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PINPOINTS



Monday 23rd June 2014

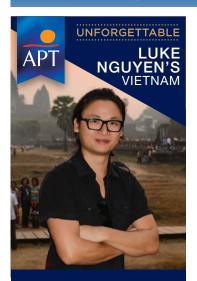


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Departs 26 December 2014

*Conditions apply. Contact APT for full terms & conditions. Australian Pacific Touring Pty Ltd ABN 44 004 684 619 Lic. No. 30112 APT446

airberlin Aussie appointment

GERMAN carrier airberlin is set to ramp up its presence in the Australian market, with the appointment of Tamas Hanyi as its new Sydney-based regional sales manager.

Hanyi took up the newly created role earlier this month, moving from his previous position with the carrier in Thailand.

He's operating out of the offices of airberlin partner carrier Etihad Airways, which owns 30% of the German airline.

Hanyi told *Travel Daily* he will be working closely with Etihad to highlight the joint network with airberlin, which gives one-stop access from Australia via Abu Dhabi to Frankfurt, Munich, Dusseldorf and Berlin.

Options will further expand later

Today's issue of TD

Travel Daily today has ten pages of news & photos, including a front cover page for Pinpoint Travel, a photo page for Air NZ plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment
- Amadeus

this year when airberlin launches new direct routes from Stuttgart and Vienna to Abu Dhabi.

Airberlin operates A330s on the Abu Dhabi route, configured with the same Business Class seats as used by Etihad, giving consistent product for the premium market.

Virgin Australia also has a codeshare partnership with airberlin, with the AB code on a number of domestic routes across Australia beyond Brisbane, Melbourne and Sydney.

Airberlin is a member of the oneworld airline alliance.

Magical Maldives

FREESTYLE Holidays is today highlighting Maalifushi by Como in the Maldives, one of the luxury properties in The Collection brochure.

A seven night package starts at \$4,595 including daily breakfast and US\$150 resort credit, the deal one of a number of offers eligible for the Freestyle Maldives agent booking incentive with a major prize of a trip for two worth almost \$13,000.

See the front page for details.





ATAS seeks industry representative for compliance committee

The AFTA Travel Accreditation Scheme (ATAS) is seeking expressions of interest for a suitably qualified industry representative to sit on its ATAS Code Compliance Monitoring Committee (ACCMC). The role of the ACCMC is to review and determine customer complaints, allegations of non-compliance with the ATAS Charter and Code, and appeals against unsuccessful applications for, or renewals of, ATAS accreditation. The ACCMC can issue binding decisions, including sanctions against a Participant. The industry representative will have relevant experience at a senior level in a retail travel agent in Australia. ACCMC members will be remunerated for their time in undertaking their duties. The term of appointment is for two years





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



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Become a winning expert on Star Alliance and win 2 Round the World tickets.

Click here to take part.









Las Vegas local reps

LAS Vegas Convention & Visitors Authority has named GTI Tourism as its new local representative in the Australia/NZ market.

Effective 01 Jul, GTI will drive industry marketing for the destination through roadshows, social media campaigns & more.



ATAS consumer push

THE AFTA Travel Accreditation Scheme has outlined further details of its plans to raise consumer awareness, with digital marketing a key component of the approach.

Through partnerships with PR firm Republic and "marketing and channel specialist" Think!, AFTA aims to encourage consumers to book travel through an ATAS accredited travel agent.

From Jul onwards, ATAS will be introduced to the consumer with momentum building over the next twelve months.

ATAS gm Gary O'Riordan said the placement of the messaging will be very specifically targeted.

"We want maximum bang for our marketing dollars, and therefore have a very specific approach in order to reach consumers at the right time during their purchasing cycle," O'Riordan said.

He told participants not to be concerned if they don't see the messaging, because "you might not be our target audience".

"We are confident that the expertise of our partners will help us achieve awesome brand recognition and support our ATAS accredited partners as they grow their business in what is an exciting and new era for the travel industry," O'Riordan added.

Agents are also being encouraged to incorporate the ATAS brand into their own marketing, with resources including logos and brand

guidelines now available in the 'Participant Zone' on the ATAS website at www.afta.com.au.

MEANWHILE, AFTA has also confirmed that 61 participants have now been ATAS accredited, with more than 250 applications received so far.

ATAS 'Criteria 9' procedures which apply to start-up businesses are also now available, with new entrants able to commence their ATAS application in the lead-up to the 01 Jul commencement of the scheme.

CLICK HERE for more info.

Coin toss competition

EMIRATES is giving one lucky Travel Daily reader the opportunity to be involved in the ceremonial coin toss at this weekend's AFL match between Collingwood and Carlton.

90,000 people are expected at the MCG for the event, with the prize also including match day tickets for the winner and three friends with lunch, along with four "inner sanctum" passes every AFL fan's dream.

The winner must travel to the match at their own expense.

To enter, answer the question in each issue of TD from today until Thu, with today's question being:

Name two new destinations in Europe that Emirates will commence services to in September 2014.

