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Ornate palaces. Imperial grandeur. Echoes of Strauss. Austria has long captured the spirit of a magnificent bygone era — and lately visitors have discovered the country’s cutting edge, as well. Alongside the exploding wine scene, a sophisticated culinary movement has taken off. Farmers and chefs are updating their historic appreciation for all things seasonal and local. Meanwhile an art and design renaissance has captured attention around the world, and again shot Austria to the continent’s cultural centre. The innovation and sheer creativity that first put the country on the map is shimmering like never before.



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1_Capital of Culinary Delights

When you hear gourmets rave about Austrian delicatessen, they’re talking about food from Graz, the country’s gastronomy-wild southernmost city. With its mild, almost Mediterranean climate, Graz inspires a close relationship with nature — which, in turn, plays out happily in kitchens throughout the city. Southern light cooking dominates in summer, and the city flocks around the countless outdoor restaurants. www.visitgraz.com



2_Gut Purbach: Fine Art & Cuisine

Barely an hour south of Vienna lies a lovely secret: the ancient and beautiful village of Purbach. It is home to a dazzling wine and culinary scene — including one of Europe’s top restaurants, Gut Purbach. It is a place for gourmets looking for the unexpected. And the wine list features the best grapes from the region: Blaufränkisch, Chardonnay, and Pinot Blanc to name a few. www.gutpurbach.at



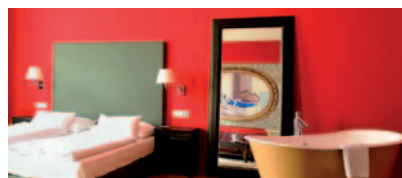
3_Burgenland’s Vinotheques

The Burgenland region is famous for its sunny climate, excellent red wines and award winning sweet wines. Explore some of Europe’s most exciting winemakers and vinotheques. A prime example is the Weinkulturhaus in Gols, minutes from Lake Neusiedl. In a beautiful historic, vaulted cellar, choose from over 400 excellent wines, taste the wines or start on a leisurely walk through the region. www.weinburgenland.at



4_Gilded Imperial Past

The Imperial Carriage Museum Vienna, near Schönbrunn Palace, is a tour through Austria’s history. Magnificent and often impossibly ornate, the carriages on display offer a unique glimpse into the lives of Empress Maria Theresa, Napoleon, or Emperor Franz Joseph. Following the demise of the monarchy in 1918, around 100 carriages, sleds, sedan chairs and litters remained. www.khm.at



5_A Home Away from Home

A carefully restored 19th century patrician house is the home of the boutique Hotel Altstadt Vienna. A heaven for travellers seeking a hotel with character and outstanding service, all 45 rooms have been designed by renowned architects and designers — and no two are alike. All in all the Hotel Altstadt is an epicentre of fine living for any stay in Vienna. www.altstadt.at



Austrian

Austrian is pleased to launch its new Global fare with attractive routing offers via North America and the Far East as well as Asia. Austrian operates to 86 destinations in Europe with a particularly strong network in Eastern Europe. Combine Austrian fares with Lufthansa or SWISS for exciting itineraries with great stopover options. For full details visit www.lufthansaexperts.com



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Travel Daily

First with the news

Wednesday 14th May 2014

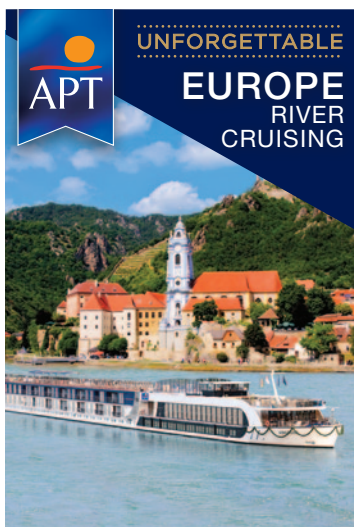


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Tourism spared in Budget

DESPITE fears of major cuts, last night's Federal Budget saw funding for the tourism sector actually increase, with several initiatives including \$10m in new money for the Approved Destination Status scheme to improve the experience of visitors from China.

There was also \$43 million for a new "Tourism Demand-Driver Infrastructure program" to help the states and territories develop key tourism infrastructure, and \$2m to support the staging of Australia Week in China in 2016. Funding for Tourism Australia

was also reaffirmed, in contrast to the Commission of Audit suggestions it should be halved.

Trade minister Andrew Robb said tourism was a key National Investment Priority, with the measures showing that "Australia is open for business, open for visitors, and open for tourism".

Dream in Italy

ITALIAN Dream Incorporated is inviting agents to offer clients custom-designed itineraries for independent travellers throughout Italy - see **page 11**.

Cruiseabout jobs

CRUISEABOUT is again recruiting cruise consultants and team leaders for its growing network of stores Australia-wide. For details see the **last page**.

Blissful Austria

AUSTRIAN Tourism is inspiring the Australian travel industry with a "Moments of Bliss" campaign promoting destinations, hotels, Austrian Airlines, the Austria Travel Magazine and the Austria Expert Program.

