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Travel Daily

First with the news

Tuesday 13th May 2014

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MasterCard buys Pinpoint

PINPOINT Travel Group says it's "business as usual" following confirmation that its parent company Pinpoint Pty Ltd is set to be acquired by credit card giant MasterCard.

Terms of the deal haven't been revealed, but the acquisition is set to settle towards the end of the financial year.

Pinpoint Pty Ltd is Australia's leading provider of loyalty, rewards and marketing services and has strong relationships with financial institutions across the Asia-Pacific region.

Subsidiary Pinpoint Travel Group is a major wholesaler to the local industry, and gm Alison Powers stressed there would be no change to how its brands would

be marketed to travel agents.

"Nothing will change in the way we work with our industry partners - agents can continue to rely on us for breadth of product, good service and sharp pricing".

Powers said the MasterCard deal would give it "an additional wealth of global knowledge and experience to draw upon, and significant opportunities for growth which can only benefit us, our agents and our industry partners".

MasterCard's Loyalty Solutions Business Division has bought Pinpoint as part of a broader strategy to provide issuers and merchants with more effective and efficient rewards programs.

Brands operated by Pinpoint Travel Group include Freestyle Holidays, Rosie Holidays and United Vacations.

Club Med incentive

TRAVEL agents can help their clients rediscover Bali with Club Med, in a joint incentive being run with Garuda Indonesia offering a 5 night holiday for two.

For details see **page twelve**.

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Today's issue of TD

Travel Daily today has nine pages of news & photos, including a photo page for **Travel Counsellors** plus full pages from:

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Travel Daily

First with the news

Tuesday 13th May 2014



Travel Daily
 on location in
 Malaysia

Today's issue of TD is coming to you from Kuala Lumpur at the 2014 Destination Britain trade show, courtesy of VisitBritain.

THE popularity of London shows no sign of abating, with large numbers of Aussies continuing to flock to the city *en masse*.

VisitBritain is on a crusade to encourage Australians & visitors overall to spread their wings in the UK and head out of town for a quintessentially British holiday.

Travel Daily is on site at the 2014 Destination Britain event, this year taking place in Malaysia for the first time in 11 years.

A gala dinner themed on British fashion last night welcomed delegates ahead of the show, which gets underway tomorrow.

For photos and coverage from opening night, see pg 4, with more at www.traveldaily.com.au.

Chinese spending to soar

TOURISM Australia has escalated estimations of annual spending by inbound Chinese visitors, which is now forecast to rise to \$13 billion by 2020.

Speaking at ATE in Cairns, TA md John O'Sullivan said the latest projections are up almost 50% on previous figures, due to the "rapid rise of a new breed of young and independent Chinese traveller placing Australia at the top of their travel wish list."

He said that Australian tourism was already reaping the benefits of TA's "clearly focused China tourism plan," which targets the fast growing affluent middle class.

"The Chinese visitor we're going after is a more confident, independent-minded traveller, wishing to travel further and immerse themselves more deeply in the many rich and varied experiences available across our country," O'Sullivan said.

He said the visitor mix was also

shifting to a more independent, higher spending Chinese visitor.

A record 110 China delegates are attending ATE14, up 23%.

MEANWHILE it's not just Asian markets in focus for TA, which says it expects the recent visits by the *Modern Family* cast and then the British Royal Family to also boost Australia's profile in traditional markets.

"Families coming to stay are always special affairs, but these two particular visits were especially memorable," O'Sullivan said, with publicity around the visit by the Duke and Duchess of Cambridge to Uluru seeing a 125% spike in daily enquiries to the australia.com website.

The *Modern Family* episode was watched two weeks ago by almost 10 million US viewers, with the TA md saying he had "no doubt that we're going to see a positive impact on visitor arrivals" as a result of the visits.

Free Dubai stopovers

EMIRATES has this afternoon announced it will offer Economy class passengers a free 24-hour stopover in Dubai during summer.

The deal is valid on EK-coded flights from Sydney, Melbourne, Brisbane or Perth to any point on the network beyond Dubai, and includes return transfers, a 36-hr UAE entry visa and a 24-hour stay at the Howard Johnson Bur Dubai, based on bed & brekkie.

Business & First Class passengers are also privy to the stopover, with accom at the JW Marriott Marquis & chauffeur transfers between the hotel and airport.

"We're committed to offering the very best travel experiences to our customers, and what better time than the Australian winter to highlight the benefits of a Dubai summer stopover," said VP Australasia Bryan Banston.