Email your answer to cointoss@traveldaily.com.au.

RCC Hong Kong office

ROYAL Caribbean Cruises is expanding its operation in China. announcing the establishment of a new office in Hong Kong.

The office joins RCC's presence in Beijing and Shanghai and comes ahead of Voyager of the Seas' debut in Hong Kong in 2015.





LAN & TAM TAKE YOU TO BRAZIL!

From the 16th of June to the 13th of July 2014, you can win 2 economy tickets from Sydney to Rio or Sao Paulo!

The more tickets you sell during this incentive period from Australia to South America, the more chances you have to win!



CLICK HERE FOR YOUR CHANCE TO WIN!

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- Best Self-Drive Option 21 Days 6 Months 100% All-Inclusive Insurance, Nil Excess
- Summer Sale Now On!

 GPS incl. All Models
- ✓ Book & Pay by 30 June

Discover more at

RENAULT EURODRIVE www.renaulteurodrive.com.au





Monday 23rd June 2014





DEVELOPERS of the proposed Aquis Great Barrier Reef Resort have revealed a bold, bigger new design (above) for the integrated casino/resort project earmarked for Yorkeys Knob, near Cairns.

Details of the revised Aquis were made public last weekend at the release of the Environmental Impact Statement for the project.

The integrated resort (TD 07 Aug) will now provide 7,500 keys doubling the previous room tally -"to cater for the accommodation needs of the target market."

The development has been revised to eight luxury hotels downsized from nine originally planned under the Initial Concept - "with an intensively developed

complex of buildings to 13 and 20 storeys and other major elements on a 341 hectare site."

At its peak occupancy, Aquis will cater for up to 12,000 guests.

Plans for serviced apartments, a sports stadium, water park and themed recreational features in the central lagoon have been scrapped, while the convention/ exhibition centre footprint has been scaled back 20,000m².

Should Aguis be granted full approval, the four-year Stage 1 will cost \$5.5b and commence later this year, while Stage 2 will cost \$3.1b and is projected to run from 2020 to 2024.

Public submissions on the rejigged project close on 05 Aug.

Alpha Hotels in Brissie

ALPHA Hotels & Resorts today opened its first property in Queensland, the 51-room Alpha Mosaic Hotel Brisbane, located in Fortitude Valley.

Located in a new-build 18-storey mixed-use development, the boutique property will target business and leisure travellers.

Alpha Mosaic Hotel Brisbane boosts the group's portfolio to three, joining Alpha Canberra and Alpha Hotel Eastern Creek.

FJ inflight Duty Free

FIJI Airways has announced it will reintroduce in-flight Duty Free service after signing a full concession with King Power Traveller to manage the retail service across its int'l fleet.

MD & ceo Stefan Pichler said a range of Premium Fijian products would be available to buy aboard an FJ flight, contributing towards the passenger experience and incremental ancillary revenue.



Window Seat

BATMAN fans rejoice - the ultimate memorabilia exhibit dedicated to the Caped Crusader will star for a limited time as part of the Warner Bros VIP Studio Backlot Tour in Los Angeles, California.

Beginning from 26 Jun, The Batman Exhibit will be open to mark the 75th anniversary of the superhero, with artefacts from all seven films and the TV show all together in one place.

Props, costumes and vehicles will all be on show, with the tour making a stop at the exhibit.

Costumes worn by all actors to portray Batman - Adam West, Val Kilmer, Michael Keaton, George Clooney and Christian Bale will be on show alongside adornments of supporting characters, sidekicks & villains.

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- 6 services daily from Doha to London, including an all-business class services
- Fast flying times to London with a short connection in Doha
- · State-of-the-art B787 Dreamliner and A380 aircraft operating on selected flights
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- Qatar Airways and oneworld First and Business Class passengers, can access our dedicated London Heathrow Lounge, with its signature Wine & Martini bar.
 - Superior transfer facility at Hamad International Airport in Doha, Qatar

For more information contact your Qatar Airways sales representative or log on and register to qatarairways.com/tradepartners

World's 5-star airline.









TSA to jack up security fee

THE US Transportation Security Administration has proposed plans to simplify the structure of the method used to calculate the Passenger Civil Aviation Security Service Fee, effective 01 Jul.

Changes to the Budget Act will see the charge levied rise from the current maximum of US\$5.00 per person per one-way trip at an airport in the United States to US\$5.60.

Passengers with a stopover of four hours or more on connecting domestic flights or 12 hours for a domestic to international service will be slugged the fee twice.

The TSA says the current revenue from the existing fee "has never neared the full appropriations to TSA for these costs."

"TSA anticipates that this will continue to be the case under the restructured fee," it added.

In its current structure, the security service fee collection is approximately US\$19.58 billion

from FY 2014 to FY 2023.

Once amended under the proposed Budget Act, the amount collected by the TSA is expected to result in a collection of approximately US\$36.49 billion - an increase of close to US\$17 billion over the next decade.

The US Travel Association has labelled the plan "disappointing."

