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First with the news

Monday 16th June 2014



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QFLink capacity boost

QANTASLINK has announced a capacity upgrade on three routes from Melbourne and Sydney.

Changes will see the Melbourne to Devonport & Launceston routes, and Sydney-Albury citypairing upgauged from the current 50-seat Q300 turboprops to 74-seat Q400 turboprops from 17 Aug.

In addition, three extra return services per week have been introduced on the Sydney-Albury route between 22 Jun & 14 Sep.

CATO 'clear majority' for ATAS

THE Council of Australian Tour Operators says it believes that its members made a fully informed decision in favour of making membership of the AFTA Travel Accreditation Scheme (ATAS) mandatory.

CATO chairman Rod Eather was responding to comments about last week's meeting (**TD** Thu) where a secret ballot took place to change the organisation's constitution to reflect the repeal of the travel agent's licence act and the dismantling of the TCF.

"Advice that the constitution would need to be changed was first presented at the CATO meeting in November 2013," Eather said, with the proposed changes then discussed at the CATO meeting in Mar this year.

The current arrangements require CATO members to be

part of the TCF and be licensed, but last week's meeting changed these outdated requirements to mandating ATAS accreditation for all CATO members.

"We believe that all members who took the opportunity to vote chose to do so as informed voters who have had numerous opportunities to be involved in the workshops and commentary both for and against the implementation of ATAS.

"The result of the secret ballot was 22 in favour of the change and 12 against - a clear majority," Eather added.

HOWEVER, Albatross Tours md Euan Landsborough has differed with the conclusion of "overwhelming support," saying that considering that CATO has over 100 members, the vote means the measure has been passed with "less than 25% membership approval."

Landsborough said he believes many members were undecided and therefore abstained, and that "people's valid concerns are being ignored or smothered".

AND, AFTA has also responded to the controversy - see **page 5**.

Perisher snow at last

THE NSW Snowy Mountains are rejoicing after receiving its first decent natural snowfalls on Sat night, when 15cm of snow fell.

"Get planning, the season is underway," Perisher exclaimed.

GDS 'works better'

PASSENGER frequent flyer details are key element of PNRs, with Amadeus able to pull crucial data into a GDS booking to assist with reservations - see **last page**.



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Today's issue of TD

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

- AA Appointments jobs
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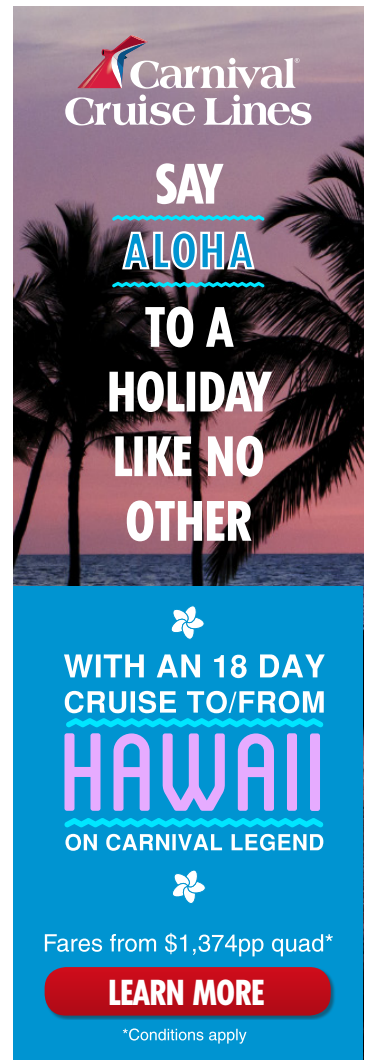
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Thai curfew dropped

THAILAND'S nationwide curfew has been removed by the Thai military in a sign of confidence for the country's tourism sector as political demonstrations ceased.

The National Council for Peace & Order announced on Fri that since there had been no incidents that could lead to violence, and in an effort to "improve tourism", the curfew on the last remaining 47 provinces, including Bangkok, had been discontinued.

The curfew started on 22 May when the Thai military declared 'martial law', initially enforcing the lock-down between 10pm and 6am, but has been gradually scaled back in popular tourist parts of the country, and overall hours reduced in recent weeks.

General Prayuth Chan-ocha said it was hoped a new interim govt would be appointed in Thailand by Aug "or at the very latest Sep."

Addressing the nation, Prayuth said a temporary constitution would also be drafted.

Platinum's Unique move

PLATINUM Travel Corporation has purchased fellow Magellan agency Unique Group Travel, with the move set to further expand the group's conference and events division.

