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Travel Daily

First with the news

Wednesday 26th March 2014

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Globus touts NTIA

THE Globus Family of Brands is urging agents to vote for a swathe of its staff who have been nominated in the National Travel Industry Awards.

The company itself is also nominated in two categories, for details see **page eleven**.

QF veteran RGMs depart

FORMER Jetset Travelworld Limited ceo Peter Collins, now Qantas regional general manager NSW, is among the senior QF executives set to leave the airline due to the restructure of its national sales force (**TD** 19 Mar).

An internal staff update obtained by **Travel Daily** reveals how the changes will shake out.

RGM WA/NT Ian Gay will leave the group after 44 years, along with RGM ACT Allan Williams who has been with Qantas since 1974, the memo confirms.

Under the new structure, John Simeone - recently appointed head of corporate and industry sales - will become Head of Business Account Management.

A separate Head of Agency Partnerships role is in the process of being filled, with the aim of making it "easier for our agency partners to sell Qantas, with a specific focus on achieving more share," according to the update.

Will Lundberg will be Head of Sales Performance; Jason Triebel is Head of Sales Customer Targeting & Loyalty Partnerships, and John Lonergan will continue as Head of Qantas Direct.

Rina Karabesinis, QF Head of Distribution & Business Change, will also leave the group at the end of the month.

The update confirms that despite the RGM role no longer existing, "we are committed to maintaining a state and regional presence, and will still have representation in state," with the departing RGMs to help with the transition over coming months.

Eight pages of news

Travel Daily today has eight pages of news and photos, plus full pages from: (**click**):

- AA Appointments jobs
- Travel Trade Recruitment
- Globus
- FCm Travel Solutions

FCm business offer

FCM Travel Solutions is today promoting its "unique product platforms and well established supplier relationships" to help corporates save on travel.

FCM is also a sponsor of tomorrow's Platinum Networking Night in Sydney - see **last page**.

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Travel Daily

First with the news

Wednesday 26th March 2014

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Evergreen arrival

EVERGREEN Tours has taken delivery of its first newbuild vessels (**TD 18 Feb 2013**), with *Emerald Sky* to be named on 09 Apr by British style icon Twiggy. The second ship, *Emerald Star*, will be delivered by the end of next month, while two more ships - *Emerald Sun* and *Emerald Dawn* - are currently under construction for delivery in early 2015.

QF dom reissue policy

QANTAS has published a new Domestic Ticket Reissue policy, which means that all domestic fares must be repriced after a change has been made to a ticketed flight. Effective for all tickets changed on/after 01 May when the repricing occurs, if the fare and/or ticket taxes have increased, the ticket must be reissued collecting any additional fare or tax, even if the booking class, fare basis and routing are the same. For further details, **CLICK HERE**. **MEANWHILE**, Qantas has also confirmed that GDS Advance Seat Selection via EMD-A (**TD 13 Mar**) is now available via Galileo and Worldspan from today.

TA US promo with VA/DL

VIRGIN Australia and Delta Air Lines have partnered with Tourism Australia in a major joint marketing campaign in the USA.

It is by far the biggest campaign run by VA since it started flying to Los Angeles five years ago, with coverage in major media outlets including *NBC*, the *LA Times* and the *Wall Street Journal* over the next four weeks.

The campaign kicks off today with a front cover wrap on *USA Today* (**pictured**) which has a daily readership of over 3 million. A competition run as part of the promotion offers the opportunity to win one of 52 trips to Australia, highlighting the country's easy accessibility via an array of week-long experiences.

It urges Americans to visit



Australia now, not "someday", in hopes that the strong US intention to travel to Australia can be converted into immediate trips.

Virgin Australia launched its partnership with Tourism Australia in May 2012, with the collaboration later boosted to \$12 million over three years.

"This campaign is another example of our shared commitment to

increasing inbound tourism, and follows the success of [business events showcase] *Dreamtime* last year," Virgin Australia said.