President and ceo Roger Dow lambasted the change as a host of projects approved by Congress, outside of improving security activities, have received funding in the current fiscal year.

"The travel community can support user fees when they are designed to demonstrably benefit the users who pay them.

"Unfortunately, the recent adjustments to the TSA fee do not meet that standard," Dow said.

Public comment on the proposal is being sought for 60 days, but it is expected to be adopted in coming days.



Guided Europe freeze

PRICES on 2015 Trafalgar and Insight Vacations guided holidays have been frozen at 2014 levels for a limited time, with the brands today releasing their 2015 Europe and Britain preview programs, featuring trips in 45 countries.

Places on guided holidays next year can be secured for a \$200 deposit, with a guarantee to refund the difference on any price drop upon the release of the full programs, scheduled for Sep.

A 10% early payment discount applies to bookings paid by 18 Dec.

Treetops at Taronga

SUSPENSION bridges, zip-lining and rope climbs will be offered as part of a new treetops, high ropes adventure experience to be built at Sydney's Taronga Zoo.

The project between the zoo and Ecoline will enable visitors to view the Australian Walkabout wildlife from high above, with the course's opening slated for Nov.

Cosmos Sth Am return

FOUR itineraries featuring Brazil, Argentina, Chile, Peru, Ecuador and the Galapagos Islands star in Cosmos' return to South America. Headlining the Cosmos program to the continent for 2015 is the nine-day Best of Brazil and Argentina, priced at \$2,565ppts.

The return to South America starred as sister brand Globus unveiled its 2015 program for the USA and Canada, with four new tours for the continent's west.

Globus has added departures ex Seattle for Rocky Mountaineer train journeys and special interest tours designed for railway buffs focusing on old Wild West trains.

"Australian travellers have been particularly keen on longer itineraries and tours that combine rail and cruise options," Globus family of brands marketing mgr Christian Schweitzer said.

Brochures for the new seasons have been released today, with a 10% discount on Globus tours for 2015 if paid one year in advance.

Christmas is coming!

Book your Albatross Christmas & New Year Tours NOW!

Now is the time to book your client's European Christmas holiday. Albatross Tours offers the largest range of dedicated European Christmas and New Year tours designed for your client – the Australian traveller.

We have tours suitable for singles, couples, families or groups of friends - all designed to bring alive the nostalgia and joy of the festive season.

- ✓ 3 to 7 nights stays in one location over Christmas
- Stay in charming hotels in superb locations
- Genuinely inclusive with no optional excursions
- Special Christmas activities and events
- ✓ Smaller, more personal group sizes







Spaces are filling fast -ВООК **NOW!**



Call 1300 135 015 or visit www.albatrosstours.com.au Brochures are available from TIFs



Come share our love of Europe

Mantra's listing takes the cake



MANTRA Group officially debuted on the Australian Stock Exchange on Fri with ceo Bob East ringing the bell at noon to commence trading under the code MTR.

"This is a great day for Mantra Group team members, our loyal customers and property owners because our listed status and access to capital provides us with the ability to roll out our strategic growth plans," said ceo Bob East.

"We are already Australia's second largest accommodation provider with more than 11,600 rooms and we have a strong development pipeline aimed at delivering the great service experience our customers have come to expect from Peppers, Mantra and BreakFree in even more locations across Australia, New Zealand and South East Asia," he added.

East said that the group's new shareholders include a strong representation from blue-chip Australian investment institutions, "and we are looking forward to welcoming many retail investors into ownership of the company".

Mantra had seen a pleasing response from investors, with key features of the operation

including its service culture.

"We're a business that strives hard to look after our customers," he said

The shares rose above their \$1.80 listing price on debut, but have slipped back to \$1.75 today.

Some of the Mantra team are pictured above at the celebration, from left: Luke Moran, Mark Hodge, Tomas Johnsson, Kevan Furnell, Fiona van Wyk, Kent Davidson, Bob East and Steven Becker.

MIA visa waiver kiosk

NATIONALS of the 38 nations which are part of the US Dept of State's Visa Waiver Program, incl Australians, can now use automated passport control kiosks at Miami International Airport for entry into the USA.

MIA is fitted with 36 kiosks and plans to double that number before the end of the year.

Product Loaders - Casual

Pinpoint Travel Group is one of Australia's leading independent wholesalers. Opportunities exist for Product Loaders on a casual contract basis.

You will have a core focus on loading hotels, tours and transfer contracts and tactical specials into Calypso for the 2015/16 wholesale contract load.

Ability to read and interpret contracts with a strong attention to detail is critical as is time management, communication skills and an excellent command of English grammar. Previous Calypso load experience is required.

Contracts available from three to five months for 1 July start. Please forward a cover letter and resume in confidence to andrew.hutchinson@au.pinpoint.

www.pinpointtravelgroup.com.au | 1300 658 544



QF 'Big Trip' LHR fare

QANTAS has Economy fares to London Heathrow via Dubai, with a stopover in New York on the return leg priced from \$2,299, for travel between 06 Oct & 26 Nov.



