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Travel Daily

First with the news

Friday 14th November 2014

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THE BRANDO

Jasper Hotel reopen

MELBOURNE'S 4-star Jasper Hotel has reopened following a six-month renovation project.

The \$7 million facelift has seen the CBD property expanded from 65 to 90 rooms, a new showcase atrium conference space added and refurb of balcony suites.

Qantas fuel levies to stay

QANTAS has downplayed the impact of the recent drop in oil prices, with the fall unlikely to feed into cuts to the airline's fuel surcharges in the short term.

After hitting highs of around US\$120 per barrel, prices have dropped about 25%, but a Qantas spokesperson told **TD** this will not have a big impact at this stage, saying "the recent trend of falling prices is a positive sign, but it will still only result in a benefit of around \$20 million for Qantas in the first half - relative to an annual fuel bill of \$4.5 billion".

Qantas last increased fuel levies just five months ago (**TD** 27 Jun), with the surcharge amounting to \$285 one way on Australia-

Europe routes in Economy & \$540 one way in Business & First class.

Fuel prices have more than doubled over the past decade, and QF said the current levies "still do not come anywhere close to recovering the cost of fuel to our bottom line".

The Qantas share price has been rising in recent days, with some reports citing an analyst who highlighted the upside of the falling cost of fuel for the carrier.

However QF ceo Alan Joyce said he believes the increased share price is reflective of the ongoing transformation of the airline.

The spokesperson said that if the current trend of falling oil prices continues, Qantas would hope to see a greater benefit in the second half of the year.

"However, we would need to see a much more sustained and significant benefit before we would be in a position to revisit fuel surcharges."

Nexus Asia brochure

NEXUS Holidays has launched its 2015/16 brochure for China & Asia which includes Vietnam, Cambodia, Taiwan, Hong Kong, South Korea and Japan.

The program features a 22-day Grand Tour of China priced from \$4,995ppts including airfares.

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Today's issue of TD

Travel Daily today has nine pages of news and photos, plus a full page from: (**click**):

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Travel Daily on location in Honolulu, Hawaii

Today's issue of **TD** is coming
courtesy of the Independent
Travel Group, which is this
weekend hosting its annual
conference in Hawaii.

HUNDREDS of agents and
suppliers from across Australia
have gathered in Honolulu for
the Independent Travel Group
conference, which for the first
time includes members of the
fast-growing italktravel brand.

Delegates will get to hear
from ceo Tom Manwaring,
AFTA chief Jayson Westbury
and Hawaiian Airlines president
Mark Dunkerley, while John
O'Shea of Bell Potter Securities
will intriguingly present on The
Future of Outbound Travel.

The weekend will also include
opportunities to interact with key
supplier partners and of course
the conference will wrap up with
a gala awards dinner.

Watch facebook.com/traveldaily
for on-the-spot photos, with a
full wrap up in Monday's **TD**.

Long onto WTAAA board

DEAN Long, AFTA's
national manager of
strategy and policy,
has joined AFTA ceo

Jayson Westbury on the board
of the World Travel Agents
Associations Alliance (WTAAA).

Westbury's appointment as
WTAAA chair has previously
been reported (**TD** 14 Oct), but
a statement issued this morning
also confirms the appointment
of deputy directors from each
jurisdiction in addition to the
heads of the travel agency groups
in Brazil, Canada, Europe, India,
New Zealand, South Africa and
the USA as well as Australia.

At last month's WTAAA General



Assembly in San
Diego, the group also
adopted a new logo
(pictured) which it
said better communicates what
the WTAAA stands for.

"We're a forward-thinking global
organisation with a commitment
to promote and grow the travel
agency distribution channel,"
Westbury said.

Travelport ad pact

TRAVELPORT has announced
the expansion of its partnership
with hospitality industry revenue
specialist TravelClick, which will
allow the company to offer its
hotel customers the Travelport
Featured Property option giving
priority placement of a hotel
during an agent search.

TravelClick will also continue to
utilise Travelport Headlines which
displays hotel ads directly on
travel agent GDS screens.

TravelClick's Jason Ewell said the
ability for hotels to be highlighted
on GDS was important because
"travel agents serve a unique
audience and generate a higher
average daily rate".

Wotif deal done

EXPEDIA has today finally
acquired all of the shares in
Wotif.com, with the takeover
Scheme of Arrangement having
been fully implemented.

More than \$651 million has
been paid by Expedia today to
all shareholders, and Wotif said
it will apply for the removal of
its ASX listing from the close of
trading next Mon.

