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# Travel Daily

First with the news

Monday 31st March 2014



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## Evergreen 2015 out

**EVERGREEN** Tours has released its program of European river cruises for 2015, with the itineraries featuring the operator's newbuild "Star Ships" which will officially debut in Amsterdam next week.

The brochure features a range of new cruise tours in France, Russia, Norway and on the Moselle River, with 'Fly Free' offers all year on all cabins.

See the **front page** of **TD** today.

## Gaines gains Gurney gig

**HELLOWORLD** says that although the shock resignation of ceo Rob Gurney (**TD** breaking news Fri) is effective immediately "he will remain available to provide assistance to the Board over the coming months".

According to a statement issued late on Fri afternoon, Gurney "wishes to pursue a new opportunity with an international focus," seeing that the *helloworld* transformation is "now at an advanced stage."

The Board announced the

appointment of chief operating officer Elizabeth Gaines as ceo, with chairman Tom Dery telling the *Australian* that "in many ways Rob and the Board have groomed Elizabeth over the last 18 months to take this position".

Dery cited Gurney's achievements including the development and launch of the *helloworld* brand and major commercial agreements including the ten year deal with Orbitz.

"Rob has also helped build new capabilities in the organisation to set it up for future success".

Gurney said the transformation of JTG into Helloworld had been a "fantastic opportunity" and thanked agents, suppliers and staff for their support since he took the ceo job (**TD** 27 Jul 2012).

### Today's issue of **TD**

**Travel Daily** today has nine pages of news & photos, a front cover page for **Evergreen Tours** plus a full page: (**click**)

- AA Appointments jobs

## QR boosts CX c'share

**CATHAY** Pacific has expanded its codeshare alliance with Qatar Airways which sees the QR code placed on CX services from Hong Kong to Adelaide, Melbourne, Sydney & Perth, effective 10 Apr.

Qatar Airways will also codeshare on CX flights to Auckland, Osaka, Nagoya, Narita & Tokyo Haneda, while the CX code will be placed on QR metal from Doha to Athens, Geneva, Barcelona, Madrid and Venice.



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First with the news

Monday 31st March 2014

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## QF JNB commitment

**QANTAS** says it “remains committed to the South African market” and will continue to promote the destination together with South African Tourism despite the winding up of its codeshare pact with South African Airways on 31 May.

In a statement on the QF agent website, the carrier commented that it has operated flights to South Africa for over 65 years, adding that it is a “key international market, particularly with our business travellers”.

Qantas will continue to operate daily 747 flights from Sydney to Johannesburg, “offering the shortest travel time” to Johannesburg from Sydney, Melbourne and Brisbane.

## Another CCC vessel

**SEALINK** has commissioned the construction of a fourth new Captain Cook Cruises ferry to meet increased demand for services on Sydney Harbour.

MD Jeff Ellison said the extra capacity follows recently signed contracts with Harbour City Ferries, the Biennale Festival and the temporary Convention Centre.

## Get ready for Anzac 2015

**TRAVEL** agents are being warned to prepare for a rush of enquiry later this week when the Federal Government announces the result of its ballot for tickets to attend the ANZAC centenary in Gallipoli next year.

Mat McLachlan Battlefield Tours said keen interest in the commemoration means travellers will have to go through a travel agent and tour company, with flights and accommodation already heavily allocated so it will be very difficult to book direct.

CEO Mat McLachlan told **TD** that more than 42,000 Aussie

applicants are vying for just 4,000 double passes to the ceremony.

But there are also options for the many people who will miss out in the ballot, with McLachlan saying “it’s not as though they’re shutting down the Peninsula”.

The tour operator will run its own ceremony on the day at the battlefields, complete with big screens to broadcast the official commemoration and ensure it is a moving experience.

McLachlan has geared up call centre operations to handle demand from travel agents, and has also secured wholesale air capacity from several carriers.

The company has launched a special website for the event at [www.gallipolitour2015.com.au](http://www.gallipolitour2015.com.au).

## DOT quashes TN pact

**AIR** France-KLM, Delta Air Lines & Alitalia have had an application for antitrust immunity for Air Tahiti Nui to be part of their joint venture (**TD** 16 Apr) denied.

