



**EMIRATES** is set to suspend operations on its daily flights between Dubai and Clark Airport in the Philippines.

Currently served by 777-300ERs the last flight is scheduled to depart Clark on 03 May.



To book refer to your GDS

A STAR ALLIANCE MEMBER 📌 "
Travel periods and conditions apply





# Friday 21st March 2014

# Jetstar launches trade site

JETSTAR has today launched a new travel agent website which it says will make it faster for consultants to "quote, book, research and manage Jetstar bookings".

It's not clear whether the move signals a softening in the carrier's approach to agents, but the new portal is "an investment in our valued relationship with the travel trade," according to Evan Kruse, the carrier's Trade Distribution Manager.

Titled the *Jetstar Agent Hub* (JAH), the new portal soft launched about a month ago as a replacement to the former Jetstar Tradesite.

Jetstar said it has revamped the system after receiving consistent feedback from agents about problems with the former portal.

Key improvements include a shorter booking path involving just four pages and with fares, bundles and bags all priced on one page to expedite the process.

Pre-selected seating can also be booked via the site; unpopular trade products have been removed from the options, and the JAH has separate booking lists for PNRs with schedule changes or payments due.

Existing Tradesite usernames and passwords can be used to log on, and although it's only available in English at this stage, over the next few months the updated site will roll out in additional languages.

A trade incentive is running to celebrate the launch, with 20 \$100 Jetstar flight vouchers up for grabs to agents who create a booking on the JAH and email the booking reference and details to prizewinner@jetstar.com by close of business on 03 Apr.

The JAH can be accessed online at agenthub.jetstar.com.

# Ballot first week Apr

**RESULTS** from the Official Federal Government Ballot for the Gallipoli Centenary in 2015 are expected to be announced in the first week of Apr, according to Mat McLachlan Battlefield Tours.

The announcement is likely to lead to a flurry of enquiries and bookings from people wanting to travel to Europe for the 100th anniversary, McLachlan said.

Two tours are being operated for the centenary, along with a dedicated Anzac Dawn Service at Gallipoli to cater for passengers unsuccessful in obtaining a ticket in the official ballot.

Heavy interest in the event is expected to lead to a booking rush in Apr, with agents strongly encouraged to act now to secure flights and add-on tours.

Mat McLachlan Tours has negotiated special group fares to Turkey available for sale now ahead of general release in May details gallipolitour2015.com.au.

50°NORTH

Today's issue of TD

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

- AA Appointments jobs
- Travel Trade Recruitment
- APT jobs

#### SCENIC TOURS

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# **QFFF free offer**

**QANTAS** has launched a "limited time" offer allowing passengers to join the Qantas Frequent Flyer Scheme at no cost.

Nominally priced at \$89.50, for some years there have been free membership loopholes, such as a no charge sign-up page associated with the Woolworths Everyday Rewards program.

In the latest offer, QF says free membership is only available to 30 Jun - see qantas.com/joinfree.

# amadeus Ticket hanger

Ch-ch-ch-changes in under 2 minutes with **Amadeus Ticket Changer** 

# Fiji training to be revamped

**TOURISM** Fiji is preparing to launch a completely refreshed online specialist training program for travel agents as part of a major shake-up of its global marketing.

Travel Daily can reveal today that as part of the destination's ongoing relaunch in the Australian market, a new focus on niche traveller markets will form a big part of Fiji's coming promotions.

Tourism Fiji global marketing director Ken Freer told TD the organisation was now tendering to find an education partner to help build a refreshed destination education platform for the trade, earmarked for an Aug launch.

Details on exactly how many modules or how the program will be administered were yet to be finalised & announced, he added.

Ten niche markets ranging from diving, golf, families, adventure, surfing, MICE, weddings and a "catch-all" in romance have so far been identified as targets but there was no definitive list or limit.

"At the same time as we're going out with deeper messages around Fiji at a consumer level, the trade will be equally well

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trained to have those quality conversations with the consumers that are coming in to their stores," Freer added.

"It's no good having those niche markets and marketing those without having the support for the agents behind it," Tourism Fiji regional director Australia Carlah Walton added.

"They [agents] know that if somebody comes in and wants to go diving in Fiji they know they can go on to our site, or if they've already done the module, the information is there".

In addition, the next 18 months will see a multitude of new sales campaigns for the destination unveiled in conjunction with key online travel firms as well as 'bricks-and-mortar' agent groups.

