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Friday 9th May 2014

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Dubai strategy penetrates

SOCIAL media is to be used to drive a new marketing campaign that encourages Aussies to stay longer and see more of Dubai.

According to Julie King, director of Dubai Tourism in Australia, a growing consumer segment has been identified spending up to a week in the emirate - a big swing from the current 2.8 days average.

King told *Travel Daily* this week she believes the impression of Dubai as being solely a transit hub is progressively being eroded.

"In some segments we are already seeing increases in what previously was a two- or three-night stay, move to a five-, six- or seven-night stay, mainly in the resorts in Dubai," King said.

The revelation Aussie stays are extending in length is based on feedback from resorts regarding Australian wholesale bookings.

"We're assuming it's families and couples that are coming for a beach resort-style of holiday on the way to another destination."

"DTCM's strategy for Australia is starting to penetrate," King told *Travel Daily*, adding however, "we've got a lot more to do."

She suggested the Emirates alliance with Qantas would continue to see a build up of awareness for Dubai.

But the bulk of visitors are staying just two or three nights, a trend Dubai Tourism hopes to curb by positioning Dubai as a minimum four-night destination.

"That is really the objective at the moment," King said.

"What I believe we will see over the next three years, as more people get to know Dubai & more and more experiences are added, travellers are going to start to stay on a lot longer," she predicted.

Moving forward, King said all positioning for Dubai - be that in brochures, promotions and joint marketing campaigns - will hone in on the four day experience.

"Social media platforms will be heavily grown locally," she added.

Today's issue of TD

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

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Excite Dubai, Athens ops

AUSTRALIAN-OWNED Excite Holidays is embarking on global expansion, with an Athens office revealed as the launch-pad for the travel agent-only wholesaler's European entry.

This week at Arabian Travel Market, Excite Holidays made its intentions clear for growth into new markets, showcasing its B2B model and Web Services product to buyers from across the Middle East at the trade show.

GM Joe Karbo told *Travel Daily* on Wed in Dubai interest in both products has been "extraordinarily positive," with a number of new contracts signed.

Dubbed 'ExciteConnect' (TD 29 Apr), the Web Service platform is available for both travel agencies and partners to tap into Excite Holidays' bank of 250,000 hotels & apartments worldwide, as well as activities and transfers.

Excite's presence at ATM 2014 also comes about a month before the B2B-only travel company will open a dedicated office in Arabia, headquartered in Dubai, Karbo revealed to *Travel Daily*.

"The demand for our technology

and offering is far too high internationally for us to ignore."

"We are taking our homegrown developed technology abroad and venturing into new and different markets, using the same philosophy that has made us successful in Australia and New Zealand," Karbo explained.

"Excite Holidays has many partners in the Middle East, so it is not a foreign market to us."

"It's definitely a different market in Dubai with specific needs so we have customised & tailored our offering for the local market," Karbo added.

A Gulf base was just the first step "to take our technology to other markets around the world."

He said the establishment of an office in Athens six months ago was another sign of Excite's commitment to travel agents, making it possible to service consultants in Australia and New Zealand around the clock.

Excite Holidays also has a presence in Bangkok, with the office established two years ago, and has earmarked Southeast Asia as a potential future hub.

Night flying into ZQN

AVIATION authorities in NZ have opened night-time aircraft takeoff and landing slots in Queenstown, after carrying out an assessment into night flights into the city.

The study was carried out jointly by NZ's CAA and CASA in Australia.

Currently, flights can only land during daylight hours due to pilot aiding approach path indicators at the airport and the facility's proximity to the township.

Destination Queenstown ceo Graham Budd said the move was "a significant development in supporting the visitor growth into Queenstown," with airlines able to extend schedules to more convenient times across the day.

QF Aquire promotion

QANTAS is encouraging businesses to join its Aquire corporate loyalty program (TD 18 Nov) with a "Business Booster" prize package for participants which register before 31 May.

The prize includes a \$5000 QF flight voucher, a \$5000 Staples voucher, 100,000 Aquire points, two Qantas Club memberships and an advertising package.

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ATAS insurance product release

A KEY plank of the AFTA Travel Accreditation Scheme has been put in place, with today's launch of the new Travel Agent and Intermediary Failure Insurance product by Gow-Gates Insurance Brokers (**TD** breaking news).

Only available to ATAS members, the insurance product has been specially created for agents who want to show their customers their funds are protected in the event of a collapse, paying out in the event that the policyholder becomes insolvent.

Applications can now be made at www.gowgates.com.au, with the company saying it expects to be able to provide quotations within two weeks.

Because it's a tailored product there are no set rates, with each company rated individually based on its own individual financial strength assessment.

Premiums are set on a per company year basis and reviewed annually, the company said.