On Fri, the US regulator tentatively ruled the planned agreement “provided insufficient public benefits.”

Air Tahiti Nui was hoping to use the alliance to gain greater feed of traffic from Europe out of Paris, via Los Angeles.

## SIA jacks up VA stake

**SINGAPORE** Airlines has lifted its interest in Virgin Australia to a voting power of 779,211,072 VAH shares, corresponding to approx 22.17% of its ownership.

The Star Alliance carrier said it has “no further economic interest in VAH shares pursuant to any derivative instrument” on Fri.

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# Travel Daily

First with the news

Monday 31st March 2014

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## Travel Daily on location in France

Today's issue of *TD* is coming to you from Clermont-Ferrand courtesy of Atout France, which is hosting its ninth annual *Rendez-Vous en France* here.

**CLERMONT-FERRAND** is about 400km south of Paris, and as the trade show gets underway here regions are reporting big increases in visitation from down under over the last year.

Monaco, the famous jet-setters paradise says Australia has climbed from 11th to 7th place in terms of visitor numbers, and even small rural towns are hearing a lot more Aussie accents.

Laurent Laborie, tourism director of Moulins in the country's centre told *TD* that Australia is the town's number one source of foreign visitors.

## Costs too high for Baillies Sydney hotel

**AUSTRALIAN** luxury hotelier Baillies Lodges has pulled out of its planned Sydney property.

Baillies md James Baillie said increasing construction costs and regulatory constraints made the project unfeasible.

Baillies was intending to build a nine-suite luxury hotel within a heritage building in Sydney's Rocks precinct, earmarked to open next year (*TD* 12 Apr 12).

However final costs for the project continued to escalate to a point they were "well in excess of original budgets," the firm said.

Baillie blamed the State Heritage Council and City of Sydney for its complex and expensive additional approvals which "have created a considerable burden," adding a more streamlined process for smaller developments would have been advantageous."

The firm would assess "other possibilities" in Sydney.

## Skywards Jetstar burn

**EMIRATES** has released details of the Skywards Miles required to book flights with new codeshare partner Jetstar on its network.

Effective Mar, redemption is available on Jetstar Australia and New Zealand, Jetstar Pacific, Jetstar International, Jetstar Asia, Jetstar Japan and Value Air.

An Economy class one-way fare on Jetstar will cost a minimum of 7,025 Skywards miles, to the maximum of 29,425 (on routes to Hawaii, Japan or China)

The minimum miles for a one-way Business Class seat (on select routes sold) is 13,425, to the peak of 58,225 miles.

Reward values include 30kgs of baggage allowance in Economy & 40kgs in Business Class.

For bookings made within 24 hours of outbound travel, there is a US\$75 'rush reward fee', or a US\$50 fee for bookings made within seven days.

**CLICK HERE** for more details.



## Window Seat

**THERE** appears to be numerical confusion at Helloworld, with Fri's shock statement about Rob Gurney's resignation (see p1) citing a figure of over 750 *helloworld* agencies.

However chairman Tom Dery told Sat's *Australian* that "we have 850 agents under the Helloworld branding, and at least 150 about to sign".

Today the company clarified that the "more than 750 locations" figure was accurate.

**TOURISM** is the second biggest industry in San Francisco, according to a guide escorting the Insight group on the Travel Corporation Mega Famil (see p8).

Unfortunately the number one SFO industry is traffic fines, with a plethora of laws covering every possible infringement.

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## New Nairobi warning

**THE** Dept of Foreign Affairs and Trade elevated its travel advisory for Nairobi & Mombasa on Sat to 'Reconsider your need to travel.'

According to Smartraveller, the heightened warning is a result of the current security environment in the cities "due to the high threat of terrorist attack and the high level of crime."

"Avoid all unnecessary visits to public places," DFAT is urging.

## Centara Grand in Laos

**CENTARA** Hotels & Resort will introduce its five-star Grand hotel brand to the Laos market in 2017.

As flagged previously by *Travel Daily* (TD 26 Nov), the Thai-based hotelier will introduce the resort in the downtown district of Laos' capital, Vientiane.