The VA/DL trans-Pacific joint venture allows passengers to easily connect on flights from LAX to Sydney, Melbourne and Brisbane and then continue on to VA's domestic network of 47 destinations.

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Travel Daily

First with the news

Wednesday 26th March 2014

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Air NZ renews Raro

AIR New Zealand will maintain its weekly return service between Sydney and Rarotonga for four more years after the Cook Islands Government renewed a tender contract with the carrier.

The agreement also includes a four year extension of Air New Zealand's contract to provide a weekly Rarotonga-Los Angeles service which first began in 2007.

"These services will help to further stimulate tourism in the Cooks and ensure the picturesque islands remain accessible to those outside of New Zealand," Air NZ's Pacific Islands manager Peter Walsh commented today.

MEANWHILE, Air NZ yesterday reported a 2% year-on-year spike in passenger traffic in Feb, rising to 1.08m movements, and load factors rising 0.6 points to 83.9%.

North America/UK traffic was up 4.8% to 79,000 and Tasman/Pacific traffic jumped 3.3% to 245,000, while domestic carriage also rose 3.0% to 716,000.

However long-haul patronage dropped by 7,000 pax to 122,000, and Asia/Japan/UK numbers plummeted - falling 21% to 43,000 (11,000 less than Feb '13).

Travellers Choice 2.0

TRAVELLERS Choice this morning unveiled a new version of its website solution for members, Site Builder 2.0.

The system is currently used by over a third of Travellers Choice agencies, and allows them to offer a customised website (with a unique URL) supported by centrally loaded products.

Agents can promote their site to local communities or niche markets, while Travellers Choice looks after smart search engine marketing to generate traffic.

The revamped Site Builder gives additional flexibility for agencies to create more customised "virtual shop-fronts" by injecting their own content.

CZ to Frankfurt in Jun

CHINA Southern is expanding its 'Canton Route' to include Frankfurt, Germany from 20 Jun.

The thrice weekly service to FRA operates from Guangzhou via Changsha on Mon, Wed and Fri.

Once launched, Frankfurt will be CZ's sixth European gateway, joining Amsterdam, London, Paris, Moscow and Istanbul.



Window Seat

IRELAND needs shaggy ewes!

The Golden Shears World Championships in Gorey, Ireland has put the call out for 1,000+ head of sheep just weeks before the four-day event kicks off.

Organisers of 'the Olympics of shearing' - which begins on 22 May - have admitted they are yet to meet the quota of an expected 6,000 sheep.

Ewes need to be aged 12 to 14 months to ensure entrants from 38 countries, spanning China to Chile, have a level playing field with similarly shaped sheep.

KEEPING with a farming theme, spectators of the Golden Shears Champs might wish to extend their Irish vacation with a stay at the Milk House in Kent, UK.

Rooms at the property are dubbed Dairy, Churn, Byre and Buttery, and the owner's living space is called 'Udderly Private'. The attached Village Pub (previously known as The Bull), and features the aptly named 'Grazing Menu' for guests.



Sean Simmons Travel Pty Ltd are very excited to announce that for the 2nd year in a row we have been nominated in TWO categories for the:

2014 AFTA National Travel Industry Awards

Our nominations are:

- Best Travel Agency – Corporate (Single Location)
- Best Travel Agency Manager – Corporate (Sean Simmons)

To everyone who has travelled with us on our journey, we offer a heartfelt thank you. Please vote now to help us fly even higher!

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Wednesday 26th March 2014

Agents head to the US with TTC

VIRGIN Australia and The Travel Corporation made agents checking in at Sydney Airport for the TTC "American Explorer" Mega Famil yesterday feel very special.

When the consultants checked in for their VA flight to Los Angeles, they were welcomed by customised displays on the monitors above the check-in desks (above) and also given a special Mega Famil pack containing some goodies for the long-haul flight.

This year is the third annual Travel Corporation Mega Famil, with the group of over 100 agents heading to the US west coast to experience the Trafalgar, Insight, Contiki and Creative Holidays offerings in an extravaganza of educational experiences.

