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# Mantra IPO on the cards

**HOTEL** and holiday resort management firm Mantra Group has downplayed suggestions of a planned Initial Public Offering on the Australian Stock Exchange, this morning telling *Travel Daily* it was unable to comment on IPO "speculation".

According to a weekend report in *The Australian*, Mantra Group is hoping to raise \$500m by listing on the ASX next month.

Current majority owners CVC Asia Pacific Ltd and UBS AG are both planning to keep their share following the proposed float, despite an unsuccessful attempt to sell the group two years ago.

Mantra, who manage 130 hotel and apartment properties across Australia, New Zealand and

Indonesia under the BreakFree, Mantra and Peppers brands, is hoping to entice greater visitor numbers from China looking to make the most of a weaker AUD, the report suggests.

Plans to open properties in Thailand are also progressing.

**MEANWHILE**, Mantra will make its debut on the NSW South Coast later this month after negotiating a partnership agreement to take over management of the Best Western Hotel in Wollongong.

"We view Wollongong as one of the most significant regional markets in Australia," Mantra Group ceo Bob East said, adding "we have confidence in the region & its continued growth."

### Today's issue of TD

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

- AA Appointments jobs
- QF/Consolidated incentive

### Consolidated+Qantas

**CONSOLIDATED** Travel has launched a Qantas incentive today offering consultants the opportunity to build a "travel fund" by issuing tickets across the QF network.

There's also a major prize of a \$2,000 travel fund - for details, see the **last page** of today's *TD*.

### Win a trip to Kiwi land

**AS WINTER** draws ever nearer, Mar seems the perfect time to give away a trip to Queenstown, courtesy of Tourism New Zealand and Air New Zealand.

This month, *Travel Daily* readers have a chance to win a fabulous five-night winter escape to NZ's adventure playground, which includes accom at the Millennium Queenstown, 3-day ski pass & rental along with an AJ Hackett tandem bungy experience.

See **page seven** for full details.

### USA shows lure

**LAST** month's Visit USA expos attracted more than 1,200 travel professionals to events across the country, with delegates hailing the success of the events.

Visit USA Organisation Australia says it will continue to train the travel trade with a series of regional shows rolling out in Perth, Adelaide, Newcastle, the Gold Coast and the Sunshine Coast during 2014.

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# Travel Daily

First with the news

Monday 3rd March 2014

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## QF, VA Jan pax boosts

**QANTAS** and Virgin Australia have both reported passenger load increases for the peak Jan travel period, with network-wide loads up 3% & 6.5% respectively.

In the case of Qantas, the result was helped considerably by the performance of Jetstar Domestic, up 8.1% year-on-year, and was the only QF Group operation that saw an increase in seat revenue.

Conversely, JQ Int'l was down 5.5%, with capacity growth flat.

Regional operator QantasLink was a strong performer for the group, posting an increase in pax carried, however capacity far outstripped demand, leading to very low average loads of 57.9%.

Over at Virgin Australia, both domestic and int'l operations saw a strong month, up at least 6.5%, with int'l services recording a month-long load factor of 81.2%.

Capacity on both operations was carefully managed, with the carrier filling more planes rather than operating extra flights.

Tigerair capacity was a different story, with a 23.6% jump in seats available and passenger numbers up 23.9%, largely driven by better aircraft utilisation, VA said.

## Japan best 'bang for buck'

**JAPAN** and Indonesia have emerged as the best-value holiday destinations for Aussies as the dollar continues to be battered by other foreign currencies.

According to the 2014 Expedia Foreign Exchange Index released today, the Australian dollar's dip to three-&-a-half year lows compared to the US Dollar has also seen hefty currency declines against 13 of the country's top 15 destinations for travel.

The index aims to guide Aussie travellers to where they can get "more bang for their buck," taking into account foreign exchange rates and inflation as at 31 Dec.

It gauges the performance of the Aussie dollar vs other currencies, this year highlighting

drops in value against the likes of the NZ Dollar (-14%), UAE Dirham & US Dollar (-15%), UK Pound and China Renminbi (-17%), the Euro (-19%) and a massive 28% drop against the Malaysia Ringgit.