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travelcube
Your guide to hand-picked hotels and sightseeing for Asia - Pacific cruising!

Langham Sydney Dec relaunch

BRAND new public and event spaces, harbour views, furnishings and a revamped day spa at The Langham, Sydney are set to be revealed to the public next month, with the group confirming the doors will reopen on 02 Dec after a five-month renovation.

The \$30 million 'Grand Transformation' is being spearheaded by London design firm, GA Design in partnership with ICMG and The Langham Executive Team "to ensure every construction accent is enthralled in perfection," the hotelier said this morning.

The Langham, Sydney gm Sonia



What a great marketing ploy to butter up **Travel Daily**. Last week, The Langham, Sydney's concierge Martin Bray delivered to **TD**'s office a rose signifying "Luxury is blossoming" & today boxed macarons for "a taste of what's to come" at the property.

Lefevre said the vision of the project "is to create a new addition to the Sydney luxury sector that will transcend the market".

Grand re-opening rates are priced from \$635 per night.

Amadeus relocating

AMADEUS has commenced the move to a new Pacific HQ in Sydney to accommodate its expanding workforce of hotel, corporate, airline, marketing and rail experts which now tally 350.

From next week, Amadeus' new "open-plan, activity based" office will be located at 180 Thomas St, Haymarket, Sydney.

"No one has an office or a permanent desk; it's a big change, but a good one. We want to encourage more agile and collaborative working and of course, creative thinking," Amadeus IT Pacific managing director Tony Carter said.

UA doubling SFO/PDG

UNITED Airlines is seeking approval to jack up capacity on the San Francisco-Shanghai route to "meet increasing demand".

The Star Alliance member airline launched daily Boeing 747 services to Shanghai in Jun this year and told the US Department of Transportation overnight that it intends to add a new daily Boeing 777 service from about 06 May.

UA said the proposed extra frequencies are in support of new ties between the United States & China that extend the validity of visas by up to 10 years (**TD** Tue).

BA pre-flt meal choice

BRITISH Airways will emulate Qantas' *Q-Eat* pre-flight meal selection offering on select int'l flights by introducing a version of its own next month.

The meal pre-order program will initially be available to First, Club World (Business) and World Traveller Plus (Premium Economy) passengers on BA flights from 01 Dec on flights from London Heathrow to Las Vegas, Phoenix, Dallas/Fort Worth, Seattle, Vancouver and Rio de Janeiro.

Guests can make their selection via British Airways' "manage my booking" tool on its website.

This week Qantas announced it plans to expand *Q-Eat* to the Economy class cabin on select international routes.

Gilmore chosen for Bennelong Restaurant

QUAY Restaurant chef Peter Gilmore has been selected by The Sydney Opera House to take over the iconic Bennelong Restaurant to create a "signature" experience.

The 10-year agreement with The Fink Group will see Bennelong open nightly for dinner, lunch Fri to Sun and brunch on Sun.

Sydney Opera House chairman John Symond referred to the deal with Fink as a "superb result".

"We wanted an operator who could deliver a dining experience to match the inspiring setting and that is what we have found," Symond said this morning.



Window Seat

IT HAS been back to the future for Hawaiian Airlines this week, with the carrier undertaking a host of activities to celebrate its 85th birthday.

Passengers on board HA's inter-island flights are being given a cotton ball and some Wrigley's chewing gum as a reminder of days gone by.

"When Hawaiian's very first flight took off on 11 November 1929 it was operated by a Sikorsky S-38 amphibian propeller plane flying from Honolulu to Hilo, with a stop on Maui," said HA sales & marketing manager Australia, Andrew Denman.

The flight took almost two hours, and shortly thereafter all the Hawaiian Islands were soon receiving regular air services.

"Passengers on early flights received Wrigley's gum as a snack and cotton balls for ears," Denman said, with a flight attendant **pictured** below with this week's nostalgic offerings.



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Chinese buy Louvre

STARWOOD Capital Group will sell its French chain Louvre Hotels Group to a Shanghai-based hospitality group for €1.2 billion (AU\$1.7 billion), with the deal now awaiting govt approval in China.

The chain is one of the largest in Europe, with 1,100 properties in 47 countries made up of brands including Royal Tulip, Campanile and Kyriad, which cover the entire budget to luxury spectrum.

French rival group Accor was understood to be one of the rival organisations bidding for Louvre, the *Wall Street Journal* reports.