PTC md Greg McCarthy said the acquisition was a "perfect fit for us," with both businesses greatly respected in the conference and events management field both in Australia and across the region.

McCarthy said Unique Group Travel had been established seven years ago by Craig and Robyn Walter and now has a team of six full-time Events and Conference Managers.

He said the company had successfully managed a selection of very prestigious clients which complemented customers currently being managed by the Platinum Travel conference and events team.

Unique Group Travel operates incentive travel reward programs

for companies as well as business meetings and events.

The combined business will trade under the name of Platinum Events Solutions from premises adjacent to the existing Platinum Travel Corporation office in Sydney's Double Bay.

The operation will be headed up by Sharon Levingston, who was previously UGT's general manager.

McCarthy said he was delighted that she had come across to Platinum Event Solutions to lead the combined team.

Platinum Travel Corporation now has four offices across Australia, catering to corporate, conference and executive leisure travel.

VA/TA NZ campaign

VIRGIN Australia and Tourism Australia have embarked on their biggest marketing campaign in the New Zealand market to date.

Rolled out for the first time yesterday in the *New Zealand Herald*, the promotional activity aims to entice well-learned Kiwi travellers to 'share travel stories' to inspire others to future adventures across the ditch.

It also hopes to encourage New Zealanders to consider new travel experiences in Australia.

Stories featured are based on four key passion points - food & wine, nature & wildlife, shopping, shows & events and cuisine.

A VA spokesperson said a digital microsite was the backbone of the campaign to which print, radio & digital advertising will direct consumer traffic.

The campaign run over a four week period - **CLICK HERE.**

Africa trip TIC prize

PARTICIPANTS who register & attend The Travel Industry Exhibition on 18-19 Jul in Sydney have the chance to win a 14-night trip to South Africa, courtesy of The Africa Safari Co & South African Airways.

Other amazing prizes to have been revealed include a trip to Hawaii for 13 nights, courtesy of APTMS & Hawaiian Airlines and a six night stay in the UAE, thanks to JC Holidays - for more info on these & other prizes, **CLICK HERE.**



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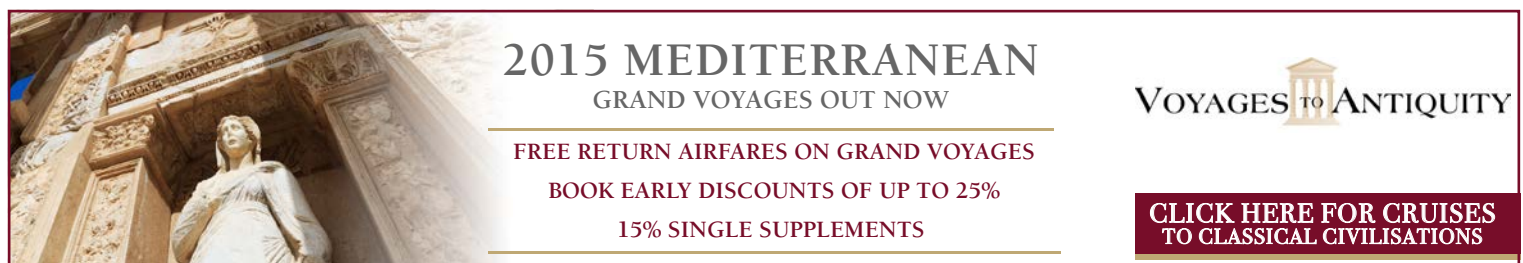
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FLT Vietnam DMC venture

THE Flight Centre Travel Group has today announced plans to set up a DMC in Singapore in partnership with the Vietnam-based Thien Minh Group (TMG).

The joint venture will see TMG expand Buffalo Tours' destination management business across Asia and specialise in a range of tours, excursions, transfers and other "at destination" services, sold via FCTG's sales channels, directly and via third-party wholesalers.

Flight Centre Travel Group and TMG have invested US\$1.5m in capital into the project, with FCTG taking a 49% stake in the jv.

Starting out, the partnership will operate and expand the current Buffalo Tours businesses in Thailand, Laos, Cambodia and Myanmar, but excluding the aligned Buffalo Tours business arm located in Vietnam.

The parties will seek to extend their arrangement with Buffalo Tours Vietnam and will receive a

slice of the profits realised.

Based on meeting specific criteria, the Thai, Laos, Cambodia and Myanmar operations will be expected to transfer into the jv late in the first half of the 2014/15 financial year, FCTG said.

In the future, the Buffalo Tours brand footprint will be expanded into new Asian markets, including Indonesia, Malaysia, Singapore, Hong Kong, China and Japan.