Japan was best placed in terms of purchasing power, retaining the Index's number 1 ranking position with a year-on-year percentage gain of 2.3%, followed by Indonesia.

However, the AUD\$ drop is not deterring Aussies from travelling abroad, Expedia Australia & NZ mdr Georg Ruebensal said.

"While it's great to see Japan is still offering the best value for money, it's exciting to see other destinations like Indonesia, Brazil and Canada becoming more affordable," Ruebensal said.

## MH triple daily SYD

**TRAVEL Daily TV** today features an exclusive video from last Fri's Malaysia Airlines event at Sydney Airport, where the carrier was celebrating its boost to triple daily Kuala Lumpur flights.

To view, click on the logo at right or see

[traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## Finnair up BKK flights

**ONEWORLD** carrier Finnair is adding three new weekly services between Helsinki and Bangkok between 30 Dec & 27 Mar 2015.

The evening A340 operated services will depart on Tue, Thu & Sat, lifting AY's weekly frequencies between the cities to 17.

## MTA appointment

**MTA** - Mobile Travel Agents has named former MSC Cruises and Insight Vacations senior sales executive Sally Gorringer as the firm's new business development manager for Queensland, the NT and SA, commencing 13 Mar.

Gorringer's 20-year industry career has included a 10-year stint with the UTAG travel network in NSW & the ACT.

CEO Don Beattie said Gorringer's experience, which also includes running her own business, made her "ideal for the role."

Her key focus will be to assist potential new recruits in making the transition to a home-based agency and continued support.

## NZ earlybird specials

**SCENIC** Tours has introduced a batch of Christchurch sightseeing experiences to its just released New Zealand 2014/15 brochure.

The program sees the addition of a whale watching adventure in Kaikoura and star gazing in Mount Cook National Park observatory, as well as bus tours in Arrowtown and visiting 'Hobbit homes' as new Scenic FreeChoice activities.

More new brochures on **page 6**.

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# Travel Daily

First with the news

Monday 3rd March 2014

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## DTW new All Leisure Hols reps

**BRITISH** cruise operator All Leisure Holidays Group today announced the appointment of Discover the World as its local representative, which will see the Swan Hellenic, Voyages of Discovery and Hebridean Island Cruises brands no longer looked after by Cruise Office.

The global deal has seen DTW also appointed in New Zealand, Denmark, Finland, Iceland, Norway and Sweden.

Spokesman Colin Wilson thanked Cruise Office for its long partnership in Australia and NZ, but said that Discover the World was a logical step given the appointment in Scandinavia.

"These additional Scandinavian markets will create new customers for our brands, as well as support our ships when they are positioned in these areas of the world," Wilson said.

He said the company wanted to deal with a single business in the different territories, and "Discover fit that bill".

As well as the cruise brands, the agreement covers All Leisure Holidays' Discover Egypt touring brand including cruises and excursions on the River Nile.

## TASCo comp winners

**CONGRATULATIONS** to Ellie Mastrapostolos from helloworld and Monika Racz from World Travel Professionals who were the winner of last week's exclusive *Travel Daily* mini-competition.

They have won double-passes to *Mandela - Long Walk to Freedom*, courtesy of The Africa Safari Co.

## Qantas jets 'wing clip'

A **QANTAS** Airbus A380 & Boeing 747-400 are expected to be back in service this week after a wing-tip clash while being towed at Los Angeles Int'l Airport.

The aircraft, which were due to operate QF94 to Melbourne and QF16 to Brisbane on 27 Feb, have been repaired & are serviceable.

Qantas said pax booked on the flights were provided with accom and moved to other flights.

Images of the damage are now circulating on Facebook, including the A380 (**top**) and 747 **below**.



## Aussie Irish no's leap

**INCREASED** air capacity to Ireland and The Gathering have been cited by Tourism Ireland for a 41% year-on-year spike in Australia & New Zealand arrivals between Nov 13 and Jan 14.

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## Centara Grand Doha

**THAI** hotel operator Centara Hotels & Resorts has confirmed its expansion to the Middle East (**TD** 26 Nov), announcing it will open the five-star Centara Grand West Bay Hotel Doha in 2016.