The 200-room Centara Grand Hotel Vientiane will join Grands already located in Vietnam, Bali, Maldives, Mauritius, Addis Ababa, Shanghai, Doha and Thailand.

## QR kks MEL upgaugue

**QATAR** Airways has confirmed the upgrade from Boeing 777-200 to 777-300 aircraft on the Melbourne route (TD 28 Feb), taking effect from 01 Apr.

The -300s launch will see a 30% capacity increase on the route from Doha, or 76 more seats per day on the service.

CEO Akbar Al Baker said the upgaugue, coupled with QR's daily flights to Perth, "is further testament to our commitment to the Australian market."

## Sofitel Dubai launch

**SOFITEL** Luxury Hotels will open the new 350-room Sofitel Dubai Downtown on 01 May.

Positioned on Dubai's Sheikh Zayed Road, the property offers suites with panoramic views of the Burj Khalifa or the coastline.

It will be Sofitel's seventh hotel in the Middle East and joins the recently opened 361-room Sofitel The Palm Dubai.

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## eNett expanding fast

**TRAVEL** payments specialist eNett is set for growth, with the changing travel distribution landscape providing a significant opportunity for its technology solutions.

The company, which was founded in Australia by ceo Anthony Hynes in 2003 and is now a joint venture between his company PSP International and Travelport, has a global focus and has seen strong support in Europe for its 'Virtual Account Number' (VAN) platform which seamlessly links travel agent booking data to unique one-time Mastercard numbers.

eNett is also well known to the Australian and NZ industry for its electronic funds transfer system which enables suppliers and



agents to conveniently send and receive payments.

The VAN technology, which has been integrated with Travelport's GDS, is also being touted as a way for low-cost carriers to easily accept and reconcile payments from travel distributors.

**Pictured** above at a Sydney event last week are eNett's communications manager, Ping Chew, and the company's head of marketing & communications, Marijke Timmers.

## EDINBURGH

SCOTLAND

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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[gallipolitour2015.com.au](http://gallipolitour2015.com.au)

Mat McLachlan  
 BATTLEFIELD TOURS

## Viator targeting Australia

**TOUR** and activity platform Viator is increasing its focus on the Australian market with the recent appointment of local PR representation (**TD** 27 Feb) and the launch of a new version of its popular iPhone app.

The global company was founded in Australia and its largest office is in Sydney, along with operations in San Francisco, London and Las Vegas.

Viator marketing manager

Kelly Gillease was in Australia last week, and told **TD** that the company is set to significantly boost its marketing spend here.

"We're really aggressive about growing our customer base," she said, with 15-20% of transactions already coming from the Australian market.

The company has a key partnership with Qantas (as well as 14 other airlines), powering the tour and activity section on the QF website (**TD** 20 Mar 13).

Viator also supplies B2B tour and activity content for the Excite Holidays and ReadyRooms wholesale platforms in Australia.

Gillease said the rise of smartphones had been huge for the firm, with more than 40% of bookings via the Viator app made on the same day or the day prior to undertaking an activity.

Viator is constantly working to enhance its product range, and key trends include the addition of more 'VIP access' tours.

Examples include a behind-the-scenes tour of the Versailles palace in Paris and an early-access tour of Hobbiton in NZ, with over 100 of the exclusive-to-Viator activities now available.

Gillease said the updated Viator app offers more last-minute inventory, and is able to pinpoint live availability for when travellers actually want to do an activity.

### DL drops ORD-LHR

**DELTA** Air Lines has closed reservations for its Chicago-London Heathrow operation for Winter 2014/15, which was previously set to start on 25 Oct.



Getting set for Industry Expo

**ABOVE:** The organisers of this year's Travel Industry Exhibition hosted a function on Fri for key participants, who were updated on the latest developments about the show including its expanded seminar program.

The exhibition will be Australia's only business-to-business trade show focused on the whole travel industry, and will be the ideal way for suppliers to engage with travel agents and wholesalers.

AFTA's Gary O'Riordan said the seminar topics will be highly relevant to agents, while event director Pascal Ibrahim said the show is "shaping up to be a must attend event for the industry".