Until now, Flight Centre had arrangements with numerous local destination management companies (DMC).

FCTG director Graham Turner confirmed the group had been keen on a DMC travel business for "some time," adding the pact with Thien Minh Group provides an opportunity to expand Buffalo Tours' product range and to grow the business organically.

Buffalo Tours has an existing office in Australia, based in Surry Hills, Sydney.

Guilin 72 hr visa-free

GUILIN in the northeast of the Guangxi Zhuang Autonomous region has become the ninth city in China to adopt a 72-hour visa-free transit policy for overseas visitors from 51 countries.

Other Chinese cities with the policy include Beijing, Shanghai, Guangzhou, Chengdu, Chongqing, Dalian and Shenyang City.

Passengers require a through-ticket to receive the visa waiver.

Burrows multi-tasker

LARRY Burrows' appointment at Keith Prowse Travel (**TD** Fri) is in addition to other positions he currently holds as an independent sales representative, including as the Qld sales rep for Rail Plus.

AC 787s YYZ/LHR

AIR Canada will begin offering 787-8 Dreamliner services on one of four daily flights between Toronto and London Heathrow (AC858/AC849), effective 26 Oct.



Window Seat

QANTAS has always been one for decorating the exterior of its aircraft and recently deployed its latest creation in the form of the 'Tassie Devil' livery (**below**).

The refurbished Qantas Link B717 sports the message "Discover Tasmania" and has been flying around the country promoting the state as part of a marketing deal with Tourism Tasmania.

Recently elected Premier of Tasmania Will Hodgman said the jet will play a huge role in helping the state reach its goal of attraction 1.5 million visitors per year by 2020.



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SOH tender process progress

SHORTLISTED applicants for the operation of the Sydney Opera House Lower Concourse Bar & Restaurant have progressed to Stage 2 of the tender process, SOH management have advised.

Leases for the incumbent operators, trading as Opera Bar and Bennelong Restaurant will expire at the end of Aug, however the confidential nature of the tender process means it is unclear if the operators have submitted renewal applications.

The successful tenderer will be expected to be in place and operating before summer, with Aria Catering to operate the facility in the interim.

A second tender specifically for the Bennelong restaurant will also now take place from Jul.

Opera House management said they had received a "strong response" to the first Expressions of Interest to operate the facilities, with final offers to be

finalised by next month.

Original plans for the Bennelong Restaurant were for the Van Haandel Group to take control of the facility to operate under its Stokehouse restaurant brand.

However, all business ties to the group were cut in Mar following a fire at the Stokehouse flagship restaurant in Jan (**TD** 12 Mar).

Tauck incentive gifts

COLES/MYER gift cards of \$150 value are up for grabs to any agent booking and paying in full for any 2014 Tauck cruise and tour itinerary before 31 Jul 2014.

The new incentive launched by the luxury tour operator is valid for new bookings for destinations including Europe, USA/Canada and South America.

To be eligible, reservations must be made via Travel the World - phone 1300 857 437 for details, terms and conditions.

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Stars join Meads-Barlow mission

AUSSIE actor Justin Melvey, known for his roles in *Home & Away*, *Days of our Lives* and *Dancing with the Stars* turned out to provide some star power to the third annual Jelly Bean Ball for the Danni Meads-Barlow Foundation.

Again a huge success, the night saw Melvey named as the inaugural Celebrity Ambassador for the foundation.

With support flowing from the travel industry once again, the event is expected to raise more than \$200,000 for the charity, which works to assist families & those diagnosed with Type 1 diabetes.

The organisation also works to combat the "silent killer" of nocturnal hypoglycaemia by lobbying the Australian Govt to help subsidise the Continuous Glucose Monitor.

Major sponsors of the evening



were Helloworld, Virgin Australia and Spencer Travel, all of whom contributed financial support, travel prizes and their time to the success of the evening.

Pictured above from left is Melvey with well-known industry figure Donna Meads-Barlow.



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United Y+ on Sabre

SABRE and United Airlines have inked a new agreement allowing Sabre-connected agents globally to sell UA's Economy Plus fares via the GDS, starting tomorrow.

Club Med Bintan is looking hot



THIS sunning group of agents from Queensland and Northern NSW enjoyed stunning weather on beautiful Bintan Island recently on a Club Med famil.

Flying from the Gold Coast with Scoot, the group spent four days on the island paradise where they experienced Club Med's premium all-inclusive concept and the resort's 500m white sand beach.