Benefits include being able to offer a "peace of mind" promise for customers, along with a competitive advantage because "consumers will be looking out for companies prepared to offer protection in order to ensure their holiday investment is safe," Gow-Gates added.

Tok Tok registrations

VANUATU Tourism is inviting the Australian travel trade to register now for Tok Tok Vanuatu 2014, which takes place in Vanuatu from 25-30 Aug.

It will kick off with two days of pre-tours to the outer islands of Tanna, Espiritu Santo and Malekula, followed by two days of pre-scheduled meetings and site inspections in Port Vila.

For more information email australia@vanuatu.travel.

Helloworld fares fair

HELLOWORLD has extended registrations for its inaugural national 'Fares @ the Fair' training days, with final places able to be booked by close of business today, 09 May.

Fares @ the Fair will focus mainly on airline products, and is a complimentary training program for Helloworld members which will be hosted in Perth, Sydney, Brisbane, Adelaide and Melbourne over five dates in Jun.

Helloworld Head of Branded Network, Julie Primmer, said there had already been a strong response from agents and suppliers to the event, which is being supported by QF, TG, UA, SQ, BA, HA, CZ, AY, GA, EY, EK and Air Tickets.

Other Helloworld training events this year will include "Landscape" focusing on land products in Jul, and "Sight & Sea Sales" on coach and cruise products, in Aug.

To register **CLICK HERE**.

New TNZ campaign

TOURISM New Zealand and Air New Zealand have partnered in a new aspirational campaign highlighting winter experiences.

The promotion runs through to 30 Jun, with TV advertising and "heavy online placements" across key news websites.

It's the third year that TNZ has used the *more magic in every day* theme, and in 2014 encourages travellers to look at activities in addition to snow.

Air NZ, Virgin Australia, Qantas and Jetstar have all added extra winter Queenstown capacity.

To view the new TVC click on the logo or see traveldaily.com.au/videos.



Window Seat

FORGET Dreamworld, Sea World, Six Flags, Disneyland or Wet'n'Wild - a Californian man has built his kids their very own roller coaster in the back yard.

Will Pemble of San Francisco decided to build the thrill ride after a trip to a theme park.

"We were just back from one of many amusement park trips, and my son asked a simple question, 'why don't we build our own roller coaster, Dad?'"

"I couldn't think of a single good reason to say no," Pemble said, and headed off to the hardware store immediately to create the so-called "Caution Zone" coaster - **CLICK HERE**.

LOT Polish Airlines is rightly proud of its fleet of Boeing 787 **Dreamliners**, which has grown to six aircraft following the delivery of its latest plane.

The carrier conducted an internet contest to determine the plane's name, with thousands of entries received and the winner getting the opportunity become the aircraft's its "parent-godfather".

"The choice was difficult," said LOT spokesperson Barbara Pijanowska-Kuras, adding: "we wanted the name to arouse positive emotions, to be nice, short easy to read and pronounce for foreigners, creative intriguing and somewhat surprising".

The outcome is certainly intriguing and surprising, with the plane to henceforth officially be known as "Frank".

Ningaloo incentive

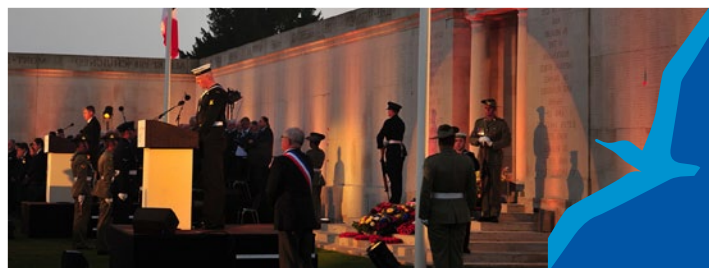
VIC and **WA** travel agents have the opportunity to visit the stunning Ningaloo Reef courtesy of a Broome & The Kimberley Holidays incentive.

Any new bookings deposited before 16 May will go into a draw to win a once-in-a-lifetime Ningaloo Whale Shark adventure - details on 1300 357 057.

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Exc!ting times at ATM



A **CONCERTED** push to introduce Excite Holidays to new overseas markets (see **page two**) will not detract the firm from its core purpose - to serve travel agents in Australia & NZ, gm Joe Karbo says.

"We are getting the message out that as Excite Holidays becomes a global brand the benefits will come back to the travel agent," Karbo told **TD** while at Arabian Travel Market this week.

"We can leverage our global partnerships to better service our Australia & NZ agents," he added.

It's understood Excite Holidays is the first ever Australia-owned B2B travel wholesaler to operate its own stand at ATM, with Karbo confirming the stand may be used to promote the brand and its technology at other global travel

expos, such as ITB in Germany.

To demonstrate Excite's desire to crack the UAE market, Excite Holidays assembled its top team to participate at ATM 2014.

MD George Papaioannou was unable to attend having just recently become a father.