It's only available on eligible new outbound flights for travel by 31 Jul ex SYD, MEL & BNE and 30 Sep ex PER - blackout dates apply.

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Country focus for Britain

PROMOTION of the outer regions of Britain to int'l markets will become a major focus for VisitBritain as part of a newly launched four-year campaign.

Set to begin in Aug this year, the pitch will be an evolution of the current "GREAT" campaign, which is now in its final year.

Under the tag of "Countryside is Great," the angle will aim to focus on rural tourism and "nudge

perceptions" of what is available outside of the major cities such as London and Manchester.

The Countryside is Great campaign will run for the next four years, with the first year alone expected to contribute to the generation of £700m of incremental spend by visitors.

A suite of new promotional tools for use by the travel trade will be rolled out to accompany the launch including marketing collateral both in physical and downloadable forms.

Launching with the campaign is a new 60-second "Sounds of Great Britain" advertisement, which can be seen by clicking on the **Travel Daily TV** logo here.

MEANWHILE, official visitor arrival figures for the full year in 2013 showed 1,070,000 Aussies ventured to the UK on holiday, an 8% increase year-on-year, with more than £1.1b spend recorded, which was a 17% jump on 2012 & made up 6% of the global spend.

Globally, the UK's final tally for the year closed at 32.8m arrivals, with a total visitor spend of £21b.

EK 5 daily to Singapore

EMIRATES will introduce a new fifth daily service between Dubai to Singapore, effective 01 Aug.

The new overnight service from Dubai, EK352, departs at 9:15pm & arrives at Singapore at 9:00am, while the return flight (EK353) departing at 10:35am, touching down back at DXB at 1:45pm.

With the new addition, Emirates will operate a total of 35 flights a week between the two hubs - 28 non-stop and seven via Colombo.

Kenyan assurance

THE government of Kenya has responded to DFAT's Smarttraveller grim update on the destination (**TD** yesterday) by saying that it's "put in place specific and robust measures to ensure that the tourism industry and tourists visiting Kenya are safe and secure at all times".

In a statement issued this morning the Kenyan Ministry of Interior says it has a dedicated Tourism Police Department, with measures including a more visible police presence in tourist areas, regular patrols in all major cities and "sensitising and creating awareness" of security matters among hoteliers and tour operators across the country.

Cruise week global

CRUISE Lines International Association will this year hold 2014 Cruise Week from 01-08 Sep with the major consumer event seeing global collaboration from CLIA offices around the world.

The international theme of Cruise Week will focus on "new to cruise" passengers - more in today's **Travel Daily Cruise Update** (**CLICK HERE**).



Window Seat

PHILIPPINE hotelier Manny Osmena (**see p5**) has many and varied business interests including the Movenpick Hotel Cebu - but his passion is wine.

At a function in Sydney yesterday he revealed that as well as owning vineyards in France, Spain and Portugal where he personally blends the top drops of "Manny O", his own cellar amounts to around 11,000 bottles.

Osmena, who also regularly lectures on wine, was extremely interested to hear of the recent Grange Hermitage furore which resulted in the resignation of NSW premier Barry O'Farrell.

Told that the consternation centred on a \$3,000 1959 bottle of Grange Hermitage, he gasped "Only \$3,000 per bottle - where can I get some?"

Apparently that's an absolute bargain when compared to prices for similar vintages from France, where 1950s bottles often go for more like \$25,000.

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TRAVEL INDOCHINA
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New Express system launched

EXPRESS Ticketing has formally launched its new Express platform with enhancements such as faster search capabilities as a key hallmark of the new system.

The enhanced program, which will be utilised by more than 350 agents across the Select Travel Group, offers a redesigned look as well as many improved features.

New systems include a ticketing dashboard and TTL diary which warns as payment deadlines near, as well as a simplified reissue, refund and voiding functionality.

Select Travel Group ceo Tom Manwaring told **TD** the improved platform was the product of

about 18 months worth of effort by staff behind the scenes.

"The next phase will be coming out at the end of this year with more inclusions and further improved navigation," he added.

"When we get it to the stage where the system is almost thinking for the consultant, we'll know we've hit the mark".

flydubai to Moscow

DUBAI-BASED LCC flydubai is set to commence daily flights to Moscow, with the 737-800 operations scheduled to commence 23 Sep 14.

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Shopping up a storm in the UK



SHOPPING is big business for London & the UK, an indisputable fact based on official retail stats.

Last year, more than £4.6 billion passed through cash registers and merchant bank accounts across the UK on shopping alone, delivered by nearly 33m visitors.