Bintan Island is located off the coast of Singapore, accessible on a 55 minute ferry ride from the

city state.

Pictured from left are Hayley Mulligan, Globenet Travel; Rachel Willemsen, Escape Travel Garden City; Amylee Deicke, Flight Centre Stockland Cairns; Nicki Lawson, Zeppelin Travel; Natalie Cherry, Cooroy Cruise and Travel; Carrie O'Shannesy, MTA; Leisa Conde, FC Morningside; Amy Boland, ET Ballina & Renee Oswin, ET Robina.

In front are Jodie Weeks, Club Med Qld/NT/NZ bdsm and Stacey Berry, Flight Centre Lismore.



SPECIAL AFTA COMMENT

AFTA's General Manager - Accreditation, Gary O'Riordan responds to ATAS concerns

THERE has been extensive consultation around ATAS over many years with industry, with government and with consumers.

AFTA - which represents over 80% of travel agents in Australia and 96% of market turnover - has been for some time of the very clear view that the focus is on an accreditation scheme which reinforces the professionalism and standing of our industry.

One of the biggest challenges of the previous TCF scheme was that it took a 'one shoe fits all' approach to an industry which is increasingly diverse and varied in terms of corporate structures, company ownerships, shapes and sizes.

More and more of our members are required to comply with the onerous listing requirements of the Australian Securities Exchange as well as Australian consumer law; concurrently, our solution also has the flexibility to accommodate the other independent models which exist. Each travel intermediary has a differing risk profile, determined through its structure and operations. Options exist for those agents who believe that additional insurance protection is warranted for their particular circumstances.

For the majority, however, as reflected by ongoing decisions of the AFTA Board, there is a clear view that the current flexible approach is the right approach for our industry, for Australia's travel agents and for consumers.

These reforms are critical for the sustainability and success of our industry going forward.

It is time to get on board and support the ATAS scheme.



onesourcecruises.com

PRINCESS Cruises has launched a new dedicated trade website, dubbed onesourcecruises.com offering an array of customisable collateral, an image library and exclusive weekly deals.

WestJet transatlantic

CANADIAN carrier WestJet has operated its first transatlantic commercial service.

WS16/17 operates on a daily basis between Toronto & Dublin, with a brief stopover in St John's.



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2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Hideaway Island Resort



AZ rushes to wed EY

DIRECTORS at struggling Italian carrier Alitalia say they will move quickly to conclude an investment deal proposed by Etihad Airways.

The Board voted late last week to accept an offer proposed by the Abu-Dhabi based carrier to invest US\$1.7b (AU\$1.81b) over four years, which will help the carrier avoid bankruptcy and set it up for the long term (**TD** 02 Jun).

"Today the Etihad plan was approved, and the board delegated myself and the chairman to study and rapidly come up with a draft of the final contract," Alitalia ceo Gabriele Del Torchio is quoted by *Reuters*.

Monday 16th June 2014

HA hires new BDM

VISIT USA board member Meredith Salotto has returned to Hawaiian Airlines as its new business development manager for NSW/ACT based in Sydney.

Salotto previously spent six years working with the carrier & was most recently with USA destination representative Gate 7.

Domestic loads drop

ALMOST one in every four seats on scheduled domestic services was empty in Apr, according to the latest govt capacity figures.

Average load factors for all commercial aviation operations in Australia for the month fell to 75.5%, down a modest 0.5%, while loads fell on more than half of domestic routes measured.

Passenger carriage figures were flat overall, up only 0.6% year-on-year, with a total of 4.8 million revenue paying pax, up only 0.1%.

One of the strongest performing routes for Apr was BNE-MEL, with 12.3% more passengers flying between the two cities than in the same month last year.

Brisbane to Perth posted the strongest increase of 18.5%, closely followed by Cairns to Melbourne at 17.6%.

Nanuku Family offer

LUXURY Fiji property Nanuku Resort & Spa has waived school holiday surcharge periods on a new 'Family of Four' travel deal released today.

Valid for travel until 19 Dec, the five-night package for a two-bdr duplex villa is priced from \$7,190 inclusive of all meals and extras.

WICKED night for Vic PCOs



DRESSED as their favourite characters, 50 conference and event bookers from Melbourne were hosted to a performance of stagemusical WICKED at the Regent Theatre last week.

The evening was hosted by the Mercure Melbourne Treasury Gardens, Ultimate Conferencing + Events and TheVenueShop.

Attendees were greeted by cast members prior to the show and enjoyed sipping on cocktails named after characters including Madame Morrible and Glinda.