The 264-room hotel is part of a strategic move to introduce Centara to new overseas markets, ceo Thirayuth Chirathivat said.

With the Doha addition, Centara will have expanded the Grand brand to four countries.

## Chiva-Som at qualia

**HAMILTON** Island's qualia resort will welcome the executive chef & therapists from Thailand's Chiva-Som Luxury Health Resort for the weekend of 11 to 14 Apr.

qualia guests will have the option to sample a selection of Chiva-Som's wellness treatments and spa cuisine for lunch and dinner during their stay.

Three-night weekend packages are priced from \$2,500ppts.

## Wyndham, Apollo jv

**ELITE** members of Wyndham Vacation Resorts Asia Pacific's loyalty scheme now have the option to holiday by motorhome in Australia & New Zealand.

The trial comes after Wyndham teamed with Apollo Motorhome Holidays to expand and enhance holiday experiences for Privileges by Wyndham members beyond its portfolio of 24 resorts.

Eligible WorldMark South Pacific Club owners can select either a 2-berth or 6-berth motorhome, giving members "unlimited dots on the map" to holiday, Apollo ceo Luke Trouchet said on Fri.

## Nadi tourism all clear

**TOURISM** Fiji advises a tropical depression which impacted Suva resulting in temporary flooding late last week has not affected western divisions or islands.

"All facilities, services & resorts are operating as normal," the Fiji tourism organisation commented.

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## United Recognition Dinner

**UNITED** Airlines md for Japan & Pacific sales Matt Miller joined local counterpart, Director for Australia/NZ Alison Espley & her team hosting the carrier's annual recognition dinner last week.

Around 50 of Australia's key travel agency owners & managers attended the function at the iconic Dunbar House in Watsons Bay in Sydney.

The event gave United the perfect opportunity to provide

a company update to industry partners, including the recent announcement of new Boeing 787-9 Dreamliner services to Melbourne ex Los Angeles, along with the imminent deployment of Boeing 777 aircraft to Sydney.

Espley is **pictured** (left) with Mary Conway, BCD Travel; Craig Smith, Corporate Travel Management; Kate Cuthbertson, United Airlines & Matthew Cantelo, Corporate Travel Management.

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## Antarctica extension

**ABERCROMBIE** & Kent has extended early booking discounts of up to \$3,000 on select Antarctic sailings aboard *MV Le Boreal* in 2014/15 until 31 Mar 2014.

## Trafalgar guarantees

**GUIDED** holiday operator Trafalgar has guaranteed 90% of its 2014 Europe and Britain trips as certain for departure.

Trafalgar managing director Matthew Cameron-Smith said the move will enable agents to assure its clients of the high likelihood a booked trip will indeed operate.

“The news on Definite Departures is yet another way of us demonstrating to agents that the Trafalgar differences are the real deal and that with us, what we say is what you get,” he said.

In addition, Early Payment Discounts of 7.5% remain valid until 31 Mar along with 15% bonus commission for bookings made online in Mar (**TD** Fri).

## Rhapsody Black Sea

**ROYAL** Caribbean International has announced it will redeploy *Rhapsody of the Seas* from Alaska to the Black Sea in Jun 2015.

The 1,998-passenger vessel will operate a range of 10- and 11-day voyages from Istanbul, stopping at ports such as Sochi, Burgas, Odessa, Yalta and Sevastopol.

During the 2015 summer season, RCI will operate two vessels in Alaska - sister-ships *Radiance of the Seas* and *Jewel of the Seas*.

## More HNL services

**QANTAS** is adding extra capacity between Sydney and Honolulu over the Sep/Oct school holidays.

Responding to “strong customer demand,” the Australian flag-carrier will introduce three new flights to Hawaii on 20 & 27 Sep and 04 Oct using Boeing 767s, subject to government approval.

Return QF services will operate on the same day from Honolulu.

For schedules, **CLICK HERE**.

## Bus’n’Bed ski deals

**FALLSBUS** and HothamBus have introduced new ‘Bus’n’Bed’ packages that combine a hotel stay in Melbourne with return transfers to Falls Creek, Hotham Alpine Resort and Dinner Plain.