These are expected to involve funnelling consumer web traffic visiting the Fiji.travel platform directly to trade partners where the booking can then be finalised.

Famil opportunities to be run through industry partners will also be targeted at agents who have either never visited Fiji or had not returned in a long time.

📥 DELTA

# Scenic Canada 2015

**SCENIC** Tours this morning released a preview of its Canada. Alaska and USA program for 2015.

A pre-release deal is offering the opportunity to book next year's enhanced itineraries at current 2014 prices, with the firm also guaranteeing that those who book now will receive the very best Earlybird offer even if it changes, along with any upgrades released in the full brochure.

For details, phone 1300 723 642.



**Offer Duration:** Sale until 31 March '14



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# Sabre announces Fiat winner



**THERE'S** a new *helloworld* branded Fiat driving around Helensvale on the Gold Coast, after Tony Strong from Helloworld Helensvale was named as the winner of Sabre's "Win a Fiat" sales incentive.

From Sep - Dec last year, Sabre Pacific ran the promotion which offered prizes for agents making car and hotel bookings via the Sabre GDS, with monthly prizes of iPads and the overall winner receiving a brand new car. Strong, who is **pictured** above left with Skye Collie and James Quinlan of Sabre Pacific, won the Fiat after making the highest number of eligible bookings.

"We experienced incredible growth over the period of the competition, and are really pleased to see lots of new agents using the Sabre GDS to its full capacity," said Sabre Pacific's gm marketing, James Quinlan.

# **Phillip Island funding**

**TWO** new tourist attractions are set to be developed on Phillip Island thanks to a \$1.2m financial boost from the Vic state govt's \$1 billion Regional Growth Fund.

The projects will consist of an Eco Boat Tour, to be operated by Wildlife Coast Cruises, and a World Wide Fund for Nature multimedia interpretive display.

Both new attractions form part of the overall \$4.24 million Nobbies and Summerland Tourism Expansion Project.

"These additional tourist attractions will add value to the local economy, with a further 25,000 visitors each year expected to book an Eco Boat Tour," Vic Minister for Tourism & Major Events Louise Asher said.

The funding injection has been welcomed by Victoria Tourism Industry Council ceo Dianne Smith, who said it was vital the state's iconic tourism experiences were regularly refreshed.



Yvonne joined

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for the support team

UNDERGROUND exploration enthusiasts and tourists to London will soon be able to explore a disused network of tube tunnels which were once used to transport freight and mail under the city.

Expected to open in 2020, visitors will be able to ride on driverless trains through a small part of the network.

The original route, which opened in 1927, ran for 6.5 miles from Whitechapel to Paddington.

Islington Council has given its approval for the tunnels to be opened to visitors, with details on their history to be given to passengers as they ride.

A museum highlighting the Tube's history will be opened on the site at Mount Pleasant.



#### FTE "oversubscribed"

**TOURISM** Fiji has reported an overwhelming response to its upcoming Fiji Tourism Exchange (FTE) trade show at the Sheraton Denarau from 05-08 May.

Global marketing director Ken Freer said the show was well oversubscribed by both exhibitors and buyers, with many more on a waitlist for last minute openings.

## **APT luxury ship guide**

**LUXURY** tour operator APT has today released its 2014/15 Luxury Small Ships brochure, with the new program featuring seven new itineraries & two additional ships.

Itineraries across a total of eight vessels are offered as part of the program, with the newest additions being Paul Gauguin Cruises' *MV Tere Moana* and *L'Austral*, owned by luxury French line Compagnie Du Ponant.

Among the new itineraries is an 18-day Six Seas Odyssey departing Darwin on 05 Aug 2015, starting with a cruise to Sandakan aboard the *MS Caledonian Sky*, priced from \$14,495ppts.

APT general manager marketing and sales Debra Fox said the new program combined APT hallmark service with "wow" destinations.

## New lounge at ZQN

**QANTAS,** Emirates and Jetstar will open a new 75-seat lounge at Queenstown Airport in a bid to help with high passenger levels during the busy winter season, *Aus Business Traveller* is reporting.

### ACCC MH370 warning

**CONSUMERS** are being warned by the Australian Competition & Consumer Commission (ACCC) to be alert to potential scammers looking to capitalise on current events such as the MH370 drama.

ACCC deputy chair Delia Rickard said scammers used tools such as seeking false charity donations.

