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SABRE: 30SI QF EARLY/AGENCY CODE/CONSULTANT NAME

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Travel Daily

First with the news

Monday 3rd November 2014

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Excite Europe expansion

B2B wholesaler Excite Holidays has today confirmed its expansion abroad, with the Australian-owned company announcing it has established a presence in London during World Travel Market in London.

Already entrenched in the local market and with offices in Bangkok, Athens and Dubai (TD 09 May), Excite Holidays will now channel new business through a dedicated London base.

“Our decision to venture into the European market is based on the exceptionally high demand for our wholesale and Web Services product on a global scale,” Excite Holidays ceo George Papaioannou said this morning.

Excite’s product portfolio of over 250,000 hotels & apartments,

5,500 activities and transfer services is now available to travel agents in GBP and EUR via the exciteholidays.com portal and to wholesalers via XML connection.

In May, gm Joe Karbo revealed to *Travel Daily* that Southeast Asia was also a potential future hub for Excite Holidays.

QF earlybird incentive

AGENTS are being reminded to take part in this year’s Qantas Earlybird promotion, with prizes including a First Class return trip to London for two up for grabs. See the **cover page** for details.

Win a trip to Mauritius

TODAY we’re launching our new monthly competition, with a trip for two to Mauritius on offer courtesy of Air Mauritius and Sun Resorts - details on **page 7**.

Cruiseabout jobs

CRUISEABOUT is currently on a recruitment drive for consultants around the country, with roles in Brisbane, Melbourne, Geelong, Canberra & Sydney - see **page 9**.

Seven pages of news

Travel Daily today has seven pages of news & photos, a front cover page for **Qantas** plus full pages from:

- AA Appointments jobs
- Travel Trade Recruitment
- Cruiseabout job ads

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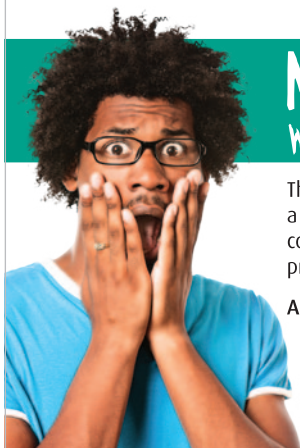
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Travel Daily

First with the news

Monday 3rd November 2014



Rex launch CNS-TSV

DIRECT services from Cairns to Townsville will be operated by Regional Express starting 03 Jan as part of regulated routes issued by the Qld Govt (**TD** 15 Oct).

Rex said the awarding of the Gulf route will allow it to end the monopoly following the exit of VA.

New Tourism Aus cmo

TOURISM Australia has named its replacement chief marketing officer as Lisa Ronson, replacing Nick Baker who is stepping down from the post in Jan (**TD** 21 Oct).

Ronson has 18 years marketing experience, working with brands including David Jones, Telstra, Visa, Carlton & United Breweries and is currently Westpac's head of marketing services.

She will begin in the position at Tourism Australia in Feb.

Red-e-deal change fee

QANTAS is set to jack up its Red-e-deal change fee on domestic and QantasLink flights by 12% for tickets issued on/after 03 Dec.

The change fee will jump from the current \$77 (including GST) to \$88 - **CLICK HERE** for details.

TC reviews insurance ops

TRAVELLERS Choice ceo Christian Hunter has thrown his weight behind ATAS, but voiced concerns over the lack of suitable insurance options, claiming there is still "some way to go" until an appropriate solution is found.

Addressing a record crowd at the Travellers Choice conference last weekend, Hunter commended AFTA's efforts in rolling out ATAS, branding it a "comprehensive" scheme to support agencies in the newly deregulated environment.

He also highlighted challenges surrounding consumer protection, singling out the lack of suitable insurance products as the greatest challenge moving forward.

"Following the closure of the TCF, there is no specific consumer protection mechanism in place ... and while the range of optional insurance products has been welcomed, the reality has been that the process and premiums associated with these products have been restrictive," he said.

Hunter assured members that he was "in negotiation" with insurers to investigate options,

but confirmed no agreement had been reached and there was "some way to go" until an appropriate option was likely to be finalised at a group level.

