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## Tipping goes off

**MORE** than 1400 people from across the Australian travel industry have already signed up for **Travel Daily's** free footy tipping competitions.

Three comps are running, one for each of Super 15, AFL and NRL, with great prizes on offer including Emirates flights to Dubai as well as trips to Vanuatu - not to mention great weekly prizes.

The AFL season kicks off tonight so to participate in the full competition, sign up today at [afl.traveldaily.com.au](http://afl.traveldaily.com.au), while it's also not too late to join in with the NRL and Super 15 comps - see the **last page** of **TD** for details.

## Nine pages of news

**Travel Daily** today has nine pages of news & photos, including a photo page for **Rail Plus**, plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment
- **TD** Footy Tipping

## EK code on Jetstar OK'd

**QANTAS** Airways has received approval from the International Air Services Commission to place the code of Emirates on flights operated by Jetstar Airways.

Effective 06 Apr, the move enables Emirates to place its designator code - EK - on unlimited capacity operated by Jetstar from Australia to New Zealand, Singapore and Indonesia, as sought last month by Qantas (**TD** 14 Feb).

Qantas is already authorised to codeshare on the Singapore route with British Airways, Air France, Air Malta, Jet Airways, Iberia, Japan Airlines, China Eastern Airlines, Finnair and Emirates.

The Commission yesterday ruled it had not identified "serious concerns" that the proposed EK/JQ codeshare would place on public benefits on the Singapore and Indonesian routes.

The IASC noted on the Singapore route - where JQ & EK have little more than 10% of market share -

there is already "other significant airlines" offering alternatives, such as Singapore Airlines.

But the organisation flagged its decision could be overruled by the Australian Competition and Consumer Commission.

"Nothing in this decision, however, should be taken as indicating either approval or disapproval by the ACCC.

"This decision is made without prejudicing, in any way, possible future consideration of codeshare operations by the ACCC," the IASC said in each of the three determinations.

The IASC also confirmed that no submissions had been received in relation to the EK/JQ codeshare.

Three weeks ago, Emirates vice president Australasia Bryan Banston revealed to **Travel Daily** there was no immediate plan to enable Jetstar Airways to codeshare on EK metal in the future (**TD** 20 Feb).

## Agent is more advisor

**TRAVEL** Counsellors chairman David Speakman has reaffirmed the role of a travel consultant as more of an advisor rather than simply as a booking service.

His comments come in the wake of recent "haggling" money saving tips from Martin Lewis from MoneySavingExpert.com, who said customers should haggle to reduce the amount of commission earned by a travel agent.

Speakman referred to tweeted holiday offers & cut-throat tactics employed in the UK, and the new "controversial" Helloworld multi-channel method of getting the cheapest rate for any product by competing with its own agents.

"The age of the caring, trusted travel agent and adviser is more relevant now than ever, be they at home, bricks and mortar or high street".

He added an agent should be considered as a trusted advisor and somebody a customer can call on in the event of a problem.

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# Travel Daily

First with the news

Friday 14th March 2014

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## DFAT revises Middle East

THE Department of Foreign Affairs and Trade has reissued its Smartraveller advices for the United Arab Emirates and Qatar, with the advisory level for both countries reduced to the lowest "Exercise Normal Safety Precautions" category.

The level for both the UAE and

Qatar has been at the "High degree of caution" level for many years, with the downgrading in caution seen as positive for the destinations.

In the previous Smartraveller advices, issued in Aug last year, DFAT highlighted possible threats in the UAE and Qatar, but the latest update has modified this to advise that "terrorists are planning attacks against Western interests elsewhere in the Arabian Peninsula".

The former higher level of advice doesn't appear to have deterred Australian travellers, with Dubai reporting record growth in visitation over the last year (TD 05 Mar) since the launch of the Qantas partnership with Emirates.

## NCL Escape for Miami

NORWEGIAN Cruise Line ceo and president Kevin Sheehan has confirmed plans to base the 4,200-pax *Norwegian Escape* in Miami from Nov next year.

*Escape* will operate seven-day sailings to the Eastern Caribbean.

## QF ancillary on Sabre

SABRE-CONNECTED agents around the world now have the ability to sell Qantas' Advance Seat Selection via the Sabre Red Workspace platform.

The move (TD yest) enables consultants to sell QF ancillaries such as pre-reserved seats on the one platform using industry technology standards developed by ATPco and IATA, according to Sabre vp APAC, Hans Belle.

A number of other carriers are already offering the service, including Air New Zealand and Lufthansa.