People looking for information on MH370 could be targeted with links to stories and videos infected with malware.

News reports from seemingly legitimate websites were able to infect computers," Rickard added.

**MEANWHILE**, insurance giant Allianz says it has started paying claims in relation to MH370.

Chinese media said payments totalling around US\$100 million have already started being made, but Allianz has declined to go into further detail on affected policies.

According to Chinese state-run news agency *Xinhua*, an Allianz spokesperson said payments were "in line with normal market practice and our contractual obligations where an aircraft is reported as missing".

# QF satisfaction in Jan

**QANTAS** has again retained its title as Domestic Airline of the Month in the Roy Morgan Research Customer Satisfaction award for the month of Jan 2014. Hanging on to the title of Int'l Airline of the Month was Singapore Airlines, with Virgin Australia claiming Domestic Business Airline of the Month.



## MH to boost Krabi

MALAYSIA Airlines is set to add an extra daily flight between Kuala Lumpur and Krabi from 15 Sep this year, with the move lifting frequencies to 12 per week.





**TOURISM** Malaysia's sixth annual 'Buyers Meet Sellers' annual conference wrapped up last night with the host hotel, the Pullman in Kuala Lumpur throwing a party for the Aussie buyers, complete with tasty Malaysian treats and luscious cocktail libations.

The show was hailed a big success, with buyers saying they had negotiated contracts with a wide range of Malaysian tour operators, hoteliers, resorts and attractions that would generate business and offer tourists good, affordable holidays in the coming year.

"The buyers were able to familiarise themselves with a whole range of new product and to see how better they can sell Malaysia," said Jim Basedow, Director of Brisbane-based Malaysia Holidays.

Some told **Travel Daily** that they felt Malaysia has for years been somewhat overshadowed by other popular SE Asian destinations like Thailand, Vietnam and Singapore, but Malaysia is just starting to come into its own and is fast gaining widespread popularity.

Tourism Malaysia's Balljid Kour summed up by saying: "Every year the buyers look forward to our event, and this year we had a lot of newcomers who have learned how to sell Malaysia and expand the business into the country."

The Aussie contingent is **pictured** above at the wrap party, back row from left: Hannah Jones, Webjet; Chris Hardy, Peak Adventure Travel; David Bassett, Helloworld; Mitchell Andrews, The Travel Corporation; Graham Lang, Venture Holidays; Mandy Wang, Wotif.com; Kanchana Ragan, Wotif.com and Marilyn Milner, Asia Escape Holidays.

Front row: Balljid Kour, Tourism Malaysia; Jocsan Depaz, Adventure World; Anita McGaw, Adventure Destinations; Phil Youdale, Borneo Tour Specialists; Jim Basedow, Malaysia Holidays; Amanda Hennessy, Pinpoint Travel Group; Yvonne Chappel, Flight Centre/Infinity; Rod Carrington, Ignite Travel Group; and Hien Tran from STA Travel.



# Agents lap up African savannahs



WILDLIFE & scenic landscapes were available at every turn during an educational trip to Africa enjoyed by this group of agents last month.

The fortunate participants were treated to the sights of Zambia and Botswana, courtesy of African Wildlife Safaris (AWS) and flown by South African Airways.

Each night, the group enjoyed the facilities at a host of luxury safari camps including Toka Leva, Savuti Camp, Tubu Tree Camp and Little Vumbura, with the land arrangements made courtesy of Wilderness Safaris.

Highlights of the trip included

witnessing an elephant herd crossing a river, walking with rhinos and having the opportunity to see a rare baby leopard.

Pictured above at one of the many picturesque sights of the trip, from left are Cassie Albon, Wolf & Turner Travel Associates; Gemma Gannon, Gannon & Turner Travel Associates: Kate Witton, African Wildlife Safaris; Bryan Wye, Wye & James Travel Associates; Candice Marsh, Flight Centre Eagle Street Brisbane; Clive Busch, Au Revoir Travel in Mount Lawley WA; and Kierston Conradsen from Flight Centre Avalon NSW.

# **EK commits to Pies**

**EMIRATES** today announced a renewal of its longstanding sponsorship of the Collingwood AFL Football Club, with a further five year agreement taking the pact through until 2019.

That will mark 20 years that the carrier has been the Premier Partner of the AFL team, with the carrier saying the partnership has been a key part of its local brand recognition.