"Part of the problem is that there is currently only one major provider in this space and they are effectively monopolising the market," he said.

"Products will evolve and we will find a solution but we don't know what it will look like and discussions are still ongoing at this stage," Hunter told **TD**.

AFTA ceo Jayson Westbury also took to the stage, admitting that consumer solutions remain "a bit murky" at this stage.

However he remained confident that insurance options would become more affordable as more competition enters the market.

"A lot of people feel anxiety about what we've done (with deregulation) but we are now in control and we have to move forward," he said.

"I'm sure this will all be resolved and commercial solutions will underpin the industry moving forward," Westbury commented.

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Travel Daily

First with the news

Monday 3rd November 2014



Travel Partners agent sites

THE Travel Partners group hosted its inaugural conference in Sydney last weekend, with md Jeff Hakim unveiling a new online solution allowing members to have personal sites complete with a booking engine.

The two day event saw about 120 attendees from across the country, featuring presentations on business planning, online marketing and other practical info.

The website initiative will roll out in the next couple of months, offering LCCs, car, hotels and other travel related products.

“The Travel Partners philosophy is to enable its members to interact with the customer directly and that’s why we have developed a turnkey solution for our agents to sell online and earn commission directly from their bookings,” he said.

Other initiatives included an agreement with youth charity Kids Giving Back which will see

Travel Partners contribute to an exclusive series of volunteering tourism projects.

Hakim said Travel Partners had experienced significant growth over the last year and was “looking forward to welcoming more members to the group over the next few months”.

InterCon opening

THE 140-room InterContinental Hotel Sydney Double Bay has brought forward its opening date, revealing it will welcome its first guests this week, starting 06 Nov.

Billed as Sydney’s “only five-star luxury hotel outside the CBD”, the former Ritz-Carlton has been transformed inside and out, with all rooms, features and facilities from the first floor to the sixth to be revealed simultaneously.

A special opening rate of \$390 per night incl brekkie is currently on offer - **CLICK HERE** for details.

Anzac Centre opens

AUSTRALIAN Prime Minister Tony Abbott & WA Premier Colin Barnett have officially opened a new \$10.6 million National Anzac Centre in Albany.

Jointly funded by the State and Australian Governments, the museum provides the personal accounts of 30 ANZACs and two of their foes on the battlefields of Gallipoli, Palestine, Sinai and the Western Front - for more info, see www.anzacalbany.com.au.

Choice Board shuffle

TRAVELLERS Choice welcomed Mark Brady to its board of directors over the weekend.

The current owner of three TC agencies in NSW and Qld, Brady has over three decades of industry experience, having first joined Qantas in 1982.

He replaces Moss Vale Cruise & Travel director Ani Baillieu who stepped down from her post after six years of service.



Window Seat

ANOTHER travel industry conference, another Gatsby-themed gala dinner...

Members of the Magellan Travel Group pulled out all stops last Fri night at the Park Hyatt Canberra, dressing up in classic 20s style for their awards night (see [facebook.com/traveldaily](https://www.facebook.com/traveldaily)).

MC Trevor Jones quipped that the long-planned theme reflected industry cooperation because suppliers present could use the same outfit as at the recent Helloworld conference.

In the end it was all about the shoes, with Kieran Cromie of Travelworld



Brighton taking out the best dressed male award, set apart by his Gatsby brogues (**above**).



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Cruise & aviation fuel TC growth

TRAVELLERS Choice posted a record profit for the 2013/14 year, led by ongoing growth in cruise and aviation, and “positive” performance across the industry.

Speaking at the Travellers Choice annual conference over the weekend, ceo Christian Hunter made special mention of the group’s latest results which topped \$1.62m for the 2013/14 financial year (TD 10 Sep).

More than 90% (\$1.5m) of the profits were returned to members, who all receive a 25c per share unfranked dividend of the total with the exception of trading rebates.

Marking the second consecutive record profit for the independent travel network, Hunter attributed the figures to “strong” industry performance buoyed by a 4% hike

in outbound passenger numbers and 20% growth of the Australian cruise market.