Monday 23rd June 2014

Cup grips holiday aspirations

SOCCER players and World Cupviewing fans are far more likely to take a holiday to a country known for its football prowess than the average population, according to a new Roy Morgan Research poll.

The survey of 17,773 Australians was conducted from Apr 2013 and Mar this year, with 2,836 of respondents identifying themselves as a World Cup viewer and 902 as active players.

Compared to the average Aussie aged 14 and up, visiting Central & South America in the next two years will be 62% more likely among soccer players and viewers of the World Cup, the poll found.

Germany was a particular standout, with viewers & players 70% and 117% more likely to visit in the next two years.

Viewers of the 'beautiful game'

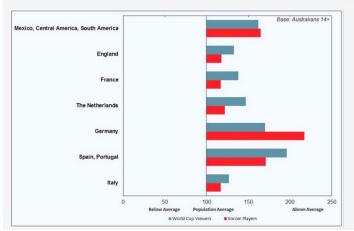
were more likely than players to want to visit England, France, Spain & Italy - all former winning nations of football's greatest prize - while The Netherlands and Portugal also both rated highly.

According to Norman Morris, Roy Morgan Research industry communications director, results of the study were reflected also in the large Aussie fanbase in the crowd for the first Socceroo game.

"Travel is a very subjective thing, with a traveller's personal interests often influencing where they'd like to take a holiday.

"For soccer enthusiasts, the possibilities are endless: whether it's Barcelona to attend a match at Camp Nou, Rosario (Argentina) to worship at the Church of Maradona, or indeed Brazil for the FIFA World Cup," Morris said.

Where soccer fans would like to holiday in the next 2 years vs population average







Qantas on top of OTP

QANTAS has maintained its lead as the nation's most punctual major carrier, with new data out today showing 90.3% of QF's domestic flights departed as scheduled during May.

Two percentage points behind was Virgin Australia on 88%, then Jetstar (85.1%) & Tigerair (80%).

Qantas also had the highest percentage of flights arrive on time at 88.7%, followed by VA (87%), JQ (86.5%) & TT (77.1%).

Regional Express led regional airlines with 91.2% for departures and 89.7% for arrivals.

The Sydney-Ayers Rock route had the highest percentage of on time departures at 98%.

Tigerair had the highest number of flight cancellations (at 3.7%), after it axed 77 services in May.

Cancellations were highest on the Darwin-Sydney route.

\$3.1m for Qld projects

QUEENSLAND Tourism Minister Jann Stuckey has pledged almost \$3.1 million for 22 tourism & events projects.

The cash injection is part of the Qld Govt's Regional Tourism **Organisation Contestable Grants** Funding Scheme which is aimed at enhancing local tourism opportunities.

Successful applicants offered proposals focused on marketing & product development, and encouraged community and industry collaboration.

Among the winners is Tourism Tropical North Queensland which has received \$623,500 for three projects, including \$265,000 for its 'This is My Paradise 2014/15'

Brisbane Marketing will receive \$205,000 for two initiatives that include a convention bureau famil program and 'drive' campaign.

The largest handout was awarded to Outback Queensland Tourism Association, which has received \$375,000 for the **Outback Queensland Eventures** Campaign.

Say cheese for Germany



ABOVE: The German National Tourist Office hosted an event at Sydney's GPO Cheese and Wine Room on Fri to showcase some of the latest developments in the

It's 25 years since Germany's reunification, and development across the country means there are lots of new places to discover, particularly in cities which were formerly beyond the Iron Curtain such as Berlin, Leipzig and Dresden.

Germany is continuing to highlight its 38 UNESCO World Heritage sites, while next year the focus will switch to "Traditions and Customs," with a threepronged campaign highlighting regional cuisine; arts & crafts; and living traditions such as festivals, with the aim of encouraging regional dispersal by visitors.

Pictured above from left at the event are Tamas Hanyi, AirBerlin regional sales manager Asia & Pacific; Nicki Schleibs, Rail Plus sales mgr NSW/ACT; Traute Tuckfeld, Berlin Tourism; Svetlana Monastyrsky, German National Tourist Office; and Bryce Crampton, Beyond Travel.

A&K aces tennis

ABERCROMBIE & Kent has been named as an Official Tour Operator for the 2015 Australian Open tennis Grand Slam.

A&K will offer a range of premium seating options, with a Grand Slam Select Premium Finals Package on offer and accommodation at the Sofitel Melbourne, which is the Official Players Hotel for the tournament.

Packages are also available with optional touring throughout Melbourne and Vic - for more information call 1300 851 924.

MEL heli service

A NEW helicopter service has been launched from Moorabbin Airport in the Vic capital's south to Melbourne Airport, with the transfer slashing travel time from 90 minutes to just twelve.

Heli-Express costs \$274 including valet transfers on arrival at Melbourne Airport.

Three helicopters will operate the service during daylight hours 7 days a week - to book email contact@airmelbourne.com.au.

Account Manager QLD, VIC, SA & NT **Full Time Brisbane**



Are you passionate about the travel industry and looking for that next step forward?

