

New website gives you an edge  
Discover something new today!

www.travelindustrynetwork.com.au

Free Membership - Join Now!

# Travel Daily

First with the news

Wednesday 1st October 2014



**FRENCH TRAVEL CONNECTION**



Win your Passport to Monte-Carlo!

CLICK HERE

We've got France covered. Your French specialist.

## Jakarta Super Sale

Save on flights to Indonesia's vibrant capital. Hurry! Limited time only.

ex Sydney  
**\$597\***

ex Melbourne  
**\$582\***

Selected travel dates and conditions apply



## Virgin Aus code on SAA

**VIRGIN** Australia today revealed an expansion of its codeshare agreement with South African Airways, which will see the Australian airline place its code on SAA metal between Perth and Johannesburg, starting 21 Oct.

The widely expected move comes seven months after Qantas

terminated its long-standing alliance between Australia and South Africa with SAA, which saw Virgin Australia step in as a new partner on the route.

Since Jun, SAA has placed its code on Virgin Australia's daily services from Perth to Adelaide, Brisbane, Melbourne and Sydney.

VA's cco Judith Crompton said: "This new codeshare enables our customers to connect seamlessly from our domestic services through to South Africa and gives our customers in Western Australia more choice."

Fares from Perth to Jo'burg will go on sale from 14 Oct.

## Western Sydney Apt consultation begins

**FORMAL** consultation between the Australian Government and Sydney Airport Group on the development of an airport in Western Sydney at Badgers Creek has commenced today.

"Today we get down to business," Deputy PM & Minister for Infrastructure and Regional Development Warren Truss said.

"A Western Sydney airport will see major regional benefits, creating tens of thousands of jobs and dramatically improving access to aviation services to support Western Sydney's growing economy," he said.

The consultation period is expected to run for nine months.


## Merlin recruiting

**MERLIN** Entertainments is seeking a cluster marketing manager for NSW - see **page 12**.

## Nine pages of news


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

- AA Appointments jobs
- Travel Trade Recruitment
- Merlin Entertainments



UNFORGETTABLE

**AFRICA**



2015 BROCHURE OUT NOW!

**COMPANION FLY FREE & BUSINESS CLASS SPECIALS AVAILABLE\***

Offers are strictly limited!

\*Conditions apply. Contact APT for full terms & conditions. Australian Pacific Touring Pty Ltd ABN 44 004 684 619 APT978



NEW CALEDONIA SPRING SALE FROM ONLY \$580

Sydney to Noumea in under 3 hours **\$599 (return) inc. taxes\***

Brisbane to Noumea in just 2 hours **\$580 (return) inc. taxes\***

Melbourne to Noumea in under 4 hours **\$599 (return) inc. taxes\***

www.aircalin.com \*Terms and conditions apply

Julia joined because it gives her the ability to be an everyday super hero

Every agent has a reason to join



Call 1300 682 000  
Visit [join.mtatravel.com.au](http://join.mtatravel.com.au)





**THAILAND HONEYMOONS**

Our latest customisable honeymoon flyer showcases Thailand honeymoons, 6 nights for \$235pp



CLICK FOR MORE INFO OR CALL 1300 665 470

amazing THAILAND It Begins with the People... Freestyle HOLIDAYS

\*Conditions apply. Freestyle Holidays is operated by Pinpoint Travel Group

excite  
HOLIDAYS

Over  
5,500  
Activities

BOOK TODAY

# Travel Daily

First with the news

Wednesday 1st October 2014

## SHOP ON US!

Receive a \$20 gift card for every group tour booking!  
Valid 29 Sep-17 Oct.

Click here for details. Conditions apply.



2015  
BROCHURES  
OUT NOW!

Wendy Wu Tours

## NATURAL FOCUS SAFARIS

Our 2015  
Canada & Alaska  
Brochure  
Is Out Now!



Canada  
keep exploring

We are the experts in tailor  
made safaris and tours.

Contact

Natural Focus Safaris

on 1300 363 302

email [info@awsnfs.com](mailto:info@awsnfs.com)

[www.naturalfocussafaris.com.au](http://www.naturalfocussafaris.com.au)

Order brochures:

[www.tifs.com.au](http://www.tifs.com.au)

## BYOjet's profit revealed

**BYOJET**, the Helloworld associate member which is set to become publicly listed through its proposed merger with Disruptive Investment Group (**TD** 24 Sep), made just \$274,000 in EBITDA profit in 2013/14.

