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Travel Daily
First with the news

Monday 10th March 2014

SPAIN & PORTUGAL
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SPANISH DELIGHTS SPECIAL OFFER!

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Helen Wong's bonus

HELEN Wong's Tours is offering travel agents a \$50 Coles voucher for every passenger they book during a special 'Year of the Horse' sale valid to 04 Apr, for travel 01 May-30 Nov 2014.

The new promotion (**TD Fri**) has also seen prices on Helen Wong's China and Vietnam tours slashed by \$200pp, with the 12 day China Discovery now starting at \$3930 per person twin share ex Australia. For more details [CLICK HERE](#).

Jetstar Japan Osaka-MEL

JETSTAR Japan and Melbourne Airport have this morning jointly announced the launch of a new one-stop Osaka service.

Operating via Jetstar's Cairns hub, the new wide-body service will initially launch as a twice weekly service from 30 Mar, complementing Jetstar Airways' non-stop Melbourne-Japan route which commences on 28 Apr.

Jetstar Australia/NZ ceo David Hall said the new route will cater for high demand for Victorian travellers heading to the Osaka region via other Jetstar ports.

"This one-stop service to Osaka will allow customers to travel on a single ticket, through-check their bags and reduce time spent in transit," Hall commented.

Melbourne Airport ceo Chris Woodruff welcomed the new Osaka-Melbourne service, saying

the route will "strengthen ties" between the cities, while adding Victoria was one of the fastest growing markets for Japan - about double NSW & WA since 2009.

MEANWHILE, Jetstar was forced to cancel flights to/from Hamilton Island last Sat & Sun due to sub-tropical cyclone weather warning between Ayr and St Lawrence.

The warning for Tropical Cyclone Hadi has now been cancelled.

Renault last minute

RENAULT Eurodrive is offering a \$250 fuel rebate on new last minute reservations of selected European car leasing vehicles for collection during Mar 2014.

Supplies are limited & subject to availability at booking time.

Agents are also reminded that Renault Eurodrive's earlybird special, offering seven free days on all models and 50% delivery/return discounts, expires 31 Mar.

For details, call 1300 55 11 60.

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Today's issue of TD

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

- AA Appointments jobs
- Consolidated Travel

David Rivers retires

FORMER Harvey World Travel managing director David Rivers has left the firm, with Helloworld announcing his retirement late on Fri (**TD** breaking news).

Rivers was Helloworld's "Head of Retail Transition" and had been with the company since 2000.

CEO Rob Gurney said his "constant support & dedication to franchisees and staff have been immensely valued by the group.

"The wellbeing of the franchisees is always uppermost in David's mind and he has always displayed a strong passion for the protection and promotion of the network," Gurney added.

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Monday 10th March 2014

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Expedia incentive

EXPEDIA Travel Agents Affiliate Program is celebrating its fourth birthday this month with an incentive for bookings to the US.

Every \$4,000 worth of US bookings during Mar will be awarded a \$50 travel voucher, with no limit to the number of bonus vouchers available.

The Expedia TAAP launched in Mar 2010 and is still showing "tremendous growth," according to spokesman Stuart Udy.

"This four-year-old has attitude," he quipped, with the program sharing commission with travel agents for bookings made via the Expedia TAAP portal.

Udy said that last month TAAP confirmed bookings to 591 different destinations, with the program's massive breadth and scale not available anywhere else in the market.

DTW Extended Stay

EXTENDED Stay America, with almost 700 self-catering locations across the US and Canada, has announced a sales and marketing partnership with Discover the World targeting Brazil, Germany, India, Mexico and the UK.

Cover-More IPO strength

TRAVEL insurance firm Cover-More has reported strong year-on-year growth of 24% in gross written premiums in its results for the half-year ending 31 Dec.

The insurer, which officially launched on the Australian Stock Exchange late last year (TD 02 Dec), also reported a 19% climb in pro-forma nett travel insurance sales to \$70.2 million on total net revenues of \$101.8 million.

Cover-More said the underlying demand for travel in core markets including Australia was boosted by strong growth from agency partners such as Flight Centre.

The group cited highlights for the half-year including linking its Impulse optimisation system into the Air New Zealand booking platform, which went live in Dec.

Net Medical Assistance Sales also jumped, up 6.3% to \$31.6m.