The exhibition will take place at Moore Park, Sydney on 18-19 Jul 2014 in the lead-up to the hotly anticipated National Travel Industry Awards on Sat 20 Jul.

**Pictured** above from left at the event are exhibition director Pascal Ibrahim of Exhibition and Trade Fairs; Sabre Pacific's Naomi Miller; Jaclyn Snell from Jetstar Airways; and AFTA accreditation gm Gary O'Riordan.

There are still opportunities to exhibit at the show; for more info see [travelindustryexpo.com.au](http://travelindustryexpo.com.au).

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With a unique 20:80 split, Spin Trunk offers the benefits of softside packing whilst maintaining the strength and security of hardside luggage. This cutting-edge collection ticks all the boxes, guaranteeing cases are efficient, secure, manoeuvrable and glamorous.

To win, send through your answer to the question below in 25 words or less by COB 4th April to: [samsonite@traveldaily.com.au](mailto:samsonite@traveldaily.com.au).

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## Hopkins deal done

**INTERCONTINENTAL** Hotels Group advises it has completed the sale of the InterContinental Mark Hopkins San Francisco (TD 19 Feb) to a joint venture with Woodridge Capital Partners and Oaktree Capital Management.

The group has received \$120m in the transaction & will continue to manage the property under a long-term management contract.

## Rex launch Armidale

**REGIONAL** Express resumed services between Sydney and Armidale on Thu following the collapse of Brindabella Airlines which previously flew the route.

Rex will offer 36 weekly services, adding 60,000 seats per annum.

## CA to Vladivostok

**AIR** China has revealed plans to inaugurate new four weekly services between Beijing and Vladivostok, Russia from 03 Jun.

The addition of Vladivostok increases Air China's Russian network of cities to three behind Moscow and Chita.

## Ski Max'ers hit Californian slopes



**IT WAS** a case of 'hello California' for this group of nine Helloworld representatives, selected as the winners of a Ski Max agent incentive.

The agents were rewarded for their efforts with Qantas A380 service from Sydney to Los Angeles and the ultimate Southern California welcome of smores on Huntington Beach.

Hertz assisted the trip, providing two Grand Caravans that enabled participants to experience first-hand how visitors can surf and ski in one day in the Golden State, making the roadtrip from Surf City USA to Mammoth Lakes and

then Lake Tahoe.

For many of the group it was their first skiing experience but it didn't take them long to master the craft on the slopes of Mammoth, Heavenly, Northstar and Squaw Valley ski resorts.

The thrills kept on coming back in Tinseltown, where the group visited Universal Studios Hollywood.

**Pictured** with escorts Jenny Coros from SkiMax and Tristan Freedman from Gate 7 are Helloworld agents Kristy Tilbrook, Emma Minuzzo, Vicki McDermott, Kylie Howard, Louise Elizabeth, Nicholas Rone, Diane Bulwan, Deborah Molino and Cherie Luck.



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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](mailto:jking@dubaitourism.ae)**

**Closing Date for applications: 7<sup>th</sup> April 2014.**

## JAL expand int'l wi-fi

**JAPAN** Airlines is to deploy its Panasonic eXConnect wi-fi solution on its fleet of Boeing 777-200ERs, 767-300ERs and 787 Dreamliner operating on routes in Southeast Asia & other international routes.

The service, accessible to pax via a smartphone, tablet or laptop, will be rolled out over the next 12 months, starting 01 Apr.

## Seuss Bookville debut

**CARNIVAL** Cruise Lines has confirmed *Carnival Freedom* will enter drydock for an extensive multi-million dollar refurbishment in Freeport, Bahamas between 19 Apr and 03 May.

The makeover will include the addition of the inaugural Bookville family reading venue as part of Carnival's new Seuss at Sea Program.

Bookville will be a dedicated Seuss-themed play space decked out with iconic decor, colours, shapes and "funky furniture" inspired by Dr Seuss books.

Rd 7 Winner

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CONGRATULATIONS

Nick Keith

from Oceania Cruises

Nick is the top point scorer for Round 7 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a travel adapter, courtesy of **Emirates**.