The figures were revealed in an ASX update yesterday about the listing, with BYOjet's overall TTV amounting to \$82.7 million.

Of that, \$74.8 million was Australian TTV, while BYOjet New Zealand had a \$7.9m TTV figure.

The thin margins of an OTA were reflected in total revenue for the company of \$8.3 million, offset by \$8.15 million in operating costs.

The document notes the small profit which was achieved during the year, adding that revenues were higher than normal due to a "significant sign up bonus".

BYOjet ceo Lenny Padowitz didn't comment on what this bonus related to, telling **Travel Daily** yesterday he was bound by a confidentiality agreement.

Costs were also higher than normal due to the setup costs of Singaporean and Australian retail operations.

Padowitz has rolled out a new "satellite store" model in several shopping centres (**TD** 18 Jun) comprising client terminals running the BYOjet website, with a single consultant on hand to assist customers on the spot.

## VA exec pay revamp

**VIRGIN** Australia executives will have performance targets switched from "Total Shareholder Return" to instead be based on "Return On Capital Employed," which is an "excellent indicator of long-term sustainability and profitability," under a new policy determined by the board's remuneration committee.

VA's annual report shows ceo John Borghetti was paid \$2.776m for the 2013/14 year, while chief commercial officer Judith Crompton received \$982,000.

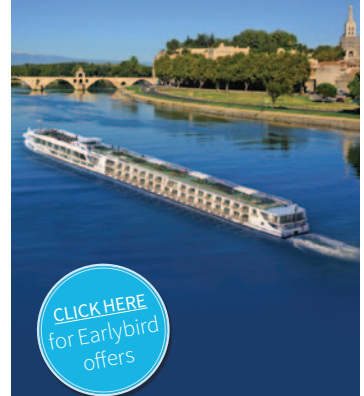
Velocity Frequent Flyer chief Neil Thompson was paid \$952,000 while VA regional chief Merrin McArthur earned \$1.126m.

The executive team have had their pay frozen for 2015, while Borghetti also donated his \$37,500 directors fee to charity.

SCENIC TOURS

LAST CHANCE  
TO FLY FREE  
TO EUROPE  
IN 2015

Earlybirds end  
15 October



CLICK HERE  
for Earlybird  
offers

TWO WEEKS  
TO GO

APT

BOOK 5 & CRUISE FREE IN 2015!



Simply book 5 APT Europe Royal Collection cabins between 1 Sept. and 31 Oct. 2014 and you will receive a FREE self faml to Europe!

Click for more details  
[insidesales@aptouring.com.au](mailto:insidesales@aptouring.com.au)  
or contact your BDM

\*Conditions apply. New bookings only. Self Famil cabin is based on travel in October/November 2015. APT1143

DELTA

## 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.

Virgin australia



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

Total 46kg  
in Economy Class  
(23 kg's max per checked luggage x 2)



+



Go to [flysaa.com.au](http://flysaa.com.au), call 1300 435 972, or contact the SAA Sales team

SOUTH AFRICAN AIRWAYS  
A STAR ALLIANCE MEMBER



BEST AIRLINE IN AFRICA

What is  
**jito**



# Travel Daily

First with the news

Wednesday 1st October 2014

WE'RE MORE THAN JUST TRAVEL...

FLIGHT CENTRE

Now recruiting for...  
**Experienced Travel Sales Consultants (Call Centre)**  
North Sydney

Apply Now!

## OUT THERE STARTS HERE

YOUR GREAT SERVICE  
AND OUR GREAT RATES

Expedia TAAP,  
That's why your customers  
keep coming back.

Earn great commission and  
get your clients out there.



Join today at  
[www.expedia.com.au/taap](http://www.expedia.com.au/taap)  
1800 726 618  
[expedia-au@discovertheworld.com.au](mailto:expedia-au@discovertheworld.com.au)

**Expedia.com.au**

## Red Gum recorded \$6m loss

**RED** Gum Resources, the WA mining minnow which is in the process of transforming itself into the Australian Travel Group (**TD** 26 Jun) lost more than \$6m last year, as the business wrote off costs associated with its defunct exploration operations in Peru and Chile.