Ongoing growth in the cruising sector was a leading factor, he said, coupled with “extremely competitive” pricing from airlines.

However this was likely to ease in the year ahead as “unsustainable” airline pricing would see fares increase,

“Airlines have become more competitive with pricing, delivering amazing value for customers, but I don’t believe this is a sustainable strategy and I believe we will see fares start to increase,” Hunter said.

He also commended members for supporting preferred agreements, noting that year-on-year sales for preferred contracts rose 16% over the year.

Travellers Choice Gold winners



THESE top selling agents let their hair down over the weekend after taking home Gold Choice Awards at the Travellers Choice annual conference.

Gold, Silver & Bronze awards are handed out to 30 members each year, with winners determined by their level of support for the group’s preferred suppliers.

Winners receive a place on exclusive famils, but marking a first this year, they also received sales incentives and grants worth

up to \$1,500 per agency.

Traveller’s Choice ‘Gold’ winners pictured from left were: Tania Allen, Oliver Travel; Denise Falsey, Discover Travel & Cruise; Rosie Tripodi, Travel House Group; Mark Brady, Ballina Cruise & Travel; Michelle Everson, Jamison Travel; Phil Dalley, Travel Makers; Maria Slater, Maria Slater Travel; Michelle Popescu, Select World Travel; Michelle Shea, City Beach Travel & Cruise and Jim Cooper, Queanbeyan City Travel & Cruise.

Thumbs up for AFTA campaign

AFTA ceo Jayson Westbury has announced that the ‘Pack Some Peace of Mind’ campaign has outperformed expectations as funding dries up and some advertising draws to a close.

Speaking at the Travellers Choice conference over the weekend, Westbury described the response as “staggering”, adding that the campaign has reached some 16 million consumers over the past two months.

“The reports we are receiving are very positive and the govt has told us that they are impressed by [the campaign’s] performance,” Westbury said.

After a concentrated push via print, radio and TV advertising, the AFTA boss said the campaign is having a positive impact on consumers.

But he added that “money is running out” and advertising is coming to an end.

“We have spent \$3 million over two months ... but the program is coming to an end and ... we want to be selective with the spending we have,” he told delegates at the conference on the Gold Coast.

AFTA is preparing for a “major radio push” (TD Tue), which is expected to reach over one million consumers, and is continuing to advertise in print mediums such as Qantas and Virgin inflight magazines. It is also continuing to promote the campaign via social media.

Westbury also confirmed that AFTA is “working on getting more money out of the TCF” to further invest in the campaign.

“We have a significant proposal to all governments and we have someone out there trying to land that money which will be a further extension of what we’re already doing,” he said.



MOVEMBER will see multitudes of males growing mo’s to raise funds for the Movember Foundation’s programs and to encourage community awareness and support around men’s health.

Amadeus IT Pacific men are putting out the challenge to the travel industry to raise funds for the cause. The person who raises the most money will win a Shaving Brush Travel Kit.

It’s not to late to join - register at au.movember.com (add your company name after your name and choose to join the Amadeus IT Pacific team).

Email your before and after pics and progress updates to mocomp@traveldaily.com.au and we will showcase them on Facebook and in Travel Daily.

Get involved as an Amadeus Mo Bro! Click [HERE](#) to learn more about the program.

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Ethiad India boost

ABU Dhabi-based carrier Ethiad Airways will upgauge capacity to India with triple daily flight frequencies to be introduced on the Mumbai and Delhi routes.

Increases from double-daily will occur starting 15 Feb to Mumbai and 01 May to Delhi.

A new daily service to Kolkata will also be introduced on 15 Feb, EY boss James Hogan said.

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Win with Rail Europe

Eurostar, in cooperation with Rail Europe, is celebrating their 20th anniversary this November by giving away 4 x \$200 Coles Myer gift cards to **Travel Daily** readers.

You can book exclusive promotional fares with Rail Europe GSA's at more than 20% off the regular lead in price until 17 Nov 2014. Fares are valid for your clients travelling between 4th November 2014 & 31st March 2015. Book with CIT Holidays, Infinity Rail, Rail Plus or Rail Tickets.