Insurance rethink

TRAVELLERS booking flights with Qantas, Virgin Australia and Jetstar are warned by CHOICE to think twice before auto-selecting a travel insurance policy.

After reviewing 30 policies, the consumer group said people can find "much better or cheaper policies on the market."

APT sells KCT stake

THE APT Group has confirmed it has sold its majority stake (60%) in Kakadu Cultural Tours back to its founders, Djabulukgu Assoc.

KCT operates a number of programs in the region, including the Arnhemlander Tour, Hawk Dreaming Wilderness Lodge and Guluyambi Cruise.

Djabulukgu Association will take over full management of the firm from tomorrow, with all APT's existing bookings transferred to a new KCT booking system.

APT says agents will not need to rebook confirmed reservations and that it will maintain its ties with KCT & Djabulukgu Assoc.

SuperShuttle at ATL

US AIRPORT transfer service provider SuperShuttle will launch operations at Atlanta Hartsfield International Airport on Mon.

The company will initially offer transfers to Atlanta's Downtown, Midtown and Buckhead districts.



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Pop-up venue for Barangaroo



DESTINATION NSW yesterday revealed a new purpose-built pop-up venue will be constructed at Sydney's Barangaroo precinct to accommodate theatre productions, the first of which to be held during Vivid Sydney 2015.

Talking Heads founding member David Byrne and Fatboy Slim's acclaimed New York production *Here Lies Love* (TD 23 Sep) will be

the first show at the new venue, dubbed The Millennium, which will hold up to 550 people.

Tickets for *Here Lies Love* will go on sale through Wotif.com from 24 Nov, priced from \$166pp which includes two tickets to the show and one nights accom.

Byrne (left) is pictured with DNSW's Sandra Chipchase and Newtheatricals' Rodney Rigby.

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ABU Dhabi continues to chalk up double-digit increases in the number of Australian visitors, both as a stopover city and as a standalone holiday destination.

Average length of stay continues to climb also, as new attractions open and repeat visits also spike.

More than 35,000 Australian visitors arrived in the emirate in the first nine months of 2014, up 18% year-on-year and resulting in

New Eurostar wheels

RAIL operator Eurostar has unveiled its first new e320 train set, with 17 new trains to launch commercial services next year.

The set is the first outcome from a £700 million investment in a fleet overhaul first commissioned four years ago (**TD** 08 Oct 2010).

Eurostar unveiled the set as part of its 20th anniversary celebration.

more than 116,000 room nights.

The Abu Dhabi Tourism & Culture Authority continued to press its footprint in the Australian trade market recently as it welcomed nearly 100 Aussie agents, all top achievers in the TCA Abu Dhabi online educational program.

On the famil, which was jointly hosted by Etihad Airways and Virgin Australia, attendees saw what they had learned in the program for themselves and why Australians need to stay longer.

Highlights of the trip included visiting Al Ain, Yas Island and Yas Waterworld and of course Ferrari World Abu Dhabi, where no visit would be right without a spin on the Formula Rossa rollercoaster.

The emirate's finest hotels were also visited as well as the popular Sheikh Zayed Grand Mosque.

The group is **pictured** in the desert on the Arabian Nights tour.

Intrepid mate metre

AUSSIES would like to have more close friends than they do currently, according to research conducted by Intrepid Travel.

The tour operator continues to celebrate its 25th anniversary, releasing the findings of its "Mate Metre" study which polled 1,100 Australians on their friend levels.

According to the study, one in five Aussies would like to boost their close friend numbers, with Intrepid saying it has helped to forge thousands of friendships on its small group trips over 25 years.

The Mate Metre revealed that more than 2.5 million Aussies had formed their closest friendships while travelling & living overseas.

UK expansion costly

BUILDING or extending runways at London Heathrow and Gatwick could become significantly more expensive than first forecast, the UK Airports Commission has said.

The Commission, expected to hand down its official findings into UK air capacity mid next year, says expanding Heathrow could cost as much as £4 billion more.

A second runway at Gatwick, which is also one of the options being considered, could carry a price tag £2 billion higher.

The Commission said the cost could see passenger charges such as taxes passed on to consumers.

Sydney tour/meet app

A NEW smartphone app offering self-guided walking itineraries of Sydney and the opportunity to locate and meet fellow users of the app has been launched.

Entitled Thirst for Sydney, the app offers maps, ferry timetables and five itineraries, with users also able to use GPS to pinpoint themselves and other app users.