The astonishing figure was announced by British Minister for Sport, Tourism and Equalities Helen Grant, speaking at the opening gala for the 2014 edition of the Destination Britain trade show for the Asia-Pacific markets.

Minister Grant said that the UK was attempting to differentiate itself from other European countries by portraying itself as "not only the most open nation for trade, but by also being one of the most welcoming to visitors".

Tourism was not just a "nice to have" element of a country's exports, Grant stressed, it was "an absolutely critical part of our wider success as a modern, global economy".

Following on from 2012 and the Olympic Games in London, the challenge was to maintain the momentum, the Minister added.

VisitBritain ceo Sandie Dawe said the Asia-Pacific, Middle-East and Africa region accounted for 30% of visitor spend in the UK, driving much of the growth in the British tourism industry.

Australia was one of a number of nations in the region to beat its own record for the number of tourists delivered to the UK.

Britain has set itself the goal of welcoming 40m visitors annually, spending £31.5 billion, by 2020.

This year, Destination Britain will facilitate more than 6,500 scheduled appointments between 60 UK suppliers and 93 int'l buyers from 21 major markets.

The show was launched last night at the official opening gala, themed around British fashion and attended by Malaysian-born footwear mogul Jimmy Choo.

Attendees were treated to a fashion show, with models in a Retro Collection by Designers of Debenhams strutting the catwalk.

Pictured above from left is British Minister for Sport, Tourism and Equalities Helen Grant with Jimmy Choo and VisitBritain chief executive officer Sandie Dawe.

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- Completed a business degree or equivalent.
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For further details, and on line application process, please visit our website emiratesgroupcareers.com, reference number-140003V6.

Applications close Wednesday, 21st May 2014. Telephone and postal applications will not be entertained. Only candidates that meet the minimum requirements will be considered and contacted.

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Movenpick Mactan rocks



THE upmarket Movenpick Hotel Mactan Island in Cebu, Philippines is targeting increased visitation by Australians, following a major upgrade which has seen the property expanded to offer the "ultimate beach club experience".

Owner Manny Osmena - who has significant business interests across the Philippines including airport services and a top selling range of *Manny O*-branded wines - is in Australia this week to promote the property and its "Ibiza Beach Club" which has rapidly become a hotspot for Philippine celebrities.

Formerly managed by Hilton, the hotel is located five minutes

from Cebu Airport and has had no expense spared in the upgrade of its 250 rooms and public areas.

Cebu is set for significant growth with big plans by local carrier Cebu Pacific Airlines which has flagged long-haul services to Australia and NZ (**TD** 29 Apr).

Pictured above back row from left are Consuelo Jones, Philippines Tourism; Jerry Witkowski, Dive Adventures; and Stephen Bartlett-Bragg from Ripple Effect.

Front row: Richard Miller, DKJ Consulting; Manny Osmena, Movenpick Hotel Mactan Island Cebu; and Brian Deeson, Essential Service Hotels.

Travel Daily

First with the news

Tuesday 13th May 2014

US into AA/BA pact

US AIRWAYS will from tomorrow join the transatlantic codeshare alliance of its partner American Airlines and British Airways.

The agreement initially enables US Airways to place its code on 21 US-bound flights from London.

Viva! Islands on Sale

A SIX week campaign offering specials to 10 Island destinations has been launched by Helloworld wholesaler, Viva! Holidays.

Destinations making up the 'Islands on Sale' marketing blitz are located in Asia, Australia, Hawaii and the South Pacific.

The promotion offers agents a chance to win an island getaway of their own for two, with every booking entitling consultants an entry to win one of three trips to either Bali, Fiji or Hamilton & Hayman Islands.

Agents can also earn double TRIP points as part of the sale.

An eight-page tactical brochure has been released by Viva! to help promote the deals - more at www.qhv.com.au/agents.

Kyle & Jackie in Dubai

DUBAI Tourism Australia & NZ has partnered with the Australian Radio Network to bring radio shock-jock Kyle Sandilands and Jackie O to the emirate.

A promotional campaign was launched this week on KIIS 1065 offering 10 listeners the chance to accompany the duo and win a trip to Dubai later this month.

The partnership will see Kyle & Jackie O broadcast live from Dubai between 20-23 May to audiences in Sydney, Melbourne, Adelaide and Brisbane.

Prize winners will stay at luxury hotels including Jumeirah Beach Hotel and Madinat Jumeirah, and will be guests of the Burj Al Arab for a fine-dining experience.