## Joyce defends Qantas

QANTAS ceo Alan Joyce today appeared before a Senate committee to once again reiterate the threat to the carrier due to the "manifestly un-level playing field" in Australian aviation.

In his opening remarks, he said the loss of QF's investment grade credit rating has been a "significant blow," with the carbon tax also costing the carrier \$106 million last year.

Joyce faces further questions from Senators this afternoon.

## World Expeditions rebrands

ADVENTURE travel specialist World Expeditions has announced it will henceforth be known as The World Expeditions Travel Group, with the new name said to better reflect the diverse offerings across its nine brands.

The company operates as World Expeditions, Tasmanian Expeditions, UTracks, World Youth Adventures, Huma Charity Challenge, Sherpa Expeditions, Adventure South, Australian Walking Holidays and Yomads, with each brand offering "different styles of adventures in different markets" yet still being strongly aligned to responsible tourism practices.

Royal Caribbean's

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Friday 14th March 2014

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## Emirates adds Oslo

**EMIRATES** has announced it will introduce new daily flights to Oslo, Norway effective 02 Sep.

Oslo will become the Dubai-based carrier's third gateway into Scandinavia and will be serviced by three-class Boeing 777-300ERs.

President Tim Clark said EK's new route would stimulate trade, tourism and investment flows.

This year EK will also add Kano, Abuja & Chicago to its network.

## Globus Supertour

**GLOBUS** will reward top selling Australasian travel agents with a trip to Japan in Aug this year, with highlights of the annual Supertour including karaoke, sake tasting, a Japanese cooking class and even a sumo wrestling training session.

More than 200 consultants from Australia and NZ have been told they're in the running for a spot on the Supertour with the final announcement made in Jun.

## Lufthansa Group levy

**THE** Lufthansa Group will next month introduce a new sliding scale system used to calculate ticket surcharges on Lufthansa, SWISS, Austrian Airlines and Brussels Airlines services.

The standardised international/domestic surcharge levy on intercontinental connections will be based on an entire flight route, replacing the current system based on individual flight segments.

## FCC grants more time

**THE** Federal Communications Commission in the US has pushed back the deadline for filing comments on the controversial planned expansion of access to mobile wireless services on aircraft from 17 Mar to 16 May.

The extension has been allowed to give parties time to "properly address the complicated technological, legal and policy issues raised in the Commission's Notice of Proposed Rulemaking.

## QF16 moves to TBIT

**QANTAS** will consolidate all of its Los Angeles arrivals and departures at the new Tom Bradley International Terminal (TBIT), with QF16 moving to the terminal effective 01 May.

QF16 operates LAX-BNE, with the final departure from T4 being on 30 Apr 2014.

TBIT arrivals and departures include QF11/12, QF107/108, QF93/94 and soon QF15/16.

## Cheval Three Quays

**CHEVAL** has announced the opening of its newest property in London, overlooking the Thames and the Tower of London.

The 159 serviced and residential apartments Cheval Three Quays offers a selection of studio, one-, two- and three-bedroom units.

Introductory prices start at £150 (AU\$276) per night including VAT for a one-bedroom apartment.

For enquiries, phone The Hotel Connection on (03) 9520 2353.



## Window Seat

**THE** Travel Corporation's sustainability partner, The Treadright Foundation received over 300 submissions in a cute AAT Kings competition held last year (**TD** 09 Dec) to design knitted jumpers for rehabilitating penguins.

Entries included designs themed on Batman, the Pope & even some budge smugglers, with the five winning designs and one runner-up modelled by some toy penguins (**below**).

The designs will be used to keep penguins warm and stop them from picking at bandages while they are recovering.



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## Hats off QR team for Edinburgh



A **SCOTTISH** Breakfast themed event hosted by Qatar Airways in Melbourne yesterday resulted in a 100% turn out from agents hungry to learn more about the Doha-based carrier's upcoming launch of flights to Edinburgh.

Held at the Windsor Hotel, around 130 agents attended the brekkie which included the entertainment from bagpipers

and Scottish dancers.

Qatar Airways' Melbourne team (pictured) were in attendance and included, from left Pamela Pavitt, sales mgr; Matthew Sammut, sales support; Jennifer Julio, sales executive; Adam Radwanski, country manager Australasia; Sue Lim, sales exec; Marlena Attard, sales exec and Danielle Moubarak, corporate sales exec.



## Horizons incentive

**NEW** Horizons Holidays is giving agents a \$25 Coles Myer gift voucher for every booking deposited before 04 Apr valued at \$2,500 or more.