On arrival in LA the group heads to Anaheim, where the famil will formally kick off with a welcome



function at Disneyland California, with participants treated to the fabulous "World of Color" show at Disney's California Adventure.

They then head off on their US adventures in three groups, one with each of Contiki, Insight and Trafalgar.

Ann Burgess from Flight Centre Carlingford Court in NSW is **pictured** above centre at the Virgin Australia Sydney check-in counter yesterday afternoon with Amy Caughey and Sandra Cahill of Insight Vacations.

More pictures from check-in at facebook.com/traveldaily.

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Lack of hotel stock impacting demand

SLOW growth in Australia's accommodation offerings over the last year has had a significant impact on demand, simply because there has been "nowhere to stay in lots of locations" across the country.

That is the assessment of hotel expert Dean Dransfield, who gave an overview of the sector at this morning's No Vacancy conference in Sydney.

Dransfield also said that despite the shortages, hotel rates had risen just 1.5% on average over the last year, slower than the inflation rate, which he said was "incomprehensible" to investors.

A key issue is the ever-shortening lead time for bookings, which he said had very much encouraged some suppliers to discount because their forward bookings were slow.

MEANWHILE, other speakers at the conference included Rachel Argaman, head of the newly rebranded Toga Far East Hotels (to TFE) who gave a fascinating insight into the pressures being applied on the accommodation industry by online travel agents.

Etihad US soccer deal

ETIHAD Airways has expanded its relationship with professional soccer, announcing a long-term sponsorship with Major League Soccer in the USA.

EY also sponsors English Premier League club Manchester City, which has joined forces with the New York Yankees baseball club to launch the New York City Football Club.

Manchester City is owned by Abu Dhabi's Sheikh Mansour.

EY ceo James Hogan said the carrier was delighted to add to its "growing portfolio of sports properties that cover the globe".

JQ boosts ZQN seats

JETSTAR has followed the lead of parent carrier Qantas, adding extra trans-Tasman capacity from Australia to Queenstown for the upcoming Jul/Aug winter season.

More than 15,000 new seats are available in the latest move.

The Melbourne route will jump from four weekly to daily, while Sydney will become five weekly - up from the current three.

The expanded trans-Tasman A320 capacity will be in place from 01 Jul to 31 Aug.

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SLH keen to expand in Aus

MELBOURNE is the eighth highest unfulfilled accom search by visitors to the Small Luxury Hotels of the World website, with the group actively looking to sign and represent a property in Vic.

The independent luxury hotel management firm is looking to double its portfolio of Australian based properties from six to "at least 12," ceo Paul Kerr said.

Speaking to *Travel Daily* at a function in Sydney last night, Kerr admitted the group's Aussie range was underpopulated.

In addition to CBD properties in Sydney and Melbourne, Kerr said he wanted to grow the group's Tropical North Queensland range as well as market hotels in all the major wine regions of Australia.

Kerr invited hotel owners of an average size of 50-75 rooms and average room rates of US\$350 per night to get in contact about becoming part of the Small Luxury Hotels of the World portfolio,

even if it wasn't beachfront and didn't have an on-site restaurant.

He hinted the group had its eye on a property in Perth, its second in Western Australia.

The SLH website last year saw over four million visitors, with Kerr adding that as a brand, SLH was always performing better each year than the one before.

SLH's relationship with the local travel trade remains excellent, with two roadshows per year in Sydney and Melbourne on top of a number of preferred deals with luxury and high-end distributors.

Kerr expressed surprise there were only six SLH properties in Australia but eight in New Zealand, taking an opportunity to jokingly stir the never-ending trans-Tasman rivalry.

"I can't believe for one minute that you Australian guys are going to allow this to happen," he joked.

More from Small Luxury Hotels of the World on **page seven**.

Amadeus launches new airport platform

AMADEUS has today released details of a new cloud-based Common Use platform for the "airport of the future".