MEANWHILE, cruise content may be on the table for Excite Holidays product offering in the future, Karbo has told **TD**.

Pictured from left on the Excite Holidays stand at Arabian Travel Market this week are Joe Karbo, gm, Matt Owers, hotel contracting mgr; Damian Sutton, chief technology officer; Yigal Kedem, technical product mgr, Beatriz Escobar, pa to the ceo; and Ruben Alvarez, marketing manager.

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New Heritage hotel

LAKE Rotoroa Lodge, located near Nelson in New Zealand, has been added to the Heritage Boutique Collection of properties.

The 1920s Edwardian style lodge in the Nelson Lakes National Park is the Heritage Hotels group's fourth South Island property.

Whale watch specials

ALLURE Stradbroke Resort has launched a new family travel offer ahead of the coming whale watch season along the Qld coast.

The "Beached Az" deal includes two nights accom, transfers and a kids activity pack, priced from \$470 per room thru to 31 Aug.

QF9/10 reaccommodation policy

QANTAS will provide overnight accom in Melbourne for pax affected by the schedule change on its QF9/10 services from LHR to MEL via Dubai (**TD** Wed).

The new timing frees up more flying time for the A380 aircraft - enabling the superjumbo to operate the Sydney-Dallas Fort Worth route - but sees the return flight from London land in Melbourne at 8.55pm rather than the current early morning arrival.

A commercial policy covering the changes allows affected passengers, holding valid tickets issued before 07 May for departures from 20 Jul, to reroute or rebook travel on the same day.

They can also change

destinations or retain the value of the ticket in credit.

Ticketed customers connecting in Melbourne from QF10 onward to Adelaide, Auckland, Alice Springs, Canberra, Hobart, Devonport, Launceston, Mildura or Wellington are eligible for overnight accommodation if required, with this offer valid for QF10 departing LHR between 21 Jul and 04 Aug 2014.

Agents should contact Qantas on 13 13 13 to organise accom on behalf of customers for travel during this period.

Any changed tickets must be reissued, with authority number 566981 entered in the tour code box to ensure fees are waived.

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Friday 9th May 2014

EK profit almost \$1b

EMIRATES recorded a AED3.3 billion (A\$960.7m) profit for the year to 30 Mar, the carrier's latest figures, released today, reveal.

Across the group as an entirety, which includes ground handling operator dnata, profits of AED4.1 billion were tabled, an increase of 32% on last year, with a 13% jump in overall group-wide revenues.

It marks the 26th consecutive year of profit for the organisation.

The year saw EK take delivery of 24 new aircraft including 16 A380 superjumbos, taking its total fleet to a whopping 217 planes in total.

Nine new destinations were added during the year, with a total of 44.5 million pax carried.

Kenya roadshows

THE Kenya Tourism Board will host a series of interactive roadshows for travel agents in Perth, Sydney, Melbourne and Brisbane, with the sessions kicking off later this month.

For more info or to register email kenya@gitourism.com.au.

Jetstar does good

JETSTAR will today donate \$2 from every ticket sold in its weekly "Friday Fare Frenzy" to the Star Kids charity program in partnership with World Vision.

World Vision ceo Tim Costello said Jetstar is now its largest corporate partner.

SIA to upgrade 777-300ERs

SINGAPORE Airlines today announced an investment of US\$325 million to upgrade 19 of its Boeing 777 aircraft to the latest generation of in-cabin products which were unveiled last year (**TD** 09 Jul 13).

The move will create consistency across the airline's entire 777-300ER fleet, with SQ also taking delivery of eight new aircraft with the product which is already available on selected daily flights to London and Tokyo.

"Feedback about our next generation cabin products has been extremely positive, and our customers have been asking for them to be fitted on more aircraft. We have listened," said SQ Executive Vice President Commercial, Mak Swee Wah.

MEANWHILE the carrier says it's still experiencing a challenging

operating environment due to intense competition and economic uncertainty in key markets, but has managed to report a 13.1% lift in annual operating profit to S\$259 million.

Group revenue rose 1% to S\$15.2b, due to higher passenger revenue which was partly offset by a drop in cargo revenue.

Passenger numbers increased but yields were lower due to promotional activities and the weakening of some currencies.

SIA will pay an 11c final dividend and a 25c special dividend due to its "sound financial position".

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- Propose and implement local market development activities to SQ/MIL destinations;
- Organise and conduct industry functions, seminars, product launches etc;
- Provide feedback to management of market intelligence on activities or developments in your area which have the potential to impact on productivity results;
- Maintain effective relations with other departments, airline partners, agents and consumers to the ongoing benefit of Singapore Airlines;

KNOWLEDGE AND EXPERIENCE REQUIRED:

- Minimum of 5 years travel industry experience with a strong understanding of the aviation industry and GDS;
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This position attracts a package including generous travel benefits and subsidised medical benefits.