For more information see the **cover page** of today's **TD**.

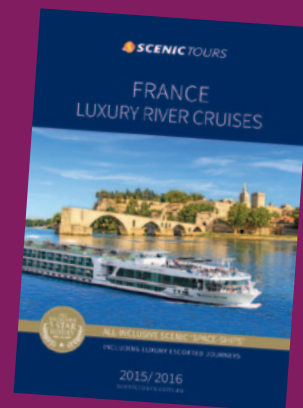
What an issue!

Travel Daily today has eight pages of news and photos, a front cover page from **Austrian Tourism** plus full pages: (**click**):

- AA Appointments jobs
- Travel Trade Recruitment
- Italian Dream Incorporated
- Globus recruitment ad
- Cruiseabout recruitment ad

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French Alps for Xmas

ALBATROSS Tours is offering a nine night itinerary through the French Alps at Christmas priced at \$3,489ppts, departing 19 Dec.

The tour includes five festive nights in the French ski-resort of Les Houches and will visit nearby Chamonix, Albertville & Annecy, along with stays in Paris & Milan.

AFTA appointment

AFTA this morning announced the appointment of Dean Long to the new position of National Manager - Strategy & Policy.

Long, whose most recent role was as Senior Policy Advisor to former NSW tourism minister George Souris, will work alongside AFTA ceo Jayson Westbury "on a range of domestic and international policy issues to ensure the travel and tourism industry continues on its growth direction".

Long takes up his new role next Mon 19 May, with Westbury saying his exceptional knowledge of the sector reinforces AFTA's ability to represent its members.

The move follows the departure of Anna Taylor as AFTA's National Affairs Manager (TD 18 Feb)

VB seeks agency partners

VISITBRITAIN is planning to first roll out its new "Countryside is Great" campaign in Australia through the travel trade and will soon approach agency groups to work on packaging up products.

Two very different segments of the market will be targeted, with "Silver Stylers" or early retirees, and Young Professionals to both be pitched in different ways.

In addition to continuing to work with British Airways, talks with the local bosses from Etihad Airways, Qatar Airways and Emirates are well underway, with the next step being to find an agency group with whom to work.

VisitBritain regional manager for Asia-Pacific and Middle East Sumathi Ramanathan told **Travel Daily** Australia was a blue-chip market with many opportunities.

"I think we will start working with one partner first. We're taking a step by step approach to the market first - we don't want to go in with a full bang".

"For the Silver Stylers, we're looking at stately homes, manor houses and castle stays. Apart from that, we're looking at the

food and drink scenes that the countryside actually offers.

"We're seeing the concept of what we call "slow food" as opposed to "fast food" so that's a very interesting new trend that is emerging in the countryside of Britain," Ramanathan said.

Key product managers at Flight Centre and Helloworld will first be targeted with a famil trip to the UK in which they will be able to meet with suppliers to design packages to market in Australia.

Ramanathan added that existing relationships with travel consortia such as STA Travel will also be involved, however more work was needed in terms of what aspects of the Countryside is Great campaign would best work for STA's core youth clientele.

Lots more from Destination Britain in Kuala Lumpur on **page 5**.

AED for Qantas Cash

THE "Qantas Cash" facility built into Qantas frequent flyer cards now allows United Arab Emirates Dirhams to be loaded, bringing the total number of currencies available to 11.

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Wednesday 14th May 2014

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EK content on Aus capacity

EMIRATES has no intention of seeking additional capacity into Australia until its current flight allocation has been exhausted, a senior official has confirmed.

Presently, Emirates operates 84 weekly flights to Australia - 77 via the designated PER/MEL/SYD/BNE major gateways, plus a further seven from Adelaide.

Figures released on Fri by the Australian Govt show EK overtook Singapore Airlines in 2013 as the country's second largest carrier (following Qantas) in terms of passenger carriage, accounting for 9.3% of all international traffic - up from 8.4% the year prior.

The BITRE International Airline Activity report shows last year alone, Emirates had a 20% jump in passenger volume through the UAE, surpassing 2.03 million.

EK's outbound seat utilisation in 2013 to and from Dubai was 77.4%, while inbound utilisation was 79.8%, the study indicates.

Divisional senior vice president of commercial operations, Barry Brown says at this time, it isn't crucial to request an expansion.

Speaking to *Travel Daily* in Dubai last week, Brown said "We won't ask [the Australian Government] for any more capacity.

"We haven't asked for any more on the bilaterals because we think we should use our entitlement, display that we are running at 80% capacity, before we would feel entitled to go back and ask for anything more."

MEANWHILE, Brown said EK's newly launched codeshare alliance with Jetstar is "working well," specifically on the Tasman "as we are getting traffic from Wellington and Queenstown, up into Christchurch & Auckland."

He told *Travel Daily* the pact was also starting to "get some traction with Jetstar Asia" and flagged its evolution would involve Jetstar Japan "in time."