As an added bonus, agents who earn a gift card will also go into the draw to win an iPad Mini, awarded each week during the incentive period.

## Adventure tour study

**THE** World Tourism Organisation and the Adventure Travel Trade Association are collaborating to assess the economic impact of adventure travel on regional communities.

Over the next two years the groups say they plan to analyse the rapidly growing adventure tourism sector, and study trends, market size, standards and more.

A Memorandum of Understanding between UNWTO and ATTA was signed last week at the ITB Berlin trade show.

## HTI psyched for QF

**HAMILTON** Island gm of sales Phillipa Harrison has welcomed the return of Qantas services from Sydney (**TD** 06 Mar) to the Great Barrier Reef gateway.

Harrison said the thrice weekly services (during peak season) will offer increased flight options and accessibility for Sydney guests.

Qantas' flights will mean three carriers will be flying to HTI from 02 Jul, including Virgin Australia and QF offshoot, Jetstar.

## Scenic Vietnam on TV

**TV PERSONALITY** David Whitehill will showcase the best of Scenic Tours' Vietnam touring & cruise program on Channel 9's *Mornings* program next week.

Highlights include visits to Hanoi, Hue, Hoi An, Ho Chi Minh City, a luxury voyage on Halong Bay and a tour of the Cu Chi Tunnels with a war veteran.

Coverage on *Mornings* is aired from 9-11am between 17-21 Mar.

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### Now Hiring in Melbourne!

Quest is embarking on an exciting phase of growth and now has multiple opportunities available to join our sales team at the Corporate Office on St. Kilda Road, Melbourne.

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Applications close Sunday 23rd March, 2014, so if you have the drive and passion to grow with the Quest brand, apply today.

For full job descriptions, please visit [Seek](http://Seek) or applications can be sent directly to [employment@questapartments.com.au](mailto:employment@questapartments.com.au)



[questapartments.com.au](http://questapartments.com.au)





## PQQ upgr complete

**A \$21 MILLION** upgrade of Port Macquarie Airport to support future traffic growth has been completed at the NSW facility.

The newly completed work included an extension of the existing main runway to 1.8kms, upgrades to the current taxiways and additional parking positions for larger aircraft.

The upgrade provides growth potential for the regional airport to reach 350,000 passengers annually by 2019 - up from approx 255,000 currently.

Federal Member for Lyne David Gillespie said the improvements will give Port Macquarie the capacity to handle larger jets.

"With this upgrade now complete, I have approached both Qantas and Virgin Australia about the potential for a new service direct to Melbourne and I have been particularly pleased with their initial responses," Gillespie said yesterday at the unveiling of the enhancements.

## Cook Is agent fare

**COOK** Islands Tourism in partnership with Air New Zealand is offering a special industry fare on flights to Rarotonga priced from \$326 return from Sydney.

The promo permits one companion on the same flights & is valid for travel over select dates until 19 Sep, booked by 26 Mar.

Taxes and a booking fee are additional - **CLICK HERE** for more.

## Ponant solo promo

**COMPAGNIE** du Ponant says it is now offering single supplements for solo travellers across the company's range of 2014 and 2015 voyages.

Where applicable, the single supplement is priced from an extra 15%, based on availability & the voyage, while some sailings incur no supplement charge.

Call 1300 737 178 for details.

## Marquis Tower 2 open

**JW MARRIOTT** Marquis Dubai has officially opened the hotel's second tower, adding 294 rooms to the property's inventory.

The launch takes the luxurious Business Bay based hotel's room & suite tally to 1,098, with some 500 still to be added.

## SSO entertains at InterCon Syd



**INTERCONTINENTAL** Hotel Sydney is 'music to the ears' for its guests with exclusive performances of the renowned Sydney Symphony Orchestra launched at the hotel last night.

Held monthly, the SSO brass quintet will perform 'live' in the hotel's ground floor Cortile on Thu night from next month.

The quintet will play everything from classic music to the flashy Can Can, New York's jazz era, onto the Sixties and Broadway.

A menu has also been created to match the music as well as wine & cocktails.

Cocktail only packages start at \$50 per couple or \$100 for Premium seats.

"We're excited about our 'live lounge' concept and having this renowned orchestra play for 45 minutes in our Cortile offers something extra special for our guests and the general public," said Abigail Murphy, marketing manager InterContinental Sydney.

"Our first night was booked out, so that shows we're a hit from

day one," added Murphy.