A number of initiatives designed to improve labour productivity of the Medical Assistance side of the business contributed to the result.

These included improvements in cost containment of foreign medical expenses which led to "an associated favourable impact

on travel insurance claims costs".

Moving forward, new areas of focus cited by the group include development of its web and mobile platforms and continued expansion in Asia and the UK.

Group ceo Peter Edwards said the firm was on track to deliver on full-year prospectus forecasts.

Asia was a particularly lucrative market for the group, with net revenues increasing 43.9% for the half-year to \$7.1 million.

Velocity change fees

VIRGIN Australia's Velocity frequent flyer scheme is clamping down on changes to upgraded flights, with the introduction of new penalties.

From 08 Apr, cancellation and amendments to VA flights which have been upgraded to a higher cabin using UpgradeMe Points will have a levy of 3,500 points or \$35 fee applied outside 24hrs from flight departure.

Cancellation or amendments made within 24hrs of departure, incl no-shows, will have points forfeited and are non-refundable.

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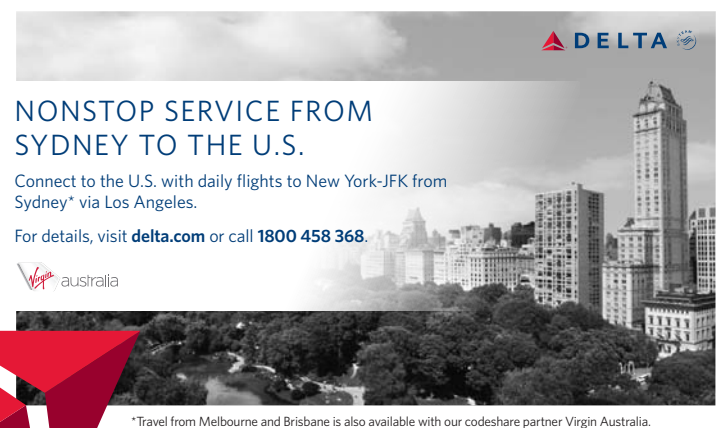
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Monday 10th March 2014

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New TNZ website live

A NEW Tourism New Zealand trade website has today gone live, designed to help agents promote and sell travel to the country.

The redeveloped site features the latest training modules in the Tourism New Zealand 100% Pure New Zealand Specialist program.

Market research to help shape the new website was carried out by agents and product managers in three markets including Australia, who tested prototypes and the new features in advance.

TNZ gm Australia Tony Saunders said modules on selling regional points had been developed - see www.traveltrade.newzealand.com.

MH370 still missing

THE search for Malaysia Airlines' missing Boeing 777 flight between Kuala Lumpur and Beijing has resumed today, with no confirmed wreckage found at this stage.

The most recent update from MH outlines a range of measures to assist affected families, who are being flown to Kuala Lumpur and provided with support.

Flight MH370, carrying 239 passengers and crew disappeared from radar screens about two hours after take-off on Fri night.

The oneworld alliance and its member carriers have pledged to offer every assistance, with emergency procedures activated.

Branson plots 2 ships

SIR Richard Branson has confirmed plans to launch a new cruise line from the ground up (TD Tue), with the Virgin empire boss seeking investment partners to fund the US\$1.7b project.

"We are looking at a very different kind of cruise company.

"We're trying to create the kind of cruise ship that would be attractive to the kind of people who would never consider a cruise at the moment," Sir Richard told the UAE's *National*.

The Miami-based Virgin Cruises will operate in the Caribbean & Mediterranean, initially with a fleet of two ships and targeting the younger cruise market, a Virgin spokesperson added.

New 787 wing cracks

BOEING has insisted that cracks found in the wings of new 787 Dreamliners are limited to jets currently not in-service.

According to AFP, hairline cracks were found in the wings made by Mitsubishi Heavy Industries of Japan after a change to the manufacturing process.

Boeing is inspecting the 40-odd 787s potentially affected, which may lead to delivery delays due to inspection and repair work.

UL oneworld addition

ONEWORLD has confirmed SriLankan Airlines (UL) will be inducted into its global airline alliance on 01 May 2014.

UL's addition will add two new destinations to the oneworld network - Hambantota Int'l in Sri Lanka and Tiruchirapalli in India.

SriLankan will be oneworld's first Indian subcontinent carrier.