Director of Dubai Tourism ANZ Julie King said the promotion will enable KIIS listeners to learn more about Dubai's diversity.

Listeners can keep updated via a daily blog on KIIS1065.com.au & on social media posts using the hashtag #KJTakeDubai.

Ecruising appoints

ECRUISE Group has named Amanda Hennessy as its new product & hotel executive for its onliene cruise specialist division, ecruising.travel, based in Sydney.

Hennessy makes the move from Pinpoint Travel Group.

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Airline satisfaction

VIRGIN Australia has scooped Roy Morgan's Satisfaction Awards for both Domestic Airline of the Month and Domestic Business Travel Airline during Mar 2014.

VA's equity partner Singapore Airlines was rated International Airline of the Month in the Roy Morgan Research survey.

Classic NZ Monad buy

AUSSIE timeshare management firm Classic Holidays has acquired Monad Pacific Management Ltd, adding 13 New Zealand based timeshare resorts to its portfolio, effective 30 Jun 2014.

TRYP appoints gm

WARREN Cullum has today been named by Wyndham Hotel Group as general manager for the company's first TRYP by Wyndham Hotel, slated to open in Jul in Fortitude Valley, Brisbane.

CHA, PGA extend

CHOICE Hotels Australasia has renewed its sponsorship rights with the PGA of Australia for a further two years.

The agreement entitles Choice Hotels to be the exclusive naming rights partner of the PGA Pro-Am series until 30 Apr 2016, and offer deals to the golfing community.

OTG Jordan 2-for-1

ON THE Go Tours has released a two for the price of one deal on its most popular itinerary through Jordan, for departures between 24 May and 06 Sep 2014.

The offer means the price of the 8-day Totally Jordan tour is priced at \$1,999 per couple.

Bookings must be finalised by 31 May - phone 1300 855 684.

Privilege into World

QATAR Airways frequent flyer program Privilege Club has joined independent upscale hotelier Worldhotels as the group's first Middle Eastern partner.

Members of the scheme will now accrue 500 Qmiles on select stays at any of Worldhotels nearly 500 properties worldwide.



THE Australian & New Zealand arm of South African Tourism (joined by its Indian counterparts), KwaZulu-Natal Tourism & Durban Tourism hosted 150 buyers, tourism operators and media at a networking event at Zack's - North Beach in Durban last Fri.

At the event, participants enjoyed good food & festivities in one of Durban's institutions, while soaking up live music and networking.

The function was held in the lead up to South Africa's annual tourism exchange, Indaba which ran over the weekend.

South African Tourism general mgr Australasia Lalie Ngozi said Indaba 2014 had been "fantastic", with guests immersed in heightened celebration surrounding 20 years of freedom and democracy, "making the Rainbow Nation the destination to visit in 2014."

The local contingent of hosted buyers are pictured at the open air Zulu cultural experience that overlooks the Valley of a Thousand Hills, outside Durban.

Participants included Caroline Clegg, World Journeys; Susie Taouk, The Ultimate Traveller; Johannes Holtzhausen, Inca Tours and Nicole Smith, Bitten by the Travel Bug with Zulu dancers.

Pictured right at Zack's are the SAT Aussie team with Australian

representatives, from left: Lisa Pagotto, McLachlan Tours; Lalie Ngozi, SAT country manager: Australasia; Yana Shvarts, SAT marketing and comms manager: Australasia; Caroline Clegg, World Journeys; Susie Taouk, The Ultimate Traveller and Melyne Nercessian, SAT marketing assistant: Australia & NZ.



SAA gets social

SOUTH African Airways has launched a new system which allows travellers to select their seats based on the Facebook profile of nearby passengers.

The "Social Seat Selector" works when checking in online, with passengers sharing their Facebook details and then able to see the profiles of other travellers who have also opted into the social option.

SAA says the system allows passengers to pick seatmates with the same interests or going to the same events.





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sydhr@malaysiaairlines.com Applications close 20 May 2014.

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UA adding SFO/HND

UNITED Airlines will commence a new daily Boeing 777 service between San Francisco and Tokyo Haneda, subject to government approval, effective 26 Oct.

Canton Visa-Free transit boom



CHINA Southern Airlines last night celebrated the huge take-up by passengers in this region for Guangzhou's 72-hour visa-free policy at an event in Sydney.

Since its roll out in Aug, visitors from 30 countries have taken advantage of the policy, of which the majority ("almost 40%") are travellers from Australia and New Zealand, Guangzhou Tourism director Mr Zhu Li confirmed.