Please forward written application with CV to Mr Hugh Chevront-Breton, Manager SA, GPO Box 1738, Adelaide SA 5001, or email to irmina_inglot@singaporeair.com.sg by Friday 23 May 2014. Only suitable applicants will be contacted for an interview.

WA reluctant to align

WESTERN Australia Commerce Minister Michael Mischin has said the state was left with no choice but to align with other states in deregulating the travel industry so as not to inhibit agents in WA.

Legislation to abolish the Travel Compensation Fund in WA was introduced to the WA parliament this week, however Mischin said the state originally did not support total deregulation.

"It was clear after consultation with local agents that the most viable option available to WA was to join other States in ending the licensing system, particularly considering the cross-border nature of the industry," he said.

Creative sells Yankees

CREATIVE Holidays has negotiated special access to tickets for several baseball games at New York's Yankee Stadium during the 2014 season.

A four night *Yankees* NYC deal including accom, a tour and baseball tickets is on offer from \$855pp for bookings to 30 Jun.

Travel Daily
on location in
Malaysia

Today's issue of *TD* is coming to you from Kuala Lumpur at the Select Travel Group conference.

MALAYSIA Airlines, Sabre Pacific, The Travel Corporation and a variety of partner suppliers are in Kuala Lumpur for the Select Travel Group and Express Ticketing conference from today.

The group has more than 350 members, with this year's three day event focusing on empowering travel agents as well as detailing future plans, new products and upgrades on the Express marketing and technology platforms.

AFTA ceo Jayson Westbury will also detail the latest developments in the Travel Industry Transition Plan in a special presentation, while the event will also feature extensive networking opportunities and a gala awards dinner.

Delegates are staying at the Sheraton Imperial, not far from the Petronas Twin Towers and situated between the city's business & commercial districts.

The property offers 385 rooms, Sheraton Club Lounge, expansive conference facilities, swimming pool, fitness centre and both an Italian and Chinese restaurant.

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Delegates flip out for Dubai



ARABIAN Travel Market 2014 wound up in Dubai yesterday, with visitor number reaching new record highs, according to event organisers Reed Travel Exhibitions.

Preliminary event data indicates 23,000 visitors attended this year's show, up 10% on last year's result.

ATM 2014 exhibitor numbers were up eight percent.

Delegates from Australia are **pictured** above on the stand of Dubai's Department of Tourism & Commerce Marketing with Dubai a Dolphinarium character.

Back row from left are: Wendy Ronksley, Phil Hoffmann Travel; Carolina Oriani, Adventure World; Davielle Gardner, Helloworld; Julie King, DTCM, Dolphin as himself; Veronica Rainbird, DTCM; Melanie McTighe, The Travel Corporation; Karen Bonanno, Sun Island Tours; Lynne Clarke, MSC Cruises and Anita Giovannini, Venture Holidays.

In front are Neela Ranchodhbai, House of Travel (NZ), Danielle Swiecki, Emirates pr executive; Trish Loukis, Greece & Mediterranean Travel and Matt Owers, Excite Holidays.

Dubai Experts rehash

DUBAI Tourism's "Dubai Experts" travel agent training program is set for an overhaul.

DTCM's Julie King said the whole program was up for re-evaluation, with "different benefits that come out, different modules to the program and it will be completely re-energised" with new tools and options.

King flagged a Sep launch for DTCM's new digital platforms, websites, apps and renewed social media initiative (see pg 1).

Expansion update

NEW representatives for Dubai Tourism Australia in both WA and Vic (**TD** 27 Mar) are expected to be announced in coming weeks.

Dubai Tourism Australia/NZ's Julie King said the organisation was now in the final evaluation for the new Victoria-based rep.

She used the pending new roles to explain how significant the travel industry is for DTCM.

"I believe our strategy for putting the resources into market in WA and Victoria has really been to cater for the trade."

King also told **Travel Daily** there were "eventual" plans to have a staff member based in New Zealand to service the market.

"We will have a better idea in a couple of months once we've worked out our strategy for resource roll out, but it is not in the short-term pipeline, she said.

DTCM mega familis

FAMILIARISATIONS remain high on the agenda for Dubai Tourism Australia.

Last year, DTCM hosted more than 800 travel agents and media on 81 trips through the emirate, including a massive party of consultants on its second mega-famil this time last year.

Director of Dubai Tourism's local office Julie King said the programs have been very successful.

"Both Emirates and DTCM are very happy with the mega famil's success and I think it will keep growing and become stronger each year," King added.

The 2014 "giga-famil" starts next week, with more than 280 consultants participating (**TD** 08 Apr) in three groups - a main Aussie group, a NZ group and a special top achievers group.

Stay tuned to **TD** for info.