To win, answer each daily question and the weekly Friday question. Each week, the two agents who answer every question and have the most creative answer to Friday's question will win.

Send your answers to:
rail@traveldaily.com.au



When is the busiest time for you when booking Eurostar services?

QFLink axes BNE/PQQ

QANTASLINK has suspended its Brisbane to Port Macquarie route due to low passenger numbers.

The carrier said its last services on the route will operate on 05 Jan and has issued a commercial policy for passengers holding tickets for travel on/after 06 Jan.

QantasLink introduced the daily BNE-PQQ route on 01 May.

A spokesperson for the carrier said QantasLink remains committed to the NSW beachside city, offering up to 31 return weekly services to Sydney.

Fiji sanctions gone

MINISTER for Foreign Affairs Julie Bishop has announced the Australian Government has lifted all remaining sanctions on Fiji.

Bishop said the move was a "significant step" in normalising relations between Australia & Fiji.

She also used a two-day visit to the Pacific island nation to invite Fiji to join Australia's seasonal workers program.

The Minister said the govt has pledged an extra \$8.8 million over four years to support job creation and local business in Fiji.

Through the Market Development Facility, funds will be used to expand private sector development initiatives to support Fiji's tourism and horticulture sectors.

Magnificent Magellan!



THE Magellan Travel Group's gala dinner in Canberra on Fri night included a special guest in the form of Avalon Waterways ambassador Deborah Hutton.

She's **pictured** clearly enjoying herself with some of the Magellan board: Kevin Dale, Trevor Jones, Carl Buerckner, md Andrew Macfarlane and Globus Family of Brands md Stewart Williams.

Wrapping up the night, Kevin Dale spoke about how Magellan had truly come of age in the last 12 months, with record growth in profits and TTV (**TD** Fri) plus more than 40 new members.

Co-founder Trevor Jones said that quite apart from the stellar business results, he was proud of the group's spirit of cooperation and friendship, which was certainly reflected in the happiness of the gala dinner.

The Travel Corporation team is **pictured** below enjoying themselves in their Gatsby finery - lots more pics online at facebook.com/traveldaily.



Galactic space program setback

SIR Richard Branson says Virgin Galactic will comprehensively assess the results of the crash of SpaceShipTwo which suffered a "serious anomaly" during a test flight in the USA on Fri.

The accident occurred during the first flight using a new fuel (**TD** 22 Oct) after it split from the WhiteKnightTwo launch carrier, causing the aircraft to plummet to the earth, killing the pilot and seriously injuring another.

It was SpaceShipTwo's 55th flight & WhiteKnightTwo's 173rd. "Everything we do is to pursue the vision of accessible and democratized space - and to do it safely.

"Just like early air or sea travel, it is hard and complicated, but we believe that a thriving commercial space industry will have far reaching benefits for humanity, technology and research for generations to come," the Virgin Galactic website said.

The US National Transportation Safety Board is leading the investigation into the incident.

The launch of Virgin Galactic's space tourism venture has been repeatedly delayed, with about 700 people having paid deposits worth a total of \$90 million.

Branson told media "we would love to finish what we started".

VA IASC renewals

VIRGIN Australia has sought to renew multiple determinations with the International Air Services Commission covering routes from Australia to Bangladesh, France, Thailand and the UAE.

MEANWHILE, Virgin Australia's US sister-carrier Virgin America has inducted new services from New York's LaGuardia Airport - its third hub in the 'Big Apple'.

VX now operates four daily services to Dallas Love Field, TX.

Spicers NSW growth

SPICERS Group has added another resort to its portfolio of properties in NSW after acquiring the boutique Sangoma Retreat in the Blue Mountains.

The eco-friendly resort is located at Bowen Mountain - about 70 mins from the Sydney CBD - and features suites priced from \$1,100 per night.

Promotions at IHG

CURRENT InterContinental Hotels Group chief commercial officer for Australasia, Japan, Korea & Asia, Middle-East & Africa Karin Sheppard has today been promoted to chief operating officer for the same region.