"When Emirates first arrived in Australia, we were not a well known brand...we partnered with the Collingwood Football Club to become part of the local community and 14 years on, it is partnerships like Collingwood that have made Emirates a household name," said Boutros Boutros, EK Divisional Senior vp, Corporate Communications, Marketing and Brand.

#### New Magellan outlets

**THREE** former JTG agencies have today been announced as the newest agencies to join the Magellan Travel Group.

The new members are Freeway Travel in Adelaide, former Jetset office Journeys by Design, located in Melbourne and Travel Diversity in Tamworth, New South Wales. The new additions will officially

join the agent group from 01 Apr.



# MSC to add two new "mega-ships"

MSC Cruises has overnight confirmed a new letter of intent with the STX France shipyard for the construction of two new cruise ships plus an option for a further two.

The new vessels will join the current twelve-strong MSC fleet in 2017 and 2019 respectively - and will have capacity for a whopping 5,700 passengers each.

Un-named at present, the ships will have a gross tonnage of 167,600 tons, with 2,260 guest cabins & almost 820 crew cabins.

"The new prototype will be the biggest cruise ship ever built by a European ship owner and the most versatile and flexible of the world," MSC ceo Gianni Onorato said of the new fleet additions.

Full details of the new ships haven't been revealed but they will have an extended MSC Yacht Club, a two-deck 'inside promenade' and a "spectacular amusement park connected to an outdoor aqua park" - more in TD Cruise Update on Tue next week.

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





# A bridge for baseball

**ARIZONA** Diamondbacks Major League Baseball players yesterday participated in a BridgeClimb to take in some of the best sights of Sydney ahead of their first match against Team Australia tonight.

Players J.J Putz, Will Harris, Cliff Pennington and Miguel Montero were unanimous in their awe for the city and the experience of playing in front of Australian fans.

A special video documenting the climb is available - **CLICK HERE**.

#### **New R&C Aus hotel**

**ELITE** hospitality group Relais & Châteaux has added a fourth Australian member to its portfolio with The Louise Barossa Valley and Appellation today admitted.

South Australia Tourism Commission ceo Rodney Harrex said the inclusion will bring further recognition to the Barossa premium food and wine region.

The Louise Barossa Valley sits alongside qualia resort & spa on Hamilton Island, Sydney's Tetsuya's restaurant and Jonah's at Whale Beach in the group.

## **Middle Earth yielding**

**NEW** Zealand has reported a 9.5% increase in overseas visitor arrivals for the first two months of 2014, which continue to be driven by *The Hobbit* trilogy and its association as Middle Earth. Increases from all five of the country's largest markets were reported, with Australian visitor numbers up 12.1% year-on-year.

Rolling statistics for the year ending Feb 2014 released by NZ's Int'l Travel & Migration figures showed 2.77 million arrivals in total, with holiday arrivals up 10.6% for the preceding year.

#### Jumeirah agent deals

**TRAVEL** agents visiting Dubai can enjoy a special industry offer from Jumeirah Hotels & Resorts. Superior rooms at the Jumeirah Creekside Hotel are priced from AED550 (AU\$165) per night, subject to availability and upon proof of industry employment.

To book, quote the codeword "DTVL1" in an emailed request to industryr@jumeirah.com.

#### **Tuscany foodie tour**

**A NEW** seven-day Harvest in Tuscany food-themed tour has been introduced by Back-Roads Touring, with guests also taking part in the annual olive harvest.

# **Frequent Flyers on wine & wheels**



**SYDNEY'S** rampaging new gourmet food truck trend has now joined with Qantas to launch a series of special food and wine tasting events by Qantas epiQure.

Dubbed "Wine & Wheels", the new collaboration brings together the burgeoning pop-up food truck culture that has taken the Sydney culinary scene by storm with an extensive range of fine wines in the Qantas epiQure collection.

The tie-up was launched last night at an event focusing on the gourmet Mexican food truck "Cantina Movil", attended by a mix of Qantas staff and frequent flyer members.

A variety of delectable south-of-

the-border delights were dished up including tacos, nachos and burritos, paired with equally fine drops from the epiQure range.

The QF cellar boasts a myriad of exotic and home-grown drops including new and old vintages, samples and popular favourites.