Are you someone who loves driving new market opportunities? We are seeking a professional Account Manager for a full time position located at our Brisbane Office (but will consider Melbourne for the right candidate). The successful candidate will be a fun loving, business savvy, confident sales person to work with a portfolio of established agents.

The company is Tourism Holdings Australia Pty Ltd (thl), and the brands include Britz Campervans, maui Motorhomes, Mighty Campervans, United Campervans, KEA Campervans, Britz USA, RoadBear RV USA, Kiwi Experience, Waitomo Glowworm Caves, and The Legendary Black Water Rafting.

The role will involve generating new clients while managing existing clients in QLD, VIC, SA and NT. Your territory will include key retail, wholesale and inbound agents with the challenge of continuing these long term client relationships while seeking new opportunities to drive sales.

The role will suit someone with strong sales skills demonstrated by proven sales success in the past. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience. Experience in dealing with key Asian markets and ability to speak Mandarin is highly desirable but not

Salary will be negotiable depending on experience. You will report to the Global Sales Manager located in Melbourne, with regular intrastate and interstate travel required.

Please forward your application via the following link: http://careers.thlonline.com/?job=17980THL

Business Development Executive (Part Time)



Home-based PTMs luxury break



LEAVING home behind for a short while, the above group of TravelManagers agents were recently whisked off to Club Med Bali for some all-inclusive luxury.

The event was an educational exclusive to a select group of TravelManagers from around the country, with three days of surf, sun, sand, pool and quality food including lobster and champagne.

Evening entertainment, massages and relaxation by the property's recently opened Zen pool were all on the agenda.

agreement that the resort's staff made the experience as enjoyable as it was, through warm smiles, friendliness and welcoming attitude, with the quality of the resort itself also noteworthy.

Pictured above at the resort's entrance, in the back row from left is Jeremy Ferguson, Debra Mavin, Melissa Muntz, Anne Marie Selmo, Julie Jenkinson, Karin Evert and Lesley Cavill.

Front row: Kylie Stokes, Erryn Morris, Beth Burton, Luke Skarbek, Club Med; Kristina Acevski and Karen Farley.

Colonial leaves Accor

CAIRNS Colonial Club Resort will operate independently from 01 Jul, leaving its Accor affiliation, of which it has been part for the past three years.

The property's Singaporean owners Goodearth Hotels says it believes the 28-year old property will be better served marketing as a standalone entity.

Designs for new MEX

EXPANSION of Mexico City's Benito Juarez Int'l Airport (TD 17 Dec) could see the facility expanded to six runways and capable of handling up to 60m pax annually by 2018.

Mexico City Airport is the second busiest airport in Latin America behind Guarulhos in Sao Paulo.

QR A₃80s delays

QATAR Airways chief Akbar Al Baker has confirmed a delay of the carrier's first three Airbus A380s, "as certain elements of the aircraft are being finalised to meet the high standards and expectations of Qatar Airways," he commented last week.



Monday 23rd June 2014

BA/VY codesharing

IAG member carriers British Airways & its European subsidiary carrier Vueling have formed a new codeshare agreement.

The new pact sees BA flight codes added to 37 international routes and 11 domestic routes operated by Vueling from its Italian base of Rome Fiumicino, valid for travel from 24 Jun.

Codeshare destinations include Palermo, Valencia and Split, none of which BA serves directly.

HU launches Boston

HAINAN Airlines has become the first Chinese carrier to launch direct services between the US city of Boston & mainland China, with the inaugural service taking off over the weekend.

The four-times weekly service will be operated by a Boeing 787 Dreamliner and will increase to daily flights during peak season.



Four Seasons rentals

URBAN and resort residences are now available to browse and book following the launch of a new vacation rentals website by Four Seasons Hotels.

The website, available now at vacationrentals.fourseasons.com, offers an initial range of private luxury residences in the Americas and Caribbean, Africa and Asia.

Each page offers a photo gallery of the property selected, with all normal Four Seasons services including housekeeping & resort facilities available to guests.

New Ascott franchises

THE Ascott Limited will enter the Indonesia and Laos markets, having secured its first franchise deals in both Vientiane and Bali.

The company will operate a 194-unit complex in Kuta as the Citadines Kuta Beach Bali from Aug this year, and will take over a 116-unit building in the Laos capital as the Somerset Vientiane in the fourth quarter of the year.

Ascott says the latest properties keep it on track to achieve a goal of managing 40,000 apartments around the world by 2015.



BUSINESS DEVELOPMENT MANAGER VICTORIA / TASMANIA

Due to retirement, an exciting business development opportunity exists with Travellers Choice, Australia's leading independent travel group. This role is suited to an energetic self-starter, with strong industry relations, diverse business development experience and excellent communication skills. You'll work as a trusted and integral team member reporting directly to the Chief Executive Officer and responsible for developing the group's membership network and preferred supplier sales in Victoria and Tasmania.

Key responsibilities include development of the member network, maintaining preferred supplier relations, providing support and promoting sales and marketing activity amongst member agents, and contributing to achievement of the Company's strategic objectives.