The Amadeus Common Use Service (ACUS) is a next-generation system which is capable of carrying out all airport passenger processing functions, and will allow airlines and ground handlers to share the IT resources of the airport, eliminating hosting and development costs.

Amadeus said most airports currently run an expensive common use model involving on-site infrastructure, while moving to the cloud-based ACUS will allow reduced costs and improve the ability to respond to traffic peaks and weather disruptions because of its scalability.

John Jarrell, head of Airport IT at Amadeus, said the platform will ultimately allow the passenger experience to be improved.

Wi-fi on Delta 747s

DELTA Air Lines has announced an expansion of its wi-fi service to Boeing 747-400 aircraft operating on international routes.

Wi-fi plan options are available for an entire flight duration for laptops (US\$24.95) and mobile devices (US\$14.95), as well as hourly packages.

The carrier operates a fleet of 16 jumbos, flying from Los Angeles and Atlanta to Tokyo Narita, Detroit to Seoul Incheon, Nagoya and Tokyo and New York JFK to both Tel Aviv and Narita.

Three aircraft have been fitted so far, with the remainder of DL's 747-400 fleet to be fitted out by mid-2014.

Delta - which operates Boeing 777 aircraft between Atlanta and Sydney via Los Angeles on a daily basis - says wi-fi will be installed across its entire int'l fleet (which also consists of Boeing 777s and 767s and Airbus A330s) by the end of next year.

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Brochures are available from TIFs

ALBATROSS TOURS

BW Hobart open day

BEST Western Hobart will show off upgraded conference facilities and its new restaurant to locals as part of an 'open day' event.

Scheduled to take place on Sun 06 Apr between 9am & 3pm, the property will welcome business owners, event organisers & newly engaged couples to inspect the first round of a three-phase revamp that also includes a soft refurbishment of all 140 rooms.

Oil spill cruise delays

CARNIVAL Cruise Lines' *Carnival Magic* and Royal Caribbean's *Navigator of the Seas* were delayed arriving into their Texas homeport this week due to an oil spill in the Houston Ship Channel.

Cruise ships sailing to and from Galveston, including *Carnival Triumph*, were ordered to go slow to limit the spread of oil created by a ship's wake.

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New rouge routes

AIR Canada's leisure subsidiary Air Canada rouge is taking over routes operated on a number of Western Canada routes from Vancouver and Calgary.

The conversion sees services out of Vancouver and Calgary to Las Vegas switch first on 28 Apr and Los Angeles on 01 May, while new seasonal rouge flights to Phoenix will debut on 17 Dec.

Services from Vancouver to Anchorage will go to an Air Canada rouge operation on 16 May and San Francisco on 01 Jul.

Also switching to rouge is Air Canada's services from Toronto to San Diego (effective 29 Mar), and Phoenix (04 May).

"We will continue to evaluate future market opportunities as new aircraft are introduced into the mainline fleet and existing aircraft are released for operation by Air Canada rouge as market demand warrants," executive vp & cco Ben Smith commented.

Hurtigruten special

HURTIGRUTEN has extended its 50% off second passenger offer on select Norway voyages between 01 Apr and 12 Dec.

The deal applies to new Classic Norway bookings made before 31 May, excluding suite categories MX, MG, M2, Q2 and QJ.

Contact Discover the World for more details - (02) 9959 3696.

New SFO attraction

MERLIN Entertainments Group will open a new tourist attraction in San Francisco's Fisherman's Wharf district this summer.

"The San Francisco Dungeon" will recount the city's 200 year history during a 60-min walk-thru experience complete with actors, special effects and an underground boat ride.

Merlin operates a similar Dungeon experience in London.

Expedia mobile focus

EXPEDIA has unveiled a new "clear, clean and easy to navigate" website homepage, redesigned to capitalise on increasing demand from mobile device bookings.

Unveiled to the US market, the homepage has been optimised for desktops & mobiles to be nearly twice as fast, more intuitive and offering seamless navigation.