Members of the SSO are **pictured** here with Robert Miletic, director sales & marketing in the background and Abigail Murphy, Marketing Manager IHC Sydney in the foreground.



## ACCOUNTANT

MCS Cruises is seeking applications for an Accountant. The role is a 12 month maternity leave cover and is based at our Sydney office. The role reports to the Financial controller.

Accounting at management level with travel/tourism specialisation; processing & payment of agency invoices, BAS, bank account reconciliation; intercompany accounts, head office report preparation, res-system maintenance, client refunds; tracking budgets; other ad-hoc duties. Two direct reports.

You will have an Accounting qualification at degree level & at least 3 years' experience in a similar role. This is a fast paced role in a dynamic, high volume organisation that values highly motivated team players with a strong work ethic. Industry experience a must.

**Salary on application. Send resume with covering letter to [hr@msscruises.com.au](mailto:hr@msscruises.com.au) by March 19, 2014.**

## EY Regional ATRs

**ETIHAD** Regional will lease four ATR 72-500 turboprop aircraft configured with 68 seats to boost the carrier's regional fleet to 12.

CEO Maurizio Merlo said the lease through Nordic Aviation Capital signals the beginning of the airline's new fleet expansion.

The ATRs will be delivered between Apr and Jun this year.

amadeus

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# Ferrari Land revs into Barcelona



**ON THE** eve of the Australian F1 Grand Prix this weekend in Melbourne, Ferrari has announced plans to open its first theme park based in Europe.

Slated to open in 2016, the 75,000sqm Ferrari Land (**below**) - a new Prancing Horse attraction - will be located within Spain's PortAventura resort and theme park, outside Barcelona.

The project will feature Ferrari's first 5-star 250-room hotel, built

in the shape of an F1 front wing (as **pictured** above), and will be home to restaurants and a driving simulator, while Ferrari Land will feature Europe's fastest and highest vertical accelerator - all up priced at €100m (\$154m).

Ferrari opened its first theme park in Abu Dhabi in 2010.

The UK *Guardian* reports the attraction will be about one-third of the size of Abu Dhabi Ferrari World, Yas Island.



## Reservations/Ticketing Agent - Melbourne Full Time

With the expansion of our Melbourne operations and the advent of our new 787 aircraft, an exciting opportunity in Reservations & Ticketing has become available at our Melbourne Office.

Joining a hardworking but fun team, you will ensure that Royal Brunei Airlines delivers exceptional customer service to passengers and you will work towards building strategic relationships with agents.

**Successful applicants will require:** 2 years' experience in a similar role. Working knowledge of Fares & Ticketing 1&2. Demonstrated Amadeus knowledge/skills. Professional phone manner, excellent verbal and written communication skills. Healthy attitude to work and a team player.

Please submit applications including all relevant information via email to [bneelizabETH@rba.com.bn](mailto:bneelizabETH@rba.com.bn). Applications close 21 March 2014. For further details, please phone 0403-558816. Only shortlisted applicants will be contacted.

# Marvel NZ, Tas 2014/15

**TRAVELMARVEL** has rolled out its latest New Zealand program featuring a range of new accom and Insider Experiences.

General manager David Cox said the tour and cruise operator was seeing interest in New Zealand "definitely increasing," and expects a bumper period of sales over the coming months.

New hotel additions include the Waitangi Copthorne Resort in the Bay of Islands, Peppers Bluewater Resort on Lake Tekapo and the Kingsgate Hotel in Te Anau.

A traditional Maori Cultural performance & Hangi Feast at Te Puia and an exclusive buffet breakfast cruising on Lake Rotorua are new experiences.

The program features four trips ranging from eight to 15 days.

Travelmarvel has also released its 2014/15 Tasmania brochure consisting of four tours, including its popular 10-day Grand Tasman trip, priced from \$3,145ppts.

Bookings made 12 months in advance of departure from both programs will save 10% - see [www.travelmarvel.com.au](http://www.travelmarvel.com.au).

## MH kks #370 retired

**MALAYSIA** Airlines confirmed the retirement of flight number MH370 yesterday, as first flagged in *Travel Daily*.

The oneworld carrier said the move was a mark of respect for the passengers and crew of those on the still missing flight from Kuala Lumpur to Beijing.

MH371 - the return service - was also retired, effective today.

The flights are now recognised as MH318 and MH319.

## Qld Autumn push

**SOUTHERN** Queensland Country has launched its largest promo to date aimed at enticing "city-dwellers" to the area.

The \$550,000 autumn campaign is being run with Tourism & Events Queensland, spread across TV, print, online & billboard channels.

