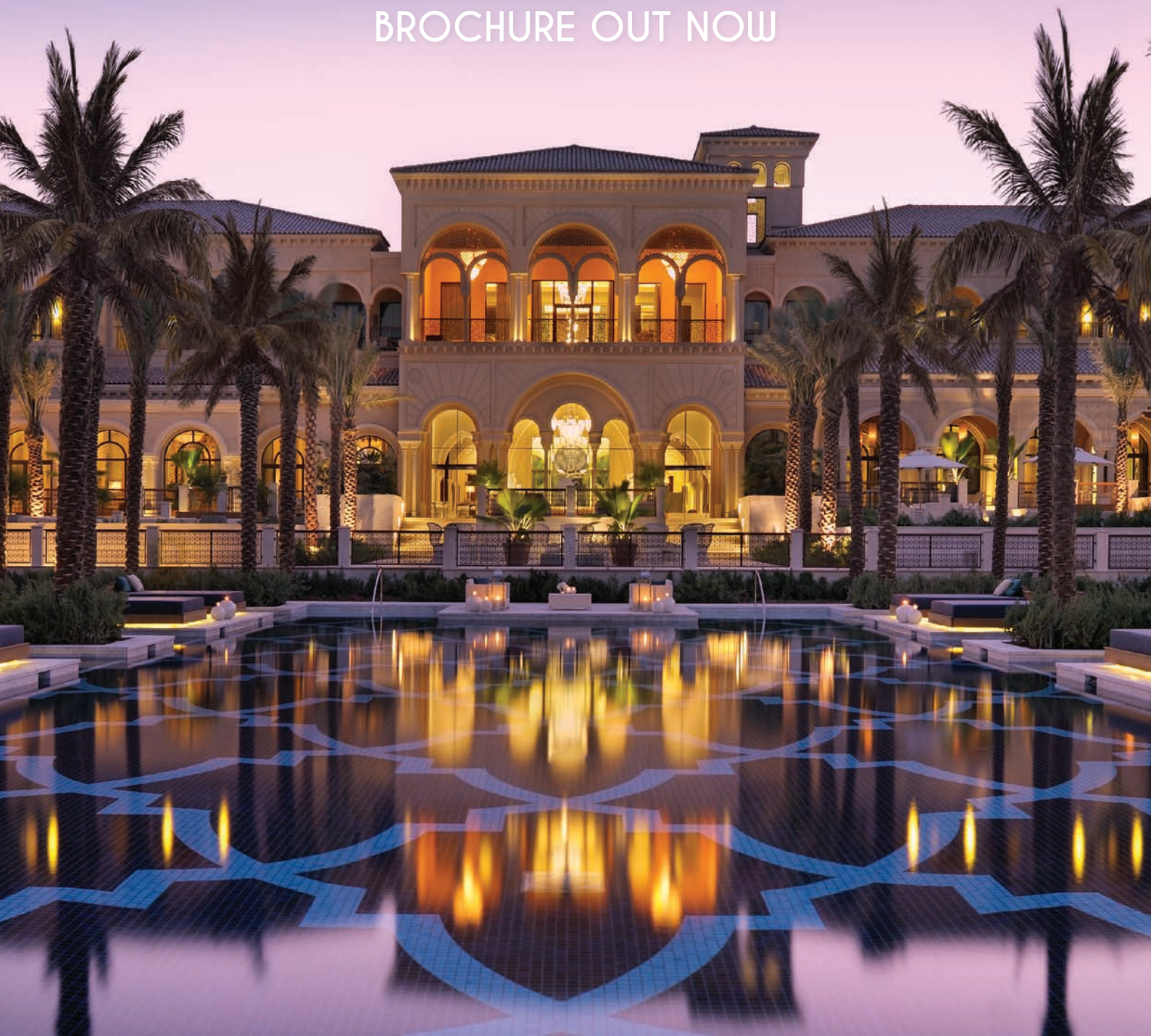


# THE COLLECTION

BROCHURE OUT NOW



THE  
COLLECTION  
14/15



Freestyle  
HOLIDAYS

An immaculate compilation of the world's most luxurious, iconic and fashionable properties. Visit [tifs](http://tifs) or email [brochureorders@au.pinpoint.biz](mailto:brochureorders@au.pinpoint.biz) for a printed brochure. Click [here](#) to download or view the e-brochure.

*One&Only The Palm, Dubai*

P: 1 300 880 268

VIEW/DOWNLOAD BROCHURE ►

THE COLLECTION BY

Freestyle  
HOLIDAYS

ROSIE  
HOLIDAYS  
Fiji's Number One



 **WE'RE A FINALIST!**

pinpointtravelgroup.com.au 


  
**Travel Daily**  
 First with the news

Monday 26th May 2014

 **It's our Overwater Bungalow Sale!** 


[CLICK HERE](#)

Tahiti is ALL we do!

 **EvergreenTours**  
 A World of Discovery

**NEW**  
**USA RIVER CRUISE TOURS**

Mississippi, Columbia & Snake Rivers



**USA & CANADA 2015 OUT NOW**

[VIEW BROCHURE >](#)

**Call 1300 364 414**

## VAH gaining on domestic

**VIRGIN** Australia today reported a strong Apr, with domestic pax numbers up close to 5 percent compared to last year.

The VA result contrasted with Qantas' Apr traffic (**TD** Wed) which showed mainline domestic passengers numbers had fallen 3.2% (or 6.7% excluding QantasLink scheduled services).