A global rollout will follow.

Morocco upsurge

TOPDECK has launched its new Egypt, Jordan, Israel, Turkey and Morocco brochure for 2014/15 featuring 22 adventures.

The program features a greater number of tour departures in Morocco due to its increasing popularity, the company said.

TFE weekend promo

TFE Hotels (Toga Far East Hotels) has rolled out its first marketing campaign in partnership with Virgin Australia.

The year-long 'Great Weekends' campaign will see a holiday given away every week - [CLICK HERE](#).



GOVERNMENT OF DUBAI

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State Sales Manager Victoria State Sales Manager Western Australia

Join the team of one of the world's most innovative and progressive destinations.

Dubai Tourism Australia and New Zealand is excited to be expanding our Trade Relations team as a result of the growth to date and potential from the Australian market.

In Phase One of this expansion we are seeking two motivated, results driven, experienced team members whom have a good balance of exceptional client relationship management and opportunity development to join the team in Australia.

The roles will be based in Perth and Melbourne and reporting to the General Manager - Trade Relations & Partnerships (GMTRP).

The following is a very broad outline of the key requirements of the role:

- Implement and evolve client development strategy and develop business plans for your portfolio of industry partners as well as focusing on the retention of business for the destination.
- To actively work with our wholesale, retail and airline partners to strengthen destination awareness and stimulate new product experiences which will attract consumers whilst creating marketing opportunities to ensure targets and KPI's are achieved.
- Attendance at key trade events & consumer expo's within your territory.

Mandatory requirements for this role:

- Be self-motivated, customer focused, target driven, innovative and have the ability to develop and drive new programmes and initiatives.
- Demonstrated effectiveness in building productive relationships with potential customers, driving results and establishing strong sales networks within the related territory.
- Well-developed organisational, interpersonal and networking skills.
- Be able to partake in travel throughout Australia and Overseas if required.
- An eye for detail and ability to prioritise and efficiently manage multiple tasks and deadlines.
- Ideally you will possess a minimum of 5 years' proven sales management experience in hotel/travel/destination sales working within the leisure and corporate travel markets within Australia.

Remuneration will be discussed at interview and will be commensurate of skills. As a key member of the team, this position requires an aspiring long-term thinker with a passion for Dubai.

Should you meet the above criteria please send your CV to Julie King, Director, Dubai Tourism, Australia & New Zealand. Email jking@dubaitourism.ae

Closing Date for applications: 7th April 2014.



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Ahead of the winter season, refurbishments at the **Heritage Queenstown** have been completed, with each room and suite now boasting new décor, modern furnishings and technology. New bedding has also been added as part of the room upgrades. The property has been crafted in the design of a traditional European ski lodge, with a restaurant and bar on-site and close to the centre of town.



Work is nearly complete on a US\$21 million renovation at **The Fairmont San Francisco**, due to be completed in coming weeks. All 591 guest rooms are being comprehensively refreshed to be both modern yet reflecting the classic Fairmont image. Rooms and suites will feature a sapphire blue and pewter colour scheme, with hand-blown glass lamps & tables with art reminiscent of famous hotel performances.



A palatial three-bedroom private villa has been added to the selection at boutique Thai resort, the **Aleenta Hua Hin**. The category offers three bathrooms, private chef and butler service, large outdoor dining balcony, large infinity swimming pool and car parking.

Traditional Aleenta décor is an interior feature with wooden furnishings, soft linens, iPod docking technology and heavenly rain style showers.

Tour comm in Vegas

LAS Vegas adventure tour firm **Bullets & Burgers** has released its own travel agent commission structure, offering 15% on bookings of its adventure tours.

Commission can be earned on advertised retail rates for a range of the company's ziplining, helicopter and firing range tours - quote codeword "AGENT007" to reservations@bulletsandburgers.com.

IATA loophole closure

GOVERNMENTS are being urged by IATA to address & close legal loopholes allowing unruly passengers to escape punishment for offences onboard aircraft.