WIN A \$50 GIFT CERTIFICATE TO SURF, DIVE & SKI



This week **TD** is giving 5 winners the chance to win a \$50 gift certificate to surf, dive & ski, courtesy of **Visit Huntington Beach**.

Surfing isn't just an activity here; it is part of who we are! Discover "Surf City USA" and the best of Southern California culture. HB offers the most authentic surf lifestyle, coupled with 16 kilometres of uninterrupted coastline. Located in Orange County, 56 kilometres south of Los Angeles, and the closest beach to Disneyland.

Visit: <http://www.surfcityusa.com/>

To win, email your answer to: Huntington@traveldaily.com.au.

HB loves boarders of all kinds, not just surfers. Recently opened in March, what park has all the kids "off the wall?"

Congratulations to our lucky winner **Lisa McCracken** from **Travelscene on Crown**.

the **aotgroup**

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- Ability to work under pressure, think outside the square and meet deadlines.

To apply email careers@aot.com.au.

Applications will close 5pm Friday 16 April 2014

iVenture Cairns card

VISITORS to Cairns can enjoy discounts of up to 40% on entry to 17 attractions in and around the North Qld city with the launch of the Cairns Attraction Pass.

The new product from iVenture Card Australia will be launched at next week's Australian Tourism Exchange in Cairns.

Attractions & products available with the card include Australian Butterfly, Cairns Harbour Cruises, Wildlife Habitat, Barefoot Tours, Cable Ski Cairns, Calypso Underwater Camera Hire & more.

Wego add ME airlines

ONLINE travel aggregator Wego has announced new partnerships with Saudi Arabian Airlines and flynas which will see both carriers added to airfare search results across the Wego suite of websites.

The signings were made at this week's Arabian Travel Market.

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Acclaim still available

PLACES on Trafalgar's annual Acclaim incentive trip are still available, with the 2014 trip seeing agents whisked off to enjoy the Christmas markets of Europe.

The reminder coincides with the launch this week of the guided holiday operator's new Autumn, Winter and Spring 2014/15 brochure, which features holiday options across 23 countries.

Early payment discounts of up to 7.5%, or \$492 per couple are on offer for clients who book and pay in full before 17 Jul.

Every client booking processed by 30 Jun will earn agents a chance to win a spot on the top-achievers educational trip.

Praise for Vision buy

TOURISM Fiji ceo Rick Hamilton has commended Vision Group's move this week to purchase three luxury resorts in the country, describing it as a sign of commercial confidence in the country's tourism industry.

Sonaisali Island Resort, Tadrai Island Resort and Sonaisali Premium Residences were added to the Vision Group's investment portfolio (**TD Wed**), purchasing the trio from the McGrath Family.

"We're excited at the potential Vision Group represents to ensure the appeal of Sonaisali Island Resort and Tadrai Island Resort continues into the future, building on the great contribution the McGrath family has made to this industry over the past two decades," Hamilton commented.

Kelvin Grove sod turn

OFFICIAL sod turning formalities have taken place on the new \$50m Quest Serviced Apartments property in the Brisbane suburb of Kelvin Grove.

Brisbane Lord Mayor Graham Quirk joined local MPs & Quest general manager of locations Andrew Weisz for the ceremony, with the property to feature 85 apartments & opening Jun 2015.

LHR names new boss

JOHN Holland-Kaye has been named as the new chief executive officer at London Heathrow, to begin in the role from 01 Jul.

Holland-Kaye, currently the LHR development director, replaces Colin Matthews, who last month advised he would step down.

Snow angels in Rocky Mountains



LAKE Louise certainly looks different in the depths of winter.

This group of APT top sellers have recently returned from Western Canada after a freezing but memorable journey from Victoria on Vancouver Island to Calgary via the Rocky Mountains.

Return air seats were provided for the trip by Air Canada.

The ten night trip saw highlights such as a private breakfast in the stunning Butchart Gardens, zip-lining in Whistler and spotting wildlife wandering in Jasper, with elk, deer, coyotes and bighorn sheep spotted, although the bears would still have been asleep.

As per the APT style, the group hung their beanies each night in some of the region's top hotels including Fairmont properties in Vancouver, Jasper Park Lodge, Banff Springs and Lake Louise as well as Delta Sun Peaks and the Westin Whistler.

Pictured above after a look at the frozen Lake Louise, in the back row is Kerri Hanisch, Phill Hoffman Travel; Ashlee Dieckmann, HWT Toowoomba; Stacey Devine, FC Garden City WA; Laura Florides, FC Dalkeith; Kristy Norrie, FC Port Macquarie; Sue Lewis, Prestige Holidays UK;

Adam Osborne, Bicton Travel; Alicia Howells, APT; Jo Patton, FC Batemans Bay; Alison Pryde, APT; Graeme Promnitz, Cruise.co.uk; Rowena Morris, APT and Molly Morris-Howes, FC Cleveland.

