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## Azamara slams port fees

AUSTRALIA'S excessive cruise port fees have once again come under fire, this time from the boss of Azamara Club Cruises.

Larry Pimentel, in Sydney last night as part of an annual visit, expressed his dissatisfaction at the cost of doing business with Australian port authorities.

Pimentel revealed Azamara will deploy one of its two 700-odd pax capacity vessels to Australia in 2015/16, most likely to be *Azamara Quest* but could be switched to *Azamara Journey* based on charter demand.

It will be chartered by Cruiseco and operate a circumnavigation.

Following the charter, Azamara will operate its own cruise around the country of "about 34-nights" duration in Jan and Feb of 2016, Pimentel told *Travel Daily*.

He said Azamara's head of deployment Claudius Docekal is currently in the country on a two-week mission, scoping potential ports of call (*TD* yesterday) "to get a flavour of what's available." "We are looking at circumnavigating in small ports around the entire country - the

big ports have been done, the small ports not so much."

Pimentel explained the reason why Azamara's ships have not yet been to Australia was because they were full in other regions.

"But now we have clients within Australia who want to charter the ships here because they think the market really wants to do that."

The Azamara president and ceo however commented, "I will say the country is very expensive to operate in.

"I operate in 93 countries and I have a pretty good palate, but Australia is beginning to be one of the most expensive places.

"That will not serve the country or the industry in the long-term.

"That can be a real battle because my observation is that if people have to pay a great deal in taxes and port fees, they are not so keen to cruise," he said.

Pimentel said port charges were encroaching a threshold.

"I have been at this for a lot of decades and I see it keep on doing this faster than in any other market I have observed."

See **pg 5** for more on Azamara.

## 50 neos for Tigerair

SINGAPORE-BASED Tigerair has announced a Memorandum of Understanding with Airbus for the purchase of up to fifty A320neo aircraft, including 37 firm orders and 13 options.

Tigerair Group ceo Koay Peng Yen said the deal "underscores Tigerair's commitment to continue building on our leadership position in the budget travel sector at a measured pace".

The group includes Tigerair Australia which is 60% owned by Virgin Australia and has plans to boost its local fleet to 35 aircraft by 2018 (*TD* 30 Oct 2012).

## Club Med specials

CLUB Med is offering a range of special Stay/Pay free night deals at its resorts in Asia, the Indian Ocean and the Americas.

For details, see the **last page**.

## Today's issue of TD

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

- AA Appointments jobs
- inPlace Recruitment jobs
- Club Med



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## MH370 flight "lost"

**MALAYSIA** Airlines last night issued a statement to advise new analysis of satellite data indicates missing flight MH370 with 239 passengers & crew onboard ended in the southern Indian Ocean.

"It is with deep sadness that Malaysia Airlines earlier this evening had to confirm to the families of those on board Flight MH370 that it must now be assumed the flight had been lost" the carrier said late last night.

Malaysia's Prime Minister Najib Razak said unprecedented satellite tracking techniques used by UK firm Inmarsat showed aircraft "pings" proved the Boeing 777 must have been tracking on the southern 'corridor'.

"The ongoing multinational search operation will continue, as we seek answers to the questions which remain," MAS said.

Malaysia Airlines has scheduled a press conference for 12:30pm (local time) at Kuala Lumpur Int'l Airport to provide further info.

## AirAsia aligns with GDS

**TRAVELPORT** this morning revealed a "groundbreaking agreement" with Malaysian low-cost carrier AirAsia which will see the airline distribute all of its fares and ancillaries via the GDS for the first time.

The pact means that Travelport-connected agents across the globe will be able to search and book AirAsia and AirAsia X flights alongside those offered by traditional carriers "in exactly the same booking workflow."

AirAsia previously had limited GDS participation, with some systems such as Amadeus and Worldspan allowing agents to search for routes and fares but not issue tickets.

The deal announced today has seen AirAsia sign up for Travelport's merchandising technology for items such as checked bags, advanced seat selection and pre-booked inflight meals, with AirAsia group ceo

Tony Fernandes saying the deal will enable the carrier to "distribute our low fares to even more travellers as we continue to expand our offering."

Travelport md of global distribution sales and services Derek Sharp said he was delighted that AirAsia was "fully embracing what we can uniquely offer through our industry-leading merchandising technology."