Nick Barton has taken over Sheppard's former role as chief commercial officer.

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One WTC observatory

TICKET prices and a promotion video have been released for One World Observatory, the lookout attraction preparing to open in the top three floors of One World Trade Centre in New York City.

Admission is priced at US\$32 for adults aged 13-64, with children 6-12 at \$26, seniors 65 and over at \$30 and children under 5 free.

Due to open early next year, One World Observatory will be located on levels 100, 101 & 102 of One World Trade Centre.

Elevators known as Sky Pods will take visitors to the top floor in under 60 seconds, with LED TV's on three walls showing the rise of NYC buildings over the decades.

A circular see-through disc will also feature on the 100th floor for the bravest guests to view the city streets below.

Restaurants ranging from fine dining to casual will be available on the 101st floor, while an event space will feature on the 102nd floor with capacity for 330 guests.

Admission tickets will go on sale on a date yet to be determined.

To view a fly-through video detailing the guest experience at the new attraction, [CLICK HERE](#).



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Travel Daily

First with the news

Monday 3rd Nov 2014

AA shuffles network

AMERICAN Airlines has added a second daily service from Los Angeles to London Heathrow, the new frequency to be operated by the carrier's new B777-300ER jet.

The addition will see four flights daily between the cities from 28 Mar, with two operated by oneworld partner British Airways.

Meanwhile, AA has moved to end its thrice-weekly Dallas to Rio de Janeiro service from 22 Feb.

New daily AA flights will also begin from Miami to Frankfurt & New York JFK to both Frankfurt and Birmingham from 07 May.

Allianz, TIC merger

ALLIANZ Global Assistance will merge its Canadian operations with TIC Travel Insurance Coordinators, with the merged entity to trade as Allianz Global Assistance once completed.

Port Stephens grant

DESTINATION Port Stephens has been awarded a \$92,500 grant from Destination NSW as part of the Regional Visitor Economy Fund to spend on promotion of the seaside town.

The firm has also named Janelle Gardner as its new chief exec.

NZ Peppers' promo

GUESTS of Peppers Retreats & Resorts who book a Peppers Experience at one of five hotels in New Zealand for stays until 30 Jun will receive a \$100 voucher to put towards a future booking.

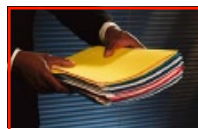
The offer is open until 30 Nov.

AirTran home stretch

SOUTHWEST Airlines in the US has moved into the final stages of its full integration of AirTran, with WN taking over the final overseas services previously operated by its wholly owned subsidiary.

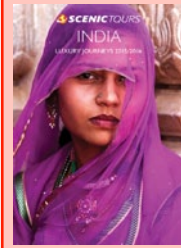
WN now flies to Punta Cana, Dominican Republic and Mexico City, Mexico and operates all seven int'l routes from the US.

All customers visiting AirTran's website are now redirected to SouthWest.com, with all frequent flyer programs also combined.



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.



Scenic Tours - India 2015/2016

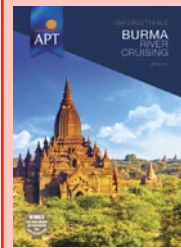
The latest guide from all-inclusive and fully escorted tour operator Scenic Tours sees a range of new hotels, cultural and dining experiences added. Guests can enjoy overnight stays in palaces, forts & castles dotted across the Indian landscape. Some of the country's finest restaurants serve up to Scenic guests, while new *Scenic FreeChoice* activities include tea tasting, palace tours, elephant polo and native wildlife viewing.

Guests can also meet a local Rajput family and witness a Ganges sunrise.



Infinity Holidays - Vietnam and Cambodia 2014-15

Now on agency shelves, the new Vietnam and Cambodia guide from Infinity has been changed up a bit, with travel ideas broken down into genres. These include 'Young at Heart', which offers suggestions on top tours and hotels. The other category is 'Something Special' and is aimed those seeking a touch of luxury such as palatial beach resorts across the region. Three extended tours make their debut as well as a small ship cruising deal. The majority of tours are operated by Buffalo Tours.