The company's annual report, released yesterday, reveals the motivation behind its plans to acquire Holiday Planet, Asia Escape Holidays and Motive Travel, which together "will become the largest independent leisure and tourism company of its type based in Western Australia".

The company intends to

merge and integrate the three businesses, and relist after a capital raising.

Chairman Raymond Shaw, who will be stepping down from the board after the recapitalisation, said that despite discovering two mineral deposits, Red Gum's share price had weakened to the point that its plans were unlikely to be viable.

Switching to focus on travel will enable the company to "regrow shareholder value," he said.

Red Gum's total revenue for 2013/14 was just \$4,296, comprising bank interest, while expenses included \$107,773 in office costs, \$656,817 in professional fees, and \$296,571 in director remuneration, leading to an operating loss of \$1.12m.

On top of that, the company wrote off over \$4.5m in capitalised project costs and a further \$226,000 in exploration expenses.

A proposed Extraordinary General Meeting will see shareholders vote on the plans to "aggregate the segmented travel industry, to target scale and operational efficiencies".

## MU direct to Auckland

**AUCKLAND** Airport has welcomed the debut of nonstop seasonal China Eastern Airlines services between Shanghai and Auckland, launching 09 Dec.

MU's A330 service will initially operate as four times weekly, switching to daily between 09 Jan and 08 Mar, then on a reduced capacity until 28 Mar.



## Window Seat

**PEOPLE** in Denver, Colorado in the US certainly like their recreational pursuits.

And it's not just cannabis, which was legalised earlier this year - Denver will shortly host the Great American Beer Festival, and all 50,000 tickets to the event sold out in just over 30 minutes.

The nine-day celebration of beer is on now, with beer tastings, brewery tours, meet the brewer nights and even "midnight beer breakfasts".

**BORDER** officials have arrested a Canadian man attempting to cross into Ontario from Detroit, after finding more than 50 turtles strapped to his body.

According to the *Detroit News*, a US Fish and Wildlife Service agent was acting on a tip about a large box sent to a postal centre from Alabama.

Kai Xu from Windsor, Ontario was followed after picking up the box, and a search of his vehicle revealed the chelonians.

**WIN a trip to Meet South Africa**

**>>>CLICK HERE**



**South Africa**  
Inspiring new ways



GET YOUR  
NEXT **UBER**  
RIDE USING  
**tripcase**

TRY IT NOW >

**Sabre**  
pacific

VIEW ONLINE



2015 *Luxury Cruises*  
*On Sale*

MEDITERRANEAN | BALTIC | ALASKA | ASIA | SOUTH PACIFIC

**OCEANIA CRUISES™**  
Your World. Your Way.™

37 CRUISES ON SALE | UP TO US \$300 SHIPBOARD CREDIT | ALL NEW PREMIUM COLLECTION

## Travel Daily

on location in  
**Dallas, Texas**

Today's issue of *TD* is coming to you courtesy of Qantas, which has debuted its A380 superjumbo on the Sydney-Dallas Fort Worth route, along with the Dallas and Fort Worth convention & visitors bureaux.

**TODAY** our group will explore Dallas, starting with a visit to the Geo-Deck at Reunion Tower.

Built in 1978 and recently refurbished, this futuristic landmark is topped by a massive dome which provides a stunning light show for the city each night.

Then it's off to discover the city, including visits to the famous Grassy Knoll and Kennedy Memorial at Dealey Plaza, the site of the JFK assassination.

A visit to Wild Bill's Western Store is a must to pick up some authentic cowboy gear, and then there's a tour of the Dallas Arts District which includes the Dallas Museum of Art and the AT&T Performing Arts Center.

The day will finish with an ice hockey game at the American Airlines Center where we'll watch the Dallas Stars play the Tampa Bay Lightning.

More from Dallas tomorrow.

## BridgeClimb Sampler

**ICONIC** Sydney attraction BridgeClimb has launched the latest incarnation of its product in the BridgeClimb Sampler - a 90 minute roundtrip to halfway up the Sydney Harbour Bridge.

The new experience launches on the company's 16th birthday and appears to be a hybrid of the Discovery Climb and the Express Climb - its two newest products.

After proceeding through normal pre-climb safety processes, climbers ascend the inner arch to a point halfway to the summit.

The Sampler is priced from \$148 for adults and \$118 for children - more info, see [bridgeclimb.com](http://bridgeclimb.com).