## Corporate Consultants



### Start your exciting new career with BCD Travel!

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Due to recent business growth, BCD currently has several opportunities for full time and part time consultants to come aboard our multi-national growing company.

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We need you to bring at least 2 years corporate consulting experience to the role, coupled with your love and passion of providing expert travel advice and solutions to your clients.

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We look forward to hearing from you.



<http://express.bcdtravel.com.au/>

## What makes a tour?

**AUTHENTIC** experiences were voted as a key element to making a tour truly special and unique, according to a survey conducted recently by On The Go Tours.

Over 2,000 agent respondents said learning to cook local cuisine, mixing with communities and living like a local were experiences that made a tour memorable.

Agents also said a person's age should not be a factor in deciding which country to visit, with the third place vote being high value & a broad range of accom styles.

## Skywards in stadiums

**TICKETS** to some of the world's biggest football matches can now be purchased using Emirates Skywards Miles, the carrier said.

Members can redeem their points for a full VIP experience featuring F&B facilities and premium seating inside stadiums.

Details on matches eligible for purchase are available by logging in to Skywards member accounts.

## Holiday Inn new turf

**INTERCONTINENTAL** Hotels Group has opened its first Holiday Inn branded hotel in the Japanese city of Kanazawa, located on the country's central western coast.

The 101-room ANA Holiday Inn Kanazawa Sky is close to tourist attractions & near the city centre.

## Agents heating up US ski resorts



**ONE** of the best ski seasons in years greeted this group of Aussie agents, all winners in the United Airlines National Ski Incentive which ran last year.

To win their spot, each agent visited a special United microsite and designed their ideal US skiing itinerary, with the top UA ticket sellers selected for the ski famil.

The group spent nine days powering over the best powder & resorts Colorado had to offer, visiting Aspen, Snowmass, Vail, Breckenridge and Steamboat.

Although some of the agents were beginners on skis, it didn't take long to hit their straps and even learn a trick or two.

One of the highlights of the trip for the group was Buttermilk Mountain, voted as one of the best in the world both for families and those learning to ski.

The group described their visit to Vail as "epic", and were also granted advance access to the First Tracks terrain at Steamboat ahead of other skiers.

United Airlines has said it is

## National Park reform

**INDUSTRY** lobby group Tourism & Transport Forum has praised a NSW Legislative Council report into tourism opportunities in national parks, saying suggestions will enhance the appeal to visitors.

TTF chief executive Ken Morrison said supporting tourism ventures in national parks can enhance conservation efforts, help visitors enjoy park benefits as well as encourage visitors to stay longer.

"Tourism operations and conservation are not mutually exclusive and can co-exist to meet visitor expectations through improving access and the visitor experience, while helping achieve important conservation outcomes," Morrison said.

planning to repeat the incentive this year, due to its success in 2013 and popularity among the travel agent community.

**Pictured** above from left is Nathan Singh, Snowcapped Tours; Kirill Litovchenko, United Airlines; Candace Sherman, Aspen Skiing Company; Dawn O'Rourke, Travelplan; Michelle Gray, Travelplan; Natalie Hadikin, Travel Specialists and Glenys Flegg from Travel.com.au.

## SCENIC TOURS

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### SALES DEVELOPMENT MANAGER - VICTORIA

Scenic Tours is the leading travel company in Australia with operations and offices in all States and overseas in New Zealand, USA, Canada, UK and Europe. Our products are global and vary from river cruising to coach touring with the common objective of exceeding customer expectations as "The Ultimate Luxury Experience".

We currently have a position available for Sales Development Manager to be based in Victoria responsible for sales in Eastern Victoria - Melbourne metropolitan including St Kilda, Caulfield and Chadstone; North East and South East Victoria, the Dandenong Ranges, Mornington Peninsula, Gippsland, Albury and Shepparton.

The role will suit an experienced sales professional with a minimum of 5 years sales development management experience within the travel industry, who has a passion for travel, likes to work autonomously, can manage his/her own "Territory" and enjoys working in a fluid and highly competitive industry.