He said the visa-free status on the 'Canton Route' enables international travellers to enjoy Guangzhou's attractions, with a range of short stay packages built to suit China Southern pax.

Mr Zhu is pictured (right) with CZ exec vice president Chen Gang and NSW Minister Mark Coure.

Select supports NDC

SELECT Travel Group ceo Tom Manwaring has praised the firm's GDS partner Sabre Pacific for its transparency in keeping abreast of developments in the IATA New Distribution Capability revolution.

Manwaring said Sabre was actively involving the brand in working to ensure its needs are met in relation to its own Express Ticketing airfare requirements.

"We're working with them closely in partnership, so they're developing their system in a certain way and they involve us in getting our opinion and our thoughts on improving those developments".

He argued there should be ongoing commissions to a travel agent who puts a passenger in an airline seat - a key element of the NDC - but admitted it looked unlikely considering the "squeeze in margins" and issues airlines are facing in terms of profitability.

AFTA UPDATE

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



I **HAD** the pleasure of taking part in the Select Travel Group conference in Kuala Lumpur over the weekend and it was a great experience to meet so many travel agents from a diverse mix of business and Australian communities.

I flew Malaysian Airlines- MH 142 and returned on MH 141. Sydney to KL direct and a big congratulations to MH for their service levels and welcome.

It was also very obvious that the Select Travel Group members and Malaysian Airlines have endured a special connection particularly over these last two months during the saga of MH 370.

In fact delegates had a presentation from the Vice President of Global Sales from Malaysian Airlines and he definitely is an airline guy with global experience.

Australia is an important market for both the airline and the destination and I can see why. Having not been to KL myself for nearly 20 years, it was wonderful to see a modern and vibrant city that has evolved.

I encourage everyone to take another look at Malaysia and from my travel experience on MH, I will do it again.

Finally a very big congratulations to the team at Select Travel Group and Express Ticketing, a wonderful agenda and professional conference.

THIS week ATAS will be holding the first of the "becoming ATAS accredited" workshops which will see the ATAS team circumnavigate the country for the third time since the development phases.

There are still spaces available and all are welcome, but filling fast. The content and delivery of these workshops will really help agency owners understand what is next, how to become accredited, what is required of them and how ATAS will come to life in the eyes of the consumer, post the 1 July cut over.

I encourage everyone, including suppliers and industry partners, to get involved and become fully aware of how the scheme will work going forward and the value proposition that will elevate travel standards in Australia. Hope to see many of you at the workshops.

AND finally tonight we will hear the outcome of the government's budget deliberations - let's hope they help build that all important consumer confidence.



Rd 9 Winner

CONGRATULATIONS

Lee Burrows

from *Compass Claims*

Lee is the top point scorer for Round 9 of **Travel Daily's** NRL industry footy tipping competition, and has won a Coffee Cruise for 2, courtesy of **Captain Cook Cruises**.



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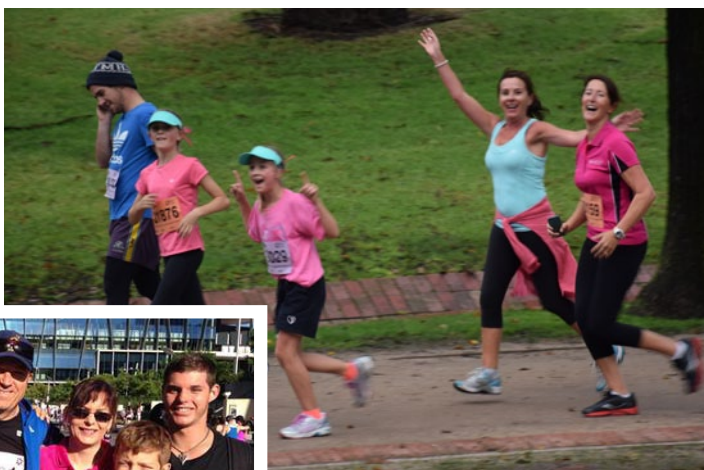
- Minimum 2 years experience in sales and business development within a corporate environment
- Exceptional customer service and sales history
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- Excellent written & verbal communication skills
- Sharp business acumen with ability to work towards goals and targets
- Experience working within corporate travel an advantage

Please indicate your interest to Louise Weatherman, Astute HR Consulting at lw@astutehrconsulting.com.au.



ABOVE: Travel Counsellors Mim Davies and Doris Zanki enjoying the festivities on the Gold Coast.

BELOW: Brisbane-based Travel Counsellor Heidi Smithers and her supportive family before the start of the race at Parklands South Bank where there was 11,000 participants.