## dnata/Qantas expand

**QANTAS** has extended its general sales agent relationship with dnata to include its travel operations in India, providing easy connectivity to Australia for subcontinent corporate clients.

The businesses have a long-standing partnership spanning more than 40 years covering services in Dubai, Egypt, Iraq, Afghanistan and Lebanon.

"With increased traffic between India and Australia, dnata expects the new relationship to support continued ties between the two regions," a statement said.

## Spirit of Tas discount

**OCEAN** recliner seats on the *Spirit of Tasmania* are available priced from \$83 for travel 01 Nov to 18 Dec, on sale to 18 Oct - see [spiritoftasmania.com.au](http://spiritoftasmania.com.au) for info.

## Yee ha! Hats off to Qantas!

**WILD** Bill's Western Store is a Dallas landmark, and today a group who flew to DFW on the Qantas A380 inaugural flight were welcomed to the shop in true Texan style.

Wild Bill himself - pictured right with cowgirl Amanda Bolger from Qantas - personally showed off his authentic product range, which attracts attention from all over the world.

Action stars Chuck Norris and Arnold Schwarzenegger and even rocker Elton John have had cowboy boots custom made by Wild Bill, who is an official tourism ambassador for Texas, hosting events for groups around the world to promote the 'Lone Star State.'



Located downtown, Wild Bill's is just a short stroll from Dealey Plaza, the Kennedy Memorial and the Sixth Floor Museum at the Texas Book Depository where Lee Harvey Oswald allegedly fired the bullets that killed John F. Kennedy.

AIR MAURITIUS STOPOVER

# FREE AS A BIRD!

**ONE FREE NIGHT  
IN MAURITIUS\***



Click to find out more

Fly Air Mauritius to **South Africa, Kenya** or **Europe** and enjoy a FREE stopover in Paradise

[www.airmauritius.com](http://www.airmauritius.com)

\*Terms & Conditions apply

  
**air mauritius**



## Seaborne, UA partner

UNITED Airlines has struck an interline deal with Seaborne Airlines offering seamless connections from San Juan (SJU) to 13 hubs in the Caribbean.

## Quest assessing Darwin CBD

QUEST Serviced Apartments ceo Zed Sanjana has confirmed the group is currently assessing new development opportunities in the Darwin CBD after the rebranding of Quest Darwin.

Until yesterday, Quest operated four properties in the Northern Territory capital - one in the CBD on Cavenagh Street and three in the suburbs of Parap, Palmerston and the recently added Quest Berrimah (TD 22 Sep).

Effective today, the former Quest Darwin has been rebadged as Advance Serviced Apartments after a "successful" 10 year term.

Sanjana told **Travel Daily** the debrand was regrettable but the Group is now "considering a number of new developments."

"Quest continues its long-term commitment to growth in Darwin opening three new properties in the city during the past four years including the brand new Quest Berrimah."

Advance Serviced Apartments in Darwin is the firm's only property at this stage, "however

that may change at some point in the future," operations manager Brian Worsley said.

"At Advance, pretty much everything will continue as normal, we have the same staff team in place and apart from some minor cosmetic touch ups and signage change our guests can expect the same 'home away from home' experience," Worsley told **Travel Daily**.

All contracted rates with travel agency partners will be continued, he also confirmed.

Quest Darwin is still listed as a member on Quest's website.

## RWC ticket take up

ORGANISERS of the Rugby World Cup 2015 say ballot demand for general sales tickets has exceeded supply for all 48 matches of the tournament.

England Rugby 2015 ceo Debbie Jevans said the ballot draw is scheduled to take place over the next few weeks "to ensure tickets are allocated fairly".

## Globus strikes the fairways



## A350-900 certified

AIRBUS has received Type Certification from the European Aviation Safety Agency for its new A350-900 aircraft, equipped with Rolls Royce Trent XWB engines.

Certification from the Federal Aviation Administration is expected to follow shortly, the aircraft manufacturer said.

"The A350-900 is now ready to fly from the nest & be enjoyed by airlines and passengers," Airbus president and ceo Fabrice Bregier commented yesterday.

Qatar Airways is the launch customer for the mid-size long range aircraft and is expecting to take delivery of its first unit before the end of the year.