Virgin cited an earlier Easter break - from Mar in 2014 to Apr this year - for its domestic rise, which resulted in revenue pax kilometres spiking 7.6%.

Revenue load factors leapt 5.8 percentage points year-on-year.

The carrier's budget offshoot, Tigerair Australia, witnessed a

significant boost in its slice of domestic patronage, jumping more than 21% to over 316,000 - up 56,000 more pax than the corresponding period last year.

TT's traffic uptick was a result of new routes from its Brisbane hub and improvements in aircraft utilisation, at the expense of load factors which fell 6 points on 2013.

### The Collection brox

**FREESTYLE** Holidays has launched its new "The Collection" program, an exclusive compilation of boutique, iconic and luxurious properties worldwide.

The Collection comprises product in Australia, NZ, Asia, South Pacific, Hawaii, the US mainland, Canada, UK & Ireland, Europe, the Arabian Peninsula & the Maldives - see the **cover page**.


### Etihad F1 incentive

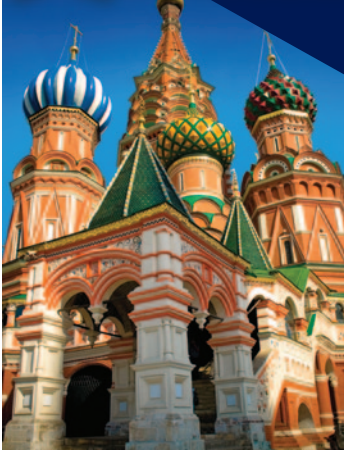
**ETIHAD** Airways & Consolidated Travel are offering six Business Class trips to the 2014 Formula 1 Etihad Airways Grand Prix, in an agent incentive for tickets issued 05-31 May - see the **last page**.

### Today's issue of TD

**Travel Daily** today has eight pages of news & photos, with a front cover page launching **Pinpoint Travel's "The Collection"** brochure, a page of photos from **French Travel Connection's Monaco incentive launch**, plus full pages from: (**click**)

- AA Appointments jobs
- Consolidated Travel/EY

 **UNFORGETTABLE**  
**RUSSIA RIVER CRUISING**



**2015 BROCHURE OUT NOW!**

**EXCLUSIVE TO APT**  
 Introducing the **MS ANASTASIA**  
 - Russia's most luxurious river ship  
**FLY FREE\***

\*Conditions apply. Contact APT for full terms & conditions.  
 Australian Pacific Touring Pty Ltd ABN 44 004 684 619  
 Lic. No. 30112 APT596

Nothing beats...

**15%**  
 Commission on all land\*

**+ BONUS 2%** on air!

**Creative Holidays** 

[FIND OUT MORE...](#)

**ATAS**  
 travel accredited

**Applications are now open!**

The AFTA Travel Accreditation Scheme (ATAS) is a new national accreditation scheme for the Australian travel industry.

ATAS is a symbol of industry quality helping consumers to identify reputable, credible & professional travel businesses.

For more information [www.afta.com.au](http://www.afta.com.au)

## Combine. Ability.

180 destinations in Europe.  
 Great stopover options.  
 One ticket. Lufthansa Group.

*Click for details and competition.*



extra bonus  
**\$200**  
per booking\*



CHINA  
HOLIDAYS  
Since 1999

CLICK HERE 1300 224 462

# Travel Daily

First with the news

Monday 26th May 2014

Aircalin

BE SPOILT ON THE WAY TO UNSPOILT

New flights direct from Melbourne to New Caledonia

Return **\$599**\* ENDS JUNE 1ST  
from

Only \$649\* return ex-Brisbane and \$689\* ex-Sydney  
ALL TAXES INCLUDED

www.aircalin.com \*Term and conditions

**A great cruise  
needs a great  
companion**



**On sale 1-31 May**



T&Cs apply



## Serko launches \$22m IPO

TRAVEL technology firm Serko has launched a public share float, with plans to list on the NZ stock exchange next month to "fuel its growth ambitions."

The company is seeking NZ\$22m, including \$17m in new shares and \$5m of shares from existing equity holders, with the offer at \$1.10 per share expected to open on 04 Jun.

Serko, which employs about 90 people, describes itself as a "cloud-based technology company" providing integrated corporate travel booking and expense management systems to about 6,000 corporations and govt agencies across the region.

"We have spent the past 7 years developing a robust technology solution that streamlines travel booking, assists travellers and supports the management of what is, for most corporations, their second biggest cost category," said ceo Darrin Grafton.

He said Serko planned to use the money from the float to expand into new markets across Asia Pacific and beyond.

"In addition we will accelerate

the development of a number of new products," he said.

A prospectus has been registered and is now available at [www.serkoshareoffer.co.nz](http://www.serkoshareoffer.co.nz).

Investors can pre-register their interest in the offer by emailing [invest@serko.com](mailto:invest@serko.com).

### Last rooms for W/Cup

HELLOWORLD affiliate Great Events has secured last-minute hotel inventory in Rio de Janeiro for the upcoming FIFA World Cup at the 4.5-star Windsor Copa and Rio Othon hotels.