Window Seat

FLAVOURS including maple syrup-coated fried chicken and bacon chunks, spicy jalapenos and absinthe-flavoured icing are among some of the Geckos staff suggested doughnut toppings in a tasty new incentive launched by the tour operator last week.

The Geckos Global Doughnut Hunt is calling on Aussie travel agents to devise their own unique doughnut topping, with the winner to then be flown to Melbourne to try their creation.

Entries will be judged based on their delicious factor, flair and creativity by local doughnut bakery & distributor Doughboys.

Local Melbourne travel agents will also be able to sample the creation from 5pm on 09 Apr at The Mercat, 456 Queen Street, Melbourne on a first-come first-served basis, so get down quick.

The winner will also receive a Geckos trip of their choice, with the grand announcement to be made early next month.

CLICK HERE to participate.

Executive Bedrooms

NOVOTEL Sydney Central has introduced a new room category to meet "modern travellers."

The 'Executive Bedrooms' are located on the property's top floors and include free internet access and Nespresso machines.

Rooms are available for an extra \$40 per night on standard online room rates excluding breakfast.

Guests can also upgrade on check-in for an additional \$50 per night for one or \$70 for two.

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Monday 10th March 2014

Cable Beach incentive

AGENTS booking any studio room at Cable Beach Club Resort & Spa in Broome between 01 Apr & 04 May for three or more consecutive nights are being rewarded with Visa Cash Cards.

Available for bookings made directly with the hotel or through wholesalers, a three-night stay rewards agents with a \$20 cash card or a \$50 cash card for bookings of seven-nights.

The trade offer is valid for bookings made for travel until 15 Mar - to avail the incentive, email sales@cablebeachclub.com.

New East Europe trip

EASTERN Europe Travel has introduced a new 10-day tour for 2014 from Budapest which features three nights on deluxe trains between Hungary, Romania & Bulgaria to Istanbul.

Operating eastbound (priced from \$6,734pts) or westbound, highlights of the itinerary include the medieval citadel of Sighisoara in Transylvania, Bran Castle & the Valley of the Roses in Bulgaria.

Participant numbers for the tailor-made hotel/rail tour are capped at 50 passengers per departure - call 1300 668 844.



Back-Roads off-road going off

NEW tours, destinations and sailing options are on the drawing board in 2015 for Back-Roads Touring as the company evaluates growth opportunities.

In the wake of a stellar summer sales season, the UK & Europe specialists revealed to **Travel Daily** new products have been flagged for next year.

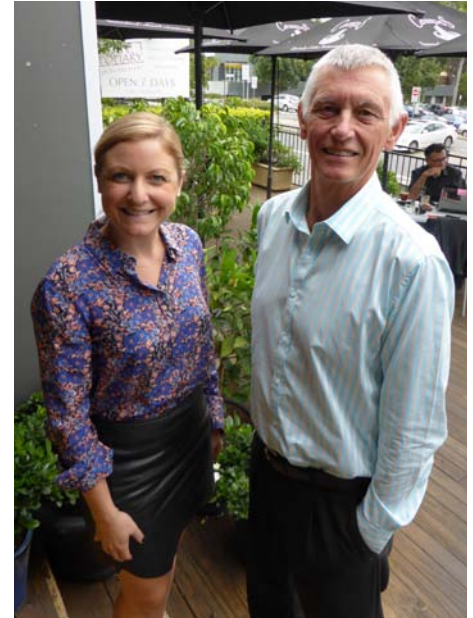
Unable to disclose exact specifics, Back-Roads Tourings' local head Sarah Clark and brand manager Hugh Houston (**pictured**) hinted at further cruise options and products, and maybe expansion outside its core destination.

"We would never say never to expansion beyond the UK & Europe," Clark told **TD**.

In 2014, Back-Roads introduced 10 new itineraries to Scandinavia and multiple extra departures in Spain, Turkey and Greece.

Croatian Wilderness Sailings and a new London to Paris via the Channel Islands tour have been selling better than expected.

"We're definitely looking at



further cruise options," she said.

But the "on-road" small groups touring specialist indicated it had no plans to offer European river cruise product to its range, instead preferring to provide in-depth regional touring to cruisers pre and post sailing.

"There's a good opportunity to piggyback off river cruising and large ships without selling cruising ourselves," Houston said.