Sheraton on Park sale

SYDNEY'S iconic Sheraton on the Park hotel has been placed on the market by its owner Starwood Hotels & Resorts, which will enter into a long-term management agreement with the purchaser.

Very strong investor interest in the 557-room "trophy asset" is expected, according to marketing agent JLL Hotels.

Sydney's five star sector is experiencing strong trading conditions, with Revenue per Available Room up 14% for the first quarter of 2014, JLL said.

QR companion offer

QATAR Airways has launched a range of business class companion fares ex PER, starting from A\$6150pp with a minimum of two travelling together.

Destinations on offer include London and Paris.

Huntington winner

CONGRATULATIONS to Kylie Ellis from Flight Centre who was Fri's winner in *TD's* Visit Huntington Beach competition.

Kylie has won a \$50 Surf, Dive & Ski gift certificate.



Window Seat

ASIANA Airlines is taking cabin crew uniforms to a whole new level!

The Korean-carrier will next month launch its first Airbus A380 aircraft (see pg 6), and guests are bound for some real special treats.

OZ's superjumbo will offer a "hearty and fun special service for pax.

Flight attendant "delighters" will perform Korean traditional dress fashion shows (pictured top & middle) and hold wedding ceremonies, while a "magic service" program of cookie baking & costume play is installed for kids (right).



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New Beijing airport

DETAILS for a proposed new airport in Beijing have been submitted to China's Ministry of Environmental Protection.

To be built near the border of Hebei province, the facility could handle 72m passengers annually.



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Four Seasons Sydney rooftop photo tour

A **THREE**-hour photographic tour of Sydney Harbour with acclaimed photographer Richard Hirst is now available at the Four Seasons Hotel Sydney.

The tour provides access to the hotel's rooftop for the first time, offering never-before-seen views of the harbour and city.

Prices for the tour start at \$3,000 which includes a stay in one of Four Season's signature suites - the Royal Suite, Deluxe Royal or Presidential Suite.

Also included after the tour is an autographed print of Hirst's work to take home, and breakfast.

Tours are offered at night or on weekends - call (02) 9250 3100.

Park Lane sold off

STARWOOD Hotels & Resorts Worldwide has off-loaded its leasehold interest in The Park Lane Hotel, London to Sir Richard Sutton's Selected Estates.

Located in Mayfair, the 303-room hotel will be managed by Sheraton under a new long-term management contract.

New Seychelles flight

EMIRATES is increasing its flight frequencies to the Seychelles to double daily, adding two new services from the current 12 weekly operation starting 28 Oct.

The Dubai based carrier said the new flights are a "clear indication of customer demand."

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Tartan donned for Scottish night

CLASSIC Scottish delicacies including Haggis was served to the Destination Britain delegates last night as VisitScotland hosted a themed dinner to cap off a productive day of appointments.

Representatives of the Scottish delegation and many others were decked out in full national regalia, including kilts & sporrans.

Following dinner, delegates hit the dancefloor to partake in some traditional ceilidh dancing.

The event served to highlight Scottish Food & Drink - one of five core "pillars" which form the basis of VisitScotland's Homecoming campaign for 2014.

The other four focus categories include Active, Creative, Natural and Ancestry, with each designed to bring out a different side of the northernmost nation in the UK.

Scotland is looking to build on its share of overall visitors to the UK from 2013 through the Homecoming campaign, which saw 2.4m visitors from around the world spending £1.7b pounds.

Homecoming will run for the entire year in 2014, with events in every corner of the country.

The year-long promotion will also be backed by a £5.5m global marketing campaign.

Overall, Homecoming 2014 is expected to generate £44m in economic benefit for the country.

VisitScotland PR exec Australasia Sarah Drummond told **TD** that improved air access from Qatar Airways, who will launch B787



flights to Edinburgh from 28 May, will play an immense part in the country achieving its targets.

Such objectives include building visitor numbers, revenue and capacity, developing the country's events portfolio and engaging communities & businesses to get involved in promoting Scotland in the Australian market.

Travel agents wishing to learn more about Homecoming 2014 can access an online toolkit, custom designed for the trade, which will be continually updated.

The kit contains a suite of consumer information including logos, images, event listings, online banners and button as well as materials for business use - see www.homecomingscotland.com.

To access the kit, **CLICK HERE**.

Pictured above from left are some of the VisitScotland team of Sara Gonzalez, Sarah Drummond and Emma Adcock.



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

AUSTRALIA is already tracking well ahead of schedule in terms of forecasted visitor spend to the United Kingdom, with projected targets smashed more than four years ahead of schedule.

VisitBritain told *Travel Daily* last month that it was looking for an additional 180,000 tourists annually (*TD* 03 Apr), which will see the local source market provide more than 1.2 million visitors by the year 2020.

Current levels and projected levels will see Australia remain in the Top 10 inbound markets globally and the most lucrative in the Asia-Pacific region.