**ABOVE:** The annual Globus family of brands golf day was held at Sydney's Pymble Golf Club this week, with more than 120 travel industry participants from NSW, interstate, New Zealand, Fiji and Singapore involved in a fiercely contested Elimination Ambrose competition.

**Pictured** are Deborah Hutton, Avalon Waterways Brand Ambassador with Globus family of brands md Stewart Williams (second from right) and Greg Clarke from Fox Sports and event emcee (right), with the winning team, comprised of Jeff Kryger, helloworld Katoomba; Sarina Bratton, Ponant; Matthew Hickey, helloworld Katoomba and Renae Trimble, Accor Asia Pacific.

# Plant *Your* Money Tree

All you need is a Cruise1st seed  
(you can even plant it at home)

Cruise 1st requires more consultants to fulfil its ongoing growth. We are looking for consultants with a flair for cruise and cruise holidays. We supply full support with no set up costs and the most attractive commission share available.

All systems and technology are browser based so work from anywhere. All training and leads are provided. All we need you to do is deliver a customer experience that converts these enquiries and for that you will receive up to 30% of all commission received.

This unique opportunity suits existing consultants either working in a traditional agency environment or consultants who are already working from home looking for something different but with similar flexibility.

We are also looking for salary based office Sales Consultants.

**For a confidential discussion get in touch on  
[recruitment@cruise1st.com.au](mailto:recruitment@cruise1st.com.au) or 02 81989951**

# Travel Counsellors reap kudos

**TRAVEL** Counsellors Australia has been awarded Top Agency for Victoria and Tasmania from Insight Vacations at the tour operator's High Achievers Awards dinner held recently in Melbourne.

The home-based agency's general manager Tracy Parkinson said the accolade builds on the firm's strong relationship ties with Insight Vacations "and our continued success and growth as a company".

National marketing executive Rebecca Wilson attended the exclusive event which was hosted at the exquisite Epoca.

Wilson (left) is pictured accepting the award from Insight Vacations' sales manager for Victoria and Tasmania, Kimberley Morris.



## CA receives 1st 747-8

**AIR** China has taken delivery of its first next-generation Boeing 747-8 Intercontinental aircraft.

The CA jumbo features a four cabin configuration, offering 12 suites in First class, 54 Business class, 66 Premium Economy class and 233 Economy class seats.

## Casa clarification

**THE** 10% discount offered on best available rates at Italy's Casa Angelina (**TD** yest) using code UTC is available to consumers who book their stay through an agent.

Industry rates are available on application with the hotel - email [reservations@casangelina.com](mailto:reservations@casangelina.com).

## Danish carrier dives

**DANISH-OWNED** airline Cimber has confirmed it is pulling the pin and will cease to operate commercial services from Apr.

The move was fuelled after SAS chose to discontinue a deal with Cimber concerning four CRJ 200 aircraft effective 01 Apr.

Cimber began ops in May 2012, using Copenhagen as its key hub.

## Odyssey airfare drop

**EDUCATIONAL** travel experts Odyssey Travel is offering a 15% saving on international Economy class airfares when booking a tour and travel insurance together.

The discount applies to nine itineraries departing in 2015 when flights with either Qantas or Singapore Airlines are booked and deposited by 26 Nov - more at [www.odysseytraveller.com](http://www.odysseytraveller.com).

## SQ backs WTA Finals

**SINGAPORE** Airlines has signed on as the official sponsor of the 2014 BNP Paribas WTA (Women's Tennis Association) Finals Singapore held from 17-26 Oct.

The agreement will see SQ fly players and officials to Singapore and the carrier's iconic Singapore Girl will make an appearance at the sporting event and during the prize presentation ceremony.

Wednesday 1st Oct 2014

## Qld tops beach hols

**QUEENSLAND** has scrapped in as the nation's most popular state for a beach holiday, new Roy Morgan Research has confirmed.

According to the latest findings for the year to Jul 2014, the Sunshine State accounted for 34.6% of all beach holiday-goers.

Leading the charge was the Gold Coast and Sunshine Coast.

The North and South Coasts of NSW tallied 32.8% of votes while Victoria was further behind on 19.3%, Western Australia on 10.7% and South Australia (7.1%).

Although enclaved within NSW, the Australian Capital Territory achieved 1.2% of votes, with visitors likely referring to Jervis Bay.

Group account director Angela Smith said it was surprising that data suggested just 8.7% of the population travelled to the beach for their last domestic trip.