Clark confirmed pricing for 2014 had been guaranteed for the rest of the selling season, despite currency fluctuations & repricing by other tour companies.

Further trade incentives are also planned including agent famils.

Back-Roads Touring prefers to have agents join scheduled trips so "agents know exactly what clients are getting," Clark said.

"We'll continue to look at incentives as it is really critical to get agents to experience the product," Houston added.

SINGAPORE AIRLINES



Passenger Sales Executive (Temporary) Singapore Airlines, Sydney

SIA Sydney seeks to appoint a highly motivated and skilled Passenger Sales Executive to join the Sydney Sales team on a 12 month temporary basis. The position is responsible for managing relationships with agency accounts and achieving revenue targets.

The successful candidate will possess:

- Sound commercial acumen with a clear focus on business development
- A proven track record in achieving sales targets
- Strong analytical and problem solving skills
- Experience in developing and successfully implementing sales and marketing strategies
- High level of written and verbal communication skills
- The ability to organize, prepare and deliver sales presentations with confidence
- Sound proficiency in all Office PC applications
- The ability to work with minimal supervision
- High standards of professional deportment and personal presentation
- A current drivers license with access to their own vehicle, safe driving record and the ability to obtain security clearance for an ASIC

This is a temporary full-time position with a starting salary from AUD\$54,552 per annum.

Written applications with CV should be forwarded to Scott Darlow, Sales Development Manager via email to Cecily_Woo@singaporeair.com.sg

Applications close Monday, 17 March 2014. Only shortlisted candidates will be contacted for interview.

Theme park bonus

VILLAGE Roadshow Theme Parks are offering a free VIP Pass for one child when purchasing one full-priced VIP Pass (\$99.99), valid for entry to Warner Bros Movie World, Wet'n'Wild Gold Coast and Sea World until 30 Jun, for sale until 30 Mar.

MEANWHILE, a new 'Twilight' pass for entry after 3pm has been introduced at Wet'n'Wild Sydney, priced at \$49.99.

VOYAGES TO THE HEARTLAND OF AMERICA

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Tête-à-tête with top TMCs



JOHN Simeone - recently appointed as Qantas Head of Industry & Corporate Sales - was a special guest at the regular monthly meeting hosted by the Association of Travel Management Companies (ATMC) in Sydney last Fri.

The intimate gathering provided a forum for Simeone to update the key industry partners on the Qantas group strategy, while the TMCs present also had the opportunity to provide feedback and ask questions about issues affecting their customers.

ATMC members represent a significant proportion of the total travel expenditure through corporate travel agencies in

Australia, while attendees also included AFTA's general manager Accreditation Gary O'Riordan and compliance manager David Tooze (TD 28 Feb).

Pictured above at the event are, from left, Vanessa Moore, Carlson Wagonlit Travel; David Greenland, QBT; Craig Smith, Corporate Travel Management; John Simeone, Qantas; Alan Wolf, Bay Travel; and Sue Graham from CT Partners.

DoubleTree SFO open

HILTON Worldwide has opened the 210-room DoubleTree by Hilton San Francisco Airport hotel located 4kms from SFO airport.

Client Relationship Manager/ Team Leader

Travel Daily is Australia's leading travel trade publisher, with a portfolio of publications also including **Business Events News**, **Cruise Weekly**, **TD Cruise Update** and **Pharmacy Daily**.

A unique opportunity has arisen for a Client Relationship Manager/ Team Leader to join our fun friendly team based in Epping, NSW. This is a diverse role with hands-on responsibilities as well as client interaction and staff management .

Responsibilities:

- Lead our advertising team
- Maintain and develop relationships with our loyal clients
- Oversee promotional activity and trade show participation
- Help prepare client proposals for advertising and other activity
- Grow business for our portfolio of publications

Requirements:

- At least five years experience across sales and management
- The ability to multitask across different publications
- Excellent relationship management skills
- Strong written and verbal communication ability
- A passion for excellence and an eye for detail
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A generous salary package will be provided, commensurate with experience. If you would like to join the leading industry publications please send a covering letter and your current resume to jobs@traveldaily.com.au by Wednesday 12th March 2014.