Attendees embarked on a treasure hunt through the hotel, led by Corporate Challenge Events where they completed challenges and learned more about the hotel facilities during the activity.

At the end of the night, guests received a goodie bag containing among other things a white chocolate and green coloured apple flavoured fudge created by FUDGE by Rich for the occasion.

Some of the attendees are **pictured** above vying for the Best Dressed Award for the night.



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Click [HERE](#) for your cheat sheet.

Email your answers by COB 20th June to:

lufthansa@traveldaily.com.au

Does Lufthansa now offer routing fares?



Ohana by HA to Maui

HAWAIIAN Airlines offshoot Ohana by Hawaiian will introduce new double daily flights between Maui & Kona and daily services between Molokai & Kona and Honolulu & Molokai from 08 Jul.

Additionally, a new daily return service will operate between Maui and Hilo starting 10 Jul, boosting frequencies to four daily.

Managing director Hadden Watt said Ohana by Hawaiian has received an "overwhelmingly positive response & robust demand" since debuting in Mar.

"We are excited to answer the call for more service from our customers, offering them more convenience and flexibility when planning their neighbour island travel," Hadden added.

MU large dom order

CHINA Eastern Airlines will buy 80 Boeing 737 aircraft to satisfy spiking domestic travel forecasts in a deal worth US\$7.4 billion at list prices, the carrier announced.

In a statement to the Shanghai Stock Exchange, the carrier said the new aircraft will be delivered in a four year period from 2016.

The order follows a similar deal with Airbus signed in Mar (**TD** 04 Mar), which will see it spend US\$6.37b on 70 A320neo aircraft.

B6 Mint Class launch

US LOW-COST carrier JetBlue has inaugurated its new Premium "Mint" Class product on services between New York & Los Angeles.

The cabin, available on its A321 aircraft flying the route, offers 16 lie-flat seats and four suites with doors and free inflight wi-fi.

Flights between New York and San Francisco will offer the cabin later this year.

Iraq get out warning

AUSTRALIANS in Iraq are urged to depart the country as terrorist activities continue to escalate.

The Federal Government's Smarttraveller advisory remains as 'Do not travel' for Iraq overall.

The site was updated yesterday and suggests Aussies depart "immediately while commercial flights continue to operate."

"We are unlikely to be able to provide consular assistance in Iraq at the current time," DFAT added.

NSW regional funding

NSW will pledge \$110m for a Regional Tourism Infrastructure Fund in next week's state budget for airport upgrades and new coastal cruise ship terminals.

The funding announcement was made this morning by Deputy Premier Andrew Stoner.

Tourism & Transport Forum ceo Ken Morrison welcomed the boost, saying the investment will open the door for "new and exciting projects" to drive visitors to destinations across the state.

Batik Airbus livery revealed



INDONESIAN carrier Lion Air last week rolled back the doors at Airbus' Toulouse base to reveal the first Airbus livery for its full service Batik Air operation.

What makes the aircraft so unique is that it is the first of a monumental order for 234 A320 Family aircraft ordered by the Lion Air Group (**TD** 20 Mar 13).

The order incl 109 A320neos, 65 A321neo and 60 A320ceo.

This first aircraft is expected to be delivered in Q3 and operate

on Batik Air domestic and regional routes.

Lion Air has previously flagged an expansion of the Batik Air business to Perth and Sydney.

MEANWHILE, European authorities have given a green light for Airbus to pack another nine seats into its A320s, taking capacity to 189 by fitting larger emergency exit slides.

Airbus expects to debut the first of the higher volume A320 starting early next year.

Sanford celebrates in style



SANFORD Travel International recently held its Annual Staff Conference at the Radisson Resort & Spa in Fiji to celebrate another successful year.

This year the Sydney-based agency focused on building on their success by grouping together, reflecting on the past year and sharing ideas on improving growth and motivation for the 12 months ahead.

Highlights of the weekend included a beach Olympics team building activity, an evening

Polynesian Show at the First Landing Resort and a boat cruise to beautiful Castaway Island.

The team are **pictured** above basking in the Fijian sun.

Last Vegas winners

CONGRATULATIONS to Kristy York from Asia Escape Holidays and Jessica Lyster from Hoot Holidays who were Fri's winners in **TD's** Last Vegas DVD giveaway, courtesy of Universal Sony Pictures Home Entertainment.

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Andaz Tokyo opens

HYATT Hotels & Resorts has opened its 13th Andaz boutique branded property, with the Andaz Tokyo Toranomon Hills offering 152 rooms and a 51st floor tavern.