Packages start from \$129ppst based on an overnight stay at Mantra Tullamarine Hotel.

Upgrades to Melbourne CBD hotels are also offered.

See [www.hothambus.com.au](http://www.hothambus.com.au).

## QR network growth

**QATAR** Airways has cranked up its global network destination with the addition of daily flights from Doha to Sharjah and Dubai World Central Al Maktoum (DWC).

The new routes boost QR’s UAE operation to four destinations.

## HA shines sun on a grey harbour



**GLOOMY** skies didn’t dampen the spirits of both competitors and viewers of the inaugural Hawaiian Airlines Sydney Harbour Challenge outrigger canoe race which took place yesterday.

Racing from Middle Head to Luna Park and back - a gruelling 20km journey - more than 80 canoe crews paddled the distance in the fight for the finish line.

Aboard a catamaran sailing nearby, Hawaiian Airlines hosted travel industry partners from retail & wholesale organisations, cruise operators and tourism body reps to watch the canoes.

Both men’s and women’s races were taking place simultaneously, with the frontrunners establishing a clear lead quite early.

The first running of the event attracted a total of 86 crews from around Australia and some who had travelled internationally to compete in the event.

Organisers say they believe the success of yesterday’s race will lure more than 130 crews to take

part next year.

After all was said and done, it was Team Cronulla who took out the event after just less than 2hrs of intense competition, having set the pace over their competition practically from the start.

An official team of real Hawaiian Airlines employees also took part in the race, coming home in a super impressive fifth place.

Spectators aboard the Hawaiian Airlines catamaran cheered each boat home, before venturing up to Middle Head Yacht Club for the official presentations and a traditional Hula performance from a group of Hawaiian dancers.

Hawaiian Airlines’ entire group of employees in attendance, based both in Australia and Honolulu, as well as performers and race participants, are **pictured** above.

For many more photos of the event and the canoe race, see **Travel Daily’s** Facebook page at [www.facebook.com/traveldaily](http://www.facebook.com/traveldaily).

**MEANWHILE**, Hawaii Tourism Authority reports that Australian arrival numbers to Hawaii in Jan increased 12.5% year-on-year to over 28,200 visitors.

The HTA said growth from the Oceania region was the result of a 20% uptick in seat capacity during the month, including new fourth weekly Jetstar service from Melbourne between Dec and Jan.

Arrivals from New Zealand nearly doubled to 4,890, driven by new nonstop air capacity from Auckland to Honolulu.

Overall arrivals were “virtually unchanged” to Jan 2013, HTA said.

## Adelaide to lure India

**TOURISM** officials in Adelaide are planning to market the city as the long-time home of Sir Donald Bradman, to entice Indian cricket fans to visit the city during next year’s ICC World Cup tournament.

The Adelaide Convention Bureau will market initially to corporate and incentive travellers in the cricket-mad country with a visit to the Adelaide Oval to be promoted as an “only in Adelaide” event.

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You will manage territory accounts, Sydney city through to northern suburbs, monitoring their progress and reporting outcomes to the Distribution Manager on a monthly basis.

The successful candidate will have experience in business relationship management, travel agent background, sales, and extensive travel industry experience. You will be a relationship builder with strong influencing, sales and presentation skills.

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For any queries, please contact Senior Recruitment Consultant Sarita Suderson on (03 92462629) or email at [sarita.suderson@qbe.com](mailto:sarita.suderson@qbe.com)



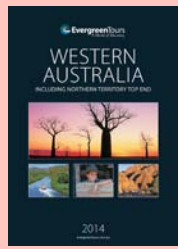
## Brochures of the Week

**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](mailto:brochures@traveldaily.com.au).



### Creative Holidays - Arabian Peninsula 2014

Strong sales of specially designed stopover packages in 2013 has led Creative to expand the range for 2014, with options ranging from 24 hours to three days for pax in transit home or heading to their destination. The standalone popularity of the region has increased, leading to an increase in hotel and day tour options in Dubai, Abu Dhabi, Oman and Qatar. The wholesaler's newly launched Creative Club, which offers a range of exclusive value-add inclusions, also features strongly in the new guide.