Further events are set to take place in Adelaide on 27 Mar at The Mill in the CBD, in Canberra at the Foreshore Gallery on 02 Apr and on 09 Apr in Melbourne with more Mexican Taco Truck delights on offer at an inner-city location.

A Qantas team member is **pictured** above showcasing the carrier's wine collection with a group of attending guests.

# OantasLink Flying direct from Brisbane to Miles 9 return flights per week.

Flights commence 14 April 2014, subject to government and regulatory approval.



Flight schedule is subject to last minute changes. QantasLink flights operated by Sunstate Airlines (Qld) Pty Ltd ABN 82 009 734 and Eastern Australia Airlines Pty Ltd ABN 77 001 599 024 Licence No. 407. CMM16927QLK.



#### Filo airport upgrades

TWELVE Philippine airports, including MNL, are set to undergo significant upgrades as part of a Government plan to attract 10 million tourists annually by 2016.

# **ACTE networking success**



**THE** Association of Corporate Travel Executives saw Sydney's corporate travel and meetings/ events community come out in force, with a huge 167 attendees taking part in a networking reception at the new Doltone House facility in Hyde Park.

# **WIN WITH SAN** FRANCISCO TRAVEL



Every day this week Travel Daily is giving one reader the chance to win a San Francisco prize pack, courtesy of San Francisco Travel.

The prize packs include 3 movie favourites set in SF, Ghirardelli chocolates, a SF CD soundtrack, SF City Pass and more!

San Francisco is known for its scenic beauty, cultural attractions, diverse communities, & world-class cuisine. This very walk-able city is dotted with landmarks like the Golden Gate Bridge, cable cars and Alcatraz.

To win, be first to email the correct answer to the question below to: Sanfrancisco@traveldaily.com.au

Sign up for SF's eNews here: http://www.sanfrancisco.travel/travel-trade/resources. On this webpage, name 2 other resources offered to agents.



winner Tracey Tabe from Flight Centre.

ACTE Regional Director, Andrew Kelly said "ACTE in our Australia/ NZ region is on fire!

"Last year we saw over 1100 attendees to our ACTE events, a tripling of ACTE membership and robust industry endorsement from some 45 Sponsoring Partners," Kelly said.

He said the organisation was creating a strong community by delivering quality education and strengthening of peer networks.

The next ACTE networking reception will take place in Auckland on 08 Apr - more info from akelly@acte.org.

Pictured above at last week's Sydney reception are, from left, Sharon Stanley and Robin Woods from Amadeus; Rebecca Neilson and James Highsted of Leighton Holdings; Andrew Kelly, ACTE; Fabiano Rocca of Microhire; and Sally deFina of Travelport.

## **Tuscany foodie tour**

A NEW seven-day Harvest in Tuscany food-themed tour has been introduced by Back-Roads Touring, with guests also taking part in the annual olive harvest.

The itinerary takes guests into San Gimignanom Siena and more, with two departures available on 11 & 18 Nov 2014, priced from \$2,418ppts - ph 1300 100 410.

# Accor Easter booking

**STRONG** occupancies are being reported across Accor's Australian hotels for the Easter holiday period, with bookings up 13.8% year-on-year, the hotelier said. Accor added it is expecting its

resort and regional properties to be at or close to 100% occupancy.



# **Travel Specials**



THIS week's Travel Specials is brought to you by Freestyle Holidays. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Hot new specials to the Maldives have been launched, with packages starting from \$559pp including four nights, one free night, breakfast daily and transfers. Add on return airfares flying Singapore Airlines from \$1,039pp. Click here for more info.

Reduced nightly rates are available across the most popular Las Vegas hotels and resorts. Offers start from \$109pp staying four nights, plus book any of the Caesars properties for your chance to win a spot on a USA famil! Click here for more info.

The 4.5 star Modern Honolulu is on sale from \$615pp with 4 nights accommodation, including 1 free night, free room upgrade to a Partial Ocean View and more. Click here for more info.

Air Vanuatu is offering a special airfare to Port Vila - packages start from \$959pp and include flights, 7 nights, including 2 free nights and breakfast daily. Click here for more info.

A number of fantastic specials are currently available at the Alila properties in Bali. Packages include flights with Garuda Indonesia, 4 nights, breakfast, private transfers and more from \$959pp - sale ends 31st March 2014. Click here for more info.

# Harmony for MEL

**AIRSERVICES** Australia has expanded its 'Harmony' air traffic flow system to cover Melbourne Airport, with the move said to help reduce delays, save fuel and cut aviation congestion at MEL.