#### The successful applicant will be responsible for:

- Developing sales strategies to increase our network of travel agents;
- Growing sales revenue of all the products in the portfolio;
- Representing the Company at trade and consumer events;
- Managing specific sales and marketing projects as required;
- Contributing to a close knit, supportive Sales and Marketing team;
- Creating and maintaining relationships with industry and trade partners;

#### The successful applicant will possess:

- A successful track record of achieving sales targets within previous role of SDM;
- Demonstrated experience in providing professional and credible support to customers;
- Excellent relationship management skills;
- An analytical and creative approach;
- Confidence in presenting and training customers in product features and benefits;
- A passion for pursuing excellence in results;
- A commitment to the team and a desire to help others to be successful;
- Ability to undertake interstate and intrastate travel

We offer a competitive remuneration package including laptop, phone and fully maintained vehicle; ongoing sales and marketing training programs; opportunities to access travel industry benefits; Supportive management and a positive working environment. Scenic Tours is a dynamic company with a great culture and a drive for success.

If you are interested and suitably qualified, please forward your covering letter and resume to Nicole Robertson at [employment@scenictours.com](mailto:employment@scenictours.com)

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

*Are bicycles already included on board the Crewed Canal barges?*



Congratulations to yesterday's lucky winner, Michelle Stander from Jetset Travel Rose Bay.



**BELOW:** The team from French Travel Connection in Sydney.



**ABOVE:** Kieran Healy, Ingrid Kocijan and Nadine Leveque, all from Rail Plus.

**CYCLING** and cinema - two things the French know & love! This week, Australia's leading specialist wholesaler to France, French Travel Connection and Australia's leading rail specialist Rail Plus brought the two together when they hosted more than 100 travel industry guests in Sydney and Melbourne to a screening of the comedy *Tour de Force* - now showing in 2014 Alliance Francaise French Film Festival.

The light-hearted film follows Tour de France fanatic François Nouel (Clovis Cornillac), who attempts to win back his wife and son by riding the famous race one step ahead of the professionals.

Along the way to becoming an unlikely hero, he also passes through some of France's (and Europe's) spectacular scenery.

French Travel Connection is a national sponsor of the annual film festival, which in its 25th year is now the world's largest celebration of French cinema outside of France itself.



**RIGHT:** Rail Plus Sales Manager NSW/ACT Nicki Schleibs & Alison Roberts-Brown from the Monaco Government Tourist Bureau.

**LEFT:** Roland Maertens, Camilla MacInnes & Camille Muller, French Travel Connection.



**BELOW:** Nadine Leveque, Rail Plus; Ian Jane and Holly Jane from Bentleigh Travel.



**LEFT:** Rail Plus Sales Manager Vic/Tas Kieran Healy and General Manager Sales & Marketing Greg McCallum.



**BELOW:** Greg McCallum, Rail Plus with Sian Pritchard, Joshua Darvill, Daniel Silvasich and Hugh Tilley, all from Black Rock Travel.

**BELOW:** Tomoko Manriki, Rail Europe; Camille Muller, FTC; Brad McDonnell, FTC and Nicki Schleibs, Rail Plus.





## Scandinavian portal

**NORTHERN** Europe operator 50° North has launched a brand new website, giving a fresh look at its itineraries in the region - see [www.fiftydegreesnorth.com](http://www.fiftydegreesnorth.com).

## Luxury rail incentive

**TRAVEL** agents can earn a \$100 Coles Myer gift card by booking any of Rail Plus' international great train journeys of one night or more as part of a new incentive.

The range includes the Rocky Mountaineer, Shongololo Express, Royal Scotsman, Palace on Wheels & much more - ph (03) 8779 4828.

## Bali Hilton expansion

**HILTON** Worldwide will open a second Hilton Garden Inn branded property in Bali, announcing a management deal for a 125-room property in Kuta.

The four-storey hotel is slated to open in 2016 and will follow the first Hilton Garden Inn located near Ngurah Rai Airport (DPS).

The hotel firm already operates a Hilton property at the airport and the Conrad Bali in Nusa Dua.

## FC novices NZ trip action packed



**TOURISM** New Zealand's focus on attracting niche and special interest travellers to the country was road-tested by this group of agents earlier this month, with a number of cultural and adventure activities on the table to try out.

The group comprised 13 top-selling novice agents from the Flight Centre Travel Group, who undertook an action-packed trip.

Highlights included the Waitomo Caves, a cultural experience at Te Puia and the ability to become extras at Hobbiton, still riding the crest of the wave from its starring role in a certain movie franchise.

Mountain biking through the

Whakarewarewa Forest capped off the activity-filled itinerary.