Commissionable hotel-only packages are priced from AU\$1,750 per person twin share for a minimum stay of five nights and maximum 16 nights.

A 16-night stay leaving Sydney on 11 Jun, returning 27 Jun and including Qantas flights but not match tickets or ground transport in Brazil is priced from \$9,300ppts.

Both hotels are located across from Copacabana Beach & a short walk from official FIFA Fan sites.

The rooms are expected to sell quickly - phone 1300 665 555.

Disney DESTINATIONS  
**DISNEY DAYS**  
— 2014 —

CALLING ALL  
**SUPER  
AGENTS**

YOUR MISSION:  
MAKE YOUR JOB EVEN  
MORE INCREDIBLE  
WITH DISNEY

DISNEY DAY 2014  
IS COMING TO SYDNEY,  
BRISBANE, MELBOURNE  
AND AUCKLAND



Secure your seat today.  
For details, email:

**WDPR.DisneyDestinations.  
AUNZ@disney.com**

Be quick, space is limited.

©Disney/Pixar

**NONSTOP SERVICE FROM  
SYDNEY TO THE U.S.**

Connect to the U.S. with daily flights to New York-JFK from Sydney\* via Los Angeles.

For details, visit [delta.com](http://delta.com) or call 1800 458 368.



\*Travel from Melbourne and Brisbane is also available with our codeshare partner Virgin Australia.

## Turkish Odyssey

18 Day Small Group Tour from \$2250 pp twin share



15% commission till 31 May on selected Turkey tours.

Call: **1300 661 666**

email: [info@greecemedtravel.com.au](mailto:info@greecemedtravel.com.au) [www.greecemedtravel.com.au](http://www.greecemedtravel.com.au)



**PACK YOUR SUITCASE AND WIN!**

Become a winning expert on Star Alliance  
and win 2 Round the World tickets.

**Click here to take part.**



STAR ALLIANCE™



## EUROPE BY CAR

- ✓ Best Self-Drive Option - 21 Days - 6 Months
- ✓ Tax-Free Brand New Cars
- ✓ 100% All-Inclusive Insurance, Nil Excess
- ✓ Save \$150 per Car - Collect by 31 July
- ✓ 32 European Locations ✓ GPS All Models

Discover more at

**RENAULT EURODRIVE**  
www.renaulteurodrive.com.au



# Travel Daily

First with the news

Monday 26th May 2014



**OMAN**  
Perth Industry Evening

6pm to 9pm  
Wednesday, 25th June, 2014  
Elie's Tent

W.A. Travel Agents Only

Spots Limited - click here to reserve yours

## Hotel returns head upward

**INVESTMENT** in the hotel industry outperformed all other competing property sectors in terms of financial returns for the quarter ending Mar 2014, posting an 8.8% annualised return.

The result was according to the IPD Research Australia Quarterly Hotel Property Index for Q1 2014, sponsored by Accor Hotels, JLL and legal firm Ryan Lawyers.

According to the study, revenue per available room rebounded strongly on a poor quarter ending Mar 2013, increasing 120%.

Unsurprisingly, faster growth was recorded by hotels in CBD locations as opposed to non-CBD, led by Sydney and Melbourne.

RevPAR hit \$159 per room for the quarter-ending-Mar in NSW, with Western Australia nipping

at its heels on \$158 and Vic just behind on \$147.

Queensland however struggled, attaining a RevPAR of only \$93.

Jones Lang LaSalle's Hotels and Hospitality Group managing director strategic advisory Troy Craig said he expected returns to continue in line with strong trading conditions and ongoing strength in investment, especially capital sourced from offshore.

Accor Asia-Pacific chief operating officer Simon McGrath agreed, adding Sydney and Melbourne would continue to strengthen and attract further investment.

"Not surprisingly, international investors are watching this and there is some yield compression as interest grows in the Australian Hotel market," McGrath said.

## State of Origin tipping

**THERE'S** still time for **TD** readers to submit entries in our State of Origin tipping comp, which is running separate to our season-long NRL tipping competition.

The deadline for entries is 6pm AEST this Wed, just prior to kick-off before Game 1 of the three match series.

A fantastic prize of an Immortals Dining package at the 2014 NRL Grand Final is up for grabs to the overall winner from the series, thanks to Keith Prowse Travel.

The prize includes Diamond seating at the game, official pre and post-game functions, match merchandise and much more, valued at over \$2,500.

To be in the running, send us your answers to the following:

- 1: Which team do you tip to win the 2014 State of Origin series?
- 2: What do you predict to be the final score for Game 1?
- 3: In which minute of Game 1 will the first try be scored?

Send your entries by email to [soo@traveldaily.com.au](mailto:soo@traveldaily.com.au).

## Evening tours shelved

**THAILAND** transport and tour operator Destination Asia has suspended its night-time tour operations until further notice due to the nationwide curfew.

According to an update late last week from the company, airport transfers within curfew hours will continue to operate, however passengers will be required to present valid travel documents if requested by authorities.



## Window Seat

**FOOTBALL** fever is gripping the world ahead of the upcoming FIFA World Cup next month.

Dallas Fort Worth Airport has just concluded a two-week possession of an interactive football-themed Pepsi vending machine which rewarded players with free soft drinks if they could keep a virtual soccer ball from touching the ground.