Middle row: Olivia Bury, FC The Pines; Lesley Farmer, Phil Hoffmann Travel; Casey Prendergast, FC Midland Gate; Katrina Roberts, Richmond Travel; Natasha Osman, FC Springwood; Ashleigh Barton, APT UK Sales; Kate Sanders, FC Kirribilli; Jenni Marr, Helloworld Vermont South; Candice Scott, APT; Sharon Kelly, APT; Georgina Symonds, APT; Ed Aylward, Trailfinders UK & Emma Degaspery, RACQ Travel Robina.

Front row: Cathy Baker, Helloworld Hope Island; Linda Conacher, APT; Maria Bonazinga, Helloworld Waverley Gardens; Lorien Everett, Phil Hoffmann Travel; Sheila Robb, Helloworld Belmont; Kristy Grundy, TSAX Kadina; Cherie Horley, FC Winston Hills; Cathy Orman, Jetset Gladstone; Hayley Coleman, APT; Mandy Thomas, All Things Travel; Lisa Aldeguer, FC Dural; Lisa Bogomiagkov, FC Castle Hill; Alison Dick, Cruiseabout Belmont; Jeff, Lake Louise Heritage Walk Guide and Les, APT coach driver.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

A fun-filled weekend in Melbourne beckons thanks to **Accor**. The hotel firm is offering rooms priced at the **Ibis Melbourne** from \$129 each, and is throwing in a ticket for 2A2C to the Melbourne Zoo or a \$50 voucher at the Queen Victoria Markets for free. (03) 9666 0066 to make a booking.

Companions can fly free (including taxes) to South America in 2015 by booking select holidays with **Travelmarvel** from its new program. To qualify, deposits must be paid by 30 Sep - phone 1300 196 420 for details.

DriveAway Holidays is offering a range of cool New Zealand Winter deals for skiers heading across the ditch for a ski holiday. Free ski racks & snow chains are included with Budget and Avis until the end of Oct, with snow cover and a free 2nd driver added on top of this through Europcar. Prices start from \$64 per day for rentals of 7 days or more. Phone 1300 363 500.

Monograms city deals

MONOGRAMS has cut up to \$400 per couple off Europe & North America stays if booked with any Globus, Cosmos or Avalon Waterways product by 30 Jun.

Active leads a travel revolution



THIRTY-TWO years young, Canberra travel agency and specialist tour operator Active Travel marked the occasion this week with a glittering soiree in its brand new Braddon offices.

Formerly in the Garema Centre, the organisation now boasts a sparkling new shopfront in the Mode 3 Centre downtown.

Company founders and owners Robert Fletcher and Christine Pearson invited loyal customers & industry figures from the local

area to a office-warming party in a "Travel Revolution" theme.

Fletcher said the reason behind the theme was also to celebrate the anniversary of the company's first tour departure, which was a bicycle tour of China in May 1982.

A number of raffle prizes were up for grabs on the night, including a three-day Borneo safari trip.

The Active Travel team, made up of Robert Fletcher, Mike Taverna, Becky Hanratty, Christine Pearson, Valerie Kirk, Tim Rankin, Sasha Peakall and Sweetie Payendee, are pictured above at the party.

Burstable bandwidth

TWO Australian internet service providers have joined to launch a new "Burstable Bandwidth" internet product available to the Australian hotel industry.

The product, from Broadband Solutions & Reivernet, is designed for hotels to pay only for the bandwidth used, which can be "burst" to suit periods of high activity such as conferences.

Speeds from 2MB per second can be paid for in quiet periods, with bursting up to 1000MB per second available when needed.

Langham and Marriott hotels have already moved to adopt the flexible broadband internet plans.

Mexico online series

INTREPID Travel and Travel Insurance Direct are among the tourism firms signed up in support of a new online travel episode series taking viewers on a food themed tour of Mexico.

The show, entitled Andy & Ben Do Mexico, is hosted by Australian Masterchef winner Andy Allen and finalist Ben Milbourne, with the duo taking part in an Intrepid Travel Real Food Adventure.

Five episodes have been filmed, with the first going to air on YouTube on 22 May, viewable on the AndyAllenCooks channel.

Aussies choosing US over NZ

LONG-HAUL destinations including the mainland USA and England are proving more popular for a holiday in the next two years than New Zealand, according to new Roy Morgan data.

The latest Holiday Tracking Survey by Roy Morgan Research has found the USA has overtaken our trans-Tasman neighbour as the most preferred destination among 14.5% of those polled, a 4.1% increase on five years ago.

New Zealand holds onto second place by a bare thread, only 0.2% ahead of England on 12.4%.

According to the data, New Zealand has only recently returned to favour following a steady decline since the Christchurch

earthquake of Feb 2011, while the US has continued a steady increase in interest in the same five-year time period.