ABOVE: Vic-based Head Office members, Travel Counsellors and their partners brave an early start.

TCs go pink nationally for Mother's Day



OVER 20 Travel Counsellors and head office staff from around Australia competed in the 4km and 8km running events for the Mother's Day Classic on Sunday. Giving up their breakfast in bed for a fabulous cause, Travel Counsellors enjoyed events in Sydney, Melbourne, Gold Coast and Brisbane.

ABOVE: This group of happy Travel Counsellors and their families are pictured at the finish of their events in Melbourne.



ABOVE: Gold Coast based Travel Counsellor Mim Davies celebrates having completed the 8km run.

BELOW: Travel Counsellors Jane Rockliff, Karen Wolf-Thom and her daughter with HQ staff Matt Cox and Kristina Hughes at the Brisbane event.



ABOVE: Travel Counsellor Vanessa Forte with her friend and daughter after participating in the Sydney run.

RIGHT: Kerry Murphy, Rebecca Wilson, Lynda Reid and Lynda's son Archie who came first in the Melbourne under 15's 8km race.



Tuesday 13th May 2014

Ngorongoro walks

BESPOKE travel firm &Beyond has introduced three new guided walking options for guests staying at &Beyond Ngorongoro Crater Lodge in Tanzania.

Guests have the choice of either a full-day or half-day walks.

Options include the two-hour afternoon Crater View Route trek (\$54), the half-day Lake Eyasi Route which visits a local Maasai village (\$320) and the full-day Empakaai Crater Route walk (\$588) that's limited to six guests.

italktravel backs Mai Well ball



ABOVE: The first three italktravel stores in the country - italktravel Maitland, Rutherford & Newcastle West - took their new brand out for charity last weekend.

Store owners, the van Huisstede family, continued their four-year support for Mai Wei providing the major prize at the organisation's fundraiser ball, in partnership with Scenic Tours and Singapore Airlines who provided a European river cruise and return flights.

Mai Wei delivers solutions for people with disabilities.

Pictured back row from left are Julia van Huisstede, italktravel owner; Darla de Vega, Singapore Airlines; Jackie Wright, italktravel manager; Karen Jones, owner italktravel; Denise, SQ Airlines and Amanda Todd, Scenic Tours.

In front: Peter James, Scenic Tours and Mark van Huisstede, owner/director italktravel.

Costa Serena to China

CARNIVAL Corporation will deploy the 3,780-passenger *Costa Serena* to Shanghai from Apr where it will offer year-round departures in 2015.

Serena will join *Costa Victoria* & *Costa Atlantica* in China, boosting the cruise line's overall capacity in Asia by 74%.

Mel Japan ski show

THE Japan National Tourism Organisation will hold a ski trade show for outbound travel agents in Melbourne on 19 May, joining the previously announced 26 May show in Sydney (**TD** 01 May).

Representatives confirmed to attend are based in Hokkaido, Nagano, Niigata and Tohoku.

The reps will also be attending the Snow Travel Expo held in both cities the following day.

Customised Urbans

DAY tour operator Urban Adventures has released a suite of custom-made private tours for travellers wishing to tailor trips to their own needs.

The custom tours are available in Budapest, Philadelphia, Tokyo, Kyoto, Bogota and San Francisco.

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

Q. 9: How many times per week do Hawaiian Airlines depart Brisbane?



Click here for more info and 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.

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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***HOT* TOP CORPORATE ROLE** **CORPORATE CONSULTANT** **SYDNEY – SALARY UP TO \$90K OTE**

This exciting senior corporate travel role will have your bank balance looking very healthy. Work for one of the global leaders in corporate travel and for a company that offers a wide variety of benefits, including free gym membership. You will be managing your own portfolio of accounts and building strong relationships with your key clients. If you have 2 years retail/corporate travel experience and are looking for that exciting next step in your travel career, apply for this amazing opportunity today.

***NEW* FLY INTO WHOLESALE TRAVEL** **WHOLESALE CONSULTANT** **SYDNEY – SALARY UP TO \$70 OTE**

This is your opportunity to move away from retail travel, endless quote and time wasters. Get away from face to face and work in this exciting wholesale role. Great offices in the CBD, you will be working in a friendly and vibrant team environment. Booking worldwide destinations and planning exciting trips to all your favorite destinations. You will be rewarded with great famils. If you have 2 years experience in the travel industry, are well travelled and have a passion for selling travel, apply for the great role today.