APT - Burma River Cruising 2016/17

The latest river cruise season launch from APT is thrust into the spotlight with the debut of the brand new luxury vessel *RV Samatha*. Offering 30 suites, the ship will sail the flagship 18-day Hidden Wonders of Burma with Inle Lake itinerary between Mandalay & Yangon. The brochure offers renderings of the design standard to apply to all 30 cabins, which are located around the outside of the ship. The brochure lists the attractions and highlights guests can enjoy as well as more of the onboard features.



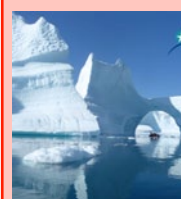
Grand Pacific Tours - NZ Coach & Cruise 2015/16

The partnership between GPT and Celebrity Cruises continues to come into its own and takes centre stage in the tour operator's new guide, on shelves now. Across the 16-page guide are a range of opportunities for travellers to indulge in New Zealand by both land and sea, with combined itineraries taking guests on the luxury *Celebrity Solstice*. Tours are inclusive of all fares, taxes, accom, most meals, sightseeing and attraction entry, with departures taking place from Nov 2015 to Mar 2016.



Un-Cruise Adventures - Columbia & Snake Rivers

Covering departures from Apr 2015 to Jun 2016, the 16-page guide focuses specifically on the Columbia & Snake Rivers in the US Pacific Northwest, with cruises departing from Portland on the 88-pax *S.S. Legacy*. Two different itineraries are offered, one focusing on living history and another on the region's food & wine, the latter inclusive of a number of wine tastings. The guide covers onboard features, inclusions and prices.



Aurora Expeditions - Global guide 2015/2016

Laid out in an exquisite coffee-table book style, the new guide to the world according to Aurora Expeditions is loaded with imagery which evoke feelings of escapism. The small-ship cruise operator's 2015-2016 expedition guide features, for the first time ever, voyages on all seven continents. A total of 21 itineraries visit a collective total of 18 destinations, with 80 departures on sale. A large number of bonus inclusions are detailed as well as deck plans.

WIN with Air Mauritius

This month **Travel Daily** is giving the travel industry a chance to win a trip to Mauritius, courtesy of **Air Mauritius** and **Sun Resorts**.

The prize includes:

- 2 return economy flights between Perth and Mauritius (excluding taxes)
- 4 nights staying Long Beach resort
- Breakfast daily

AIR MAURITIUS



Everyday **TD** will ask a different question about Mauritius.

The subscriber with the most correct answers and the most creative answer to the final question will win this great prize.

Send your answers to: mauritiustcomp@traveldaily.com.au



From which city in Australia is there a direct flight to Mauritius?

Hotel at Cowboys HQ

OMNI Hotels and Resorts has joined with NFL powerhouse the Dallas Cowboys to announce the development of a new hotel at the future site of Cowboys World Headquarters in Frisco, Texas.

Construction on the new facility began in Aug this year, with the hotel expected to open in 2017.

The property will offer 300 guest rooms along with a 12,000 seat mixed-use function centre which will also be used as a Dallas Cowboys training facility.

IHG place two at DWC

FRANCHISE deals have been signed for two InterContinental Hotels Group hotels at secondary Dubai World Central Airport.

The group will open a 450-room Holiday Inn and a 250-room Staybridge Suites branded property at Dubai World Central.

Both will be aimed at business travellers, located close to the terminal & adjacent to each other.

Buying up currencies

AUSSIE travellers are buying up foreign currencies in big amounts in the lead-up to the peak season and the steadily falling AUD.

According to OzForex, travel card applications skyrocketed in the Jul-Sep quarter, with spend on the Euro most popular.

The AUD has fallen 8% against the USD in the last 12 months and 20% since its Jul 2011 peak, with economists tipping it to drop further, below US\$0.75c.

OzForex head of product Margaret de Polignac said the Jul-Sep quarter is usually the quietest however travellers have also been depositing to lock exchange rates.