The end of the first day of Destination Britain saw delegates then head to a themed dinner hosted by VisitScotland - see p4.

Photos from the event can be seen at www.traveldaily.com.au.

More from Destination Britain on **pages two and four**.

Access All Areas Aus

BRITISH rock music history tour operation Access All Areas would be interested in expanding its operation to Australia if the right local partner could be found.

"Australia has a huge story in rock music," company founder Bruce Cherry said.

Cherry added he would be open to hearing prospective business plans for an Australian extension of his rock music tour operation.

Wales module added

AGENTS in the BritAgent online trade training program will soon be able to learn more about Wales with the addition of a new module from VisitWales expected to be made available from Jul.

The BritAgent program has had more than 25,000 enrolments and just last week surpassed 6,500 successful graduates.

Like the other modules in the program, it will feature an exam of ten questions at the end of the learning materials.

The module will be divided into six sections, focusing on Welsh food, nature and the environment, accommodation and much more.

MEANWHILE, Wales will adopt a heavy sport focus in its tourism marketing for 2015, with the announcement the First Ashes Test between Australia & England will be played in Cardiff.

Further, next year's Rugby World Cup will also see Australia play "at least" one match at Cardiff's Millennium Stadium, according to Mike Price from VisitWales.

Purpose of UK travel

TRAVELLERS are ticking holiday as the main reason for visiting the UK in steadily increasing numbers, according to freshly released National Statistics.

Since the year 2000, the number of visitors picking holiday grew by 36%, while Business and VFR remained flat for the same period.

More Brit product on shelves

A **TWO-FOLD** approach to facilitating a significant increase in the amount of commissionable product available to travel agents around the world will be a core element of VisitBritain's work for the trade in coming years.

VisitBritain overseas network director Keith Beecham said the plan will be actioned both in the UK and on the ground overseas.

"There will be a lot of work back in Britain working with the supplier base to get their businesses and product bases fit for your markets, so over the next few years there's a lot of work in product development in the UK.

"On the international side, what we're going to be doing is to continue to work with the trade to educate more on what those products look like, what is

the consumer message and then working with you to get these products onto your shelf and into your brochures," Beecham said.

Product to be "internationalised" will include regional and rural hotels, castles, B&B and boutique properties, tour operations in these regions & transport options to and from regional centres.

"Travel trade engagement is really important for VisitBritain & it's really important for tourism to Britain as well," Beecham added.

Room boom in the UK

VISITBRITAIN overseas network director Keith Beecham has moved to rectify perceptions in the market that British hotels are too pricey or never available.

Investment in new rooms has doubled year-on-year, with the pipeline for 2014 up to 14,000 rooms from around 7,000 added to the nation's inventory last year.

Of this, rooms that would be classified as "Budget" made up 51% of the overall pipeline.

Beecham said there were increasingly large numbers of investment projects coming into the UK, both in newbuilds and refurbishment of existing stock.

"The product is constantly being refreshed, updated and modernised in the UK," the VisitBritain official commented.

Brit brand index rises

BRITAIN has climbed to third place in the 2013 Anholt-GfK Nation Brand Index - an annual global rank of the overall health of a country's brand based on factors such as investment appeal.

VisitBritain overseas network director Keith Beecham said the jump to third place, after nearly a decade in fourth, comes from an improved image of the country's natural beauty, sports tourism appeal and welcome to visitors.

Diamond League Suva inaugural



WORLD Resorts of Distinction welcomed a select group of its Diamond League agents aboard the recent inaugural Fiji Airways service between Sydney & Suva.

Diamond League status agents are accredited sellers of the WRD portfolio of independent, boutique resorts in the South Pacific and Asia.

Account mgr Ben Alcock said FJ's

non-stop Suva route was "super convenient" for connections to Toberua Island Resort, avoiding an overnight stay on the mainland.

Pictured ahead of the journey at Sydney Airport from left are John Nickel; FJ; Bruno Mammone, Corporate Traveller; Cathy McHenry, WOW Travel, Angela Rountous, Croyden Travel, Sussana DaSilva, Reho Travel & Ben Alcock, WRD.

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HBA runway works

THE Abbott Government last night vowed to spend \$38 million to extend the runway of Hobart Int'l Airport by up to 500m.

By extending the runway, HBA will become Australia's "gateway to the Antarctic" for businesses specialising in Antarctic station support, including equipment, research and maintenance, while having a positive spin-off for tourism to/from Asian markets.

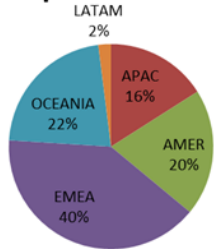
HOT DESTINATIONS



THE TAAP TOP TEN Brought to you by Expedia

Expedia TAAP Destinations

April 2014 AU



Expedia TAAP announced another huge trading month for April 2014 with substantial growth over the same period last year. A total of 562 different destinations were booked including Aberdeen Scotland to Zanzibar Tanzania. The top Expedia TAAP destinations booked through April were Sydney, New York, London, Paris, Melbourne, Singapore, Los Angeles, Oahu, Kowloon and Rome. San Francisco, Kuta and Surfers Paradise were just outside the top 10 and obviously reflecting many last minute holiday plans for the Easter break. Europe continued as the dominant destination with an increase of 1% to 40% of the mix. USA figures remain strong at 20% of the destination mix regarding transactions but much higher in terms of spend. Oceania is up 1% to 22% while APAC dropped 2% to 16%.