Major Prize:

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



## Down Under rebirth

AAT Kings has announced the rebranding of the Down Under Adventures product to Aussie Adventures, now operating in the Top End, Sydney & South Australia.

## Nexus Vultures bound for finals



COMPETITIVE fires have been burning for the last eight weeks for the Nexus Point Travel Vultures indoor netball team ahead of the upcoming finals.

The team comprises the travel department of international contracting firm Leighton Holdings, with games taking place

each week and victories recorded almost as frequently.

The team (pictured above) is clearly ready for the finals, set to take place soon at the North Sydney Indoor sports centre.

## AKL second runway

AUCKLAND Airport will build a second runway by 2025 to support continued passenger & cargo growth, 12 years after gaining approval for the project.

The new 2,150m runway will run parallel to AKL's existing runway and be used primarily by quieter international aircraft, including Airbus A320 and Boeing 777 & 787 Dreamliners.

"Passenger travel is recovering strongly following the global financial downturn and the second runway will be needed," the airport said in a statement.

## Luring sports to Aus

FEDERAL Trade & Investment Minister Andrew Robb has praised a new business program aimed at promoting Australia as an events destination during next year's AFC Asian Cup tournament.

Dubbed "Match Australia", the program will begin with network events in Abu Dhabi, Dubai, China, Republic of Korea and Japan.

## 47 EK A380s in fleet

EMIRATES took delivery of two more Airbus A380 aircraft on Fri, boosting its fleet of superjumbos to a massive 47.



## Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Scenic Tours - Canada/Alaska 2015 Pre-Release

Travellers already looking to an adventure in Canada or Alaska in 2015 can secure a range of 2015 departures at 2014 prices with a new pre-release guide to the region out now from Scenic Tours. A wide variety of itineraries feature, with no more than 40 to a group and accommodation in Fairmont Hotels & Resorts and exclusive luxury Alaskan lodges, with guaranteed GoldLeaf on the Rocky Mountaineer. Highlighted itineraries include the 18-day Canadian Rockies, priced from \$9,695ppts.



### Croatia Travel Specialists - Croatia 2014/15

In addition to the namesake destination, countries on offer in this guide include Slovenia, Bosnia, Herzegovina and Montenegro. The guide is packed with experiences aimed at travellers who have already seen the more popular parts of Europe and are looking for some new lands to explore. Guests enjoy exclusive access to Dufour Grand' Large yachts, which can be self-controlled or booked with an experienced skipper for a cruise through Mediterranean inlets and along the Dalmatian coast.



### APT - Winter Wonderland 2014

Winter in the Northern Hemisphere is a magical land of dreams, with wondrous experiences able to be realised in abundance, many of which on APT winter itineraries featured in this guide. Eight festive new tours ranging from between 10-30 days have been developed, from river cruises in Europe to land tours of Canada and even South America. Guests can wander among the Christmas markets in a variety of countries, with experiences including dog-sledding, trekking and snowmobiling.



### Creative Holidays - USA 2014/15

A new range of recommended driving itineraries have been developed and included in the new guide for pax keen to explore the US behind the wheel of their own vehicle or motorhome. The season has also seen the return of some popular hotels rested last year as well as many new additions including the recently opened NOBU Hotel, nestled in Caesars Palace in Las Vegas. A range of new day tours have been introduced including bike tours of LA and Maverick's Dream Catcher Sunset Tour in Vegas.



### CIT Holidays - Europe Rail 2014

Rail passes and sectors across all European networks can be booked easily and affordably, with plenty of information available in this new guide. Up to 60% can be saved on the regular prices of high-speed trains. The guide contains a map of Europe which easily explains all of the major rail corridors and directions of travel, while a Q&A section covers many topics frequently queried. A guide to help select the right pass is also featured.



### Greece & Mediterranean Travel Centre - Greece 2014

A massive 124 pages detail the company's namesake destination and is the largest ever produced. A variety of new escorted tours have been released along with a selection of FIT product for the more independent traveller. Product covers both the mainland as well as many of the popular islands, with ferry tickets and more leisurely multi-island cruise itineraries. Many new hotels and day tours have joined the guide, with a range of discounts and earlybird deals including free days and price cuts.