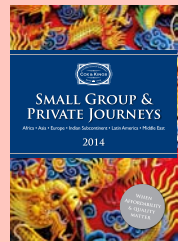
### Evergreen Tours - Western Australia 2014

In addition to WA, the new Evergreen brochure also focuses on the Northern Territory Top End with a collection of in-depth itineraries to the two regions. The 19-day West Coast Discovery Tour includes a visit to several National Parks, with a stay at the world-famous El Questro Wilderness Park. An 11-day Kakadu & Kimberley Explorer Tour travels between Darwin and Broome, while itineraries can be enhanced with a range of Discover More experiences including camel rides & scenic flights.



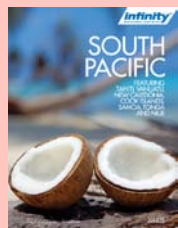
### Travel Indochina - Thailand & Burma 2014

Options for both independent travellers and those seeking a more structured group experience feature in this new 72-page guide from Travel Indochina. Several new hotels have been introduced to the range such as The Library, an ultra-exotic haven on Chaweng Beach in Koh Samui and Myanmar Andaman Resort in Burma. For cruise-seekers, an individual four-page guide to cruising options also features, packed with details on the *Irrawaddy Explorer*, the *Sanctuary Amanda* and several more.



### Cox & Kings - Small Group and Private Journeys 2014

More than 50 journeys feature in the new Worldwide brochure from Cox & Kings for 2014 across Africa, Asia, Europe, Latin America, the Indian subcontinent and the Middle-East. Passengers can also experience a variety of cultural and religious festivals in Japan, Mexico, India and more. Among the new additions for the year are the nine-day Colours of Ghana, top-selling Classic Russia and the 17-day Grand Tour of Central America. Further, some itineraries have been extended to include more.



### Infinity Holidays - South Pacific 2014

More than a dozen new hotels feature in the new guide to the South Pacific from Infinity Holidays, boosting an already extensive range that comprises of family-friendly islands, secluded honeymoon hideaways and expansive mega-resorts. In addition, a selection of new day tours have been released in Noumea to offer more options for visitors. The other big change for the year is the change in Port Vila car hire, now supplied by Avis.



### Compagnie du Ponant - Australia & NZ collection

A dedicated brochure for Ponant's expanded focus on Oceania and Australasia, the guide showcases the impending arrival to local shores of the 132-stateroom *L'Austral*, which will bring its European flair to shores of Australia and New Zealand in the 2014/15 summer season. The ship will travel from Bali, through Cairns, down the east coast to Sydney and Melbourne before sailing two trans-Tasman crossings to Auckland. Details of the ship are also comprehensively covered incl cabin and deck plans.

## CA VIE, BCN fires up

**AIR** China will lift its European presence to 23 destinations from 05 May with the start of four weekly A330-300 services from Beijing to Barcelona, via Vienna.

## Arriving in style at SYD Airport



**ROYALE** Limousines last week formally opened its new operation at Sydney Airport, located inside the Arrivals Hall at Terminal 1.

The company's vehicle fleet is made up of a wide variety of luxury cars including Australian and European sedans, stretch limousines, convertibles and mini coaches, through to the "pride of the fleet" in the Rolls-Royce Phantom Drophead.

Managing director John Bartolotta said the per-person cost of a limousine transfer was an extremely affordable way to get around, transfer between points or go on a scenic city tour.

Bartolotta is pictured above left with chauffeurs Christian, Paul, Mark and company general manager Rick Battaglia.

## UA SFO/HND decision

**THE** US Dept of Transportation has tentatively ruled United will be allocated daily services between San Francisco and Tokyo Haneda.

On Fri, the regulator said UA would provide "intra-gateway competition" on the route to Japan Airlines which codeshares with American Airlines.

Hawaiian Airlines was hoping to use the Haneda slots to launch a new nonstop Kona service.

## New Pan Pac Per gm

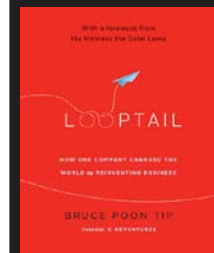
**PERTH** native Kim Powley has been appointed general manager of the Pan Pacific Perth by Pan Pacific Hotels Group.