Already in place in Brisbane, Sydney and Perth, the system uses weather and scheduling information to provide advice on maximum arrival rates.

Airservices is able to then work collaboratively with airlines to absorb any potential delays on the ground, prior to departure, rather than in the air.

Airborne delays at BNE in peak periods have dropped 35% since Harmony was introduced in 2012.

## New Manhattan hotel

HOTEL Indigo, part of the InterContinental Hotels Group, will open its fifth location in New York City in 2016 after signing a management deal for a property in the city's financial district.

The Hotel Indigo NYC Financial District will open after a US\$32m refurbishment project and will offer 190 rooms on Maiden Lane.

**MEANWHILE**, Spanish hotelier Melia Hotels International will bring its lifestyle property brand Innside by Melia to Manhattan in 2016 after signing a deal for its first property in the bustling city.

Innside Manhatten will feature 313 rooms and will be located near the Empire State Building.





#### TK to Bordeaux

**TURKISH** Airlines will add a new Istanbul-Bordeaux direct service, with the route to debut 28 Jun. The 737-800 operation will fly the route four times per week.

# **MTA agents at Virtuoso shows**



**OVER** 100 home-based MTA agents collectively attended three Virtuoso national roadshow events which took place recently in Sydney, Melbourne and on the Gold Coast (*TD* Mon).

As a major source of clients for Virtuoso suppliers, the events provided excellent opportunities to catch up with existing contacts and forge relationships with new luxury travel suppliers.

A multitude of prizes were also up for grabs including Silversea Cruises, Rocky Mountaineer train journeys, accommodation in hotels, castles and Tuscan villas as well as fine Turkish porcelain.

**Pictured** above at the Gold Coast event laden with prizes, from left is Linda Critchell, Margaret Rae, Margy Stimson and Doug Trenham.

#### **New Pearl River resort**

MACAU hospitality and gaming giant Galaxy Entertainment has signed an agreement to develop a \$1.8 billion resort on a nearby island in the Pearl River Delta.

The property would not have a casino, according to the group.

#### Myanmar visa change

**VISITORS** to Myanmar are being strongly advised to ensure they obtain a visa to enter the country prior to departure.

A number of tour operators are reporting that immigration authorities in Myanmar have stopped offering the Visa-On-Arrival service, pending the launch of a new electronic visa system which has not yet been implemented.

## **Urban tour additions**

**INTREPID** day tour operator Urban Adventures has released three new niche interest day itineraries, adding to its range which now currently includes 265 adventures in 90 destinations.

The new tours include an 11hour rural farming experience near Egypt's Red Sea resorts in which pax also enjoy a meal made from farm produce.

Also available is a photography tour of Barcelona including expert tips on landscape photography and a Gnawa Music Experience in Essaouira, Morocco, offering a look at the urban dance culture.

## TCF ins and outs

**THE** Travel Compensation Fund has added seven new head office and one branch location in the last couple of weeks.

New agents include Synergy Travel of Canning Vale, WA, Red Horizon Travel Services of Kogarah, NSW, Cricket Travel Australia of Ballarat, Vic and CTS Travel Services in Altona Meadows, Vic and a new Travelworld outlet in Woy Woy on the NSW Central Coast.

An update on recent voluntary TCF terminations includes The Departure Lounge of Kooyong, Vic and Southern Italian Tours of Collingwood, both of which have surrendered their licenses.

## **Canada Jan arrivals**

VISITOR arrival figures from the Canadian Tourism Commission in Jan show a healthy 6% rise in Australian visitors to the country for the month, with New Zealand also climbing strongly, up 14%.

More than 18,000 Aussies ventured to Canada in Jan, with the CTC saying the figures are "a great start to the year".

### Excite's new techie

DAMIAN Sutton has been named as the new Chief Technology Officer for agent-only online wholesaler Excite Holidays. Sutton's career includes seven

years with the Wotif group.

# WIN A MAGICAL WINTER ESCAPE TO 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.15: Two NZSKI fields offer season free lift passes to children 10 years and under - Which fields are they?



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Part of the Travel Daily group of publications.