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Monday 10th Mar 2014

OzFocus networking

SPACES are still available for the inaugural retail travel agent event to be held by the Sydney arm of domestic travel advocacy group OzFocus, formerly known as the Australian Domestic Symposium.

The event is taking place on 18 Mar from 5:45pm aboard Captain Cook Cruises' vessel *John Cadman II*, which will be moored at King St Wharf's Jetty 1 on 18 Mar.

Numerous domestic suppliers will be in attendance, with a speed-dating session style set to be the format for the evening and a swag of prizes up for grabs.

Details on the event can be found at www.ozfocus.org/events and **CLICK HERE** to register.

See NSW via camper

MOTORHOME operator Maui has teamed up with Destination NSW and the Camping & Caravan Association of NSW to launch a new domestic travel campaign encouraging Australians to see the regional parts of their state.

Hosted by www.visitnsw.com, the pitch will promote suggested driving routes, special offers on Maui motorhome rental as well as other accom deals and tips on a NSW domestic driving holiday.

The campaign will run until the middle of the year.

Aus beach party in US

QUEENSLAND Premier Campbell Newman has joined 20 tourism operators in the state at the first Australian Marketplace roadshow in the US, showcasing the state to over 100 US reps.

The state's participation in the show comes as part of the recent Destination Success forum (TD 20 Feb), which featured an "Operators on Tour" program to involve them in state promotions.

Le Meridien openings

STARWOOD Hotels & Resorts lifestyle brand Le Meridien has announced it is planning to open 11 new hotels in the year ahead.

Cities set to see the opening of a Le Meridien include Chicago, Dhaka, Bangkok and Qingdao.

WIN A \$75 GIFT VOUCHER

This week **Travel Daily** and **French Travel Connection** is giving five lucky readers the chance to win \$75 gifts.com.au vouchers.



Discover France on an all inclusive Crewed Canal Barge! Talk to the team at French Travel Connection.

Every day is a different experience - explore local villages, discover vineyards, play petanque, enjoy regional food and wine, bicycle the tow paths, relax in the Jacuzzi or enjoy the scenery from a deck chair. Amazing Special Offers are available on both Cabins and Charter bookings for 2014.

To win, be first to send through the correct answer to the question below to:

gifts@traveldaily.com.au.

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French tour + cruise

INSIGHT Vacations and fellow The Travel Corporation company Uniworld Boutique River Cruise Collection have partnered to offer a 16-day itinerary through France.

The journey combines Insight's Country Roads of Champagne, Alsace & Burgundy & Uniworld's Paris and Normandy cruise aboard *River Baroness* from Paris, departing on 18 Oct 2014.

It is priced at \$7,408ppts & can be booked through either firm.

QR eye more A380s

QATAR Airways ceo Akbar Al Baker says the carrier has not ruled out buying more Airbus A380 superjumbo aircraft to add to its existing order of 10.

The carrier's original A380 order, signed more than two years ago (TD 16 Nov 2011), included an option for a further three.

Speaking at the ITB Berlin tourism show last week, Al Baker said more could be ordered if the jet proves a "good performer".

The carrier will take delivery of its first three A380s in Jun.



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.



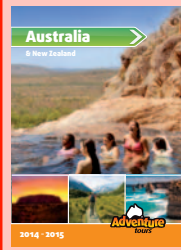
Trafalgar - Family Experiences 2014

A specially designed brochure featuring a selection of guided holidays specifically aimed at families. Trips feature a multitude of family-friendly activities suited to all ages. For this year, the range comprises six holidays in Europe and Britain, 10 in North America and Canada, two in Latin America which also offer a cruise extension, and more. New holidays include the 10-day Florida Fun 'n' Sun Family Experience and the 10-day African Adventure, both with Be My Guest Trafalgar exclusives.



Creative Holidays - Bali 2014

Redesigned for 2014, the new guide to Bali features a myriad of glossy images and exclusive Creative Club offers. New properties have been added to the range for 2014, including the boutique L Seminyak, which boasts 30 rooms and a rooftop bar close to the local nightlife. The newly opened RIMBA property is also now in the range and the Amadea Hotel. Luxury villas remain popular, with a variety still available, while the Lombok range has also been boosted.



Adventure Tours Australia - Australia 2014/15

Now reduced in price, Northern Territory tours remain popular, with many more now guaranteed to depart even with only one passenger. Accom upgrades and added inclusions have been rolled out to increase trip value for the same or a lower price than previously. The small group operator aims to take passengers deep into the regions being explored to offer a cultural holiday, with many authentic Indigenous experiences.