It's been a big month for Travelport, which two weeks ago confirmed a landmark deal with Irish low-cost carrier Ryanair (**TD 12 Mar**) which will also use the Merchandising Platform to distribute its content including ancillary products and services.

Late last year Singapore-based Tigerair became the first LCC in the region to adopt Travelport's merchandising technology, with the carrier recently admitting "we can't just rely on direct sales channels any more" (**TD 12 Mar**).

## Jetstar plans BKK 787

**JETSTAR** is set to deploy its Boeing 787 Dreamliner aircraft on the Melbourne-Bangkok route from May this year, according to preliminary timetables which are subject to possible change.

According to *OAG Schedules Analyser*, the carrier would deploy the new aircraft on two of its three weekly services on the route, replacing the current A330-200 flights, effective 20 May.

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## UK visa centres overhauled

**VISITBRITAIN** has confirmed the opening this month of five new Visa Application Centres across Australia.

Centres in Sydney & Melbourne opened last week and are being followed by new centres in Brisbane (today), Canberra (Fri) and Perth (on 31 Mar).

The move will see UK Visas & Immigration close off the existing biometric enrolment centres that currently operate out of the

High Commission/Consulates/Consulates General in the cities.

Applicants will be able to lodge their biometrics & submit/collect their documents in person at the centres, instead of the previous postage method.

The centres will provide a new three to five day priority visa service and faster processing times, cutting on average two days off the previous turnaround.

Sydney, Melbourne & Brisbane centres will be open five days per week, while the Canberra and Perth branches will operate approximately two days per week.

In Adelaide, the pilot biometric service offered in conjunction with the Australian Govt will remain unchanged.

The new offices are located at:

- Sydney - Level 8, 189 Kent St, NSW 2000
- Melbourne - Suite 3, Level 13, 55 Swanston Street, Vic 3000
- Brisbane - Level 8, 87 Wickham Terrace, Spring Hill, Qld 4000
- Canberra - Level 5, 7 London Circuit, ACT 2601
- Perth - Level 3, 267 St Georges Terrace, WA 6000.

## New Caledonia shows

**NEW** Caledonia Tourism has announced it will host a three-city trade roadshow in Brisbane (on 31 Mar), Melbourne (01 Apr) and Sydney (02 Apr - but full).

Participants will have the opportunity to meet operators & hoteliers from New Caledonia and also stand a chance to win a trip to the Pacific Island.

Sales & marketing director at New Caledonia Tourism Caroline Brunel said the showcase was the first of a few trade initiatives planned this year.

A new travel trade website and online training program will "give us the chance to communicate effectively with the industry and present an opportunity for considerable growth in this market," Brunel commented.

To register for the Melbourne or Brisbane show, [CLICK HERE](#).

## Hayman opening rate

**ONE&ONLY** Hayman Island has released a special opening offer ahead of the property's relaunch later this year.

Guests booking before 31 Jul for travel over select dates between 01 Jul & 30 Sep will save 25%.



## Window Seat

**IT MAY** have been a back-dated issue, but Infinity Holidays' European Essentials brochure was given some prime-time TV coverage on Sun night.

A hard copy of the brochure was used as a prop to promote a Spanish holiday for convicted drug-lord Tony Mokbel during the latest episode of Channel Nine's *Fat Tony & Co* (below).



Mokbel (played by actor Robert Mammone) was enthralled by Infinity's Spanish product.



**LUXURY** country house hotel & spa Coworth Park in the UK has introduced a "prestige" check-in service for thoroughbreds.

Available for £50 (AU\$90) per day, the Ultimate Horse Check-in includes a personal name sign on a stable door, a welcome gift "polo ball", Himalayan Rock Salt Lick, an equine manicure, luxury post ride bubble bath and to cap it off, an aromatherapy oil muscle massage and rubdown.

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## Air NZ Sabre renewal

**AIR** New Zealand has confirmed the renewal of its technology agreement with Sabre, which includes the sale of its Economy Skycouch seats and pre-paid baggage bookable in NZ, Australia, the US, UK and Canada via the Sabre Travel Marketplace.

Under the deal, travel agents worldwide will also continue to have real-time access to NZ's fares, schedules and inventory.

The carrier said that it plans to expand the sale of the ancillary items including the Skycouch to new markets in the future.

## IASC decisions

**THE** International Air Services Commission has issued two determinations which consolidate QF's allocations of capacity on the New Zealand and Hong Kong routes respectively.

The NZ determination allows QF to codeshare on the route with EK, MU, BA, AA, TN, JL & LATAM.