DAILY

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This is your chance to rub shoulders with the world's biggest stars! Our client, a global travel company has made a real name for itself in the industry by booking specialised travel services for the film/television, sport, performing arts, music, fashion, media & corporate entertainment industries. This unique role requires a talented & experienced consultant with minimum 3 years corporate travel experience with exceptional GDS, airfare knowledge & ticketing experience. Contact AA today to find out more!

#### WORK WITH THE BEST OF THE BEST CORPORATE TRAVEL CONSULTANTS x 2 PERTH - SALARY PKG UP TO \$60K (DOE)

The Corporate Travel Market is booming and this global travel company is no exception! Due to growth our client is now seeking to recruit two additional staff members. This international focused role will require excellent airfare knowledge and an ability to construct complex itineraries. If you are tired of endless domestic bookings, this is the perfect role for you! If you are an experienced corporate travel consultant looking to work for an award winning TMC here is your chance to make the move!

#### TIME FLIES WHEN YOU ARE HAVING FUN FARES & TICKETING CONSULTANT BRISBANE CBD – \$50K-\$60K OTE

This exciting new adventure will see you move from face to face consulting to the fast paced world of phone consulting. Specialising in airfares you will be offering support and problem solving to front line businesses and airlines, reissuing and revalidating tickets. You will continue to provide exceptional customer service, build rapport and effectively communicate with fellow team members and clients. The hours are flexible with several shifts to choose. Your chance to be on cloud nine!

#### PART TIME CONSULTANT CORPORATE TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE TO \$55K PRO RATA

This global corporate TMC is looking for an intelligent corporate consultant to join their team. You will have the opportunity to work across a number of blue chip accounts booking all of 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 corporate travel experience and strong time management skills. Don't delay – apply today!

#### GET YOUR SKI'S ON JAPAN SKI TRAVEL SPECIALIST MELBOURNE - SALARY PKG UP TO \$55K (DOE)

Are you a snow starved skier dreaming about returning to your favourite ski resort? Our client is a well respected & growing ski specialist travel wholesaler that is seeing great growth in Ski Japan. They are seeking an experienced consultant with a genuine interest and previous skiing experience to join the team booking flights, accommodation and ski products to popular ski resorts throughout Japan. Excellent salary package, Monday to Friday hours and relaxed working office on offer to the successful applicant!

## SHARE YOUR TRAVEL STORIES RETAIL TRAVEL CONSULTANTS

ADELAIDE – SALARY PKG UP TO \$45K + super (DOE) Consider yourself a hard working, passionate retail consultant who loves interacting with clients & taking the time to share your travel experiences? We have the perfect role for you working with a reputable brand in a busy shopping centre with many walk in clients. No one day will be the same as you will be creating & booking itineraries worldwide. This small agency prides themselves on their staff & will provide amazing opportunities to develop your product knowledge including yearly famils! CALL AA TODAY

#### COMBINE 2 OF YOUR PASSIONS SENIOR RETAIL CONSULTANT BRISBANE INNER SUNBURBS – TOP PKG ON OFFER

Travel consultants, are working in the travel industry and shopping two of your passions? Now you can combine both! You will find that no 2 days will be the same while working in this bustling office located in a major shopping centre. Your duties will include assisting all clients with their travel needs and helping with day to day office duties. You will be working in a supportive and nurturing team full time with Thursday late night trading and Saturdays on rotation. Your chance to have it all!

#### LEISURE FOR PLEASURE RETAIL TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE TO \$55K

This dynamic retail travel operator is looking for a talented, experienced retail consultant to join this well established team. Your day to day responsibilities will include booking world wide itineraries, cruises and high end tours. This company offers amazing perks including access to global travel discounts and ongoing career progression. They also offer excellent training and support. Minimum 12 Months travel consultant experience and strong time management skills. Don't delay – apply today!





#### **Ski Specialist**

#### Brisbane \$DOE + comm - Ref:1817PS1

Are you looking for a role to incorporate your passion for winter sports with your love of travel? This well renown ski company are seeking a target oriented travel consultant to join their team. If you have personally skied in multiple worldwide destinations and have solid ski product knowledge then this could be your opportunity to make the career change you have been looking for! Candidates with solid Japan ski product knowledge are highly sought after. Interviewing now!

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

#### Account Manager – Strategic Accounts

Sydney - Excellent \$\$ + bonuses - Ref:1060LB1

Seeking a forward thinking, self starting Account Manager to work managing and implementing sales strategies within Strategic Accounts. An excellent opportunity to manage and nurture your key accounts. This new role is a real chance to step up to work with a Global leader within travel industry technology. You will have experience implementing technology solutions for clients and helping them understand the systems and use them to maximise profitability. GDS skills essential!