Some of the out of the way destinations last month included a big run on Dalmatia in Croatia, Vilnius Lithuania, Ningxia China and Ocho Rios Jamaica.



Avalon adds in Asia

AVALON Waterways will expand its river cruise capacity in Asia, with two new ships to be deployed on the Mekong and Irrawaddy rivers in 2015.

The move was revealed in the company's newly released Asia program - the first time Avalon has had a dedicated brochure for itineraries in the region.

Both the *Avalon Siem Reap* and the *Avalon Myanmar* will offer just 18 suites - full details in tomorrow's issue of *Travel Daily Cruise Update*.

Asiana A380 revealed

KOREAN carrier Asiana Airlines is offering a sneak-peek of its soon to launch Airbus A380 jets via a new micro-site.

The webpage details OZ's flight schedule and initial destinations - Hong Kong, Los Angeles, Tokyo, Bangkok and Osaka (**TD 24 Mar**) - the first of which will commence on 13 Jul to HKG and NRT.

There's also information on Asiana's A380 First Suite Class product that features 12 full-flat seats on the lower deck, that are "as cozy as hotel beds" and incorporate a "buddy seat" as well as offering a 32" "cinema in the sky" - dubbed the world's largest display in the cabin.



OZ's superjumbo J Class offering is called Business Smartium and has 66 seats configured in a "staggered zigzag" formation, all with direct-aisle access.

Premium passengers will also have access to a bar & lounge located on the upper deck.

Economy class is spread over both the lower deck (311 seats in a 3-4-3 layout) and rear upper deck (106 seats in a 2-4-2 config).

It's known as 'Travel Class' and features wider slimmer seats with 34" space and 1" more legroom.

Passengers in all cabin classes will have access to Asiana's new in-flight entertainment system, OZ:enter, debuting on the A380.

CLICK HERE to see the flyer.

Etihad Doha switch

ETIHAD Airways has moved its four daily operation between Abu Dhabi and Doha Int'l Airport to Hamad Int'l Airport (Terminal 1) effective immediately.



Don't forget your toothbrush!

MALAYSIA Airlines in conjunction with Sabah Tourism and Tourism Malaysia held an exciting Buzz Night with local Flight Centre teams in Perth recently with an exciting twist.

After the informative training session on tourism in Malaysia and Kota Kinabalu, participants were treated to a lucky draw where two attendees were driven to Perth Airport to board a direct

night flight to Kota Kinabalu for three nights with luxurious accommodation provided by the Shangri La Resorts in BKI.

Pictured from left are Kamilia Hani Abd Halim, Tourism Malaysia, the lucky Flight Centre prizewinners clutching their toothbrushes - Nicholas Roelofs and Kelly Hopkins - together with Ivy Tan and Vilma Rovedatti from Malaysia Airlines.

Client Relationship Managers

Due to the expansion of our business and recent successes in acquiring new corporate clients, World Travel Professionals is looking for talented individuals to join our Sydney and Melbourne teams.

We are seeking experienced Client Relationship Managers with at least 10 years industry experience and a minimum of 3 years in a client relationship role.

The roles will be responsible for a portfolio of high profile accounts, compiling and presenting financial service reviews, providing reports and analytical information to identify growth opportunities and travel trends, as well as the implementation of new business.

With World Travel's superior technology solutions and industry leading proprietary systems, a good understanding of travel technology and online solutions will be a definite advantage.

In return for your knowledge, creativity and professional skills, we offer a great working environment, an excellent salary and incentive package, and the opportunity of working with one of Australia's leading travel management companies.

Confidential applications to:

Ms Claire Fairley

Head of Client Services

Tel: 0409 858 535

Email: claire.fairley@worldtravel.com.au



Hangzhou GDS push

TRAVELPORT has inked a new destination marketing alliance with China's Hangzhou Tourism Commission to boost awareness & promote tourism to the city.

Infinity Gold getters in Tassie



INFINITY Holidays & Quickbeds rewarded its Top 60 retail stores with the highest accrued Australia & New Zealand sales in 2013 on its annual Aussie Gold trip to the Apple Isle last month.

Supported by Tourism Tasmania and Virgin Australia as major sponsors, the group experienced

the best of Hobart, with options including mountain-biking Mt Wellington, a Segway tour of the city's waterfront district, kayaking on the Derwent River, jetboating on the Huon River, a walking tour through the local history of alcohol and watching the Tassie Devil Feeding Frenzy.