## Nature Coast travel agent events

**DELIGHTS** of Queensland's Sunshine Coast and Fraser Island will be showcased to the travel trade at events in Sydney and Melbourne in Apr, with 20 tourism operators joining Sunshine Coast Destination and Fraser Coast Opportunities for a series of forums and workshops.

The events will build on last year's launch of the 'Australia's Nature Coast' branding, with the region including two UNESCO Biosphere Reserves, World Heritage listed Fraser Island, Lady Elliot Island, 47 state and national parks and more than 200km of pristine beaches and waterways.

The expos will see Australia's Nature Coast operators launch a range of new products to allow visitors to "experience the region in sustainable, eco-compatible and interactive ways".

For more information about the events, email [trade@scdl.com.au](mailto:trade@scdl.com.au).

## Semara Uluwatu

**SEMARA** Luxury Villa Resort Uluwatu in Bali is offering savings of up to 60%, with suites now available from US\$475++ for visits between 01 Apr and 07 Jun 2014.

The stunning cliff-top resort's villas are also available at half price, meaning groups of up to 10 can stay in a five-bedroom villa from just US\$1544 per night++. See [www.semararesorts.com](http://www.semararesorts.com).

## Blue Train free nights

**NEW** guests booking on South Africa's Blue Train on select dates in Jun will score two consecutive nights free hotel accommodation.

The deal is valid on the Pretoria to Cape Town journey on 02, 09 or 16 Jun and in the reverse direction on 04, 11 or 18 Jun.

Hotel stays are based on bed & breakfast and include a transfer to the train station at either the Sheraton Hotel or Castello Di Monte in Pretoria and Taj Hotel or The Westin in Cape Town.

## EK Autumn Asia fares

**EMIRATES** has released sale fares for travel in autumn to Asia priced from \$730 in Economy and \$2,895 in Business Class.

Options are available for flights from Australia to Kuala Lumpur, Singapore and Bangkok, when ticketed before 31 Mar, 14 Apr and 29 Mar respectively, valid for departures through to 30 Nov, with some blackout dates.

Emirates flies once daily on the Sydney-Bangkok and Brisbane-Singapore routes, and once daily from Melbourne to Singapore and Kuala Lumpur.

## PATA Indigenous pact

**THE** Pacific Asia Travel Association (PATA) has signed an agreement with the World Indigenous Tourism Alliance (WINTA) in which both groups have agreed to "develop plans and programs to give practical expression, through tourism," to "Indigenous rights".

## EDINBURGH

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Flights commencing 28<sup>th</sup> May 2014

Edinburgh, the capital city of Scotland, is a city steeped in history and its stunning rich architectural heritage and is recognised as a World Heritage Site, also designated as the first UNESCO "World City of Literature". Edinburgh is known as a world leading festival city as year round festivals bring energy to this city.

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## Money

**WELCOME** to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US\$0.91**

**THE** Aussie dollar last night rose to its highest level against the US greenback in four months, after a weak US data report led to A\$ support from traders.

Improved sentiment about the situation in the Ukraine has also seen analysts move to riskier currencies such as the A\$.

The resilience of the local currency has also been demonstrated, with the A\$ staying stable despite recent announcements about monetary policy changes in the US and weak iron ore prices.

This is somewhat attributed to expectations of an ongoing stable interest rate environment.

*Wholesale rates this morning:*

US	\$0.911
UK	£0.551
NZ	\$1.059
Euro	€0.657
Japan	¥93.01
Singapore	\$1.152
China	¥5.487
South Africa	R9.773
Canada	\$1.014
Crude oil	US\$99.60

## Destination immersive cruising



**AZAMARA** Club Cruises ceo Larry Pimentel says a commitment to "destination immersion" for guests, achieved through longer stays, more overnights in port and night touring has proven to be a winning formula for the firm.

Pimentel said Azamara's focus on destinations and culture were core to the company's success.

Offering night shore excursions "when the world was really alive" makes Azamara distinctively different from most other cruise lines, he commented last night at a media function in Sydney.

He added 'slow cruising' - where the line "stops & goes" - enabled the company to provide unique cultural enrichment experiences, dubbed 'AzAmazing Evenings', in

over 70 countries.

The Miami-based boss cited such experiences & its all inclusive product for "phenomenal growth" in Australia and globally.