***NEW* LET US ENTERTAIN YOU!** **ENTERTAINMENT TRAVEL CONSULTANT** **MELBOURNE (INNER) – SALARY PKG UP TO \$80K (OTE)**

We have a sensational new and exciting entertainment role in Melbourne! This rare opportunity will see you working for a leader in entertainment travel. You will be responsible for booking worldwide travel arrangements inbound and outbound for VIP's, Celebrities, Bands and more. With Monday – Friday hours on offer and uncapped commission you could soon be earning the best salary in Melbourne. If you have strong international consulting experience and ticketing knowledge we want to hear from you!

SHOP TILL YOU DROP **EXPERIENCED TRAVEL CONSULTANT** **TOWNSVILLE – SALARY PACKAGE DEP ON EXP**

Want to combine 2 of your passions – Travel & Shopping? Working in this bustling office located in a major shopping centre, your duties will include booking all your clients travel needs & helping with day to day office duties. You'll work full time Mon - Fri with Thursday late night trading & Saturdays on rotation. In return be rewarded with conferences, famils, annual leave & more. You will need to have min. 2 years travel consulting experience and strong GDS skills. The perfect time to challenge yourself with something new.

HIT THE SLOPES WITH THIS SKI ROLE **SKI RESERVATIONS**

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

Are you an experienced travel consultant with a passion for all things ski? Are you constantly dreaming of hitting the slopes and skiing the best mountains in the world? We have a dedicated ski reservations role in Melbourne that will see you booking ski packages to Japan, Australia and beyond.

Working M-F hours only you will create unforgettable itineraries inclusive of flights, accommodation, ski passes and more. If you have at least 12 months consulting experience and personal Japan ski knowledge we can help you!

CHOOSE YOUR OWN ADVENTURE **WHOLESALE TRAVEL CONSULTANT** **BRISBANE – \$50K - \$55KOTE**

Love travel but looking for a change from the regular retail side of consulting? No longer will you be consulting face to face but instead over phone and email with your retail partners, assisting them book travel arrangements. You can choose to specialise in cruising, domestic or international travel. Located in the CBD you will work fulltime and be rewarded with famils, uncapped earning potential & more. Minimum 12 months previous travel consulting is required. Your time to shine in an exciting sector of the industry.

STEP AWAY FROM FACE TO FACE SALES **WHOLESALE RESERVATIONS**

MELBOURNE (STH EAST) - SALARY PKG UP TO \$42K ++

NEW role just in! This well known wholesaler now requires an experienced agent to join their direct sales team. You will work with customers via phone and email enquiry and sell worldwide escorted touring options, from Asia to Europe to the USA no two days are ever the same. You will be offered M-F hours with the odd Saturday, sensational famils and a higher base salary. If you have at least 12 months industry experience we can help you move away from the time wasters and into this amazing role! Call us today.

ADELAIDE – STOP WASTING YOUR TALENTS! **RETAIL TRAVEL CONSULTANTS X 2**

ADELAIDE (VARIOUS) - SALARY PKG UP TO \$50K (DOE)

Adelaide! Stop wasting your talents in your dead end job and make the move to one of these exciting retail roles. These positions will see you moving away from the time wasters and into roles where you can really use your expertise and travel experience to create unforgettable itineraries. With a better work life balance on offer and a high base salary you would be crazy to miss these. Minimum 18 months industry experience required. Don't delay; apply today to find out more.



Consider the importance of a good business reputation.

[Read the latest inPlace Blog](#)



Ben Carnegie

Conference & Events Manager - Sydney

- ▶ Sydney CBD location
- ▶ Domestic conferences and meetings
- ▶ Pharmaceutical & Medical clientele

Our client is a well-respected and high profile events & incentives agency based in Sydney. They are currently seeking a new Conference & Events Executive to manage a portfolio of clients in the Pharmaceutical and Medical sector.

In this instance, previous experience working for an events agency specifically working with clients from the above industries is highly sought after and if you have this knowledge and experience it will place you ahead of your competition in securing this sought after position.

EventsPro is highly regarded. You will be there for both new and existing clients from the conceptual stage of the event, managing all logistics for the programs which could be held anywhere within Australia.

So don't miss out on joining this dynamic team apply today!

Call Ben or [click here](#) for more details

Multi - skilled Corporate Cons - Melbourne

- ▶ Multiple roles in Melbourne's Eastern Suburbs
- ▶ International and Domestic bookings!
- ▶ Salary DOE, Intermediate, Senior & Senior Leisure roles

Due to a boom in new business, I'm seeking both corporate & corporate leisure consultants for this boutique corporate travel agency. Amadeus knowledge is essential.