Creator Rob Dunlop says the app aims to offer visitors and locals the opportunity to explore the city and meet if so desired.

Thirst for Sydney is available for download from the iTunes store, or see www.thirstforsydney.com.

HK Disney prices hike

ADMISSION fees at Hong Kong Disneyland have increased for the second time in two years, with the latest jump as high as 16.2% on some entry passes.

Adult two-day tickets suffered the largest increase, rising to HK\$680 (AUD\$100), coming after a further 17.2% jump last year.

A one-day adult ticket for ages 12 to 64 has risen to HK\$499 (AUD\$74), while child tickets rose to HK\$355 (AUD\$53), the *Hong Kong Standard* has reported.

The higher prices are now in effect, however a reprieve period is in place until 10 Jan for travel agents and contracting wholesalers.

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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 too 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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AS adds SEA/IAD

NEW daily services between Seattle and Dulles International Airport have been announced by Alaska Airlines, starting 11 Mar.

The new route complements AS's access to Washington DC where it already operates non-stop flights to Reagan National and Baltimore-Washington Int'l.

ibis budget into Seoul

ACCOR has announced the debut of the ibis budget brand into South Korea.

The 195-room ibis budget Ambassador Seoul Dongdaemun is the first internationally branded hotel in the Korean capital's busy Dongdaemun District.

USA dines out in NSW

REGIONAL produce and wine from NSW will be featured on renowned US food and wine portal *The Daily Meal* under a new partnership with Destination NSW and Tourism Australia.

The tie-up will also see the website's editorial director Colman Andrews and prominent US chef Jonathan Waxman visit NSW to sample produce and wine from the Hunter Valley.

Emission-free safaris

CHOBE Game Lodge in Botswana has launched a new Silent Safari touring product using a fleet of emission-free 4WD electric game viewing vehicles.

An electrically powered silent safari skimmer boat is also part of the new eco-friendly fleet.

The new vehicles are the result of an eight year project which sees the electric game safari the first available in Africa.

GTA Omni link is live

TRAVEL distributor GTA has switched on its expanded live link to Omni Hotels & Resorts, giving agents real-time access to 60 properties across North America.

UL A330 connectivity

SRILANKAN Airlines has begun offering in-flight connectivity for passengers flying aboard its newest Airbus A330-300 aircraft.

The jet is equipped with both Internet OnAir and Mobile OnAir, enabling pax to browse the internet and send emails.

Entering service last Sun, UL will deploy the newly acquired A330 on different routes over a three month performance evaluation period to determine its most suitable route pairings.

Bangkok, Tokyo, Guangzhou and Beijing are expected to be among the primary routes.

Emirates back to Erbil

EMIRATES has confirmed it will recommence services to Erbil in Iraq from 16 Nov, initially with twice weekly services then four weekly frequencies from 04 Dec.

Nothing fishy about Santa Monica



ALTHOUGH only 22 square kilometres in size, Santa Monica is firmly riding the crest of the wave that is the Australian market, which continues to flock in droves to the beachside Los Angeles city.

The Santa Monica Convention and Visitors Bureau (SMCVB) trade delegation, encompassing two of the destination's hotels, has spent the week in Melbourne & Sydney meeting local agents and giving thanks for the support.

Industry partners were last night invited to Sydney's Fish Markets to meet the delegation and take part in a seafood cooking class.

Joining the evening were the recently appointed official Santa Monica Ambassadors to Australia - Luke Hines and Scott Gooding - who found fame participating in Channel 7's *My Kitchen Rules*.

The Sydney-based fitness professionals took to the cooking theatre on-site to introduce the dish to be created - poached salmon fillets with chilli, almond and asparagus and a side salad.

Afterwards, attendees were let loose into the kitchens to try.

Like the state of California overall, Australia is the number



Travel Daily
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Friday 14th Nov 2014

one foreign source market for tourism to Santa Monica, closely followed by the United Kingdom.

Already well developed, Santa Monica continues to grow and evolve, with a major piece of light rail infrastructure running 15 miles to downtown Los Angeles scheduled to open in 2016.

"We really do feel that Santa Monica is living up to the brand promise literally of what agents are selling. What they sell to the customer is what the customer gets," SMCVB executive vp Richard Peterson told **Travel Daily**.

He added that Santa Monica was also working closely with San Francisco Airport as the fly/drive market from San Francisco was proving a big sales opportunity to pursue for the Australian market.