Possessing 30 years experience including over two decades in hotel management, Powley was most recently area gm for Sentosa Resorts Bali.

He also spent seven years with Starwood Hotels & Resorts as gm for hotels in Saigon & Kuala Lumpur, and managed Hyatt & Sheraton properties in Australia, Indonesia and Malaysia.

## WIN 'LOOPTAIL' BY BRUCE POON TIP

Every day this week, *Travel Daily* is giving one lucky reader the chance to win 'Looptail' by Bruce Poon Tip and T-shirt, Courtesy of **G Adventures**.



'Looptail' is the extraordinary true story of Bruce Poon Tip and how, with only two credit cards

and a burning desire to create an authentic travel experience, he created G Adventures, the world's most successful adventure travel company. Bruce reveals his unusual management secrets that allowed him to keep growing his company, his employees fully engaged, and his customers extremely happy.

To win, be the first person to email the correct answer to the question below to:

[looptail@traveldaily.com.au](mailto:looptail@traveldaily.com.au)

*Who wrote the Foreword for Looptail?*

# WIN A MAGICAL WINTER ESCAPE TO NEW ZEALAND

## 100% PURE NEW ZEALAND



Throughout March, **Travel Daily** is giving readers the chance to win a five night holiday to Queenstown for two valued at over \$3,500, courtesy of **Tourism New Zealand** and **Air New Zealand**.

The prize includes two return economy class airfares from Sydney to Queenstown with Air New Zealand, five nights accommodation at Millennium Queenstown, a 3-day ski pass and rental from NZ SKI and Kawerau Bridge Tandem bungee tickets from AJ Hackett.

Every day this month **Travel Daily** will ask a different NZ-related question. The subscriber with the most correct entries and the most creative response to the final question will win this magical holiday.

### Q.1: How many ski fields does NZSKI operate?

Email your answers to: [newzealandcomp@traveldaily.com.au](mailto:newzealandcomp@traveldaily.com.au).



[Click here for terms & conditions](#)

### Pacific Coast o/s pitch

NSW Tourism Minister George Souris has allocated more than \$200,000 in funding to The Legendary Pacific Coast (TLPC) organisation for an int'l sales campaign to promote the state's northern coast to visitor markets.

The North Coast Destination Network (NCDN) campaign will partner with Singaporean low-cost carrier Scoot to highlight self-drive holidays to towns between Sydney and the Gold Coast - both directly served by Scoot.

Visitor markets will include the USA, Canada, UK, Europe, China, Singapore, Malaysia and NZ.

Funding will also be used to work with inbound tour operators to further market their itineraries.

### UU/MAS codeshare

**SRILANKAN** Airlines will expand its codeshare network with flights to Adelaide, Brisbane and Perth through its codeshare with Malaysia Airlines, UU has said.

The boosted agreement with MH will also see Saigon, Hanoi, Penang & Langkawi added to the impending oneworld member carrier's codeshare network.

### Cromwell res opens

**BOOKINGS** are now being taken for guest stays from 21 May at "the first boutique hotel on the Las Vegas Strip" - The Cromwell.

The 188-room Caesars-owned property will replace the former Bill's Gambelin Hall (**TD** 05 Feb).



**FLIGHT** Centre held its annual sales conference in Lake Wanaka, New Zealand recently, with its management team taking part in activities both in and out of the conference room.

The key purpose of the trip was to push personal limits, see new partnerships formed, encourage interaction among all levels of management and welcome input and involvement from everybody.

In addition to many productive conference sessions, the group took part in a multitude of white-knuckle team-building activities including jumping from waterfalls, exploring caverns, hiking, flying helicopters and paddle-boarding.

The group is **pictured** above following their helicopter flying adventure over glaciers and other natural Wanaka wonders.

### Amadeus in the black

**TRAVEL** technology giant

Amadeus has reported an overall increase in revenue and profit for the full year of 2013, with total reported income of €3.1 billion & 7.2% EBITDA growth to €1.1b.