Our fast-paced and supportive environment will offer you lots of benefits, including a competitive salary, a friendly team and flexible working arrangements. This is a challenging role that will deliver great rewards to the right applicant.

Applications should be addressed to Christian Hunter, Chief Executive Officer on ceo@travellerschoice.com.au



Accor go to the show

BRISBANE'S annual Royal Queensland Show, better known as the Ekka, has signed Accor Hotels in the state as its official accommodation partner.

The tie-up will see Accor release a range of ticket and show entry packages valid for seven of its Brisbane hotels including Pullman, Novotel, Quay West, Ibis & more.

For the first time, the Ekka will run over two weekends, with the 10-day show on from 08-17 Aug.

VN planning IPO

A TINY stake in Vietnam Airlines will be made available as part of an Initial Public Offering planned by the Vietnamese Government, according to documents filed with the country's transport ministry.

The carrier is seeking to raise US\$51 million by floating 25% of the carrier on the Ho Chi Minh Stock Exchange, however of this, less than 5% will be available for the public to purchase.

Objections to Tata JV

FOUR Indian carriers have united to formally lodge a protest against the startup carrier jointly owned by Singapore Airlines and the TATA Group, which is aiming to launch by 01 Sep (TD 12 May).

The airlines - Jet Airways, Go Air, SpiceJet and IndiGo - claim that the joint-venture is bypassing investment laws allowing up to 49% foreign ownership, saying the law was meant for existing airlines, not new startups.

According to The Economic Times, the four carriers have asked for Indian civil aviation authorities to deny permission to launch to the new Tata/SQ carrier.

The new carrier, which is as yet unbranded and not selling tickets, is aiming to get its Air Operators Certificate next month.

World Cup at Changi

THREE special event areas have been set up at Singapore's Changi Airport for transit passengers to watch World Cup matches while waiting for their next flight.

Nineteen big screens have been set up to screen games, with activities including Foosball tables and gaming consoles available during breaks in play.

ISLAND ESCAPES

FIJI · SAMOA · VANUATU · THAILAND

Island Escapes is a boutique wholesale travel company based in Melbourne and we are looking for an experienced wholesale travel consultant to fill a rare gap in our friendly team. We maintain a philosophy of providing excellent customer service and product knowledge to our client base. The role demands working full time from our Ashburton office, and we are seeking a dynamic team player.

The successful applicant will possess the following experience and qualities:

- 2 years Retail or Wholesale Travel Consulting Experience within Australia with a preference for Wholesale
- A love of dealing with people, good listening skills, exhibit strong attention to detail and accuracy and have a friendly, positive attitude
- Ability to multi-task, work under pressure, be analytical, flexible and be able to think outside the square
- · Have a proven sales record ideally in luxury travel, and be able to work to sales targets
- Have strong PC, GDS (Galileo & CCT) and organisational skills
- A solid knowledge of Fiji, Vanuatu, Samoa and the Cook Islands preferable

Other Information

- · Salary will be commensurate with your experience and ability
- Great company benefits including social events, annual educational and on-going training.
- We will also require an employment history that shows your proven ability to be successful.

Successful applicant to start end of July or early August 2014. If you think that you would be an ideal fit to our company and also looking at your next career move, email us at employing@islandescapes.com.au so that we can get the ball rolling. Applications close Monday 07th July 2014.



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.



Avalon Waterways - River Cruises 2015

Two new vessels and a new itinerary, all in France, highlight the latest season of European river cruising for Avalon Waterways. With this, suite ship cruising has been extended to France for the first time as part of an overall doubling of capacity. The guide features Deborah Hutton, godmother to Avalon Illumination, the line's newest vessel, on the cover. Outside of Europe, Avalon will launch a brand new ship on the

Irrawaddy River in Myanmar, along with a similar ship on the Mekong.



Abercrombie & Kent - Australia/Papua New Guinea Guests can fully immerse themselves in the high-end luxury offerings of both countries, with options taking in all Australian states and our neighbour to the north. The range comprises shorter trips of a few days or just a weekend, or longer adventures for those with more time. For the more active, walking and cycling holidays are offered as well as adventure cruising in the Kimberley, PNG and Indonesia. Individual interests

including food and wine or outback touring journeys are also catered.



APT - South America Small Group Journeys 2015 Following the 50% stake purchase in its South America ground operator Setours, APT has made a number of changes to its operations on the continent. New tours, extensions, small ship cruises, accom and sightseeing have all been added in a greatly increased season. New for 2015 include a three-night extension in Atacama at Chile's Salt Mountains and a four night Cuban add-on. In addition, three and four-night Galapagos cruises on

luxury yacht La Pinta have been added as well as new Patagonia cruising.



Albatross Tours - Christmas & New Year Tours 2014 Travellers seeking a European white Christmas have six new options to consider on top of a wide range already in place from Albatross Tours. The new tours include destinations such as Tuscany, the Austrian Lakes, Venice, Swiss Alps, French Alps and Bavaria. Tours range in duration from 7-16 days, with many affording the opportunity to stop in a single city or town for several days at a time to explore it at leisure.