Highlights of the Aussie Gold reward included a beer-pulling competition at the Cascade Brewery and a private viewing with dinner at MONA (Museum of Old & New Art).

In addition, the Top 10 agents were treated to a bonus night at the luxurious Saffire Freycinet, with a cruise, fine dining dinner & seaplane transfers to Hobart.

This year's Aussie Gold comp is already heating up, with agents vying to be partying on a pontoon on the Great Barrier Reef in Tropical North Queensland.

The group are **pictured** above at The Void at MONA.

Sydney occupancy up

STR Global has reported a third consecutive month of hotel room occupancy increases in Sydney, up 0.4 percent year-on-year to 81.9% during Apr.

Demand outstripped supply by 0.4 percent and lead to a 3.3% lift in average daily rates to \$191.24.

"Increasing demand for Sydney continued to outperform a slowing supply growth," STR Global md Elizabeth Winkle said.

"This in turn pushed rates to new heights of any Apr for almost 20 years," Winkle added.



Accommodation Updates

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



Darwin's **DoubleTree by Hilton** hotel has just completed a \$5 million bathroom transformation project, with the work coinciding with the property's 40th birthday next week. The revitalisation has also seen IPTV technology installed in all 185 guest rooms, offering live TV, video on demand and guest messaging. The iconic property was one of the few structures to survive Cyclone Tracy in 1974.



The newly opened **Dorint Airport-Hotel** in Zurich, Switzerland, has increased the city's capacity to cater for short-term, business and transit travellers. More than 500,000 passengers pass through Zurich Airport each week, with the property located just 2km from the airport and around 10km from the Zurich city centre. It offers 235 large rooms as well as 11 meeting rooms, with rates starting at A\$120 per room per night including free wi-fi - hotel-airport-zuerich.dorint.com.



Metro Hotels has launched a new partnership with FindADogMinder.com.au which allows guests staying at its seven properties in Sydney, Melbourne or Brisbane to easily connect with a pet-sitter who can mind their "best friend" in a caring home environment. Metro Hotels will also build on the canine connection, with its new doggy mascot named Metro Max last month after an online competition to select a new moniker. Metro Max will be used in future advertising and marketing for the group.

CI 777-300ERs to LAX

CHINA Airlines is set to deploy its Boeing 777-300ER aircraft on the Taipei-Los Angeles route later this year.

The new aircraft, which replaces the current 747 operation, will see the carrier remove First Class from the route.

CI flies TPE-LAX twice daily.

AirAsia interpol check

NO FRILLS carrier AirAsia will become the world's first airline to begin using Interpol's I-Checkit system to screen passenger passports on international flights.

CCC whale of a time

CAPTAIN Cook Cruises has extended its whale guarantee on 2014 Whale Watching cruises from Sydney which starts on Sat.

The guarantee entitles guests the opportunity to cruise for free at another time should a whale not be spotted by any passengers.

Tickets are priced at \$90 per adult and \$57 per child, with multiple daily departures offered between 17 Mar and 16 Nov.

A combination package which includes entry to Taronga Zoo and a whale watching cruise from Taronga Wharf is priced at \$99 per adult or \$59 for a child.

Cappadocia with Air

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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.10: Name one of the resort areas on Oahu.

[Click here for more info and terms & conditions](#)



TA nature app

TOURISM Australia has unveiled a new app showcasing about 200 nature-based experiences at 16 of the country's top icons.

MD John O'Sullivan said the travel app would better help connect consumers with 'tangible experiences' they can book.

Nature tourism is valued at close to \$30 billion annually for Australia and is a market likely to stay & spend longer than others.

"With this new app we can now capitalize on this competitive advantage by showcasing many of the world class tourism experiences that travellers can enjoy and book in the heart of our country's most spectacular natural landscapes," he said.

Segara four for three

A STAY four night, pay three deal at Segara Retreat in the heart of Kenya's Laikipia Plateau has been released, valid for stays between 01 Jun and 15 Dec 2014.

The offer is applicable across all room categories, for FIT bookings only - contact Wilderness Safaris for further information.

HTI comms recruit

HAMILTON Island has named Sophie Baker as its new corporate communications director.

The promotion will see Baker take on a group-wide oversight of the Balmoral stable of brands, while retaining the corporate communications for qualia, associated events and more.

Wednesday 14th May 2014



Travel Daily
First with the news

Creative Hols Asia Pacific roadshow

THE dates for Creative Holidays' inaugural Asia Pacific roadshow in Oct have today been confirmed by the wholesaler.

Visiting six cities, the roadshow takes a new format by combining all destinations in one show.

Suppliers from Thailand, Vietnam, Cambodia, Bali, Fiji and the South Pacific, Singapore, Malaysia, Hong Kong and China will all participate in the event.

Agents wishing to attend are urged to note the event dates.

The roadshow begins in Perth on 13 Oct, before moving on to Adelaide (14 Oct), Melbourne (15 Oct), Brisbane (16 Oct), Newcastle (17 Oct) and ending in Sydney on 20 Oct.