Pictured above from left is the delegation, consisting of Richard Peterson, SMCVB; Danielle Tuffield, Gate 7; Sophie Wakefield, Gate 7; Luke Hines and Scott Gooding; Annabelle Hender, SMCVB; Lori Harrison, Shore Hotel & Dan Sparacino from the Le Meridien Delfina Santa Monica.

For more photos from the cooking class, **[CLICK HERE](#)**.



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GLOBUS COSMOS MoNoGRAMS AVALON WATERWAYS

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Tiger eyes carry-on

TIGERAIR Australia is warning travellers “we’re watching your weight” when it comes to carry-on luggage aboard its flights.

The budget carrier currently provides an onboard allowance of up to 10kgs, but is advising passengers that it has now ended an “educational process” and will begin cracking down on pax who go over the limit (**TD** 12 Sep).

“As the next step of this ongoing educational program we’ll now be checking that all carry-on baggage is under the allocated 10kg and will now be charging a temporarily reduced airport carry-on baggage fee for oversized baggage,” the Tigerair Australia website advises.

Passengers can save up to 40% on excess baggage fees.

TT allows two bags with a maximum weight of 10kgs.

Peninsula thanks Sue Marsh



THE Peninsula Hotels has this week been showcasing its upmarket portfolio at a series of events in Melbourne and Sydney.

Major developments for the group include the long-anticipated opening on 01 Aug of the fabulous Peninsula Paris, located just near the Arc de Triomphe and the Eiffel Tower in a building which has been meticulously restored over the last four years to its former stunning French glory.

The roadshow wrapped up

yesterday with a luncheon at Guillaume Brahimi’s new eatery in Paddington, Sydney - and it was a very special event indeed when Peninsula ceo Peter Borer revealed that it would be the swansong for Sue Marsh who has represented the group in Australia for the last 25 years.

Marsh is an industry fixture, having been the Peninsula’s “face down under” since 1989 as well as covering a wide range of other clients in her portfolio.

Sue Marsh Ink was formed when she left the Hong Kong Tourist Association after 16 years - which in turn followed a career as a TV celebrity in Hong Kong.

Borer paid tribute to Marsh’s longstanding dedication to the Peninsula Group which he said she had represented with “amazing flair and style” in a relationship which had stood the test of time through both good and bad times.

Marsh, who has now decided to retire, was presented with a special commemorative Peninsula photo, which she’s holding in the picture **above** with, from left: Simon Yip, Peninsula vp sales; Rob Chang, Peninsula vp marketing; Peter Borer, ceo; Malcolm Thompson, The Peninsula Tokyo and Sian Griffiths, Peninsula head of communications.

Super Natural BC rejig

DESTINATION BC, the marketing arm for the Canadian province of British Columbia, has unveiled a revitalised three-year corporate strategy to boost visitor numbers and revenue.

Its five core objectives include increasing spend from the top 10 markets, elevating brand engagement & traveller advocacy, strengthening BC’s reputation as a tourism destination and “achieving market leader status for travel trade relationships.”

The *Super, Natural British Columbia* brand which focuses on nature & the wilderness will also be revamped under the initiative.

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



Tell us in 25 words or less what is your preferred method of booking Eurostar tickets for your clients and why.

Abercrombie & Kent Product Manager

Here is an exciting opportunity to join the Australasian Head Office of international travel company, Abercrombie & Kent, widely regarded as the leading luxury travel company in the world. Based in South Melbourne, this opportunity is for a Product Manager. Abercrombie & Kent believes in designing the most inspiring travel experiences in a personalised, intelligent style throughout the world. Our mission is to provide travel that enhances and changes lives.

We are seeking a highly motivated **Product Manager** with sound knowledge of Africa, India and the Indian Ocean. Applicants should have the following attributes, creativity in product design, attention to detail, the ability to multi-skill and problem solve, organisational and analytical skills. Contact A&K for a full Job Description.

Please submit your CV by email to Leigh-Ann Farrant at lafarrant@abercrombiekent.com.au by Monday 24 November.



Taiwan
THE HEART OF ASIA
Taiwan Tourism Bureau

Time for Taiwan

Friday 14th Nov 2014



Congratulations to Brisbane for providing a platform for a very important and thought provoking discussion

among global tourism leaders, including Amadeus, about the future of tourism at the **Brisbane Global Café** part of G20 this week!