The brochure is now available to order, with places filling up quickly.



The Wildiaries Experience Brochure 2014

Australia's most spectacular natural destinations and landscapes are open to explore with a range of self-drive tours in the inaugural brochure from a brand new nature-based company known as Wildiaries. The collection comes as the product of two years research into the country's wildlife experiences, with 26 tours presented. Also featured is Antarctic sailing journey and a tour to PNG, which also offer wildlife encounters.



Tempo Holidays - River Cruises 2015

Augmented reality has been built into the guide, which works by using an app to scan the brochure, which then opens streaming video content showing more about the destination. Tempo is one of few Australian based wholesalers selling cruises on the Amadeus fleet of ships from Luftner Cruises. More than 700 separate departures across 11 ships are available across 17 itineraries, with a range of short pre and post-cruise

land options also available. Shore excursions are included in cruise fares.

First with the news

Monday 23rd June 2014

WHAT is it about a cold winter's night that seems to ignite the industry's finest to join in on the party spirit?

To celebrate the launch of Air New Zealand's daily direct services accessing the New Zealand slopes, Air New Zealand took their famous annual Ski Party down to The Winter Festival at Darling Harbour on Thursday night.

Air New Zealand is sponsoring the 2014 Darling Harbour Winter Festival, which offers a host of entertainment, activities and things to see and do until 13 Jul.

Anyone who is anyone in the industry from Australia and New Zealand was in attendance, with the carrier's annual ski party now a firm favourite on the industry social calendar.

The formalities began on Australia's largest outdoor ice rink with guests treated to a live skating performance by a team of skilled skaters who just also happen to be Air New Zealand cabin crew! The team of skaters were flown in from AKL and CHC to wow the crowd and encourage party-goers to get their skates on!

Special guests who joined in on the winter festivities and great Air New Zealand hospitality included Air NZ Ambassador Benji Marshall and wife Zoe, and rugby league legend Wayne (Junior) Pearce.

Air New Zealand flies daily direct services from Sydney, Melbourne & Brisbane throughout the winter ski season. For more photos from the event, CLICK HERE.





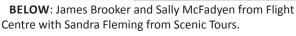


ABOVE: Air New Zealand cabin crew flown in especially for the event left a lasting impression with their fantastic skating and ice-hockey skills.

LEFT: Leanne Geraghty, Air NZ General Manager Australia, Benji and Zoe Marshall.



RIGHT: Party attendees try their ice skating skills at the large on-site rink.





ABOVE: Jamie Sutherland with one of his favourite NRL players in St George Dragons star Benji Marshall.

LEFT: David Green from STA Travel with Mark Hancock, Air New Zealand.

LEFT: For the less confident ice skaters,

these penguin shaped stability weights acted as training wheels of sorts to encourage beginner skaters to hit the ice and give it a try.





ABOVE: Wayne (Junior) Pearce and Benji Marshall with award winner of flights for two and accommodation at Hilton Queenstown, Chris Fenton from Flight Centre.





AA opens new routes

AMERICAN Airlines will later this year launch four new services from its Los Angeles hub, taking the number of domestic and int'l markets served from LAX to 53.

One daily flight to Edmonton & a twice daily service to Vancouver, both in Canada, will launch from 02 Oct, alongside a twice daily service to San Antonio, Texas.

The three new cities will all operated as US Airways Express using Bombardier CRJ-900 aircraft.

From 06 Nov, American Airlines will also introduce a new daily service to Tampa, Florida using a two-class Boeing 737-800.

Travel refloats Greece

AUTHORITIES in Greece are seeking investment in a raft of new tourism projects including a new airport on Crete to help the country emerge from recession.

A number of international consortia are bidding for the right to build the €800m (AU\$1.15b) Kastelli Airport on Crete, with the official tender calling for the airport to be operating by 2019.

Plans show the airport aims to serve around seven million pax per year, mainly tourists, but will still make it the country's second largest airport after Athens.

Twin Falls now open

KAKADU National Parks has Twin Falls is now open, accessed

Industry surprises Jones for 60th



MAGELLAN Travel Group founder and Hawthorn Travel managing director Trevor Jones received a surprise party for his 60th birthday last week.

Present were many industry colleagues and friends, many of whom Jones has known since not long after first beginning his travel industry career as a mail-boy for Ansett Airlines in 1972.

Brand for Townsville

for Townsville has been unveiled,

aiming to help the city reach its

Queensland, alive with curiosity"

marketing campaigns promoting

It will first feature in a domestic

highlights, culture & sport events. Marketing will take place on

social media platforms as well as

Brisbane, Darwin & regional Qld.

online and print advertising in

the attractions of the region.

pitch showcasing the natural

tourism potential.

The "Townsville North

brand will headline future

A NEW global destination brand

Plenty of stories, laughs, cake and drinks were shared for the special occasion.

Pictured above with Jones at his surprise party are long-time colleagues Liz Young, Travel Avenue and Russell Butler, Avis.