"The United States is now the clear leader in terms of overseas holiday destinations more Australians would like to visit," Roy Morgan Research int'l director of tourism, travel and leisure Jane Ianniello said.

"This is despite the Australian dollar falling in value against the greenback since mid-April 2013".

Roy Morgan says New Zealand remains popular among young and well-educated professionals, with 7% heading over the ditch compared to 4% of the remaining population aged 14yrs or over.

WIN A TRIP FOR TWO TO HAWAII

Throughout May, **Travel Daily** is giving readers the chance to win a fabulous holiday to the island Oahu, courtesy of **Hawaii Tourism, Outrigger Reef on the Beach and Hawaiian Airlines.**

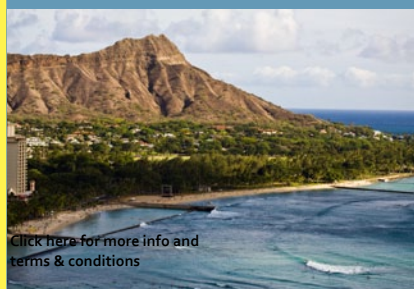
The prize includes:

- Two return economy tickets on Hawaiian Airlines between Sydney or Brisbane to Honolulu, Oahu;
- Five night stay at Outrigger Reef on the Beach in Ocean View Room plus breakfast for two;
- Round-trip shared transfers between Honolulu Airport and Outrigger Reef on the Beach.

Every day **Travel Daily** will ask a different Hawaii-related question – just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to Hawaii.

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



Click here for more info and terms & conditions

Q.7: Diamond Head is one of Hawaii's most famous landmarks. What is its Hawaiian name?



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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: Sean Harrigan and Lisa Martin

Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper

Email: 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



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***NEW* RETAIL BLISS IN THE SOUTH EAST!**

RETAIL TRAVEL CONSULTANT

MELBOURNE (STH EAST) – SALARY PKG UP TO \$50K (DOE)

HOT off the press! Due to company growth, this well known travel agency located in Melbourne's South Eastern Suburbs, now requires a superstar consultant to join their growing team. This is your chance to move away from the time wasters and the brochure collectors and use your travel expertise to create unforgettable tailor made holidays! You will be offered M- F hours with every 2nd Saturday morning (9-12) and a higher base salary. This role could be yours if you have more than 3 years consulting experience.

CORPORATE TRAVEL IS BOOMING!

CORPORATE TRAVEL AGENT

SYDNEY – SALARY PACKAGE UP TO \$70K

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

Don't delay – apply today!

WHOLESALE ROLES GALORE IN MELBOURNE

SPECIALIST WHOLESALE AGENTS X 4

MELBOURNE (VARIOUS) - SALARY PKG UP TO \$65K

Stop wasting your talents in a retail role and move to one of these specialist wholesale roles in Melbourne. We have numerous roles with well known companies who specialise in South America and Africa! You will move away from face to face sales, service agents & the general public answering enquires via phone and email only. Creating unforgettable itineraries through the Serengeti and the Amazon, no two days are ever the same. Bring your passion for South America and Africa to these new roles. Min 3 yrs exp.

WALK THE GREAT WALL?

WHOLESALE CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$43K PLUS BONUS

This award winning client is looking for a Visa/ Administration consultant to join their friendly bubbly team. You will enjoy supporting the reservations department with all administration and visa processing requirements. If you enjoy an excellent salary package with no sales targets and going overseas on educationals every year this job is for you. A minimum 1 years travel industry experience, exceptional attention to detail and a friendly positive attitude.

HOT IN THE CITY!

***NEW* CORPORATE CONSULTANT X 1**

MELBOURNE (CBD) – SALARY PKG UP TO \$65K (OTE)

There has never been a better time to move to a new corporate TMC in Melbourne! Due to company growth this well known global organisation now requires a multi skilled consultant to join their growing team. You will work Monday – Friday hours and be offered a higher salary of up to \$65K (OTE). Booking interesting and intricate itineraries you will love your next challenge! This role could be yours if you have at least 3 years corporate consulting experience and a can do attitude! Apply today to find out more

AROUND THE WORLD IN 8 HOURS

EXPERIENCED TRAVEL CONSULTANT

GOLD COAST – TOP EARNING POTENTIAL

Travel consultants, wanting a job where you'll be the envy of everyone, selling exotic destinations & faraway lands? Liaising with your clients you will assist them in booking all their travel needs - insurance, flights, visas, you name it, you will sell it. Benefits of this job are endless from amazing industry discounts, famils, conferences & annual leave. You will need previous travel consulting experience, GDS skills and have a positive can do attitude.

Your ideal opportunity to better your career, apply now

ARE YOU READY TO EARN THE BIG BUCKS?