One of the major topics dominating the conversation was how we, the industry, can service the massive growth of future tourism. We need to provide content and connectivity for these new travellers who will use mobile internet as the main service tool. This represents a major challenge (and an opportunity) for travel providers. The use of mobile internet also changes the way that people search for and are inspired by travel options and offers.

The number of searches that result in a booking is increasing exponentially and consists of a mindboggling amount of complex information. It actually becomes more difficult and cumbersome to make the best possible choice. More is, perhaps, not better, but simply more confusing. When does technology complicate more than simplify? Can technology and automation alienate the customer instead of energising the relationship with the supplier? Does it undermine brand value and loyalty rather than strengthen it? We at Amadeus, understand how technology and automation solutions add value to customers. Our role is to help all industry players to use technology to enhance personalised customer relationships. This is how to guarantee the future of sustainable travel business.

Amadeus IT Group
Svend Leirvaag, VP Amadeus
Industry Affairs and CSR

amadeus

2nd Atlanta airport?

PAULDING Northwest Atlanta Airport has received approval from the FAA to proceed with the next major step in commencing commercial airline services.

The airport is located around 40 miles from Atlanta Hartsfield-Jackson International Airport - the world's busiest airport since 2000 and welcoming more than 94 million passengers last year.

ATL-based Delta Air Lines has been strongly opposed to the establishment of a second airport in the city for two years.

Backers of Paulding Northwest, Propeller Investments plan to now move forward with an environmental assessment of the proposed new commercial hub, which is expected to be given the green light.

Completed in 2008 as a single strip airport, Propeller Investment has already established a new website for the hub which will rebrand as Silver Comet Field.

Delta boss Richard Anderson said the SkyTeam carrier would work with the Mayor of Atlanta "to oppose any investment in that facility," *The Atlanta Journal-Constitution* reported.

Garuda losses mount

SKYTEAM alliance carrier Garuda Indonesia has reported an operating loss of US\$250m for the nine months ending Sep.

The figure compares to a profit of US\$29m recorded for the same period in 2013.

During Q3, Garuda Indonesia's losses amounted to US\$7.8m - a big improvement on its second quarter loss of US\$47.8m.

4D Knotts Berry ride

A NEW 4D attraction to debut in 2015 has been announced for Knott's Berry Farm in California.

Riders on the *Voyage to the Iron Reef* will step aboard a four-person submarine inspired vehicle equipped with interactive freeze ray to fend off attacking sea life as the dive to the ocean floor.

The ride will take four-minutes as it navigates 600-feet of track, traversing 11 difference scenes.

Second Air Vanu-ATR delivered



AIR Vanuatu this week took delivery of its second ATR72-500 turboprop, with the 68-seat plane welcomed with a water cannon salute on arrival in Port Vila.

Chief executive officer Joseph Laloyer said the new ATR would provide NF with extra capacity on domestic and regional routes.

The new aircraft (**right**), named 'Betty Emma', took three days to hop from Kuala Lumpur to Port Vila, via Bali, Darwin and Cairns.

Betty Emma, a local from the island of Tanna, was the first woman from the then known New Hebrides (now Vanuatu) to ever fly.

Business Development Manager, Cunard Line and P&O World Cruising

Carnival Australia is part of the Carnival Corporation, the world's leading cruise holiday company, representing iconic brands including P&O Cruises, Princess Cruises, Cunard, Carnival Cruise Lines, Holland America Line and Seabourn. Cruising is the fastest growing sector of tourism in Australia with Australia recently surpassing North America in terms of market penetration. 2013 saw a 20% YOY growth with 70% of these passengers sailing on Carnival Australia's 'House of Brands'.

Reporting to the Director of Sales and supported by an inside sales team, the Business Development Manager will be responsible for growing market share in Australia for Cunard Line and P&O World Cruising. The incumbent will focus sales efforts on key distribution partners including national accounts, wholesalers and major independent retailers. As well as work with internal departments to help ensure brand campaigns and initiatives are formulated with appropriate market context and executed with precision.