Rd 14 Results

CONGRATULATIONS

from Gregor & Lewis Bespoke Travel

Melinda is the top point scorer for Round 14 of Travel Daily's AFL industry footy tipping competition and has won a double admission pass to Taronga Zoo.



Major Prize Sponsors

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



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





announced access to the iconic via 4WD, a cruise and on foot along a floating pontoon, with shuttles operating 7:30am to 5pm.

WIN A TRIP TO NEW CALEDONIA

Throughout June, *Travel Daily* is giving readers the chance to win a four night holiday to New Caledonia, 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 four nights accommodation at Le Stanley Hotel & Suites Noumea, for two 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.



Q15: How big is the Blue River provincial park?

Hint: www.haveitall.com.au



Santa Monica shuttle

A FREE electric shuttle service linking three hotels with popular attractions has been launched in Santa Monica, California by the Santa Monica Convention and Visitors Bureau.

Shuttles will run daily from 11:30am until 8pm, with later services on weekends and during special event periods.

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 Business Manager: Jenny Piper www.traveldaily.com.au.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK REGIONAL RETAIL MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

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

SENIOR SALES PEOPLE STEP FORWARD

NATIONAL SALES MANAGER SYDNEY -EXECUTIVE PACKAGE

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 great brand you'll go along way in your career.

HOT SALES SKILLS PAY OFF HERE

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.

STEP AWAY FROM YOUR CURRENT 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

PLAY WITH GLOBAL PRODUCT

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

LOVE RETAINING ACCOUNTS?

CORPORATE CLIENT RELATIONSHIP MANAGERS SYD & PER 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.

COMPETITION IS HOT FOR THESE GREAT ROLES

CORPORATE SALES MANAGER X 2 – SME 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.

PART TIME TRAINING ROLE

PART TIME TRAVEL INDUSTRY TRAINING MANAGER SYDNEY – TOP SALARY PACKAGE

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

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FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE
www.aaappointments.com/aus



Working in partnership with the Australian Travel Industry



Galileo Travel Consultant

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

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

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

Corporate Travel Consultant

Sydney's Eastern Suburbs - \$55-60k

To tie in with ongoing success across the Sydney corporate travel industry we are on the look out for a Corporate Travel Consultant to join an independent travel management company in their luxurious offices in Sydney's East. 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. Work in a small team, have a hands on approach to your work and reap the rewards.

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

Niche Travel Specialist

Melbourne \$DOE Ref:1179KF1

If Africa, South America or Canada and Alaska is your passion and you have travelled the region, why not specialise in what you love to do! This is a fantastic opportunity for an experienced tailor made travel consultant to join the expanding team in this leading, award winning luxury tour operator based in Melbourne. You will be creating bespoke holidays and luxury travel within one of these teams. An attractive package is on offer with famils like you have never imagined!!

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

Retail Travel Consultant

Adelaide \$DOE Ref: 1168LB2

Looking for a change from your current role? If you have been waiting to make the move then consider this rare opportunity your big chance! Experienced travel consultants living in the south-west of Adelaide with 2+ years of travel consulting experience currently using a GDS will be favoured. If you have a passion for service focussed consulting whilst still achieving targets, then please apply now to join this established, reputable, nationwide company!

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

Travel Consultant

Gold Coast - \$Competitive + Comm. Ref:1022PS1

Bring your worldwide destination knowledge and GDS skills to this leading National Travel Company where you will be booking tailor-made holidays and packages. Utilise your passion for travel to work your way up within this award winning company who promote from within and reward you with performance based bonuses, educational's and reasonable hours. Based in a shopping centre, you will be able to hit the ground running with a strong repeat client base.

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

Travel Consultant

Sydney-Generous Salary - Ref: 5584RF1

We have several sensational opportunities for retail travel consultants located in stores all over Sydney! We currently have roles offering generous base salaries, roles with amazing travel perks and roles with fantastic career progressions! If you are passionate about working in the travel industry, with a minimum of 12 months industry experience, have a proven track record in sales and can use a GDS then we need to hear from you! What are you waiting for?

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

Leisure Travel Consultant

Melbourne CBD - Attractive Package . Ref: 1269MD1

Are you currently looking for a fresh start for the new financial year? Are you currently or have previously worked on a GDS? If you have at least 1 year in the travel industry, strong product and destination knowledge and a passion for travel, then this excellent role could be your opportunity to reap the rewards of working for a leading travel agency. Excellent customer focus and proven ability to work towards targets are a must! You will be rewarded with a very attractive salary with all the perks of working in the travel industry.

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

Corporate Travel Consultant

Perth \$DOE Ref: 1182LB2

An experienced Corporate Travel Consultant is required to join this boutique travel agency based in the west of Perth. Offering a competitive base salary and long term career opportunities this is a fantastic company to get on board with ASAP. Perfect if you currently work for a large TMC and are looking for a change!! If you can use Amadeus and like working in a supportive office environment predominantly from Monday – Friday then I want to hear from you!

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



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