Fiji massages Magellan agents



A SMALL group of Magellan travel agents recently immersed themselves in the luxury of a traditional Fijian massage during a famil to the country.

The spa treatment facilities at Namale Resort & Spa are widely regarded as among the best in Fiji, which the agents can now attest having visited the island.

Personal service is forefront in the minds of the staff at Namale, which is owned by motivational guru Anthony Robbins and which caters for couples, families only with children over 16 years and conference/incentive groups.

Pictured above preparing

for their massage in the back row is Natasha Steed, Benalla Travel; David McMahon, Tourism Fiji; James Jang, Where2Travel Malvern; Heather Testro, Hawthorn Travel & Cruise and Robert Sztormowski from Emma Whiting Travel.

Volunteer Schoolies

SCHOOL leaving travellers can choose to volunteer time in Thailand and Cambodia as part of their end-of-study holiday booked through Travel Partners.

The agency group has partnered with Australian charity 'Kids Giving Back' and Thai-based group 'The Bamboo Project' to release two exclusive volunteer packages designed for schoolie travellers.

Participants can help redevelop a Thai school and combine this with fully guided tours to Bangkok, Koh Samui and Koh Phangan, with all accom and flights, priced from \$2,424 per person ex Perth.

Alternatively, a variety of community projects in Cambodia can be mixed with tours to Phnom Penh, Siem Reap & Sihanoukville, flights and accom, priced from \$2,600 per person from Perth.

Phone 1300 559 527 for details.

Malaysia show RSVP

TODAY is the last day for agents in Melbourne and Sydney to RSVP to attend the upcoming Australian roadshow series to be conducted by Tourism Malaysia.

The 'Visit Malaysia 2014 Roadshow' events will take place on 24 Jun & 26 Jun at the Crown Promenade Conference Centre and Four Seasons Hotel Ballroom respectively, from 1730 - 2030.

Attendees can learn about new products and have the chance to win prizes - **CLICK HERE** to RSVP.



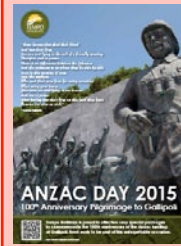
Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



G'day Philippines - Philippines 2015

A brand new wholesaler to the Australian market is a destination specialist on the South East Asian nation of Philippines. The company's debut brochure offers a wide range of guided tours in the country including product tailored to scuba divers. Hotel product also features in many regions including the capital Manila and popular tourist centre Boracay as well as Cebu, Bohoi and Palawan. Travellers will also benefit from travel essential tips with suggestions on how to maximise their holiday.



Tempo Holidays - Anzac Day 2015

Ahead of a very special day for Australia and New Zealand in Gallipoli next year, Tempo Holidays still has some availability on packages taking guests to Turkey and battlefields that played a heavy role in Australia's first global wartime effort. Itineraries are selling quick, however some are still available regardless of whether or not pax hold official service tickets. Tours also take passengers to major city centres and to many attractions of the region, with quality accom, transport and entry fees.



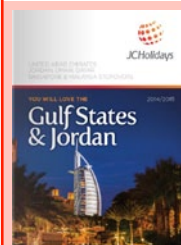
One&Only Hayman Island - 2014

Upmarket accommodation brand One&Only recently released this special guide introducing its newest property on Hayman Island, which will open to guests from the beginning of next month, and a further Pool Wing later in Jul. The brochure details the range of luxurious room categories, floor plans and associated rates, with the total number reduced & size increased. Also detailed are the resort facilities, which include multiple pool areas, restaurants and bars, Kids Club, Teen Club and more.



Trafalgar - USA and Canada 2015

More than 100 Insider Experiences and 22 Be My Guest local insights feature in the new USA & Canada program from Trafalgar, released last week. Five brand new itineraries have been developed, taking the total on offer to 46, ranging in duration from 7-27 days and also taking guests into Mexico and Costa Rica. Guests can enjoy experiences such as a private concert from Johnny Cash's son in Nashville and explore national parks in the company's first guided holiday crossing the entire country.



JC Holidays - Gulf States and Jordan 2014/15

The Middle-East region was recently revealed as the debut destination on sale from brand new Australian-owned wholesaler JC Holidays. Featured within is a wide range of product covering Dubai, Abu Dhabi, Oman, Qatar and Jordan, including ground transport and transfers, day tours and hotels of all standards and to suit all budgets. The guide features a lot of dream-inducing imagery showing the region in high quality.

All bookings must be made and paid by 30th June 2014 to receive the gift card.
Promotion ends 30th June 2014

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BOOK A EURAIL SELECT PASS INCLUDING FRANCE AND RECEIVE A FREE \$50 HOYTS GIFT CARD

Simply book a pass online and click through to answer 3 questions.