Australians are "in love" with the concept, particularly in Asia and Europe, and Azamara has seen a big take-up from groups for its Monte Carlo Grand Prix and British Open itineraries.

"The ship is a conveyance and it became the reason to take somebody there, rather than the primary reason to cruise."

Pimentel is **pictured** (above left) with Azamara Club Cruises local pr reps Michelle Tan, Tessa Anderson and Harriet Gilmore with Bruce G. Setloff, director of global charter & incentive sales.

## Agents "critical" for Azamara Club Cruises

**THE** president and chief at Azamara Club Cruises says travel agents remain a "critical" part in linking consumers to the product.

Larry Pimentel told *Travel Daily* small travel companies, such as Azamara, need a distribution outlet and agents are key to educating the consumer.

"Whether they are in Australia or around the world, the travel agent becomes the pinnacle part for us," he commented.

"In some cases it's wholesalers selling to travel agents, but I would say it is an important element today and will continue to be important into the future."

However, Pimentel did acknowledge the travel agency community has been affected by the advancement of the internet over the past decade.

"The internet has become an easy way for people to do research," Pimentel remarked.

"On the other hand, the internet is used by travel agents, so that's just becoming a way of life."

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## Heli Sigatoka safaris

**SIGATOKA** River Safari and Heli Tours Fiji have partnered to offer a new Heli-Safari Combo package.

Thrill seekers will have the choice of two adventure trips - a Heli-Jet Boat Combo featuring a 15 minute scenic helicopter flight to SRS' base, and a Heli-Jet Scenic Flight & Jet Boat Safari Combo that provides a 30 minute flight over the Coral Coast.

Both itineraries include the 4.5hr Sigatoka River Safari tour.

The packages are priced at \$365pp and \$535pp respectively - more at [www.helitoursfiji.com](http://www.helitoursfiji.com).

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## Tiger Cebu progress

**SINGAPOREAN** budget carrier Tigerair says its partnership with Cebu Pacific has progressed after it divested a 40% stake in Tigerair Philipin and last week.

The strategic alliance will enable the carriers to leverage their strengths and work together on international and domestic air routes from the Philippines.

Last Thu, the carriers reiterated that the long term arrangement will provide Cebu Pacific with the ability to "extend their network to include Australia and India."

Cebu Pacific has flagged plans to fly to Melbourne's Avalon Airport from its Manila hub after Australia and the Philippines inked an MoU to open up greater access to AVV (**TD** 23 Apr 13).

Tigerair Group ceo Koay Peng Yen said the carriers were making good progress with the venture.

"We aim to set a new direction for budget airline partnerships that will enhance the convenience & experience for our customers," he commented.

The carriers are currently working together to upgrade their websites to enable the cross-booking of TR and 5J flights.

## FRHI adds Claremont

**LUXURY** hotel representative firm FRHI Hotels & Resorts has announced the partial acquisition of the Claremont Hotel Club and Spa in California.

The group will now embark on a multi-million dollar refurbishment and capital investment project prior to the 279-room property being added to the Fairmont Hotels & Resorts brand collection.

## Fancy buying a hotel?

**THE** historic hotel and motel at Carnarvon in WA has come onto the market, with the 27-room property offered for sale by CBRE on behalf of receivers and managers KordaMentha.

As well as accom, the hotel boasts a bar and restaurant, and is positioned to benefit from growing Gascoyne region tourism.

## No, they're not models!



**ABOVE:** It may be hard to believe, but the beautiful people pictured above at the Virgin Australia Melbourne Fashion Festival this week weren't actually preparing their "Blue Steel" looks for the catwalk.

VA is the Principal and Naming Rights Partner of the festival (**TD** 27 Nov) which it says "shares our values of innovation and style and our commitment to fostering emerging and established local, Australian talent".

Virgin Australia has played host to travel industry guests during the festival, and **pictured** at the Frankie Magazine Runway Event are, from left: James Jang, Where2Travel; Virginia Farrell, Jetset Moonee Ponds; Bianca Orsola-Rose, Creative Holidays; Felicity Allan (La Terra) from Virgin Australia; Danielle Trimarchi, Virgin Australia; Melissa McCulloch-Sperrer, Flight Centre and Lisa Harrison from the AOT Group.

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## Creative wraps Bali roadshow



**HUNDREDS** of travel agents from across Australia have turned out to a series of Bali roadshows hosted by Creative Holidays, with the final show in Sydney last week.