Players were rewarded with a free Pepsi or Diet Pepsi if they reached 9,000 points by keeping the ball in the air.

**ELSEWHERE**, German national carrier Lufthansa has, for the first time ever, changed the name on the side of its fuselage in celebration of the World Cup.

For the duration of the event, eight aircraft, including five long-haul, will be rebranded as "Fanhansa" (pictured below).



## VS/DL LAX switch

**DELTA** Air Lines will replace one of Virgin Atlantic's double daily services between Los Angeles and London Heathrow as part of a joint network reshuffle.

The move is effective 28 Oct, with VS in turn replacing DL on one of three daily ATL-LHR flights.

## Business Development Manager - NSW/ACT

Do you live and breathe travel but are bored with the standard industry fare and toeing a well-worn line?

**Bunnik Tours** is the small-group-touring specialist with tours to Europe, Middle East, Asia, Africa and the Americas.

We're expanding our sales team and are looking for somebody to help take our trade sales to the next level.

Our product sells itself, your challenge will be to engage travel consultants and agents who have been fed the status quo by the big boys for years. Are you up to it? We're seeking an experienced industry professional with innovation, drive and above all, a passion for travel and business growth.

This is a new role based in Sydney with the key objective of growing Bunnik Tours' presence with travel agencies in NSW and the ACT.



For further information  
please click here.

**APPLICATIONS CLOSE  
2 JUNE 2014**

Bunnik Tours is one of Australia's fastest growing travel companies & winner of the BRW Private Business Awards 2012 for excellence in customer service. [www.bunniktours.com.au](http://www.bunniktours.com.au)



## FREE job-ready candidates available now

Call FC Appointments now on **1300 113 492**  
or visit [www.fcappointments.com.au](http://www.fcappointments.com.au)

**FC Appointments**

From the Industry, for the Industry



## Third country Vic BW

**BEST** Western has added its third property in Warrnambool, with the Best Western Colonial Village Motel taking its portfolio in Australia to 160 properties.

# Jetstar 1 decade celebration

**JETSTAR** is 10 years old, and yesterday the budget airline celebrated with a staff party at Melbourne's Tullamarine Airport.

Even the founding boss, Alan Joyce turned up and joined in a sausage sizzle inside a hangar, with a bright orange-painted A320 and a new 787 Dreamliner as a fitting backdrop.

JQ's first flight was from Newcastle to Melbourne in May 2004 with a Boeing 717 aircraft, and 700 employees at the time.

It now flies 115 aircraft to 64 destinations across 16 countries and has a staff of 7,000.

Joyce said when the airline was first launched, over 100,000 seats were sold at \$29 each, confounding critics who said it would never succeed.

"It only carried 300,000 people in its first year," said Joyce.

"Between now and next Thu it'll carry more than it did in 2004 and that shows you the size and the growth of this business.

"This is one of the most amazing aviation success stories, it's an

airline that is now one of the biggest brands in Japan - as well as in Singapore and Vietnam - and we're the first country in the world where a low-cost carrier has been set up successfully by a full service airline," he added.

Joyce said Jetstar was the top news story that day, replacing the Mel Gibson movie *The Passion of the Christ* and one newspaper came out with the headline: "It's official, Jetstar bigger than Jesus!"

"The only mistake we made was introducing free seating where pax rushed on board and jostled to get a good seat.

"It didn't work," he conceded.

Joyce was joined at the birthday party by Jayne Hrdlicka, Jetstar Group ceo who said the airline has exceeded every expectation.

"All the staff are incredibly passionate about what tomorrow might bring and people are working extremely hard to deliver for our customers," she added.

Click on the **TDTV** logo for an exclusive video from yesterday.



**ABOVE:** Jetstar turned more than a few heads at Tullamarine Airport on Sun with this striking Airbus A320 aircraft (**below**) whose fuselage was painted bright orange to celebrate the carrier's 10th birthday.

"We call it a reverse livery," said an airline spokeswoman.

"Our livery is usually an attractive silver fuselage and

orange tail, but we wanted to make a bold statement today and reverse the colours, and it worked," she added.

Jetstar says it won't be repainting its 115 planes this way. "It's a one-off," said the staffer.

Jetstar Australia/NZ ceo David Hall, Jetstar Group ceo Jayne Hrdlicka and Qantas ceo Alan Joyce are **pictured** at the event.



## Love Every Second of the Qantas Sydney sale

Visit [qantas.com/agents](http://qantas.com/agents) or speak to your Qantas Account Manager



[qantas.com](http://qantas.com)



Monday 26th May 2014

## Kings add translators

**MANDARIN** speaking guides will be added to AAT Kings tours in Uluru as well as on selected Sydney and Melbourne day tour products from Oct this year.

The addition forms part of the Travel Corporation brand's efforts to expand its language offerings to appeal to the booming Chinese travel sector into Australia.

Chartered group bookings will also have the option of employing a Mandarin-speaking guide for their trip, the operator added.

Mandarin is presently offered as an iPod plug-in on tours, along with French, German & Japanese, the latter two also provided as a physically spoken option on many tours along with Italian.

## Jumeirah to Mauritius

**DUBAI** hotel group Jumeirah Hotels & Resorts has announced it is developing a resort on the Indian Ocean island of Mauritius, with a planning opening for 2018.