Guests can also explore places only accessible with a 4WD heavy vehicle.



APT - New Zealand 2014/15

Companion Fly Free and Earlybird Discounts are both on offer in the latest APT New Zealand Luxury Escorted Journeys guide, which features a broad range of ways to see the country in style. A highlighted tour is the 23-day New Zealand Splendour, which takes pax from Christchurch to Auckland via Mount Cook, Milford Sound, Queenstown, Nelson, Napier, Rotorua and the Bay of Islands. The trip includes eight APT Signature Experiences including dolphin watching, sightseeing cruising and more.



Russian Travel Centre - Russia 2014

The newest guide from Russia Travel Centre offers a wide variety of escorted and independent touring to cities such as Moscow, St Petersburg and more. New for 2014 is a nine-day escorted journey through nearby Georgia, a 19-day tour of Scandinavia and a host of new stopovers in Scandinavia itself. Further, new "Great Value" deals are offered for "bucket-list" trips including the Trans-Siberian & Trans-Mongolian rail itineraries.



Infinity Holidays - African Adventure Tours 2014

Through a partnership with Nomad, the Flight Centre wholesaler has released a new 28-page guide to Africa full of escorted journeys around the south and east of the exciting continent. Tours range from a four-day camping experience to a massive 42-day expedition travelling from Cape Town to Nairobi and taking in everything in between. Tours include a variety of game drives to showcase the Big 5 and many other natural habitats frequented by popular wildlife, topped off with luxury lodging.

Hong Kong incentives

ROOM upgrades & bonus nights are on offer to Aussie visitors who stay three nights or more at the Harbour Grand Kowloon in Hong Kong this winter, the hotel said.

DNSW shifts up into Top Gear



REV-HEADS from across Sydney and Australia are cooling off after a huge weekend at the *Top Gear* Festival at the Sydney Motorsport Park at Eastern Creek.

Preceding the event, Destination NSW welcomed on Fri the stars of both the Australian & UK versions of popular motoring program *Top Gear* along with a special guest in former F1 driver Bruno Senna.

Albatross guarantees

EVERY available European tour scheduled to operate by Albatross Tours during the 2014 northern summer is now guaranteed to depart, the firm has announced.

The guarantee applies to all tours exploring Britain, France, Italy, Sicily, Germany, Austria, Spain, Portugal, Turkey & Croatia.

In addition, no surcharges will be added to quoted prices based on any possible short-term fall in the AUD due to the company's currency guarantee, managing director Euan Landsborough said.

The festival saw a number of demonstrations and displays of modern and historic racing cars as well as driver meet-and-greet sessions ahead of this weekend's Australian Formula 1 Grand Prix.

Destination NSW chief executive officer Sandra Chipchase is **pictured** above right with Bruno Senna and *Top Gear* presenters in the UK and Australia Jeremy Clarkson, Shane Jacobson, Steve Pizzati and James May.

Cardrona snow park

NEW Zealand skiing resort Cardrona Alpine Resort has begun construction on an intermediate ski and snowboard terrain course to be open for the coming season.

Already offering first-timer and expert facilities, the new course - opening in Jun - is the resort's fourth and is aimed at mid-level skiers looking to improve further.

Sleep in at The Palms

LAS Vegas' The Palms Casino Resort has introduced a 24-hour check-out system for bookings made directly on its website, allowing guests to choose their desired arrival & departure time.

The new system is available at no extra cost on normal rates.

NZ 747 to Cook Is

AIR New Zealand is planning a one-off 747-400 flight from Auckland to Rarotonga on 02 Jun.

It will be the final Air NZ 747 flight to the Cook Islands before the aircraft is retired in Sep.

Moana Sands Aus rep

TRAVEL Representation Services has been appointed to handle the Australian sales and marketing duties for the Cook Islands' Moana Sands Beachfront Hotel.

The resort offers 17 beachfront hotel rooms and six 2-bedroom self-contained villas nearby.

Julie Ingles and Chris Martin will manage the account in Sydney and Brisbane respectively.



Rd 4 Winner

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CONGRATULATIONS

Louise McAlpine
from *The Travel Corporation*

Louise is the top point scorer for Round 4 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a travel adapter, courtesy of **Emirates**.