Nearly 30 suppliers representing hotels and airlines were on show at each event, taking advantage of the opportunity to meet with the local trade and impart more details on the variety of accommodation offerings across the island.

Agents learned about the newly rebranded Mantra Group property Peppers Sentosa Seminyak and the brand new Rimba Jimbaran among much else, with a swag of prizes also won at each roadshow.

**Pictured** above at the event from left is Lisa Kirwan, Flight Centre; Helena Aziz, Flight Centre; Jennifer Collins, Escape Travel; Elyse Barber, American Express Travel and Sara Coates from Creative Holidays.

## WN boosts DC routes

**SOUTHWEST** Airlines will launch seven new routes from Washington Reagan using new slot pairings won from those divested by American Airlines.

Services will be introduced progressively from Aug and will include six daily flights to Chicago Midway, three daily to Nashville, twice daily to New Orleans and Tampa and a single daily service to Akron, Dallas and Indianapolis.

## Marketing and Sponsorship Manager (Maternity Cover)

Reed Travel Exhibitions is seeking an experienced and dynamic Marketing and Sponsorship Manager to head up the marketing team for AIME, the Asia Pacific's premier meeting and incentives exhibition, as well as heading up international marketing on CIBTM, the China Incentives, Business Travel and Meetings Exhibition.

AIME is the largest international B2B business events exhibition in Australia and forms part of the prestigious IBTM (Incentive, Business Travel and Meetings) portfolio. CIBTM is the fastest growing exhibition in the global IBTM portfolio, making this a very unique and exciting opportunity.

This role requires a dynamic, pragmatic and tenacious individual with excellent communication and management skills. The successful candidate will oversee the strategic planning, design, implementation, management and execution of all exhibitor, hosted buyer and visitor campaigns. The role will require a strategic focus and great attention to detail, as well as an individual who excels at creating campaigns relevant to both domestic and international audiences.

### The successful candidate will:

- A minimum of 5 years full-time marketing experience with a strong background in direct and digital marketing, ideally within the business events industry
- Solid analytical skills and database management skills
- Strong brand management skills
- Experience with budgets and financial forecasting
- Outstanding communications skills and strong writing ability
- Marketing degree or equivalent qualification is essential
- Strong project management and organisational skills
- Ability to manage multiple agencies, including; Education, PR and Creative agencies
- Excellent Media liaison experience
- Domestic and International Travel will be required

All applications to be submitted via email to [Rebecca.caines@reedexhibitions.com.au](mailto:Rebecca.caines@reedexhibitions.com.au) by Friday 28th March.

[www.aime.com.au](http://www.aime.com.au)



# Travel Daily

First with the news

Tuesday 25th Mar 2014

## Wolgan autumn stay

**EMIRATES** Wolgan Valley Resort & Spa has released a two-night Autumn Retreat offer, priced from \$625pp twin share per night, valid for stays from 01 Apr to 30 Jun.

In addition to all meals, the offer includes two on-site nature activities, with art classes & photo workshops held on select dates in May and Jun - (02) 9290 9733.

## Ancillary range boost

**AIRLINES** are planning to significantly increase their ranges of ancillary items for sale both inflight and at gates in an effort to boost revenue, according to GuestLogix senior vp global retail operations Robert Illston.

Speaking at the recent APEX Australasia Conference, Illston said ancillary sales will develop across multiple channels including mobile, online and social media, along with new cashless payment and supporting technologies.

Recent research has shown that nearly half of US\$9.1 billion in ancillary revenues generated by Asia-Pacific airlines last year came from onboard and on-the-ground purchases by passengers.

A survey of APAC travellers found more than three quarters preferred self-service over buying their ancillaries from a person, with nearly two-thirds opting for self-service if it was available.

## Asiana clarification

**ASIANA** Airlines is a member of the Star Alliance, not oneworld, as mentioned in yesterday's issue of *Travel Daily*.

## WIN A STAY AT THE REGENT BALI

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This week, *Travel Daily* is giving away three nights accommodation for two at the **Regent Bali**.

Situated on the south east coast of Bali where the spectacular coral reef is complimented by picture-postcard swaying palms, white sandy beaches and tempting turquoise waters, Regent Bali invites you to explore its four-acre estate of stunning tropical gardens and private beach.

For your chance to win, answer correctly four questions featured in *TD* from Monday to Thursday this week, plus answer the final question featured on Friday.

Email all your answers by COB on Fri 28th Mar to: [bali@traveldaily.com.au](mailto:bali@traveldaily.com.au).