"However, when we consider that all but one of Australia's capital cities are on the coast, and nearly 65% of Aussies live in a capital city, this figure makes more sense," Smith remarked.

**5 star luxury takes to the skies!**  
**Book your guests on our B787 Dreamliner and earn 5% commission.**

- 2 bags of up to 32kg each\*\*
- Lounge access
- 75" pitch sleeper seat
- Priority check-in and boarding
- 78.7cm seat width
- Priority baggage delivery

Destination	Economy (prices from)	Business (prices from)
Nairobi	AUD 1450*	AUD 5840*
Entebbe	AUD 1500*	AUD 5440*
Zanzibar	AUD 1500*	AUD 5440*
Kilimanjaro	AUD 1700*	AUD 5440*
Kigali	AUD 1700*	AUD 5440*
Juba	AUD 1500*	AUD 5600*

For Sale & Ticketing until 28 Nov '14.  
**Book Now!**

For more information, refer to your GDS or call 1300 787 310.

\* Return Fares are per person exclusive of taxes and surcharges.

Ex-Australia with interline partners TG, CX. T&C apply.

\*\* For Business Class only.

[www.kenya-airways.com](http://www.kenya-airways.com) @KenyaAirways PrideofAfrica

**Kenya Airways**  
The Pride of Africa

## US arrivals rise 9%

**JUNE** marked the sixth month of consecutive growth of int'l arrivals into the USA, rising 9% year-on-year to 6 million, the US Dept of Commerce announced.

Australia ranked ninth in the Top 10 markets, with numbers up 1%, whereas China (5th) reported a massive 22% jump in visits.

## Win with Emirates

Every day this week *Travel Daily* and Emirates are giving away 10 double admission tickets to the

"Victor Hugo: Les Misérables – From Page to Stage"

exhibition now on at the State Library of Victoria.

Take an unforgettable journey from the 19th-century Paris of Victor Hugo's novel *Les Misérables* to today's blockbuster stage musical. The exhibition features rare items including Victor Hugo's original handwritten *Les Misérables* manuscript – a French national treasure that's leaving Europe for the first time. The manuscript was transported by Emirates from Paris to Melbourne via Dubai in its own Business Class lie-flat seat.

To win, be one of the first ten people to answer the question correctly each day. Send your answers to:

[emirates@traveldaily.com.au](mailto:emirates@traveldaily.com.au)

Name three of Emirate's European destinations launched in 2014?



## Busabout gets guides

**GUIDES** will be introduced to a range of itineraries in Europe offered through Busabout during winter months, the freestyle holiday specialist has confirmed.

The new winter program complements Busabout's recent addition of a Trans-Siberian Rail journey that links its new Asian product with Europe (**TD** 18 Aug).

Itineraries include a 12-day Northern Winter Track that explores Paris, Amsterdam, Berlin, Prague, Budapest, Salzburg and Munich, priced from \$1,769pp.

Alternatively, the 10-day Southern Track is \$1,509pp and visits Munich, Lucerne, Venice, Florence and Rome.

Both trips feature in Busabout, HAGGIS & Shamrock Adventures' 2015/16 European plus Scotland & Ireland brochure, out now.

## Mantra Observatory

**SERVICED** apartment operator Mantra Group will open the doors on Mon to its newest property in Brisbane, converted from the Observatory Tower (**TD** 01 Jul).

The former residential complex has undergone refurbishment, with the 24-level hotel offering 50 studio, two and three bedroom apartments, growing to 114 upon full completion in Mar next year.

## Sabi Sabi mobile app

**BESPOKE** South African tourism operator Sabi Sabi has announced the release of a new mobile app for iPhone and Android devices.

The app is available in six languages & provides detailed info about Sabi Sabi's world renowned lodges, services and special safari program, accompanied by stunning imagery of the properties and surrounding landscapes.

Smartphone users can also access facts about resident birds and animals while on the go.

## HKTB dishes up best of F&B



**FOOD** and wine topped the agenda at an industry event held by the Hong Kong Tourism Board and *Gourmet Traveller* at China Doll in Sydney last night.

Led by *Gourmet Traveller* WINE journalist Mike Bennie, attendees were treated to a wine and food pairing which showcased Hong Kong fare, matched with a collection of Aussie wines.