WHOLESALE AGENTS X 4

PERTH (CENTRAL) – SALARY PKG UP TO \$75K (DOE)

Experienced travel agents in Perth! We have 4 exciting wholesale roles available that will see you finally kissing face to face sales goodbye! This global company now requires 4 sales superstars to join their fun and social teams. You will service loyal agents via phone and email enquiry only and will create holidays inclusive of air and land arrangements to worldwide destinations such as Asia, Europe and the USA! With uncapped commission and global rewards you would be crazy to miss this, Call us today to find out more.

INSPIRE, MOTIVATE AND LEAD

EXPERIENCED TRAVEL MANAGER OR TEAM LEADER SUNSHINE COAST- TOP SALARY AND REGULAR REVIEWS

Feel secure in knowing that you will receive head office support as well as regular salary reviews. Mentor & lead your staff, ensuring they deliver nothing but the best service for your clients. In addition you'll still be able to assist your clients with their travel needs. Working in a successful agency that has been around for decades you will have a large volume of repeat and loyal customers as well as some corporate accounts. Strong people management skills and previous experience in a manager or team leader role is a must.



Working in partnership with the Australian Travel Industry

Luxury Travel Consultant

Gold Coast – to \$50K + commission! Ref: 1266PS1

Do you have extensive cruise product knowledge? Looking for a role you can carve into a lucrative travel desk of your own? If you have a solid travel industry background, GDS, strong fares knowledge and are looking for a company that has a high focus on cruise then this could be your opportunity to join a company where you will be rewarded with a high base salary and commission! Dealing with high yield enquiries you will deliver exemplary customer service to clients predominantly over the phone and email with the occasion retail client.

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

Leisure Travel Team Leader

Sydney - \$65-75K + incentives: Ref:1075SJ2

A fantastic opportunity to work within a leading travel provider as their Team Leader. This small team of experienced consultants are looking for a motivated & proactive leader. You will bring your high end consulting experience as well as your strong team mentoring skills. This is a hands on role, you will enjoy the diversity of reservations & leading a friendly & professional team. Be rewarded well with a great salary, plus bonuses, modern office & a central location.

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

Multi- Skilled Corporate Travel Consultant

Melbourne \$55-60k Ref:1117KF1

This is a rare and exciting role for an amazing Corporate Travel Consultant! Dealing with corporate travel clients and booking air travel, meetings and conference requirements across Australia and Internationally. Offering a variety of fares and hotels and explaining their rates and regulations, building a rapport with clients and ensuring excellent customer service and confirming the reservations as required and ensuring the booking process goes smoothly.

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

Hotel Food & Beverage Manager

Perth \$60K + Super + Benefits Ref:1108LB1

This gorgeous 5 Star hotel is hunting for their next F&B Manager to lead their team. If you come from a restaurant management background, preferably within a hotel environment and have experience in managing a team, then I want to hear from you! Fantastic hotel staff benefits are on offer for most qualified person. Move from travel back into hospitality and bring your 5 star presentation to this exciting and challenging role, where no two days are the same.

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

Wholesale Travel Consultant

Brisbane CBD \$Uncapped Earnings. Ref:1012PS1

Are you looking for a new career challenge but not quite sure which direction to take? Have you considered a move in to wholesale travel? This exciting global travel company are expanding due to growth. A great career leading opportunity has become available for a target oriented travel consultant to join this wholesale team where the sky is the limit to your earning potential! If you are great at sales with solid worldwide product knowledge and can provide a first-class service to an array of clients then this could be your next move!

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

Business Development Executive

Sydney – Competitive : Ref:925SJ1

A leading travel wholesaler is looking for a business development executive to help promote their niche product across the NSW travel market. If you are a travel consultant but want to move away from consulting then this is for you. Predominantly on the road you will visit clients & increase your company's market share while also sourcing new business. A golden opportunity for a candidate looking for a more diverse role with a real chance to progress in your travel career.

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

Japanese Ski Specialist Travel Consultant

Melbourne \$45-55k Ref:1102KF1

Do you have a passion for Snow Sports? My client is an independent Ski Specialist who is looking to expand their team and now require a Japanese Ski Travel Specialist to join their dynamic office. You will be planning ski trips to Japan from families, to adult groups and organisations, to corporate guided tours. You will have the opportunity to tailor-make your own itineraries and market the products. In return you will be offered a competitive base salary plus incentives!

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

Travel & Cruise Consultant

Adelaide \$DOE Ref:1593LB2

Your excellent knowledge of cruise along with your sales skills will be key to be in consideration for this leading company. If you have a minimum of 3 years' experience in selling international and domestic destinations, the ability to meet deadlines, are proactive & organised then we want to hear from you! Only experienced cruise guru's need apply for this busy role. Solid salary package on offer with fantastic company benefits for the right candidate!

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



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