Key responsibilities include:

- focussing sales efforts on national accounts, wholesalers and key retail trade partners to strengthen relationships, educate staff and manage issues
- working closely with other business development managers to improve trade partnerships
- collaborating with the Key Account Manager to build presence in the online cruise specialist segment
- developing and implementing business plans
- promoting our products and services through on-site sales calls, telephone and written communication
- understanding the internal process flows between departments to ensure campaign elements and key messages are relayed
- managing product education events, presentations and training
- delivering and explaining financial reporting to key accounts across the territory

We seek applications from energetic and innovative individuals with a passion for travel and cruising who demonstrate:

- minimum 5 years experience either in an 'on the road' territory management role or a product management/marketing role
- strong relationship building and influencing skills
- excellent communication skills (written and verbal) with an engaging and impactful presentation style
- self motivation and discipline with the ability to work in a highly autonomous manner and prioritise workload to have maximum impact
- the ability and willingness to travel frequently across Australia and attend functions on evenings or weekends as required

Further information, including a Job Profile, can be found on our careers website: careers.carnivalaustralia.com
Job Reference: CAR/1136942



CARNIVAL
AUSTRALIA





Travel Specials

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

Airfares to the Top End with no-frills carrier **Tigerair Australia** have been trimmed to \$99 on the Brisbane-Darwin route, for booking made before Fri 21 Nov. The 'NT Fare Sale' is valid for travel between 03 Feb-25 Mar.

Small-ship cruise wholesaler **Micro-Cruising** has launched a 2-for-1 deal on a week-long cruise in the Seychelles. The voyage departs 06 Dec 2015, sailing aboard the custom-built yachts *Sea Star* or *Sea Bird* and is priced from \$2,319 per couple for this departure. The cruise will travel from Port Victoria and visit Praslin, La Digue and more. Details on (02) 7903 0314.

Savings of up to \$600 per couple can be enjoyed on **Albatross Tours'** 14-day La Francaise tour, on bookings made before 15 Jan 2015. The easy-paced tour meanders through the Loire Valley, Bordeaux & more French highlights, with three night stays at many stops. The tour is priced from \$6,189pp, departing between May-Sep. Phone 1300 135 015 for details.

Bermuda star power

HOLLYWOOD actor Michael Douglas has become the tourism ambassador for the island of Bermuda, with the actor also part owner of the Ariel Sands hotel currently under construction.

EK 1st A380 overhaul

EMIRATES has completed the first 3C-Check major overhaul of its first delivered Airbus A380.

The project took 55 days and included stripping the jet back to its metal hull for inspection.

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

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

AIR MAURITIUS



Who is Air Mauritius' Australian domestic codeshare partner?

Terms & conditions

Travel Daily is Australia's leading travel industry publication.

Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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Friday 14th Nov 2014

Travel Daily
First with the news



UTAH is a state which can be interpreted in different ways but which sends only one message relating to its natural beauty.

Putting their interpretations on canvas was the challenge set to a group of Aussie travel agents taking part in the 2014 Qantas and Brand USA mega-famil.

Nearly 50 agents are currently dispersed in five smaller groups across the country, exploring Utah, Denver, Tennessee, New York/Washington & Texas, having been flown to the Lone Star State earlier this week by Qantas.

The group visiting Utah have been basking in the state's scenic landscapes, blending wine and experiencing the local nightlife.

Groups will next head back to Texas to gather together for one final celebration before boarding their QF aircraft to return home.

Pictured above from left with their new artworks in the back row is Pearl Day, Kelly Capon, Jennifer Plahm, Visit Park City;

Candice MacKechnie, Chad, Visit Park City; Mykala Summers, Tahnee Dobson, Jenny Roberts and Annette Schaub.

Front row: Art teacher, Amber Thomas, Shirley Harris, Jeff Fishman, Stein Erikson Lodge; Janice Walklate and Hamid Jafari.

Schoolies Hidden Bali

SCHOOL leavers travel specialist Unleashed Travel has launched a new package to Bali aimed at offering a safer alternative which stays away from the Kuta streets.

The 'Bali Grad Trip' hosts guests at the Komune Beach Club Resort at the Keramas surf beach, which is located an hour from Kuta and has been exclusively booked.

Security restricts unwelcome visitors and ensures students do not leave without supervision.

The itinerary is priced from \$1,749pp and includes return air, seven nights accom, breakfast, dinner and a variety of daytime excursions & supervised activities.



Senior Travel Consultant Position Available - Melbourne

We have an exciting opportunity for an experienced senior travel consultant who enjoys bonding with clients to work in a well-established travel agency with a strong focus on cruise and high end itineraries. Come and join the friendly team at Travelrite International Balwyn.

Travelrite International has successfully operated for more than 30 years with two boutique retail stores. We pride ourselves on our unique product, broad experience and excellent customer service. To be successful, you will be a self-starter and a high achiever with a minimum of three years' experience. Get your weekends back and receive the remuneration you deserve.