## AFL Rd 2 Results

### CONGRATULATIONS

**Anne McNally**  
from Rheom Travel

Anne is the top point scorer for Round 2 of *Travel Daily's* AFL industry footy tipping competition and has won a double admission pass to the Sydney Tower Eye.



## Major Prize Sponsors

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



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Hideaway Island Resort





Today's issue of *TD* is coming to you courtesy of The Travel Corporation, which is hosting 100 Aussie travel agents on the American Explorer Mega Famil.

**THE** Contiki group on the famil headed south from Los Angeles to San Diego where they enjoyed a tour of the city's famous harbour.

A special T-shirt given to the Contiki agents lists all of their destinations, and is certain to go straight to the pool room.

The Contiki itinerary now heads inland to Phoenix, Arizona before heading for the splendour of the Grand Canyon, and then the group will head back to Las Vegas to meet up with the rest of the Mega famil participants for a grand finale celebration.



**ABOVE:** Contiki sales manager Amy Harrison and Creative Holidays sales mgr Holly Cooling sink their teeth into some tasty treats.



**RIGHT:** Tucking into some authentic Mexican food is Contiki Holidays tour manager Drew with Contiki sales managers Zoe Gentle and Amy Harrison; Michael Davies of Student Flights and Ashley Jurd from Flight Centre Camden.



**EVERY** Contiki tour has a signature song, and for the 2014 Travel Corporation Mega Famil Contiki participants, it will be the lyrics of "Beautiful Day" that run through their heads for the next week and will forever bring back memories of the trip.

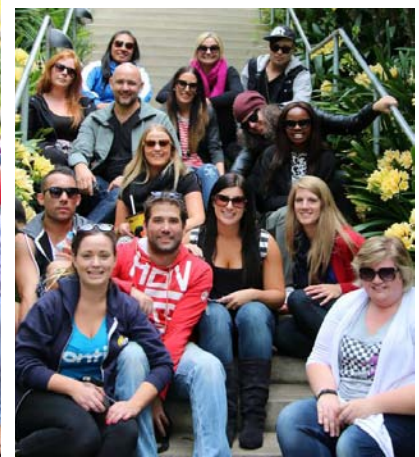
The group is **pictured** above on the shore of San Diego Harbour before enjoying a tour of the city which included the Naval Base, cruising past the Maritime Museum and also the Convention Centre which hosts the annual Comic Con event.

In the afternoon the agents enjoyed a leisurely exploration of San Diego Zoo before heading to the city's Old Town for an authentic Mexican fiesta.

**RIGHT:** It's not quite animal husbandry, but some of the group enjoyed monkeying around with some of the exhibits at San Diego Zoo: Christie Wolker, Flight Centre Mirrabooka; Shannen Bowyer, Student Flights Rockingham; Stacey Egan, Travel Key Leederville, and Caleb van Schmal of Student Flights Penrith.



**LEFT and BELOW:** Some of the group checking out the zoo.





# Federal Judge slams Skroo

**EMAILS** sent directly by Flight Centre Travel Group ceo and md Graham 'Skroo' Turner relating to the firm's six price-fixing charges have been evidenced as "the most blatant of all the charged attempts to induce", according to the overseeing Federal Judge.

The scathing criticism by Justice Logan of the Federal Court came following his handing down of an \$11 million fine (**TD Fri**) penalising the then Flight Centre Limited for "repeatedly attempting to enter into anti-competitive arrangements" with three airlines.

The involvement of senior management in promoting the group's 'Price Beat Guarantee' by engaging in concerted efforts to remove other cheaper airfares from the market was also a significant factor, the ruling added.

Justice Logan noted the "direct and personal involvement" of Turner in the sixth infringement.

## STA prepaid cash card

**YOUTH** tour specialist STA Travel has announced the launch of a new Visa prepaid travel card, available from Wed this week.

Dubbed 'CashFlex,' the free re-loadable prepaid card offers a 3% cashback on purchases made instore or over the internet while abroad and when booking a trip.

Users will be able to gain access to their funds anywhere in the world where Visa is accepted, including at ATMs and online.