Amended laws governing airborne offences are expected to be ratified at an upcoming aviation conference which will allow for prosecution of violent & abusive pax endangering aircraft safety.



Time for a change? Looking to move back home to New Zealand and just waiting for the right job to come along? This is your chance to join GO Holidays, New Zealand's largest outbound travel wholesaler - a Company with a great culture and a fun work environment.

Groups Consultant - Auckland

An exciting opportunity exists in our wholesale team for a consultant specialising in groups.

The successful applicant must have:

- Excellent customer service skills
- Exceptional time management and great attention to detail
- "Can DO attitude"
- Sound knowledge of using a GDS system, preferably Amadeus
- Sound knowledge of Microsoft Word and Excel software
- Existing product knowledge of worldwide destinations
- The ability to work as part of a team

If you are motivated, hardworking and ready for this exciting role, please apply by forwarding your CV, along with covering letter to: Jane Jones, Operations Manager, GO Holidays on email jjones@goholidays.co.nz.

Applications close: Friday 04 April, 2014.

Jetstar techie recruit

JETSTAR has appointed Grainne Kearns as its new group chief information officer, overseeing all IT functionality for the group's five Asia-Pacific JQ branded airlines.

SLH continues on growth spurt



AUSTRALIA is bucking the trend in terms of bookings of luxury hotels compared to many major world economies, according to Small Luxury Hotels of the World chief executive officer Paul Kerr.

The local market is currently the fourth largest for the brand, behind the US, UK and Germany, which itself has experienced a renaissance of sorts.

At a function in Sydney last night, Kerr told *Travel Daily* that SLH as a brand has always performed better each year than it did during the previous year.

Of more than 13,000 members of the SLH loyalty program, The Club, around 23% are regularly active, travelling the world and booking the SLH portfolio.

AIA reports Aus spike

AUCKLAND Airport has reported a 12.4% year-on-year jump in Australian arrivals for the month of Feb, with more than 67,000 entering NZ via AKL last month.

Stats showed the strong results were boosted by new direct services by Air New Zealand and Jetstar to AKL from Adelaide and Perth respectively which began in the latter months of last year.

The facility recorded a year-on-year drop of 10.7% in Chinese arrivals due to the earlier Chinese New Year celebrations this year.

More than eight million people used AKL in the year to Feb 2014.

Conversely, Cairns and Mackay Airports, both managed by AIAL, recorded double-digit decreases in international arrivals, down 11.8% and 13.4% respectively.

Ahead of the group's 25th year of operation in 2015, Kerr added the vast majority of member hotels remain optimistic about booking trends around the world moving forward.

Pictured above from left is the Small Luxury Hotels of the World team in Richard Hyde, Tim Davis, Paul Kerr and Erin Woodward.

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.

What is the name of the restaurant where breakfast is served at Regent Bali?

Finnair extension

ONEWORLD carrier Finnair has extended the sale period of its Round the World and Explore Europe fares until 30 Apr - for more details, [CLICK HERE](#).

TM sales & hires soar

SALES and recruitment at TravelManagers were at record levels in Jan, jumping 29% and 120% year-on-year respectively.

The trend continued into Feb, with sales up 11% & new recruits increasing 20%, the home-based agency said.

"Our consistent increase in sales further cements TravelManagers' standing in the industry and naturally we are seeing more interest from travel agency owners and managers to join our business model," TravelManagers' executive gm Michael Gazal said.

Cruise sales and European tours attributed to the strong sales.

Aus Outback vehicles

TOYOTA LandCruiser Workmate camping and standard edition vehicles are now available to rent from Hertz following the debut of its Outback Collection in Australia.

Camping edition vehicles include a tent, bedding for four people, gas stove and a range of camping facilities, while the standard model is aimed at travellers able to utilise their own camping gear.

Vehicles are designed for off-road driving in the dry season but are restricted to major roads during the wet season, and can now be booked for pick-up in Adelaide, Brisbane, Darwin, Perth, Alice Springs and Cairns.