Literary tour of India

ABERCROMBIE & Kent has launched a new literary-themed tour to India, escorted by award-winning author Claire Scobie.

The trip, departing 10 Jan 2016, will travel from Delhi to Mumbai learning about famous writers.

Ryanair Danish base

COPENHAGEN will become the 70th base for Irish low-cost airline Ryanair, with the carrier to place four aircraft to operate three routes from Mar next year.

Travel Daily
First with the news

Monday 3rd Nov 2014

Aussie buyers gather at ITB Asia



A NUMBER of Aussie corporate buyers were among the throngs attending ITB Asia, which took place in Singapore late last month.

The event saw a 19% increase in the number of corporate buyers in attendance, along with a huge jump in the number of Chinese buyers, indicating the vitality of the business market in China.

ITB Asia is generally focused on corporate travel, unlike its European cousin which organisers say is mostly leisure.

Part of the Australian contingent

MasterChef on MH

FORMER MasterChef Australia, runner-up, author & TV presenter Poh Ling Yeow has designed a new Signature Dish for passengers to enjoy on Malaysia Airlines.

Poh's Nyonya Chicken Curry will come with a roti-style croissant and will be available in Business and Economy class on outbound flights from Australia to KUL.

It will be available for a three-month period from 01 Dec.

MEANWHILE, the beginning of a new month has seen Malaysia Airlines launch a new ex-Australia network-wide sale valid to 24 Nov.

Fares start at \$535 return from Darwin to KUL, with seats also available to a range of cities across Asia, the UK and Europe.

at ITB Asia is **pictured** above during a function at the city's Carlton Hotel, from left is Stewart Petersen, Spencer Travel; Jenny Montagu, Thermomix; Andrew Gallard & Elizabeth Mackay, Flight Centre Travel, Yvonne Chapple, Flight Centre; Ganessan Suppiah, WorldHotels and Fanili Curcuruto from AADX.

LAN TAM to rebrand

SOUTH American carriers LAN and TAM Airlines are preparing to relaunch under a unified brand, according to an interview with the company's chief executive.

According to *Folha de Sao Paulo*, the carriers may operate under the existing LATAM name or an entirely new moniker from 2015.

JU brand campaign

AIR Serbia has launched a new multi-channel advertising campaign aimed at boosting public awareness of the carrier, which late last month celebrated its first anniversary of operations.

The campaign, dubbed 'Air Serbia - The new wings of Europe', also aims to promote the carrier's links through the Balkans as well as the city of Belgrade as a whole.

Advertising will feature online, on social media & print platforms.

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 at www.traveldaily.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Publisher/Managing Editor: Bruce Piper **Editor:** Guy Dundas **Assistant Editor:** Matt Lennon

Contributors: Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** info@traveldaily.com.au

Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au

Business Manager: Jenny Piper - accounts@traveldaily.com.au

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Here is a role where career progression is guaranteed if you perform well. Looking for a role to advance your way to an on the road position? Our client is looking for a focused individual to manage and foster long term business relationships as well as new business. You will ideally come from a front line consulting role where you have used your skills to maintain and grow an existing or new database. This role will create many opportunities for the right person.

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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. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable.

YOUR HUNTING SKILLS WILL WORK HERE CORPORATE BDM – SME SYDNEY/MEL/PERTH SALARY PACKAGE \$80k + Bonuses

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

JOIN THE FASTEST GROWING SECTOR IN TRAVEL CRUISE OPERATIONS MANAGER SYDNEY –EXEC SALARY PKG

Do you have impeccable management skills within the cruise market? Have the ability to manage a busy operations team whilst overseeing product and documentations? This company is looking for an operations manager with exceptional cruise experience. You will work to create a solid team working environment whilst focusing on the development of the department including product offering and itinerary planning.