Details on the number of rooms or the resort's name has not yet been identified, with the property to be located approx 50kms from the island's main airport.

It follows aggressive expansion plans detailed last month by Jumeirah Group president and ceo Gerald Lawless (**TD** 12 May).

## Sydney lights up as Vivid opens



**LUMINARIES** from the film, TV, music & travel industries as well as politicians and business leaders turned out to Sydney's Museum of Contemporary Art for the official "Lights On" ceremony to kick off the 2014 Vivid Festival.

Following a countdown, NSW Premier Mike Baird (**pictured**) hit the button to turn on the lights, with the Sydney Harbour Bridge, Opera House & several buildings in the harbour area illuminated in a cacophony of colour and light.

In six years, the annual Festival of Light, Music and Ideas has grown into one of the major events on the NSW and Australian calendar, with more than one million visitors to Sydney expected in line with concerts and installations at this year's festival.

The success and sheer scale of Vivid is evident in the numbers.

More than 140 artists from 15 different countries have been involved in imagining 56 creative

installations; 15 music events across five venues with 2,000 songs sung as part of Vivid Music; 500 speakers at 180 events for Vivid Ideas and much more.

Vivid has expanded to five new precincts for 2014, with Martin Place, The Star, University of Sydney and Carriageworks all lit up in addition to Sydney Harbour.

Destination NSW ceo Sandra Chipchase said the collaborative efforts of so many different govt departments and businesses went together to make Vivid such a success each year.

Chipchase singled out Carnival Australia ceo Ann Sherry, who agreed to move ships earmarked to dock in the harbour to help boost the view for festival-goers.

"I hope I'm back on her Christmas card list because she is sure on mine," she said.

Vivid Sydney technology partner Intel Australia managing director Kate Burleigh thanked the efforts of her team and other technology partners for their insight & vision.

The festival will run until 09 Jun, with many different light shows on each evening until midnight.

See [www.vividsydney.com](http://www.vividsydney.com) for tips on planning a visit to Sydney to take in the festival's events.



Rd 10 Results

## CONGRATULATIONS

**Julia Smithson**

from *Great Southern Rail*

Julia is the top point scorer for Round 10 of *Travel Daily's* AFL industry footy tipping competition and has won a coffee cruise for 2, Courtesy of Captain Cook Cruises.



## Major Prize Sponsors

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



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



## A&K returns to Cuba

**A NEW** ten-day privately guided itinerary to Cuba has been released by Abercrombie & Kent, marking the bespoke touring firm's return to the country.

The 'Essence of Cuba' itinerary takes in the colonial monuments of Havana, the Sierra Escambray mountain ranges as well as several cultural activities, priced from \$4,995pp - ph 1300 590 317.

## HTO webinar channel

**TRAINING** webinars on Hawaii as a travel destination are all now located in the one place following the launch of Hawaii Tourism Oceania's own YouTube channel.

The first video available is a 10-minute showcase on the island of Kauai focusing on the basics on the US state's northern island.

**CLICK HERE** to view the webinar.

**itravel** [invites you]

**Key ingredients to your success**

- Greater financial rewards
- Preferred supplier partners
- Lower franchise fees

**Method**

- Mix with...
- Fresh brand
- Work with like-minded professionals

**\* Best served with...**  
a positive attitude

**RSVP 28th May: annalee@itravel-au.com or Phone: 3280 0008**

**SYDNEY 4th June 2014**  
**MELBOURNE 12th June 2014**  
**BRISBANE 17th June 2014**

**\$50** VOUCHER BONUS.  
EARN MORE FOR INDOCHINA.

Click here to find out how.



**TRAVEL INDOCHINA**  
Share the Experience



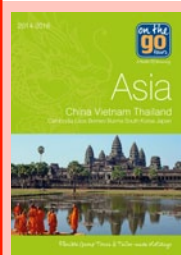


## Brochures of the Week

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



**Club Med - Premium All-Inclusive Ski Resorts 2014/15**  
Booking season is well underway for the upcoming northern winter, with Club Med's guide to its European and Asian ski and snow resorts all detailed within. Destinations on offer include France, Switzerland, Italy, Japan and China, with the firm's all-inclusive hallmarks on offer at each. With the stay prices comes ski passes, lessons if so required, accommodation, three gourmet meals each day, open bar featuring spirits and cocktails and a range of services including child care included.



**On The Go Tours - Asia 2014-16**  
A new destination is now available from On The Go Tours, with Japan added to the extensive mix. Festival tours taking travellers to the Sapporo Snow Festival, the Cherry Blossom Festival & the Takayama Autumn Festival feature among the new Japan product. Packed in the new brochure are a range of group tours, FIT and tailor-made holidays and standalone product to build your own trip. The brochure also features China, South Korea, Vietnam, Cambodia, Laos, Burma, Borneo and Thailand.



**Contiki - Latin America 2014-16**  
Itself a relatively new destination for Contiki, three new countries have been added to expand the youth tour operator's offerings in the region for 2015 and beyond. Travellers can now immerse themselves in the excitement and flavours of Guatemala, Belize and Colombia, with a range of exotic new experiences on offer. These include diving the Great Blue Hole in Belize, sampling authentic Colombian coffee, ziplining through the Guatemalan rainforest, helicopter rides and much more.



