRUTEN**

For more information, contact Bentours on **1800 221 712**  
or your local travel agent or visit **[www.bentours.com.au/au/ftl2015](http://www.bentours.com.au/au/ftl2015)**

\*Conditions apply. Prices are per person, twin share and subject to availability. Follow the Lights Special Group Departure is valid for sale until 24 Jan 15 or until sold out. Advertised price is based on 24 Jan 15 departure in N-Grade outside cabin on Hurtigruten cruise. Prices accurate as at 02 May 14 and subject to change without notice. A \$750 deposit per person is due within 7 days of booking to secure reservation. Bookings made less than 100 days prior to departure full payment is required immediately. Special cancellations terms apply. All international airfares are excluded. Single supplements apply. Deals and offers are subject to availability and are not combinable with any other offer. Visit [www.bentours.com.au/au/ftl2015](http://www.bentours.com.au/au/ftl2015) for full Terms and Conditions. Tempo Holidays Pty Ltd trading as Bentours International ABN51007331213, VIC License 31341







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### Cruise Travel Consultant

**Brisbane CBD. \$Excellent – Ref:1147PS1**

Use your passion for cruise and proven sales ability to walk into one of the best salary packages available in Brisbane. You will need to have solid tailor-made experience booking worldwide destinations, strong GDS skills, a keen interest in cruise and experience of working to set sales targets. In return you will be working for an award winning centrally located independent travel company who offer an above average base salary, a lucrative achievable commission scheme and additional benefits!

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

### Travel Team Leader

**Sydney – Competitive + bonus – Ref: 1991SJ2**

Do you have experience in travel customer service, airfares and ticketing and content management? I have a unique leadership opportunity with a leading travel company based in Sydney. I am looking for a strong leader with a varied travel background to manage a strong team in various travel support areas. An attractive salary package with bonus & incentives is on offer to the successful candidate. Interviewing ASAP so apply now and don't let this opportunity pass you by.

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

### Special Interest Groups Travel Consultant

**Melbourne \$50-60k- Ref:1130KF1**

Opportunities like this do not come up every day! This is a varied and exciting role working for a special interest group tour company ! I am looking for an experienced Travel Industry professional with group reservation experience. If you are a Travel Consultant and looking for a new challenge and a role with a difference or if you have you got a solid group travel reservation background and would like to work as a Group Travel Specialist then this is the role for you.

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

### Wholesale Travel Consultant

**Perth – Unlimited Earnings \$\$\$ Ref:1079LB1**

Are you a sales superstar? Fantastic opportunity to work for one of Australia's largest wholesale companies! Putting together international packages for travel agents, you can say goodbye to face to face consulting. Amazing earnings are on offer inclusive of uncapped commission, incentives and worldwide famils! If you have at least 12 months travel industry experience, then come and develop your career with this award winning global company! Interviewing now!

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

### Luxury Travel Consultant

**Gold Coast – to \$50K + Comm! Ref: 1266PS1**

Do you have extensive cruise product knowledge? Looking for a role you can carve into a lucrative travel desk of your own? If you have a solid travel industry background, GDS, fares knowledge and are looking for a company that has a high focus on cruise your opportunity is here now! Join a company where you will be rewarded with a high base & commission! Dealing with high yield enquiries you will deliver exemplary customer service to clients predominantly over the phone & email with the occasion walk in.

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

### Travel Consultant

**Sydney – Generic base + Comm – Ref:1253RF1**

Do you love working in retail travel but are looking for a change? Do you want to increase your earning potential? Free up your weekends? I have the perfect opportunity for an experienced consultant to join a well known agency in the heart of the CBD. The ideal candidate will have an amazing attitude to sales and service and two years experience. A generous base salary plus uncapped commission is on offer to lock in the right candidate. What are you waiting for?

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

### Travel Technology Business Development Manager

**Melbourne. \$Competitive - Ref:1441KF1**

We are looking for technical sales representatives who understand and can demonstrate technology as a product and have a background in the travel technology industry. As a Business Development Manager your main responsibilities will be to increase sales in the Victoria region by capturing new business accounts and identifying new revenue opportunities. You will have a great passion for sales and spend approx 80% of your time on the road in this autonomous role.

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

### Travel Consultant South West

**Adelaide \$DOE Ref: 1148LB2**

Are you an experienced Travel Consultant with fantastic international product knowledge, that prides yourself on offering excellent service based attitude to your clients?! Candidates living in the south-west of Adelaide with a solid 3+ years of travel consulting experience will be considered for this rare vacancy. If you have a passion for service focussed consulting and use Galileo currently, apply now to join this established, reputable, nationwide company!

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



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