**Pictured** above at Waitomo Caves from left is David Webber, FC Learning Centre; Yulia Danilova, FC Weymouth; Joan Graham, FC Port Lincoln; Lauren Davidson, FC Semaphore; Natasha Bamford, FC Grenfell; Katherine Gryg, ET Grenfell Street; Bianca White, FC Marion Red; Alicia Robbins, FC Elizabeth; Camille Tucker, FC West Lakes; Kris Taute, Tourism New Zealand; Jade Billingsley, FC Golden Grove; Marlee Murphy, FC Modbury; Stuart Ogilvie, FC Grenfell Street & Danielle Bennett, FC Marion Red.

## Operation of Grande

**SPAIN** & Portugal Travel Connection has announced it will run nine departures of its ten-day Portuguese Grande Tour in 2014.

The immersive itinerary is priced from \$4,320ppts - 1300 858 795.

## PS flying as normal

**UKRAINE** International Airlines says its operations are not affected by ongoing tension in the country, with its full schedule departing as normal, the carrier's local GSA Discover the World confirmed.

## Syd Fest for 10-years

**NSW** Government Planning & Infrastructure has given a green light for the annual Future Music Festival at Royal Randwick Racecourse in Sydney to be extended for the next 10 years.

The Future Music Festival has been held successfully for the past eight years on the second Sat of Mar at the site.

For the past three years, the event has been followed by the Goodlife Festival on Sun which targets 'under-eighteens.'

## 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.10: Which NZSKI field is opening a new chairlift in 2014?**

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

Click here for terms & conditions



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**DOMESTIC CORPORATE TRAVEL AGENT**  
**SYDNEY**  
**SALARY PACKAGE TO \$50K + BONUSSES**

This global corporate TMC is looking for an intelligent domestic corporate consultant to join their team. You will have the opportunity to work across a number of blue chip accounts booking all their corporate needs. This company offers amazing perks including access to global travel discounts and ongoing career progression. They also offer excellent training and support. Minimum 2 years travel experience and strong time management skills required.

**WALK THE GREAT WALL!**  
**WHOLESALE CONSULTANT**  
**SYDNEY – SALARY PACKAGE UP TO \$45K PLUS BONUS**

This award winning client is looking for a bubbly and dynamic wholesale reservations consultant to join their friendly team. If you dream about the Taj Mahal in India or the Great Wall of China now you can sell it all day every day. If you enjoy an excellent salary package with no sales targets and enjoy going overseas on educational trips every year this job is for you. If you have a minimum 12 months travel industry experience and a friendly positive attitude, apply today!

**PERFECT JUNIOR ROLE LOCATED OUT EAST**  
**GROUPS CONSULTANT**  
**MELBOURNE (EAST) – SALARY PKG UP TO \$45K (DOE)**

This is a sensational role for a junior travel consultant to take the next step in their travel career. This boutique retail agency located in Melbourne's Eastern suburbs is seeking a motivated consultant to work in their groups department booking arrangements to destinations worldwide. You will be offered a fantastic salary package, Monday to Friday hours with occasional Saturdays, free onsite parking & the opportunity to escort the group bookings you work on! Contact AA today to find out more!

**ADD A BIT OF VARIETY TO YOUR DAY!**  
**LEISURE & GROUPS CONSULTANT**  
**ADELAIDE – SALARY PKG UP TO \$55K (DOE)**

Do you love consulting but are starting to feel like you are stuck in a rut? Our client, a well respected travel company who specialize in a mix of corporate, leisure and wholesale are offering you the opportunity to add lots of variety to your day! On a day to day basis, you will be responsible for assisting clientele with leisure and business travel whilst also assisting retail agents with wholesale enquiry! An ability to multi task and work in a fast paced environment a must when applying for this position! Find out more...

**SAIL INTO A NEW ROLE THIS EASTER**  
**RESERVATIONS CONSULTANT**  
**MEL (INNER) - SALARY PACKAGE UP TO \$80K (OTE)**

The world's fastest growing tourism sector is without doubt cruising! This leading wholesale cruise specialist is on the look out for a talented consultant to join their expanding team and will offer you the chance to start earning double your current salary in no time! You will be given comprehensive training and work as a cruise consultant booking a vast array of cruises. So if you want to jump on board & ensure that this ship does not sail without you, we suggest you contact us today!

**LUXURY AT ITS BEST!**  
**HIGH END LEISURE CONSULTANT**  
**MEL (INNER) - SALARY PACKAGE UP TO \$55K (DOE)**

If you possess a minimum of 5 years leisure consulting experience, have exceptional customer service skills & like the sound of working on high end leisure bookings then we have the perfect role for you. This boutique agency requires an experienced consultant to join their team servicing many repeat and referral clients of the office with their worldwide holidays to Europe, Asia and beyond. With no time wasters, this agency attracts clients who are ready to book & will deal with nothing less than 5 star arrangements!