Nitmiluk canoe trips

PERMITS for overnight canoeing tours to Nitmiluk Gorge have now opened for the 2014 season, tour operators have announced.

The popular trip allows guests of Nitmiluk Tours to canoe as far upriver to the 5th, 6th, 8th or 9th gorge and spend the night at designated overnight camping sites, which have enviro-toilet facilities already installed.

Tours are limited to ten pax daily and can be pre-purchased through Nitmiluk Tours, priced from \$70pp twin share.

NZ/AC rouge c'share

THE US Dept of Transportation has granted Air Canada rouge permission to enable Air New Zealand to codeshare on flights operated between Canada and the United States (**TD** 30 May).

EY Regional c/share

SWISS-BASED Etihad Regional has signed its own codeshare agreement with existing Etihad partner carrier airberlin, allowing AB guests to book through fares.

The first phase of the codeshare applies to six routes from Leipzig and Halle to Zurich; from Zurich to Verona and Linz; Stuttgart to Geneva and from Dusseldorf to London Stansted, Zurich and Geneva.

Gift cards for Rockies

AGENTS can earn a \$100 Coles Myer gift card from Rail Plus with bookings of any Great Train Journey as part of a new incentive launched by the wholesaler.

Eligible journeys for the rewards include the Rocky Mountaineer, South Africa's Rovos Rail, The Blue Train and the Shongololo Express.



MICKEY and all his Disney friends were on hand as usual to welcome this group of Australian agents to 'The Happiest Place on Earth' - part of a Los Angeles family trip which took place recently.

During a full day in the magical theme park, the group enjoyed Mickey's SoundSational parade and the World of Colour display at the neighbouring California Adventure Park, as well as many of the rides and shows available.

Four nights were spent lodged at Disney's Grand Californian Hotel & Spa, with a further two comfortably in The Huntley Hotel in Santa Monica.

The group was hosted to the fam by Viva! Holidays, Air New Zealand and CT Partners, with the trip also including the Starline City Sightseeing Hop-On-Hop-Off bus, which saw the group visit Hollywood, Beverly Hills and the famed beaches of Santa Monica.

Pictured above from the back row, the group was made

up of Rick Youngman, Disney Destination Sales; Phil Kimberlee, TravelManagers & Adventure Travel; Suki Harrison, TravelEdge; Hayley Serebro, FBI Travel and Dayna Robertson, Viva! Holidays.

Front row: Vicki Park, Air New Zealand; Michelle Levins, TravelManagers; Lesley Royle, Travel Partners Cedar Vale and Louise Leatherbarrow, TravelManagers.

Scenic US info nights

SCENIC Tours will this week hit the road once again, hosting a series of information sessions for agents and clients to attend to learn more about the firm's latest USA, Canada & Alaska brochure.

In partnership with agencies around the country, events will be held in Newcastle, Sydney, Terrigal, Canberra, Parramatta, Brisbane, Melbourne, Perth and Adelaide from 19 Jun to 10 Jul.

Each session is free to attend but seats must be pre-booked at www.canada.scenictours.com.au.

Sales & product team members will be on hand at each to answer questions and talk about the new products in the guide, with special offers available only on the day and only to attendees.

Agents are also recommended to invite their clients to register to tune in to two free consumer webinars on 20 Jun and 25 Jun.

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.



Q10: What is the name of the golf course located close to the Standley Hotel?

Hint: www.lestanley.nc



[Click here for terms & conditions](#)

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

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

Advertising and Marketing: Sean Harrigan and Lisa Martin

Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper

Email: accounts@traveldaily.com.au

Part of the **Travel Daily** group of publications.



Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas

Assistant Editor: Matt Lennon

Contributors: Jenny Piper and Barry Matheson

Email: info@traveldaily.com.au



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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

SENIOR INDUSTRY ACCOUNT MANAGER SYDNEY – \$100K PLUS 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.

WORK BEHIND THE SCENES

PRODUCT MANAGER BRISBANE – UP TO \$87K PKG

A smart negotiator? Pride yourself on your supplier relationship skills? Then come and join this global team as product manager. Focusing on South Pacific destinations you will be responsible for the negotiation of competitive rates, allotments, bonus offers, campaign activity and more. Rarely does the opportunity arise to step into a product management role within this forward thinking and innovative company in Brisbane

THE PINNACLE OF ACCOUNT MANAGEMENT

CORPORATE CLIENT RELATIONSHIP MANAGERS SYD & PER & BNE EXECUTIVE SALARY PACKAGES!