Infinity Goofs around in Hawaii



THIS group of infinity Holidays agents experienced all the magic of Aulani, A Disney Resort & Spa in Hawaii on a famil last week.

Participants soaked up the Hawaiian sunshine as they lazed about in Aulani's crystalline

waters, winding streams and private snorkeling lagoon.

They were treated to views of breaching whales at sunset and danced with Disney characters at Aunty's breakfast celebration.

Pictured with Goofy, back row from left are Infinity Holidays' Prue Hamilton, Lisa Monk, Amy Brown, Megan Hicks, Melissa Hefferman, Holly Biggs from Disney Destinations International, Fiona Williams, Kelly Straatman, Michael Cassis, Lauren Batticciotto and Kay Russell from Hawaiian Airlines.

In front are Vanessa Tredrea and Blake Campbell.

Disney to Norway

DISNEY Cruise Line will deploy *Disney Magic* to the Norwegian Fjords in 2015 marking the line's first ever visit to the region.

Magic will sail from Copenhagen in Jun and include ports of call at Stavanger, Alesund, Geiranger and Bergen in Norway over a seven-night itinerary.

There's also a new nine-night cruise in the region that includes a stop at Molde and Olden.

An extended journey (11-nights) will also include visits to Iceland and the Faroe Islands.

DCL said the voyages present an exciting opportunity to experience areas inspired by Disney's animated hit *Frozen*.

New itineraries through the Baltics have also been introduced between Copenhagen, Denmark and St Petersburg, Russia.

DXB traffic growing

QANTAS' daily services to Dubai from Melbourne and Sydney influenced a 30.5% year-on-year increase in Australasian traffic passing through the emirate last month, the latest data from Dubai Airports shows.

The region was Dubai's fastest growing region during the month, with Asia next at 18.4%.

Overall passenger traffic topped 5.6 million in Feb, up 11.7%.

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.18 How many Copthorne Hotels are there in Queenstown?

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

[Click here for terms & conditions](#)



Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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**SPECIALIST RESERVATIONS CONSULTANT
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We are seeking a passionate & well travelled consultant throughout the region of South or Central America to join this specialist Wholesale Travel Company. This growing company is offering you the opportunity to work Mon- Fri business hours only, earn a high base salary with fantastic bonuses PLUS take part in famils to the most exciting destinations on the planet! Why not go to work talking about the destination you love all day?! If you think you've got what were looking for, call us today!

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CUSTOMER SERVICE CONSULTANTS
MELBOURNE - SALARY PKG UP TO \$52K**

Due to growth, our client has been seeking our assistance to recruit talented consultants to assist their expanding team. We have already filled 2 of these roles & are now on the search for their final team member! Working in the customer service team, this role will see you working behind the scenes responding to after sales queries from direct clients. Previous experience using Galileo essential plus an ability to work on a rotating roster required. Be the lucky number 3 and secure yourself this last remaining position today!

**YOUR "GET OUT OF CONSULTING" CARD!
TEMPORARY SYSTEM SUPPORT ROLE
SYDNEY CBD - TOP HOURLY RATE**

Are you an experienced corporate travel consultant looking for that something different? This is your opportunity to move away from consulting and take the next step in your travel career. Enjoy working for a high-end Travel Company based in the CBD. Work behind the scenes as first level support for travel consultants, trouble shooting & assisting with any query related to the Serko back office system. Temp role starting ASAP for approx 2 months or more. The candidate must have experience using Serko.

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RETAIL TRAVEL CONSULTANT**

MELBOURNE (STH EAST) – SALARY PKG UP TO \$50K (DOE)
This travel company will see you moving away from face to face sales and into a role where you will service member based clientele! Responding to phone and email enquiries, you will be creating & booking a variety of travel itineraries throughout Australia and the world. To be considered for this position, you must have a minimum of 2 years international consulting experience. With fantastic career progression opportunities, a high base salary & normal business hours, you would be crazy not to apply!