The cashback is processed within seven days, unlike the standard 30 days on most other cards, making it the fastest offer in the market, STA said.

Personalised CashFlex cards are easier to use in countries where unnamed cards are commonly refused by retailers as a payment method for security purposes, STA Travel further commented.

The STA Travel Store cashback is accepted in Austria, Germany, Switzerland, Singapore, Thailand, South Africa, UK, NZ and the US.

"There is no doubt in the present case that commercial profit was the "driver" in Flight Centre's contravening conduct".

The \$11 million penalty was welcomed by ACCC chairman and ceo Rod Sims, who said the competition watchdog's concerns about FC's attempt to eliminate differences on int'l airfares offered were "well founded".

Sims added that while he was pleased with the findings on liability, he was disappointed Justice Logan rejected a penalty plea for four of the charges to be 10% of the company's annual turnover, rather than \$10 million.

Based on FCTG's turnover for 2012/13 of \$2 billion, the fine could have equated to as much as \$200 million.

## HA lift BNE services

**A NEW** fourth weekly Boeing 767-300ER service has been launched by Hawaiian Airlines to Brisbane today, adding more than 20,000 seats between Australia & Honolulu in 2014.

## Winter pitch relaunch

**NSW** Tourism Minister George Souris has launched the 2014 edition of the "Love Every Second of winter in Sydney" campaign.

Serving as the centrepiece of the four-month campaign will be the sixth annual Vivid Sydney festival, which will feature on advertising & in the annual Sydney in Winter newspaper insertion next month.

Industry partners set to launch promotional travel packages will include Qantas, Accor, Wotif, Zuji, Webjet, Toga Far East Hotels and Lastminute.com.au.

## Hertz AUH collection

**HERTZ** has opened its 20th depot in the UAE at the Etihad Travel Mall in Dubai, from where guests flying EY can also board the coach to AUH Airport.

## US set for oneworld

**THE** next step in the merger between American Airlines and US Airways will come today as the latter joins the **oneworld** alliance.

Prior to the full integration of the two airlines, US Airways and its regional carriers will operate as affiliate members of **oneworld**.

Brazil's TAM Airlines will also join the **oneworld** alliance today.

**MEANWHILE**, US Airways has requested authority for a blanket codeshare pact to display British Airways' BA designator & Iberia's IB code on USA-Europe v.v flights.

It told the US Department of Transportation it is seeking the authorisation to be fast-tracked "to begin without delay."

## \$18b ANA jet order

**AIRBUS** and Boeing will both deliver new aircraft to Japanese carrier All Nippon Airways as part of a JPY1.7 trillion (AU\$17.8 billion) order - the largest placed in the carrier's history.

ANA will take delivery of 40 Boeing jets in three variations (B777-9X, B787-9 & B777-300ER) and 30 from Airbus of two types (A320neo and A321neo) between fiscal year 2016 and 2027.

## LAST DAY TO ENTER TO WIN TRIP 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.21: In 25 words or less, tell us what you think makes New Zealand a magical ski destination?**

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

[Click here for terms & conditions](#)



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**Postal address:** PO Box 1010, Epping, NSW 1710 Australia  
**Street address:** 4/41 Rawson St, Epping NSW 2121 Australia  
**P:** 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

**Advertising and Marketing:** Lisa Martin and Magda Herdzik

Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper

Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the Travel Daily group of publications.

**Publisher/Managing Editor:** Bruce Piper

**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon

**Contributors:** Jenny Piper and Barry Matheson

Email: [info@traveldaily.com.au](mailto:info@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**

Choice is a wonderful thing, and currently on offer for experienced sales execs who have worked on the road. You understand your objective of driving increased sales through relationships and reliability and have runs on the board. We have two roles available now with two very successful travel organizations that both provide vital products to the travel industry. Great package plus extras on offer, ring to find out more today.

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

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Use your strong management skills when you join this forward thinking organization today. Working as a hands-on manager you will be required to handle a small portfolio of business and drive the team to perform at their peak ensuring customer satisfaction is achieved gaining solid client retention. With your background in corporate travel and management you will know how to build a successful team environment

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Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

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