## How big is the Deluxe Spa Suite at Regent Bali?

## WTTC call for e-visas

**THE** World Travel & Tourism Council has urged Australia to extend e-visas to wealthy Asian travellers to boost expenditure & its appeal in high-yield markets.

According to WTTC's 2014 Annual Economic Impact Report for Australia, released recently, tourism's contribution to the national economy grew only 1.7% last year.

WTTC president and ceo David Scowsill said there was too much competition in the global market for Australia to "rest on its laurels" and that current visa restrictions were inhibiting Australia's appeal to rich Chinese & Indian travellers.

**DL seasonal JFK-HNL**

DELTA Air Lines will operate a seasonal New York JFK-Honolulu service from 18 Dec 14-04 Jan 15, with a 767-300ER aircraft flying the route daily.

**On the winter road to Nevada**



**TWO** lucky Aussie travel agents joined an international contingent on a recent travel trade snow famil in Nevada, USA.

Mandy Caines from Destination America and Kristina Wilson of Flight Centre Met Centre visited

the US with Gate 7, on behalf of the Nevada Commission On Tourism to enjoy Nevada in all her winter splendour.

Over five days the group experienced a fabulous array of activities including snowmobiling, a stately trip to Lake Tahoe in a horse and carriage and a cruise on the lake aboard the paddlewheeler *MS Dixie*.

They also found time for a spot of golf, as well as lots of skiing and snowboarding.

Entertainment highlights in Reno included a Lady Antebellum concert and a sensational illusions show at the casino, as well as an intriguing visit to the National Automobile Museum, where they posed for the historic photo above.

**Pictured** above with other participants from Mexico and Brazil are Teri Laursen of Nevada Commission On Tourism (NCOT)/ Travel Nevada (first on left), Mandy Caines of Destination America (second from left), Larry Friedman of NCOT (fourth from left) and sitting in vehicle is Kristina Wilson of Flight Centre Met Centre

**Rd 3 Winner**

CONGRATULATIONS

**Eimee Altre**

from Qantas Airways Ltd

Eimee is the top point scorer for Round 3 of *Travel Daily's* NRL industry footy tipping competition, and has won \$50 voucher to spend at [www.lifeliveitup.com.au](http://www.lifeliveitup.com.au), courtesy of Life!®.



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



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



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\*Flights to Japan not included. Conditions apply.

**AFTA UPDATE**

The latest updates from AFTA's Chief Executive, Jayson Westbury



**I NOTE** that over the weekend a result in the South Australian state election has come to pass with the sitting Labor Premier Jay Weatherill MP being able to form a minority government with the support of Independent MP Geoff Brock.

This gives the South Australian Labor party a one seat majority that it needs to form government and this has been provided by this independent's support - the same arrangement that is in place currently in Victoria with the Liberal Premier Denis Naphine who also holds government by a one seat majority provided by an independent member of parliament.

These are both delicate situations to be in and some might say not a great strong place upon which one can govern a state.

Not to mention the obvious memories the nation has after coming out of an independent minority controlled National Government (I refer to the Gillard/Rudd governments), which I am sure nobody except maybe the independents in question would rush to repeat.

Nevertheless, it is what it is and for the travel and tourism industry let's hope that the plans and policies that have been in place by the former Labor government, now minority Labor government can continue.

South Australia has been delivering well on the domestic tourism from and has worked well with travel agents and the industry more broadly which is a good thing.

The support of this government for tourism promotion and the identification of the importance of tourism have been very good. The now elected government had also previously supported the roll out of the national travel industry transition plan (TITP) so there is no indication that anything will change there which means it will be business as usual and full steam ahead with South Australia embracing the changes to travel agency regulations that are to come into effect from the 1st July.

Of course the footnote to this is that the other independent, Bob Such MP who was elected in the South Australian election has taken a leave of absence for two months due to illness - a most unfortunate situation and we wish him a speedy recovery.

The question will then be upon his return what decision he might make about the future of government in South Australia as it may change the outcome.

There continues to be counting in a number of seats and this may also have an impact. But for now it's Premier Jay Weatherill and we wish him every success.

Riveting if you are into politics.



**VA-UA changes**

**VIRGIN** Australia will no longer offer the ability for its customers to book United Airlines interline sectors to some US destinations effective from this Fri 28 Mar.