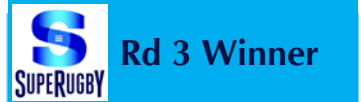
The company's IT division saw a jump in passengers boarded via the Amadeus Altea system, up 9.2% to 615.7 million, including a huge 57.6% jump in A-PAC.

### Oscars aboard CX/KA

**CATHAY** Pacific and subsidiary carrier Dragonair have loaded a wide range of 2014-nominated Academy Award films into its inflight entertainment system for passengers to view this month.

Fifteen Best Picture nominees for today's ceremony feature in the selection, along with 15 former winners and 9 winning films from other major categories.

The expanded range is in addition to the normal selection of movies, TV shows and music.



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CONGRATULATIONS

**Michael Smith**  
from **Snap Fresh**

Michael is the top point scorer for Round 3 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won an **Emirates** umbrella.

**Major Prize:**

Two return Economy Class airfares to Dubai with **Emirates**

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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

### **\*JOB OF THE WEEK\***

#### **STATE CORPORATE OPERATIONS MANAGER PERTH – EXECUTIVE SALARY PACKAGE**

Reach for the top spot when you join this Western Australia based travel operation. As part of a national company, your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be a team player with strong leadership skills and the ability to motivate.

### **ESCORT AMAZING EDUCATIONALS**

#### **INDUSTRY BUSINESS DEVELOPMENT MANAGER MEL & SYD – EXCELLENT SALARY PACKAGE**

Get the equation that's right for you! These superb products and well known brand name are looking for a Sales Executive who will have the ability to deliver and exceed expectations. With a professional brand name behind you and your strong presentation skills you will have the ability to influence others and increase sales for these companies while managing your time effectively in this sensational role.

### **LOVE RETAINING ACCOUNTS**

#### **NATIONAL ACCOUNT MANAGER SYDNEY – SALARY PACKAGE TO \$100K+**

We're looking for a talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive.

### **CALLING ALL CORPORATE BDM'S**

#### **CORPORATE BDM SYDNEY – GENEROUS SALARY PACKAGE**

If you have experience in cold calling and building a local network, then apply that experience in a Sales role that will see you working with a dynamic travel company and with a highly motivated team of people. Your energy and success will keep this corporate agency growing and your rewards will increase through commissions & bonuses. Control your own destiny and prove your selling skills.

### **ARE YOU TECHNICAL?**

#### **IMPLEMENTATION SPECIALIST SYD & MEL – SALARY PACKAGE \$\$\$**

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

### **ARE YOU A TRUE LEADER?**

#### **CORPORATE TRAVEL – TEAM LEADER SYDNEY – SALARY PACKAGE \$80K+**

Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

### **BE THE LEADER OF THE PACK!**

#### **INVENTORY TEAM LEADER SYDNEY – SALARY PACKAGE \$75K ++**

Are you tired of working within a hostile team environment? Move your career to the next level and see you career go further. Coming on board as the Team Leader you will be driven, motivated and have a maturity to be able to handle this role running the operational requirements of the Inventory team. Strong inventory experience is essential for this role along with previous supervisory knowledge.

### **IS DIGITAL YOUR THING?**

#### **CREATIVE JUNIOR MARKETING GURU WANTED SYDNEY – SALARY PACKAGE \$\$**

Are you an experienced, innovative and highly motivated Marketer within the Travel Industry? This rare new opportunity will allow you to create and grow the business stream within a large organization. You must be proficient within the digital space, and be adaptable to growth & change. If you thrive with a challenge this is a brilliant chance for you to shine.

## **AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

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# Build your travel fund

Consolidated Travel & Qantas are giving you the opportunity to build your own travel fund for travel on the Qantas network plus a major prize!

## Major Prize \$2000 Travel Fund

To be in the running, achieve the highest sales between 01-31 March 2014 and you could be jetting off on a Qantas A380 LA.

How do I build my Travel Fund? Issue any ticket on the QF network and receive....

\$10 towards every Economy class short haul ticket

\$30 towards every Business/ First class short haul ticket

\$20 towards every Economy class long haul ticket

\$50 towards every Business/ First class long haul ticket