Major Prize:

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

Dubbo rugby rail deal

GILPIN Travel Beyond Group has released a special rail travel package from Sydney to Dubbo in line with the 2014 City Vs Country NSW rep rugby league match.

Priced from \$214pp, the deal includes return rail travel to Dubbo, a match ticket, two-nights accom and breakfast, admission to Western Plains Zoo and more - phone (02) 6882 6505 for details.

Secretary resignation

HELLOWORLD has announced the retrospective resignation of company secretary Alex Carrodus.

Group company secretary Stephanie Belton will henceforth issue ASX communications in relation to listing rule matters.

NSW/ACT going green

TOURISM Ireland is set to turn a number of Sydney and Canberra buildings and landmarks a bright shade of green as part of annual St Patrick's Day celebrations.

The Sydney Opera House sails, Hyde Park Barracks, Pitt St Mall and Old Parliament House in Canberra will be among those to participate in honour of the famous Irish national holiday.

A multitude of int'l landmarks will also go green, including the Giza Pyramids and London Eye.

MSC agent webinars

REGISTRATIONS close at 3pm today for a 20-minute webinar to be hosted by MSC Cruises, with topics including earlybird savings, online bookings and more.

Sessions will run at different times depending on your state, with most at 8:30am tomorrow morning - **CLICK HERE** to register.

Brazil travel bulletin

AUSTRALIAN travellers heading to Brazil for the FIFA World Cup in Jun are being advised to read a special bulletin on the country issued by DFAT's Smartraveller.

The bulletin covers safety and security in the country, purchase of match tickets, visas, transport, accom, banking and much more, along with a number of useful links to register travel plans and access recommended services.

Plonk going places

ONLINE wine-themed comedy series *Plonk*, production of which was supported by Destination NSW, will this month be screened more widely after being picked up by Qantas and Channel 10.

The five-part series, which has been viewed over 170,000 times online, will debut tomorrow night at 10pm on Digital Free-To-Air channel ELEVEN.

Qantas has also announced it will screen one episode of the show on its domestic inflight entertainment from Mar to Jul.

Consumers driven by travel

TRAVEL aspirations play a strong mental balancing role in today's hectic, technology-heavy lifestyle, with domestic destinations higher on short-term agendas, according to new TNS Australia research.

A desire to disconnect from technology and seek out quality food, wine, relaxation, festivals and experiential activities drives

Australians and was a powerful travel motivator, the study found.

"With international travel so accessible, domestic travel has been sluggish for years, and we are finally seeing the changing of the tide," TNS head of travel and leisure Ed Steiner commented.

The annual study, now in its 7th year, found one-third surveyed were motivated to travel within Australia based on the staging of an event, production or festival.

Reconnecting with family and friends while disconnecting from technology and 'getting back to basics' was also a powerful driver to travel locally, the poll noted.

OZO debuts on Koh

THE Onyx Hospitality Group has opened its first OZO brand resort in Thailand in the form of the 208-room OZO Chaweng Samui, located right on Chaweng Beach.

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 capital cities in Australia to Queenstown with Air New Zealand, five nights accommodation at Millennium Queenstown, a 3-day ski pass and rental from NZ SKI and Kawarau Bridge Tandem bungy 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.6: Tourism New Zealand is excited to launch its brand new travel trade website today - What is the website address?

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

Click here for terms & conditions



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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

***JOB OF THE WEEK* NEW ROLE
NATIONAL BDM**

SYDNEY - SALARY PACKAGE \$90K PACKAGE

Looking for a premium brand to add to your CV? This unique company is searching for an experienced BDM to increase sales and brand awareness on a national basis. You'll create new opportunities across the country, build new alliances and grow sales, whilst maintaining the already strong client base. You will participate in trade fairs nationally and consumer/trade functions. Great package and international travel on offer.

**RARE LEADERSHIP ROLE IN THE WEST
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.

**UNIQUE SALES ROLE IN VICTORIA
SALES MANAGER
MEL EXCELLENT SALARY PACKAGE**

Get the equation that's right for you! These superb products and well known brand name are looking for a Sales manager 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 this company while managing your time effectively in this sensational role.