Think all TMC's are the same? Not these ones. By joining one of these company's you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio.

WELL CONNECTED IN THE CORPORATE MARKET

CORPORATE SALES MANAGER X 3 – SME & LARGE MARKET SYDNEY and 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.

IT'S TIME TO MAKE THE MOVE FORM A PCO

DIRECTOR OF SALES - EVENTS SYDNEY EXECUTIVE SALARY PACKAGE

Combine your high level sales skills with your strong Events background to take the next step into this Director role. Overseeing a team of operations and sales managers, your key strengths will include strong connections within the MICE space, the ability to win and nurture top clients as well lead and motivate a team to succeed. This is an amazing opportunity for an experienced Events Sales Manager to take the next step in their career, Top salary and bonuses on offer

YOUR CAREER WILL REACH NEW HEIGHTS

NATIONAL SALES MANAGER SYDNEY –EXECUTIVE

Make the move you won't regret! We're looking for a strong sales professional who has experience with national management. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a strong brand, this role is for you.

MAKE IT HAPPEN FOR THIS GREAT PRODUCT

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.

THE BUSINESS OF TRAVEL & EVENTS

CONF AND EVENTS BUSINESS DEVELOPMENT SYDNEY SALARY TO \$80K PLUS BONUSES

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role is a great opportunity to get ahead with a market leader. Your experience in event/corporate sales has given you the skill in developing leads, creating unique proposals building relationships and signing up valuable new business. A great opportunity with a company that offers career development, and ongoing training.

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Working in partnership with the Australian Travel Industry

Travel Consultant

Sunshine Coast-\$DOE+Comm. Ref:1166PS1

Are you an experienced Retail Travel Consultant looking for a better work life balance? This independent travel company are recruiting now and are looking for well travelled, target orientated consultants to join their centrally located Sunshine Coast office. If you have solid GDS skills, extensive worldwide product knowledge and looking for a better work life balance; this could be the chance you have been looking for! Working Mon – Fri 9 – 5 and a half day Saturday once per month!

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

Travel Consultant

Sydney North – \$40-45k Ref: 1141RF2

Calling all Travel Consultants on the Northern Beaches! We are now recruiting for a number of new and exciting travel roles in your area. Retail consultants, corporate consultants or cruise consultants this is your big chance. If you are an enthusiastic sales person and have at least two years experience in a retail travel agency then we want to hear from you. A generous salary plus great travel perks is on offer to the right candidate. What are you waiting for?

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

Temporary Leisure Travel Administrator

Melbourne \$Competitive Hourly Rate Ref:1519KF2

Looking for temporary travel work?! Want to use your travel knowledge and earn extra cash at the same time? Do you have experience and want to bring this to an established travel agent? Based in the Inner Suburbs of Melbourne my client is seeking a casual travel consultant for an administration role. You will be keen to work within a friendly team and passionate about both travel and superior customer service skills. You must be fully trained in TUD to apply for this role.

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

Retail Travel Consultant

Adelaide \$DOE Ref: 1168LB2

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.

TEMPS TEMPS TEMPS!

Brisbane. \$22 - \$29 per hour-Ref:1059PS1

Calling all temps looking for immediate work in Brisbane! Candidates who are Tramada trained are highly sought after along with strong ticketing and fares knowledge. We have a variety of temporary positions available in Brisbane for short and long term assignments. Best hourly rates available. Opportunities with some of Australia's leading Corporate and Leisure travel companies. If you enjoy diverse roles to keep you feeling challenged then register now!

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

Corporate Travel Consultant

Canberra - \$Competitive + super – Ref 885RM1

To tie in with ongoing success across the Canberra corporate travel industry we are on the look out for a Corporate Travel Consultant to join a leading travel management company. Dealing with SME corporate accounts, using your travel industry experience and excellent customer service skills this is the chance to progress in your travel career. Galileo experience a must! Have a hands on approach to your work and reap the rewards.

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

Africa Travel Specialist

Melbourne \$45-50k plus bonus Ref:1998KF2

Do you have experience in building luxury tailor made trips to Africa? Have you travelled Africa extensively? My client, a luxury tour operator requires an Africa Tailor Made Consultant with experience of this fantastic destination. Your role will be to tailor make luxury holidays over the phone. You will ensure that all luxury hotels, lodges, flights and excursions are booked correctly and maintain exceptional customer service in this fast paced travel environment.

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

Wholesale Travel Consultants

Perth \$OTE 45K-80K 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 2 years 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.



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