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

#### **Retail Travel Consultant**

#### Melbourne \$40-45K + bonus - Ref:1020KF2

Are you a fantastic travel consultant who is driven, motivated and wanting to become part of a dedicated team of travel professionals?! If so, then look no further !! This boutique travel agency are looking for their next superstar travel consultant! If you love sales and customer service & have travelled internationally; read on, this is the position for you! You will utilise your existing consultant knowledge to book tailor made packages for worldwide destinations & cruise!

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

#### Senior Travel Consultant

#### Adelaide – \$40K + Super Ref:1956LB1

Fantastic opportunity to join an office that is service and tailor-made focussed! An experienced leisure travel consultant is required to join this growing company based in Mawson Lakes. If you are passionate and professional about both your travel career and the customer service you provide, this could be the long term move you want to make. Selling unique and boutique tour packages within the team, we are also looking for a person with leadership qualities and initiative!

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

#### **TEMPS TEMPS TEMPS!**

#### Brisbane CBD & Suburbs. \$22-\$30 hr. Ref:1189PS1

Galileo, Sabre & Amadeus temps are required for both Corporate and Retail Travel roles based in the CBD and suburbs. If you have at least 3 years reservations experience with a keen eye for detail & meticulous customer service skills we would love to hear from you! Excellent hourly rates are on offer. A great opportunity for a retail consultant to step into corporate travel to see if it's a role you would enjoy on a permanent basis. Temp to perm opportunities are also available!

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

#### **Experienced Travel Consultant**

#### Sydney's South - Competitive \$\$ + Comm - Ref:1043SJ1

Seeking an experienced travel consultant who wants to work in a sales & service focused travel position. This is a rare opportunity so be quick! You will need to bring with you a positive attitude, fantastic customer service skills and travel industry experience. Most importantly you should love all things travel and be able to convey this to your customers. There is the opportunity for an uncapped earning potential and great industry benefits! Don't delay, apply today!

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

#### Senior Leisure Travel Consultant

#### Melbourne \$ Attractive Package - Ref:1590KF1

This is a great opportunity for someone who wants to take ownership of their role. Predominantly working Monday to Friday and having the opportunity to grow your own client base. Bring your exceptional travel consulting skills to the table. If have fantastic communication skills and strive to exceed your customers' expectations - this could be the move for you. This is an ideal role for a candidate who has worked in retail travel and who is looking to make their next move.

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

#### Senior Leisure Consultant

#### Perth Area - \$DOE – Ref:1062LB1

Want to work for a successful travel agency and become an invaluable key part of their 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! If you have Sabre experience then this agency is offering a competitive base salary plus superannuation and commission, and is considering both full time and part time candidates now!

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



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Travel & Tourism

# Bring your passion for travel to a career with APT



# **APT IS HIRING!!!**

Imagine working for a company that makes life long dreams come true, here's your chance!

Due to significant growth we are now seeking Travel Professionals to join us in our Head Office based in Cheltenham, Melbourne.

Within our Customer Service Centre we have over 110 staff spread over 4 departments and this number is continually growing! The 4 departments are:

#### **Retail Reservations:**

This is the largest team within the CSC and deals with our valued travel agents, ensuring they have all the information and tools to book our exciting destinations around the world.

#### **Customer Sales:**

This specialised team who offers a personal experience for our direct customers to make their holiday dreams become a reality.

#### Flight Desk:

This is the go-to team filled with consultants who are passionate about all things Air. They are here to assist the CSC with flight bookings and queries and make sure that the best flight option is always provided.

#### Administration & Documentation:

This is the team that is the final quality check to make sure that the personalised documentation is sent to our excited customers to ensure a stress-free holiday.

#### What can you expect working at APT?

- Flexible working arrangements
- Family friendly
- Sell exciting destinations from Antarctica to Zambia
- Vibrant team and culture
- Ongoing training and development
- Career growth and opportunity
- \$\$\$ incentives
- Famil opportunities
- Fun days
- Team building activities
- And much, much more!!!!

If you want to work for a company that is truly interested in your career, well-being and is growing rapidly, then please visit <u>www.aptouring.com.au/about-us/Career-Opportunities</u> or call 03 8526 1778.