**LEISURE CONSULTING WITH A DIFFERENCE**  
**RETAIL TRAVEL CONSULTANTS X 2**  
**GOLD COAST – UP TO \$49K PKG + \$\$ BONUSSES**

Love selling travel but face to face consulting is getting you down? We've got the solution. This growing organisation on the Gold Coast is looking for 2 travel superstars to come and join their travel team. Handling bookings via phone and email you'll love the variety in your day whilst you book worldwide destinations. The benefits on offer are some of the best on the Coast and include free massages, a strong salary package + \$\$ bonuses, family, ongoing training and more. These roles won't be around for long – call now.

**BACK TO BASICS**  
**RETAIL TRAVEL CONSULTANT**  
**ROCKHAMPTON – SALARY PACKAGE DEP ON EXP**

Remember when travel consulting was all about giving the best service possible and creating dream itineraries for your clients? This agency needs an experienced senior travel consultant to come and join their first class team. Working in a traditional retail travel environment you'll love sharing your experiences with clients and designing their dream holiday. Your expertise will be rewarded with top \$\$, exotic educationals, training and development, supportive management and more.





*Working in partnership with the Australian Travel Industry*

### Senior Retail Travel Consultant

Gold Coast – \$DOE + Uncapped Comm – Ref:1011PS1

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

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

### Senior Travel Reservations Consultant

Sydney North Shore – \$40-50K + incentives – Ref:1889SJ1

Would you like to specialise in high end bespoke itineraries and spend the time needed to piece together lucrative bookings? A niche travel agency is looking for a senior travel consultant to join their experienced team in the Lower North Shore. You will ideally have five years plus in the industry and come with your own client base. Ideally you will also be extremely well travelled in order to provide the skills and experience necessary to flourish in this position.

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

### Senior Travel Consultant Africa Specialist

Melbourne – \$50-\$55K +super – Ref:1186KF2

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

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

### Travel Consultant

Bunbury WA – \$DOE + Comm – Ref:1046LBA

Want to work for a successful travel agency and become an invaluable key part of a team of travel consultants?! If you have at least 2 years solid all-round leisure travel experience and want to bring this to an established, well-respected travel agency then this leisure role is for you! Based south of Perth in Bunbury, this agency is offering a loyal repeat clientele base with less walk-ins, along with a competitive base salary plus superannuation and commission.

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

### Senior Cruise Guru

Brisbane – \$Excellent Package – Red:1003PS1

An award winning independent travel company are expanding and looking for a team player to join their family friendly team. If you are looking for a better work life balance and you have a passion for Cruise with solid River Cruising product knowledge and proven experience working to sales targets we would love to hear from you! The winning candidate will be rewarded with an excellent base salary, lucrative uncapped commission structure PLUS generous financial incentives!

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

### Senior Corporate Travel Consultant

Sydney CBD – \$Excellent + bonuses – Ref:1078LY1

Amazing new opportunity for a Senior Corporate Travel Consultant to join a market leading TMC. If you are looking for a fresh challenge and want to stay within the dynamic, fast paced Corporate Travel sector this could be your next career move! I need a strong consultant who is able to jump from account to account and pick up where another consultant has left of. Excellent organisational skills, strong fares and ticketing and product knowledge needed to secure this rare role.

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

### Retail Travel Team Leader

Melbourne – Attractive Package – Ref: 0952KF1

Are you an experienced senior consultant looking to take the next step? Do you want to work for a boutique agency that offers you the opportunity to focus on the team you are overseeing? This is a rare opportunity in retail travel and a chance for you to own the position and develop your career. You will be a hands on manager; managing a team of 3 and will focus on growing your team along with the business, with a company that offers excellent support to allow you to do so.

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

### Experienced Travel Consultant

Adelaide – \$40K + Super – Ref:1956LBA2

Want to work on building unique & exciting holiday packages? An experienced travel agent is required to join this busy independent travel agency located in Adelaide. You must have a professional desire to grow with this expanding company and an interest in leading a team will be an advantage. Selling boutique tour packages from battle tours to auto racing, this agency is seeking senior consultants with at least 3 years GDS experience in the travel industry to put their hands up!

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



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**Second prize:**  
*Holiday to Vanuatu courtesy of Air Vanuatu and Hideaway Island Resort*

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**First prize:**  
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**Second prize:**  
*Holiday to Vanuatu courtesy of Air Vanuatu and The Grand Hotel & Casino*