SATC OTA campaign

AIR & land packages to Adelaide are on sale through Wotif.com for the first time as part of a tie-up with the South Australia Tourism Commission.

Two night packages start at \$298pp which includes accom & return flights from Sydney.

Airfares sold individually are priced from \$107 one way while accom starts at \$99 per night and day tours are available from \$15.

The Adelaide *Arrive curious. Leave Inspired.* campaign will be promoted through until 01 Jun.

ABOVE: Jetset Travel Rowville last week celebrated its 21st birthday with 200 guests including customers, suppliers and travel industry colleagues.

The agency celebrated in style at Switch Knox with fabulous food and wine, followed by a private screening of the quirky film *The Grand Budapest Hotel* in a theatre room.

Pictured on the night from left are Anna Horneman, Narelle Williams, Prue Mattern, John Williams (back row) Kath Williams, Mandy Gargano, Rebecca Shady and Verity Miller.

AC adds Rio de Janeiro

EFFECTIVE 11 Dec, Air Canada will launch a new thrice weekly service between Toronto and Rio de Janeiro, complementing the airline's daily Sao Paulo flights.

The services come ahead of the 2016 Summer Olympics and Paralympic Games.

Air Canada plan to operate the route using Boeing 767-300ERs.

Top service hotels

TRIPADVISOR has named Morwell Motel in Gippsland, Vic as the premier hotel in Australia for exceptional service, as rated by a survey of 3,300 respondents.

Southern Ocean Lodge on Kangaroo Island (SA) and Orbost Motel (Vic) were placed second and third respectively in the poll.

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

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ENJOY THE CITY BUZZ!

DOMESTIC CORPORATE TRAVEL CONSULTANT

MELBOURNE (INNER) – SALARY PKG UP TO \$54K (DOE)

Here is your chance to work in the city & enjoy strolling the streets during the busy lunch rush or having a quiet drink after a busy day in the office in a trendy bar. Our client, an award winning boutique travel company, located in central Melbourne, is seeking a talented travel consultant to assist their long standing corporate clients with their domestic arrangements. Working Mon – Fri hours, offering a lucrative salary package & supportive working environment, this is surely the role that has it all! Find out more today....

HIT THE CAREER JACKPOT

CORPORATE TRAVEL CONSULTANT

BRISBANE CBD – \$55K OTE ++

The sirens are going off, the lights are flashing! If you’re a talented retail consultant that wants to break into corporate travel, you can hit the career jackpot with this role! Work for this leading global TMC with some of the best consultants and perks in town, this is your chance to put your career in a new and exciting direction. You’ll love working Mon – Fri hours only whilst handling the domestic and international travel needs of business clients. Min 18 months travel consulting experience required.

AHOY SHIP MATEY

CRUISE RESERVATIONS ROLES

MELBOURNE – SALARY PKG UP TO \$70K (OTE)

It is time to cruise into a specialist role! We have had various clients contact us requiring experienced travel consultants with a passion for cruising to join their team. This growing sector of the industry is expanding by the day and we have several roles ready & waiting to be filled. You will be fully trained on a variety of cruise line systems & will also get to experience the ships first hand with famils & ship inspections! So, if you are ready to be welcomed onboard your next career challenge, then its time to contact AAI

TICK TICK BOOM

FARES & TICKETING CONSULTANTS

BRISBANE CBD – \$50K - \$55K OTE

If you are a time bomb waiting to explode then get out of your current role before you detonate. Ticketing can be your rocket to the top. As part of this leading travel company’s fares & ticketing team you’ll be responsible for handling all ticketing requests, liaising with airlines along with ensuring fares rules are being met. A strong salary package along with top benefits, ongoing training and progression are on offer. Previous travel consulting experience and GDS are a must. Watch the fireworks go off as you take this role by storm!

RETAIL ROLE LOCATED OUT EAST

RETAIL TRAVEL CONSULTANT

MELBOURNE (EAST) - SALARY PKG UP TO \$55K (DOE)

This well established retail office located in Melbourne’s Eastern Suburbs is seeking the next retail superstar consultant to join their fun team! Working Monday - Friday hours with every 2nd Saturday morning (only 10am - 1pm), you will be creating & booking a variety of itineraries to destinations across the globe. So bring along your minimum of 18 months industry experience, can do attitude and passion for all things travel & jump into this fantastic retail role! Contact us today, to find out more details.

TRAVEL & EVENT CO-ORDINATORS X 4

TRAVEL & EVENT MANAGEMENT COMPANY

SYDNEY - TEMP ROLES, TOP HOURLY RATE

4 Temp roles available with both boutique and global companies. Create unique travel, incentive & event experiences both nationally & internationally for a wide variety of clientele. You will assist the friendly teams with delegate registrations, event themes & book travel extensions. Start ASAP through to approx July or longer. The ideal candidate will have GDS and/or Eventspro experience. Send your CV to AA today to find out more about this & other fantastic roles.