Please send enquiries to: nigel@travelrite.com.au

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SENIOR TRAVEL CONSULTANT BEAUTIFUL CAPRICORN COAST ROCKHAMPTON – TOP \$\$ PACKAGE

Are you an experienced senior consultant looking for your next challenge? Look no further! This reputable agency is looking for a senior travel superstar to join their vibrant team. Your senior consulting skills a must to mentor a fresh and upcoming team of consultants and provide assistance to achieve results and service levels. You will be royally rewarded for your efforts with an outstanding salary package + benefits and enjoy primarily Mon - Fri hours. Min 3 years and proven GDS skills. Apply now!

GROUP TRAVEL CONSULTANT YOUR DREAM ROLE IS HERE GOLD COAST – TOP \$\$

Looking to get away from retail travel? Want to move into a specialised group market? Then this role is for you! This group specialist is looking for a travel guru to join their team arranging all aspects of group travel bookings including International and Domestic travel for their high end clientele whilst delivering first class customer service. A top salary package, travel discounts and only Mon - Fri hours. No more sales targets. If you have 2 year's experience, great customer service and attention to detail this is for you!

ARE YOU A DOMESTIC GURU? INBOUND TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE UP TO \$60K DOE

This boutique operator is looking for an amazing inbound agent to join their close knit team arranging prestigious & specialised itineraries to exciting destinations throughout Australasia. From luxury glamping at Ayers Rock to relaxing in Rotorua's bubbling hot pools. If you want to rub shoulders with the rich and famous you need min 2 years inbound exp and excellent customer service skills. Be rewarded with a supportive team, ongoing development, M-F only & beautiful CBD office. Apply Now if you love this sunburnt country!

TICKET YOUR WAY TO SUCCESS TRAVEL CONSULTANTS SYDNEY – SALARY PACKAGE UP TO \$45K

Is your excellent fares and ticketing knowledge going to waste? Then this award winning wholesaler is looking for a dynamic fares and ticketing consultant to join their friendly team. Construct detailed fare itineraries, issue tickets & handle reissues, refunds and special requests. Also, assist your colleague with processing visas. If you have 1 years ticketing and airfares exp and a positive attitude then you will enjoy a top salary, ongoing development & fantastic central office. Apply Now!

TIRED OF WEEKENDS AND LATE NIGHT TRADING CORPORATE TRAVEL CONSULTANT PER & MELB (INNER) - SALARY PKG UP TO \$65K (OTE)

Are you looking for a change? Want to do something exciting and new? This is a great opportunity to work for a global travel management company and take a step into corporate travel. You will service a variety of exciting accounts with their worldwide travel arrangements. Working Monday – Friday hours with a fun team, you will benefit from uncapped commission, excellent staff benefits and awesome famils! If you have at least 3 years international consulting experience we want to hear from you!

ARE YOU READY FOR MORE? GROUPS TRAVEL CONSULTANT MELBOURNE – SALARY PKG UP TO \$57K (DOE)

This well-established, specialized groups company is looking for a talented consultant to join their small, dynamic, boutique team. Working Monday – Friday hours you will be responsible for booking worldwide specialized and unique travel itineraries for your clients with the potential to lead these international groups further down the track. Be rewarded with a fantastic salary package & receive on the job training and support. Strong GDS knowledge essential & previous groups experience an advantage. Call us today!

MAKE THE MOVE TO THIS BOUTIQUE OFFICE CORPORATE TRAVEL CONSULTANT PERTH - SALARY PKG UP TO \$59K (DOE)

Hot new corporate role just called in! Make the move to a well-respected boutique travel management company and never look back! This sensational new role will see you moving away from the large clock watching companies and into boutique bliss! You will service a variety of exciting accounts with their worldwide travel arrangements and work Monday – Friday hours while being paid a high base salary of up to \$59K! If you have at least 3 years international corporate experience we want to hear from you!

CREATE UNFORGETTABLE EXPERIENCES PORTUGUESE SPEAKING TRAVEL EXPERT MELBOURNE – SALARY PKG UP TO \$58K (DOE)

Rare opportunity just in for Melbourne! We are currently seeking an experienced travel consultant who is proficient in Amadeus and speaks Portuguese! This role will see you working as a concierge and also a travel consultant, no two calls are ever the same and you will create unforgettable experience, from 5 star dinners to a private tour of the Vatican. Working via phone and email enquiry only you will love your new role! Call us today and let us help you secure this rare opportunity in Melbourne!