DYNAMIC LEADER NEEDED

**RETAIL TRAVEL MANAGER
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Do you know your stuff? Love selling travel? Lead by example and love seeing your staff flourish? Wish you worked for a prominent leading travel brand? This leadership role will see all your dreams come true. Joining this busy & successful agency located in Rockhampton, you will be responsible for managing and driving a professional team of consultants. A top salary package is on offer along with great bonuses and a supportive owner. Support would also be provided for relocation. Call today to find out more.

MEMBERSHIP BASED RETAIL ROLE

**RETAIL TRAVEL CONSULTANT
GOLD COAST – UP TO \$49K PKG + BONUSES**

Calling all travel experts on the Gold Coast - wave goodbye to time wasters and face to face consulting. This hot role will see your servicing the international and domestic travel needs of member based clientele via phone and email enquiries only. Business is booming and they need experienced retail consultants to come and join them. Not only will you be earning an above average salary but you'll have the chance in increase your take home pay with the incentives in place, plus enjoy famils & free massages!



VOTE FOR TRAVEL TRADE RECRUITMENT



Wholesale Cruise Consultant

Brisbane CBD \$50-\$55K OTE - Ref:1842PS1

A fantastic opportunity to join a leading wholesale cruise company has become available for an experienced travel consultant with solid cruise product knowledge. If you are passionate about cruise and looking for a role where you will earn uncapped commission along with a base salary without having to stay in retail then this could be the career move you have been looking for! The winning candidate will be working in a fun and friendly team with extensive training on offer!

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

Customer Support Travel Team Leader

Sydney – \$DOE + bonus – Ref:1991SJ1

Do you have experience in travel customer service, airfares and ticketing and content management? I have a unique leadership opportunity with a leading travel company based in Sydney. I am looking for a strong leader with a varied travel background to manage a strong team in various travel support areas. An attractive salary package with bonus & incentives is on offer to the successful candidate. Interviewing ASAP so apply now and don't let this opportunity pass you by.

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

Entertainment Travel Specialist

Melbourne \$Competitive + Comm Ref:1065KF1

Want to work with the bright lights of entertainment? Currently working in Corporate Travel and looking for that change? This successful agency is looking for someone to join their team, booking entertainment and sports travel. This is a unique opportunity for savvy corporate consultants who know how to think outside the square and are creative problem solvers. If you have the experience and are ready to take your career to the top we would love to hear from you!

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

Senior Leisure Consultant

Perth Area - \$DOE – Ref:1062LA1

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.

Travel Consultant

Gold Coast \$45K+ DOE – Ref:1010PS1

This well renown centrally located independent travel agency is now recruiting due to maternity leave. If you have at least 5 years retail travel experience and would like to move into a role with a luxury focus booking tailor-made bespoke holidays then this could be your opportunity. Working 9-5 Mon-Fri; working towards set sales targets you will be responsible for your own booking from start to finish so strong GDS skills are essential to be considered for this role.

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

Corporate Travel Team Leader

Sydney - \$65K + incentives: Ref 1017LY4

A rare opportunity to work within an In House Travel Team as a Team Leader. This small team of experienced consultants are looking for an experienced Leader. You will bring your strong product and fares knowledge as well as your strong team mentoring skills. This role is a pleasure, you will enjoy the diversity of bookings and working with a friendly and professional team. Be rewarded well with a great salary plus bonuses and the chance to work within a Global Corporation.

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

Leisure Travel Consultant

Melbourne – Attractive Package – Ref: 0952KF1

Love retail travel?! Ready for your next step? This well known international retail travel agency are looking for a senior travel consultant to join their award winning team! Working with both retail and corporate clients this position is varied, busy and most importantly fun! If you have a proven track record in sales, experienced on a GDS then apply today! This position is working within a dynamic team; no day will be the same! What are you waiting for....

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

Senior Travel Consultant

Adelaide – \$40K + Super Ref:1956LA1

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.



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