THE WAY TO GO IS IN WHOLESALE

RESERVATIONS CONSULTANTS

MELBOURNE (VARIOUS) - SALARY PKG UP TO \$60K (DOE)

Stop wasting your talents in your retail role & move into a specialist wholesale role. We have several positions available working for well known companies within the industry who specialize in South America and Africa! Moving away from face to face consulting, you will step into a behind the scenes role assisting both direct clients & the general public with their phone & email enquiries creating intricate travel itineraries to some of the most unforgettable destinations in the world. Does this sound like your dream role?

CORPORATE & LEISURE SUPERSTAR TEMP!

BOUTIQUE TRAVEL AGENCY

SYDNEY - TEMP ROLE, START ASAP

Are you looking for that ideal travel role with a good mix of corporate and leisure travel with amazing clients & like minded team members? Look no further! Amazing opportunity for a diverse and talented travel professional with fantastic qualifications within the travel industry. Our client is looking for a unique individual who is seeking a new a challenge. The ideal candidate will have Amadeus and Tramada skills. Temp role starts ASAP with a top hourly rate.



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

Leisure Travel Team Leader

Sydney - \$65-75K + incentives- Ref:1075S2

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

Retail Travel Consultant

SE Melbourne \$40-45k- Ref:1966KF1

Love retail travel? Are you ready for the next step in your career? This leading travel agency are looking for a senior travel consultant to join their award winning team. Working with a mix of both retail and some corporate clients this position is varied, busy and most importantly fun! If you have a proven track record in sales, are passionate about the travel industry, love creating a variety of itineraries & packages and have experienced on a GDS then we need to hear from you.

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

Wholesale Travel Consultants

Perth \$45-80K OTE - Ref:1079LB1

Fantastic opportunity to work for one of Australia's largest wholesale companies! See and sell the world from the inside of this expanding team in Perth. Great salary package inclusive of uncapped commission and amazing company incentives & famils. If you have at least 12 months consulting experience, awesome destination knowledge and are not afraid of working to sales targets then I want to hear from you. Develop your career with an award winning global company!

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

Wholesale Travel Consultant

Brisbane CBD \$ Base + commission! - Ref:1012PS1

Love travel but ready to move away from the face to face retail environment? If you have proven experience in reservations and have successfully worked to sales targets then this could be the change you have been looking for. You will be making reservations for agents where the majority of your enquiries convert to sales. You'll need have a keen interest in land and or sea product and will be working towards achievable targets on one of the best commission schemes in the industry! Extensive company benefits are also on offer.

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

Business Development Executive

Sydney – Competitive - Ref:1925S1

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

Africa Travel Specialist

Melbourne Competitive Package - Ref:1998KF1

Do you have experience in building tailor made trips to Africa? Have you travelled Africa extensively? My client, a luxury tour operator requires an Africa Specialist with experience of this fantastic destination. Your role will be to tailor make luxury holidays over the phone, whilst working towards sales targets. You will ensure that all hotels, flights and excursions are booked correctly and maintain exceptional customer service in this bespoke fast paced travel environment.

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

Travel & Cruise Consultant

Adelaide \$DOE - Ref:1593LB2

Travel Consultant wanted for this busy retail agency in Adelaide. Your excellent knowledge of cruise along with your sales skills will be key for this leading company. If you have a minimum of 12 months 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 niche role. Solid salary package on offer for the right candidate!

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



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Private Car Transfers and Water Taxis

I.D.I offer private car & driver services from all major ports throughout Italy in a fleet of their own luxury Mercedes sedans & vans.

Transfer services include:

- Half or full day guided tours
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- Arrival meet and greet services

Water Taxis in Venice

Catching a water taxi in Venice is a fantastic way to experience the city. IDI can arrange transfers from Venice International Airport direct to your hotel's front door. This form of transport is a safe and efficient way to travel.

Amalfi Coast Cooking School

These cooking classes take place in a spectacular private home situated on a cliff top 1000 feet above sea level with spectacular views over the Amalfi coast. Most of your ingredients will come from this fabulous spacious garden full of lemon trees, flowers, vegetables and chickens. You will be shown how to create wonderful pasta. Learn the secrets of traditional Italian cuisine in a relaxing, friendly and warm atmosphere.

At the end of the day, you're given the opportunity to sample the various recipes and enjoy some of the best local wine, all the while sitting on a peaceful terrace with breathtaking views of the Mediterranean Sea.

**6-hour excursion*

The splendour of San Marco and Rialto with gondola ride

Meet your guide and boat at the port of Venice. Reach the famous St. Mark's Square where, skipping the queues, you will visit the Doge's Palace, Basilica of San Marco and the lively Rialto market. You will learn about the history and the various types of architecture from the Byzantine Golden Basilica to the Renaissance Loggia by Sansovino. Your guide will take you to the Rialto market to cross the famous bridge and stroll past the colourful stores. End your day with a wonderful gondola ride through the romantic canals. ** 8-hour excursion*

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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.

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