Affected routes include flights from Los Angeles to Boston, Dallas Fort Worth, Chicago, Houston and Newark, with agents advised to ensure that they ticket any outstanding bookings containing the UA sectors by 2359 AEST on Thu 27 Mar.

**SeaLink SA brochure**

**SEALINK** Holidays has released its 2014/15 South Australia brochure, featuring a range of destinations incl Kangaroo Island, the Barossa and Flinders Ranges.

The 24-page program has a range of tour options and special offers including day tours, accommodation, Murray River cruises and 11 packaged holidays such as the popular Ultimate South Australian Bucket List package - see [sealink.com.au](http://sealink.com.au).



## Etihad to ramp up AB

ETIHAD Airways partner carrier Airberlin will be delisted and possibly even combined with Alitalia as part of an expanded stake in the carrier to 49.9%, according to a *Reuters* report.

Airberlin executives and major shareholders would buy out smaller investors in the German carrier, raising their stakes to 50% to ensure it remains majority German owned.

Etihad is in the final stages of due diligence and is reportedly keen to buy 40% of Alitalia.

Any combination of the carriers could also see Airberlin leave the oneworld alliance for SkyTeam, of which Alitalia is already a member.

## Youth Tourism event

REGISTRATIONS have opened for the ninth annual Australian Youth Tourism Conference, which will take place at the Pullman Sydney Hyde Park on Wed 21 May.

Organised by the Australian Tourism Export Council and the Backpacker Youth Tourism Advisory Panel with the support of Tourism Australia, the event will canvass current issues such as social media, millennial consumers, the rise of the young Asian traveller and more.

A networking dinner will also take place afterwards at Doltone House Hyde Park - for more information on the events and to register, **CLICK HERE**.

Tuesday 25th Mar 2014

Travel Daily  
First with the news



CHILLY conditions were on offer in Chile recently for this group of top-performing agents, who were treated to a taste of the country on a nine-night famil.

Hosted by Tempo Holidays, the group were flown to the South American west-coast country by LAN Airlines and went on to explore many of the great sights from Santiago to Puerto Arenas.

Among the highlights was a visit to Colchagua Valley in Santa Cruz for some wine tasting, and a tour of the magnificent Vicente Perez Rosales National Park.

No visit to South America would be complete without enjoying some authentic food and drink, with pisco sour, Chilean beef stew and locally made potato soup all dished up and heartily consumed.

The group also toured the Torres del Paine National Park in the shadow of the awe-inspiring Osorno Volcano, where they also

witnessed wild flamingos, sea lions and guanacos.

**Pictured** above in the National Park, the group included Paula Torrejon, ADS Mundo; Ruth Keith, RACT Travelworld Launceston; Anne Westby, Travel Centre Bendigo; Laura Zorzi, Phil Hoffmann Travel Glenelg; Nansi Gidiess, LATAM Group; Roslyn Burgess, Harvey World Travel Lane Cove; Traci Webber, Travel Inspirations; Donna Retter, Helloworld Caloundra and Jacqueline Shelly, Tempo Holidays.

## 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 bungee tickets from AJ Hackett.



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

Q.17: To become a 100% Pure New Zealand Specialist you must complete what three criteria?

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

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If you have the passion for sales and love building new Relationships your talents will be rewarded working with this dynamic independent travel company. This role has a small amount of account management built into the role but a hunter is ideally what we are looking for. You will be rewarded with a flexible work environment and a great salary and bonus structure. Call for a confidential chat today.

#### INDSTRY SALES IN VICTORIA INDUSTRY SALES EXEC X 2 VIC- TOP SALARY PLUS CAR

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Ben Carnegie

### Events Account Director - Sydney

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Opportunities at this level within well-established events agencies don't come around every day, so if you are thinking about change, this is the time to act!

The purpose of this role is to manage an event calendar for domestic & international incentive programs. The role will involve strategic elements as well as hands on operations. Conceptual client meetings through to budgeting and overseeing of all logistics and operations will form part of this exciting role.

An excellent salary is being offered for this role based on the level of experience brought to the business and this role has the variety to keep life very interesting! Don't miss out on this opportunity, send your application now!

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- ▶ Sell a destination you are passionate about!
- ▶ Monday to Friday - No weekend work!
- ▶ Salary from \$45K - \$50K + super

Customer service excellence is a priority in this company, working with travel agents to arrange their clients holidays throughout Asia. CRS experience required.

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### Holiday Consultant - Rail & More - Sydney

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