**Venture Holidays - Europe 2014-2015**  
Expanded for this year, Venture Holidays now offers more of Europe, with Turkey among a host of new countries which also includes Georgia and Armenia. Across the 76 pages are a host of options that take in regional Europe including Georgia, Russia, Poland and Scandinavia including Denmark, Sweden, Finland and Norway. Packages on offer include return airport transfers, accom and a range of sightseeing options.

Available cities in the UK have also been expanded to regional centres.



**Chat Tours - Greece 2014/15**  
Athens itself, the major and more popular Greek Islands and even some of the smaller and less frequented ones are on offer in the latest Chat Tours brochure, released recently. Prices have been maintained at 2013 levels, with agent commission starting at 12%. Other destinations on offer include Croatia, Turkey, Israel, Jordan, Dubai, Egypt and Abu Dhabi. Product includes hotels, transport and sightseeing.



**Air New Zealand Holidays - Fiji 2014/15**  
Described as a comprehensive guide to the Fiji Islands, the AOT Group wholesaler's guide promotes a wide range of property in Denarau, Nadi, the Coral Coast and out in the various island collections. Along with a new design, the brochure also includes details such as flight timings to Fiji from Australia and NZ to help pax choose the right transfer options to their resort. Extra-value deals have also been designed and released such as resort credit or free wi-fi, indicated in the brochure with Bonus Icons.

Monday 26th May 2014



**THE** Travel Authority Group held a corporate weekend at the Fairmont Resort for staff in the Blue Mountains recently, with this year's event centred on continuing the company's drive for excellence in service.

MD Peter Hosper said the corporate weekend provided a "powerful opportunity" to brainstorm collectively on how to exceed client expectations.

A focus of the symposium was the psychology of service, with keynote addresses presented by Mark Sant from training provider Mary Gober International and

Mark Jenkins, ceo and founder of Resurg Group.

A highlight of the weekend was a spectacular helicopter flight back to Sydney, with The Travel Authority Group pictured above.

## Athenaeum AUD rate

**LONDON** five-star hotel, The Athenaeum is promoting prices starting at \$669 per night in a deluxe room, taking advantage of the strengthening of the British Pound versus the Aussie Dollar.

The rate includes full breakfast, all mini-bar drinks & snacks, wi-fi and more, while guests booking a minimum three night stay are provided a one-way transfer from any London airport.

## Marriott opens Protea

**BOOKINGS** for the Marriott Group's newly-acquired Protea group of hotels are now available for sale on the Marriott website and through all booking offices.

The hotel firm recently settled on its US\$200m acquisition of the South African group and its subsidiary brands and is now the largest hotel operator in Africa.

## Become a Super Agent

**DISNEY** Destinations is inviting travel agents to register to attend a series of industry seminars to learn more about the global array of Disney products and resources.

Events will be held in Auckland, Melbourne, Sydney & Brisbane on 09, 10, 11 & 17 Jun respectively.

Topics to be covered will include the firm's variety of theme parks, resort destinations and cruise lines operating around the world.

Entitled "Disney Days", the events will also showcase the [www.disneytravelagents.com.au](http://www.disneytravelagents.com.au) online tools relating to agent offers and selling information.

**CLICK HERE** to register to attend, including your name, agency and city of choice in an email.

## WIN HOYTS MOVIE VOUCHERS

Everyday this week, *Travel Daily* are giving one reader the chance to win two Hoyts movie vouchers, courtesy of The Travel Industry Exhibition.

The Travel Industry Exhibition is a must-attend event. It is held on 18-19 July at Sydney's Royal Hall of Industries. It provides opportunities for suppliers to connect with agents and other travel professionals. The event will provide a key forum for education and networking.

For more info visit: [www.travelindustryexpo.com.au](http://www.travelindustryexpo.com.au)  
To win, be first to email the correct answer to: [travelexpo@traveldaily.com.au](mailto:travelexpo@traveldaily.com.au).

Who is hosting a seminar at 9:30 on 19 July at The Travel Industry Exhibition?

THE TRAVEL INDUSTRY EXHIBITION  
18 - 19 July 2014





# 'Passport to Monte-Carlo' event for Sydney VIPs

**FRENCH** Travel Connection and Monaco Tourism have joined forces to promote the Principality of Monaco and entice Australian travel agents to book this wonderful and unique destination for their clients.

More than 30 travel consultants attended a very exclusive lunch at chic bistro Metro Saint James in Sydney on Thursday 22 May (as **pictured** below) for the launch of an incentive designed to boost the promotion of the 'Passport to Monte-Carlo' package.

For a minimum of two nights, the Passport to Monte-Carlo gives travel agents the opportunity to offer their clients exceptional value adds such as complimentary helicopter transfers, VIP services at hotels and complimentary entry to museums and attractions.

This package is available exclusively through French Travel Connection in Australia.

In celebration of the package, Monaco Tourism and FTC have launched an incentive program, valid until 31 Aug.

For every passenger booked on a 'Passport to Monte-Carlo,' agents will go into a draw to win one of three fabulous Monaco packages.

In addition, the top selling agent will win a Ferrari tour of Monaco!