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

LEADING THE TERRITORY OF WESTERN AUS WA - SALES MANAGER PERTH - SALARY PACKAGE DEP ON EXPERIENCE

Due to growth, this is sensational travel company is seeking a sales driven individual with both consulting and sales management experience. In addition to assisting with VIP client itineraries, you will spend majority of your days building strong relationships and growing brand awareness. You will be motivated to develop new business opportunities and grow the territories year on year sales. In addition to your strong sales skills, you must be well travelled

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Travel Sales Support

Brisbane, \$45 - 50K, Ref:1400AW1

Behind the scenes role that everyone wants! In order to succeed in the role you will have travel industry experience, understanding of travel suppliers and solid product knowledge. You will be an exceptional negotiator and will enjoy working with numbers. If you thrive in a challenging, fast paced role where you provide solutions, you will love this role. Ideally you will be Calypso trained. Solid base and incentive is on offer for the successful candidate. This role will not last, apply NOW!

For more information please call Anna on (07) 3023 5023 or click [APPLY](#) now.

Travel Consultant

Greater Western Sydney, \$D.O.E, Ref:1390MB1

Don't miss this amazing opportunity to work closer to home and escape the commute. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management and team, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face and over the phone consulting, bring your high end touch to this agency.

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

Wholesale Travel Consultant

Melbourne, \$45-50k, Ref:1102KF2

Are you a passionate travel professional seeking a fantastic new challenge? I have the opportunity for you to join a market leading company within their wholesale team. Work for the best in the business selling global travel packages to travel agents. Based in the Inner Suburbs of Melbourne you will join a dynamic team. You will be well rewarded with a great base wage and incentives. They also love to promote from within so career progression and development would be available.

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

Travel Consultant

Adelaide, \$DOE, Ref:1130LB2

Rare opportunity for an experienced travel consultant looking to expand on their knowledge and grow their career! Are you growing tired of general consulting and enquiry and now looking to specialise in something different? Liaising with clients and suppliers to co-ordinate group air travel, accommodation and ground transport services for high profile clients, this role requires someone with a high attention to detail, speed and accuracy. Preference given if you have Sabre experience.

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

Travel Consultant

Sunshine Coast, \$DOE+Comm, Ref:1355PS1

Are you an experienced Travel consultant with a keen interest in Cruise? Are you used to working to set sales targets? A reputable independent travel company are looking to expand their team and are looking for a consultant with excellent cruise product knowledge and proven experience of working to sales targets. If you are looking for a role where you will be rewarded with a competitive base salary plus a lucrative commission structure this could be the role you have been looking for!

For more information please call Peta on (07) 3023 5024 or click [APPLY](#) now.

Wholesale Reservation Consultant

Sydney CBD, \$Competitive, Ref:1840SZ1

Energetic, passionate & experienced wholesale consultant required for a fast paced but rewarding wholesale role in the Sydney CBD. This position is not your standard reservation role, you will not only be required to consult and demonstrate your expertise in travel but you'll also need to tailor holiday packages from all around the world! Ideally you will enjoy working in an environment where no two days are the same plus the thrill of working on uncapped commission structure.

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

Retail Travel Consultant

Tasmania, \$Competitive, Ref:1385MD1

Looking for a sea change? An excellent opportunity has arisen with this successful and established Leisure Travel Agency based in the Devonport area, for a motivated, positive and experienced consultant to join their team before Christmas. We are looking for those travel gurus that could look to relocate to the gorgeous seaside location of Devonport for a new travel consultant role. You will have working knowledge of a GDS and excellent product and destination knowledge! Please apply now!

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

Corporate Travel Agent

Perth, \$DOE, Ref:1408LB1

Corporate travel consultant required for a small, boutique travel company in Perth. You will be specialising in dealing with repeat corporate clientele as well as retail enquiry, looking after groups and some cruise when required. To be considered for this role you will have a recent and solid travel consulting background with proven silver service when it comes to clients. If you love tailoring your itineraries and confidently hitting sales targets, then this is the role for you!

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



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Manuka

<http://applynow.net.au/jobs/F167594>

Balmain & Gynea

<http://applynow.net.au/jobs/F166010>

Castlecrag, McMahons Point & Turrumurra

<http://applynow.net.au/jobs/F164265>

Experienced Travel Sales Consultants & Leadership roles are also available across Australia:

<http://applynow.net.au/jobs/F166795>