**STEP UP FOR THIS AWARD WINNING COMPANY
WHOLESALE 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 support team. Strong air experience is essential for this role along with previous supervisory knowledge.

**WORK FOR THE CLIENT!
CORPORATE TRAVEL – OPERATIONS MANAGER
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.

**STEP UP TO A GLOBAL BRAND
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.

**AIRFARE GENIUS
FIRST SENIOR FARES SPECIALIST
SYDNEY – SALARY PACKAGE \$85K+**

Are you a Senior Fares Specialist striving to work for one of the biggest names in the business? This global travel organisation is now one of the most successful companies within the Australian market and has a unique opportunity within fares and consolidation
You will be resolving escalated fares issues, liaising with suppliers, implementing fare systems along with identifying areas for enhancements.

**UNDERSTAND YOUR CLIENTS NEEDS
ONLINE IMPLEMENTATION SPECIALIST
SYD – SALARY PACKAGE \$80**

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.

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CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825
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www.aaappointments.com



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.

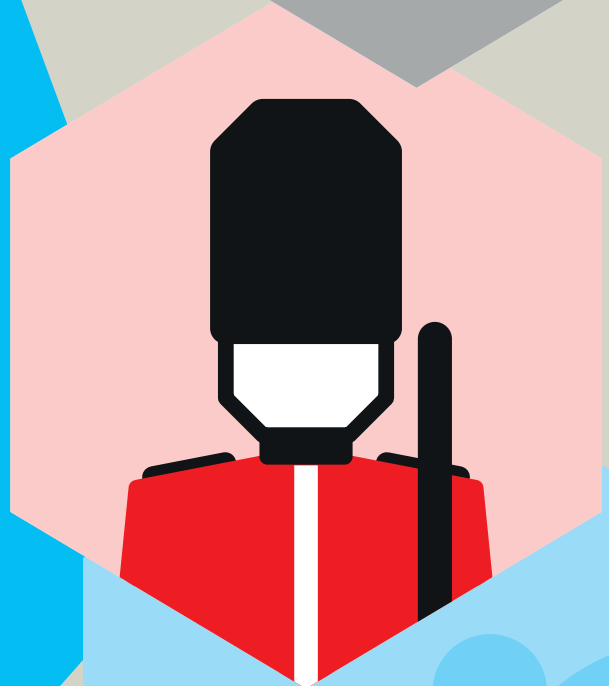
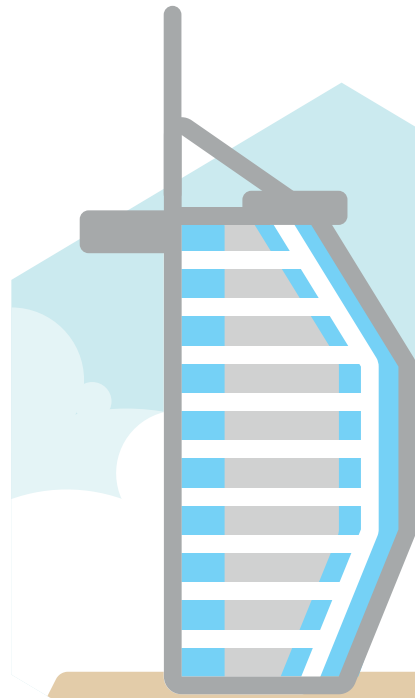
How do I build my Travel Fund? Issue any ticket on the QF network and receive....

\$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



HOLLYWOOD



Quikfares

Quickticket

Consolidated Travel & Qantas Terms & Conditions: Valid for tickets issued by Consolidated Travel or via Quickticket between 01-31 March 2014 on QF itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The Top agent Nationally with the highest sales will win the Major prize, a minimum of \$40,000.00 in ticketed sales during the promotion plus 20% growth from the previous year is required to qualify. This offer is open to all full time international selling agents only. Travel funds are capped, please email your local CTG state sales representative to claim your travel fund, claims will only be accepted by COB 07 April 2014. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. Redemption of the Airline Ticket fund to be made through Consolidated Travel and is subject to seat availability and subject to the terms and conditions stated on the suppliers' certificate. Airline tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Long Haul flights will be deemed ex Australia to Europe/USA/Africa/Sth America, all other flight will fall under short haul. Consolidated Travel Group ABN 60 004 692 791. Date of issue 28 February 2014.