More info on <http://www.frenchtravel.com.au/monaco incentive/>



**BELOW:** Ariana Wong from Mary Rossi Travel Neutral Bay with Brad McDonnell from French Travel Connection.



**ABOVE:** A united front for Monaco! - Camilla MacInnes, French Travel Connection; Alison Roberts-Brown, Monaco Tourism; Lea Granado, French Travel Connection; Brad McDonnell, French Travel Connection; Gillian Seller, Fairmont Hotels & Resorts; Benoit Badufle, Monte Carlo SBM Asia Pacific; Juliette Herault, Monaco Tourism.



**LEFT:** TravelManagers' Kylie Cilek, Irena Bryant & Sue Kut, with Camilla MacInnes from French Travel Connection & Judy Legras, Trendsetter Travel.

**BELOW:** Monaco Tourism's Alison Roberts-Brown speaks to agents about the benefits of the 'Passport to Monte-Carlo' package.



**ABOVE:** French Travel Connection md Brad McDonnell explains the incentive.



**ABOVE:** Antonella Damiano, TravelManagers; Vanitha Sinnathamby, Harvey World Travel Circular Quay; Eileen Hayse, World Travel Professionals and Jamie Scott from French Travel Connection.

**BELOW:** Kylie Cilek, TravelManagers; Brad McDonnell, FTC; Tara Harrison; Benoit Badufle, Monte Carlo SBM Asia Pacific; Ariana Wong, Mary Rossi Travel Neutral Bay and Phillip Boniface, Travelscene Carlingford.



**ABOVE:** Terry Tarraran, Worldstar Travel; Alison Roberts-Brown, Monaco Tourism and Cathy Natoli, Laze Away Travel.



**ABOVE:** Faire attention à, John! - Benoit Badufle, Monte Carlo SBM Asia Pacific; Camilla MacInnes, FTC with John Chekian from Concierge Traveller.



Monday 26th May 2014



**Rd 15 Winner**

**Sponsored by:**



**CONGRATULATIONS**

**Dale Wood**  
from *Travel Beyond*

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

**Major Prize:**

Two return Economy Class airfares to Dubai with Emirates

## Swim with sea lions

**VISITORS** to Atlantis, The Palm in Dubai are now able to swim with South African fur seals as part of a new experience offered by the luxury property.

The Sea Lion Discovery sessions are priced from AU\$144 for hotel guests and \$173 for visitors, with groups of up to 10 pax maximum.

All sea lion experiences bought include full day access to the Aquaventure water park, a free souvenir photo and discounted admission to the Lost Chambers.

## VA sells Brisbane base

**VIRGIN** Australia says it remains committed to Brisbane as its main base & operational headquarters after the sale and leaseback of its headquarters at 56 Edmondstone Road in Bowen Hills.

The carrier has been keen to offload the property for a number of years and recently settled on the sale to Charter Hall Direct Property Management Limited.

No changes will be made to the day-to-day operations of the carrier at the offices, VA added.

## Coast luxury trekking

**NARROWS** Escape Rainforest Retreat on the Sunshine Coast has released a new Luxury Trek package following its reopening after a major facility upgrade.

The property is located adjacent to the Hinterland Great Walk, a 58km maintained track that takes walkers over the Blackall Range into a number of parks & reserves.

Priced from \$1,500 per couple, the package includes two nights in a rainforest pavilion with meals and transfers to different sections of the walk - ph (07) 5478 5000.

## Travel still a priority

**A SURVEY** by online travel agent Wotif.com has detailed a list of the things men and women will gladly sacrifice in order to keep travelling despite the negativity from the recent Federal Budget.

Nearly two in three women will cut back on clothes shopping, with eating out and buying magazines also on the chopping block.

As for the lads, buying the latest technology was a willing sacrifice along with buying alcohol, a new car and a gym membership.

## Knock to Cologne

**GERMANWINGS**, a subsidiary of Lufthansa, will this weekend launch a new weekly seasonal service linking Knock in the northwest of Ireland to Cologne, Bonn in Germany.

## Mount Hotham bus

**A NEW** express bus service from Albury Airport direct to Mount Hotham has launched in time for the 2014 skiing season.

The service, commencing from 26 Jun, is a joint venture of Snowball Express and The Mount Hotham Skiing Company, with return tickets priced from \$99pp - [www.snowballexpress.com.au](http://www.snowballexpress.com.au).

## Duplo Valley opens

**LEGOLAND** Florida has opened a new attraction for toddlers aged two to five called Duplo Valley.

The precinct is home to a new Duplo Train, Duplo Tractor and Duplo Splash & Play area.

A year-long "preschool pass" is priced from US\$90 plus tax.

## Another Perth hotel

**ACCOR** has today announced it has signed a management deal with Rehawk Property Group to develop a new hotel in East Perth.

Construction of the 228-room Ibis Styles East Perth began in Mar & is slated to debut in Jul 2015.

Accor chief operating officer Simon McGrath said the hotel "economy sector" was rapidly changing in Australia compared to 10 years ago, and the Ibis Styles East Perth will be "a key development for Perth."

"Ibis Styles East Perth will respond to the growing demand for quality product at a genuine economy price and it will cater to the increasing number of travellers seeking wallet-friendly travel experiences," he added.