Call Ben or [click here](#) for more details

Snr Leisure Consultant - Sydney North shore

- ▶ Brand new offices
- ▶ No weekend work!!
- ▶ Lower north shore location parking available

Recognised for their up-market leisure clients, this agency will be a highly regarded addition to your resume. Bring your mature attitude & superior product knowledge & start today!

Call Sandra or [click here](#) for more details

Snr Retail Consultant - St George region

- ▶ Monday to Friday - No weekends!
- ▶ Work life balance for Sydney's south siders!
- ▶ Lucrative office for sales minded individuals

Award winning brand, excellent management, an agency known for their exceptional customer service & extensive product knowledge. Sound like a place you'd like to work?

Call Sandra or [click here](#) for more details

Retail Travel Manager - Sydney

- ▶ Parramatta region
- ▶ Busy shopping centre location
- ▶ Salary base up to \$75K + super + incentives

Great stepping stone in this busy agency. Great opportunity to utilise your leadership skills on this enthusiastic team. Galileo or Sabre immediate start.

Call Sandra or [click here](#) for more details

Worldwide Cruise Travel Cons - Sydney

- ▶ Do you have a passion for worldwide cruising?
- ▶ Busy dynamic working environment
- ▶ Sydney CBD Salary from \$45K + super + incentives

If you are working in reservations in either a retail or wholesale travel organisation with cruise experience, then we want to hear from you TODAY!!

Call Ben or [click here](#) for more details

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Due to an expansion strategy the Globus family is recruiting talented, self-motivated individuals to join our fun, dynamic team. If you have what it takes, we can offer you a contemporary office environment, desirable work culture and exceptional rewards.

NATIONAL SALES MANAGER SYDNEY BASED

This is a rare opportunity for an experienced relationship focused sales manager, with a strong commercial background to lead a highly successful sales team within our organisation.

Key Responsibilities

- Develop, plan and execute upon sales strategies to achieve prescribed targets
- Negotiate, secure and manage preferred retail distribution contracts
- Manage the activities and performance of the national sales team ensuring sufficient allocation of funding and resourcing to maximise sales
- Plan for and manage a schedule of frequent domestic and international travel representing the company at conferences and events

Skills & Qualifications

- A sales orientated professional with a minimum of 5 years' experience in a B2B or B2C sales and marketing environment
- Post-graduate degree qualified in business, sales, management or related discipline is highly regarded
- Highly developed leadership, communication, negotiation and organisational skills
- Proven people and project management skills to successfully lead and navigate through constant business change

REGIONAL SALES MANAGER SYDNEY BASED

This is an excellent opportunity for a Regional Sales Manager experienced in efficiently managing a sales team, hiring, supervising, coaching and motivating direct sales reports.

Key Responsibilities

- Positively impact the performance and activities of sales team members
- Proactively monitor sales activity ensuring sales activity meets with company expectations
- Ensure key account strategies align with field force tactics
- Direct and support the consistent implementation of company sales initiatives

Skills & Qualifications

- Over 3 years' experience in a B2B or B2C sales environment
- Tertiary qualifications in business, sales, marketing or tourism
- Demonstrable use of a CRM or sales territory management systems
- Salient examples of personable skills including team building, negotiation, persuasion and conflict resolution

AREA SALES MANAGER MELBOURNE BASED

Key Responsibilities

- Create and implement a territory business plan to drive sales initiatives
- Build and maintain rapport with travel agency managers and consultants to generate favourable commercial outcomes
- Represent the company at events, expos and consumer film nights
- Train and develop travel consultants across our brands and promotional opportunities

Skills & Qualifications

- Minimum 3 years of business development experience in retail, corporate or wholesale travel
- Excellent written, verbal and presentation skills
- An ability to build and nurture relationships
- Business acumen with an ability to affect change

CONTENT MANAGEMENT TEAM LEADER SYDNEY BASED

Key Responsibilities

- Utilise team resources to deliver travel content solutions
- Identify areas and implement solutions to enhance content loading processes
- Coaching, mentoring and developing a team of customer service consultants to achieve key performance indicators

Skills & Qualifications

- Completed Certification in FIT 1 or 2
- Minimum 12 months experience in travel operations, preferably within a wholesale environment
- Exceptional communication and people leadership skills
- Demonstrable time management and problem solving skills

TO APPLY

Forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by 23 May 2014.

Candidates from recruitment agencies will not be accepted before this date.

CLICK HERE

for more information on **LinkedIn**

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