## 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](mailto:hawaiicomp@traveldaily.com.au)



Click here for more info and terms & conditions

**Q.18: Ohana by Hawaiian Airlines now flies to two Hawaiian Islands. Name one of them.**

Hint: [www.hawaiianairlines.com.au](http://www.hawaiianairlines.com.au)

HAWAII TOURISM  
OCEANIA

HAWAIIAN  
AIRLINES

OUTRIGGER  
HOTELS • RESORTS

The Island of  
Oahu  
The Heart of Hawai'i

**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](http://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](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper

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

Part of the Travel Daily group of publications.

Travel Daily CRUISE Pharmacy  
WEEKLY DAILY

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon

**Contributors:** Jenny Piper and Barry Matheson

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

Travel  
DailyTV

business events news

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.





## **WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS**

### **USE YOUR STRONG INDUSTRY RELATIONSHIPS**

**SENIOR INDUSTRY ACCOUNT MANAGER  
SYDNEY – \$100K PLUS**

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

### **GO WEST FOR THIS SENIOR ROLE**

**SENIOR CLIENT RELATIONSHIP MANAGER  
PERTH – \$110K PLUS BONUS**

Think all TMC's are the same? Not this one. By joining this company you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio.

### **LOOKING FOR 3 DAYS A WEEK?**

**CORPORATE BDM  
MEL – SALARY TO \$90K PRO RATA**

Part time roles with this salary are rare so you will need to be fast to catch this one. This role requires your skills in pipeline development, rapport building, delivering compelling pitches, negotiation skills and a real hunger to win and close the deal. This national company is known for flexibility and high salaries. If you have a proven background in corporate sales this could be your next role. Ring today for a confidential chat.

### **A LEADERSHIP ROLE WORTH APPLYING FOR**

**TEAM LEADER  
PERTH – SALARY PACKAGE \$85**

Feel at home in this corporate office where you will be overseeing a team of multi skilled consultants. You will need proven leadership skills and have exceptional knowledge of corporate travel, training & development and client relationship management. This role allows you to take full management control of this office environment and manage future growth and development. Current Team Leader/2IC experience essential along with GDS.

### **ANALYSE YOUR BEST CAREER CHOICE**

**SYSTEMS ANALYST – TRAVEL INDUSTRY  
MELBOURNE – SALARY PACKAGE TO \$85K**

Bring your strong technical and analytical skills to this key industry player! You will be responsible for online analysis within the technology department to ensure this product sits in a competitive position within the marketplace. This position is suited to someone who has a strong technical acumen and the ability to understand and report on financial information with the ability to work with large amounts of data in varying forms at one time

### **SALES & EVENTS!**

**CONF AND EVENTS BUSINESS DEVELOPMENT  
SYDNEY SALARY TO \$80K PLUS BONUSES**

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role is a great opportunity to get ahead with a market leader. Your experience in event/corporate sales has given you the skill in developing leads, creating unique proposals building relationships and signing up valuable new business. A great opportunity with a company that offers career development, and ongoing training.

### **6 MONTH CONTRACT**

**BDE – EVENTS  
SYDNEY – UP TO \$80K**

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. Are you looking for a foot in the door to an events role, support the BDM's of this Event company, booking meetings, following up on proposals, cold calling. If you are successful in this role you will have the chance to become an Events BDM.

### **MANAGE HIGH PROFILE ACCOUNTS**

**CORPORATE ACCOUNT MANAGER  
SYD – \$90K PLUS BONUS**

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

## **AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

**CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825**

**OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)**

**FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE**

**[www.aaappointments.com/aus](http://www.aaappointments.com/aus)**



# PUT YOUR SALES INTO GEAR

## THE THRILL OF FORMULA 1® JUST GOT CLOSER.

Thanks to Etihad Airways and Consolidated Travel, 6 lucky winners will be in the running to fly in comfort and style in our Pearl Business class to Abu Dhabi and experience the excitement of the 2014 FORMULA 1 ETIHAD AIRWAYS ABU DHABI GRAND PRIX.

## BE IN THE RUNNING TO WIN, SIMPLY START SELLING ETIHAD AIRWAYS!

- > 3 spots will be awarded to the top sellers during the incentive period.
- > 3 more spots will be awarded to those with the highest growth during the incentive period.

## BONUS!

- > Every Coral Economy Class ticket you issue will earn you a \$20 David Jones voucher;
- > Every Pearl Business or Diamond First Class ticket you issue will earn you a \$50 David Jones voucher.

## INCENTIVE PERIOD:

Valid for tickets issued: 5-31 MAY 14

Valid travel period: 5 MAY-31 DEC 14



**Consolidated Travel  
Group**

### Terms & Conditions:

Terms and conditions apply. Valid for tickets issued by Consolidated Travel or via Quikticket during the incentive period 05-31MAY14 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Places on the educational will be awarded based on a minimum \$50,000 in international ticketed sales plus a minimum of 25% growth compared to the same period last year to qualify. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. The educational will depart November 2014. Cash prizes including vouchers are capped at \$7,000. This promotion is open to all full time international selling agents only. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 05 MAY 2014.

GET INTO GEAR AND JOIN THE RACE WITH ETIHAD AIRWAYS AND CONSOLIDATED TRAVEL!



الإتihad  
**ETIHAD**  
AIRWAYS  
ABU DHABI