Bennie provided tips on how to pair food with wine and shared anecdotes of his travels as a food journalist in Hong Kong.

**Pictured** at the event from left are Jane Scribner, Hong Kong

Tourism Board; Mike Bennie, *Gourmet Traveller* WINE and Lisa Lee, Hong Kong Tourism Board.

**USA** | DISCOVERY PROGRAM

How well do you know the USA?



**NEW!**

The USA Discovery Program is an exciting new agent training tool to give you all the information you need to sell the USA!

[USADiscoveryProgram.com.au](http://USADiscoveryProgram.com.au)



## Wu maintains prices

**RATES** for Wendy Wu Tours' Chinese itineraries for 2015-16 have not been increased from this year's prices, managing director Alan Alcock has said.

The company said its buying power from guest numbers and room nights generated allowed it to secure low rates from hotel groups and ground partners.

More flexibility has been added to the tour operator's range of Deluxe China Holidays, featured in the guide for the second year.

Travel agents can earn a \$20 Coles Myer voucher on top of commission for every pax sold by 17 Oct on a fully inclusive or deluxe holiday departing in 2015.



**Taiwan**  
THE HEART OF ASIA

Taiwan Tourism Bureau

*Time for Taiwan*

## NYC hotel renovation

**IHG** will spend US\$175 million on a major renovation of the 700-room InterContinental New York Barclay, with the property now closed for the 18-month project.

## PTMs get a Total taste of India



**TRAVELMANAGERS** partner supplier Total Holiday Options recently escorted a group of the firm's Personal Travel Managers to India on a post-conference trip.

After several productive days in Singapore with colleagues and National Partnership Office staff, the agents were whisked off to Delhi for an experience of North India, flown by Singapore Airlines.

Activities over the six night trip included a ride by elephant back to Amber Fort in Jaipur, a rickshaw journey through a local bazaar and getting some colourful henna tattoos painted.

**Pictured** above in their own iconic photograph at sunrise in front of the Taj Mahal, from left is

Kim Wudko, John Gartner, Lindy, Jodie Payne, Karen Doyle, Valerie, Cheryl John, Cindy, Michelle Collins, Jodie, Nicole Edgar, Alison Johnson and Lauren Compton.

## Ctrip XML integration

**HOTELS** listed on SiteMinder's Room Distribution Exchange platform will be available to book in China after the company signed a new two-way XML integration agreement with online firm Ctrip.

The deal opens properties up to a new international market which generated US\$10 billion revenue in Q2 this year - a 17.1% increase.

Ctrip is China's largest operating online travel service provider.

## GROW WITH US

### 2 x Finance & Admin positions

Due to continued high growth, Travel Partners are expanding our Head Office Finance support team.

These two positions are now available for the right people to grow with us.

### ARE YOU THE PERSON WE'RE LOOKING FOR?

You'll be highly self-motivated and work equally well autonomously or as part of a team. Ideally, you will have a travel agency accounting background and importantly have bank reconciliation, accounts payable and receivable experience.

If you have the passion and experience we have the roles for you.



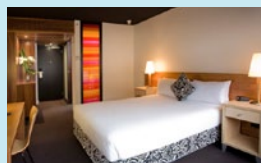
Please e-mail your CV to:  
The Business Manager by October 8, 2014  
at: [careers@travelpartners.com.au](mailto:careers@travelpartners.com.au)

EXCELLENCE IN TRAVEL

## Accommodation Updates



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



After four months and \$7 million spent, the new look **Jasper Hotel** in Melbourne has been opened on Elizabeth Street in the Vic capital. Offering 90 rooms over eight floors, the property offers fully refurbished balcony suites, a refreshed lobby area, a second storey courtyard, new restaurant and alfresco bar. It is located around the corner from the city's famous Queen Victoria Markets shopping precinct.



Renowned as much for its swimming pool as the destination in which it sits, the **Oaks Pacific Blue Resort** has renovated its iconic 500-metre long aquatic attraction in time for the coming summer. The pool was drained of its 3.5 million litres for a full clean with sand filters, recoating and resurfacing. Flora located around the pool has also been spruced up, with all hotel facilities accessible directly from the pool.



Major upgrades worth US\$1.5 million have been carried out on the Ocean Villas at the **Dusit Thani Maldives**. Access to the category comes via a newly revamped overwater causeway. New Kajan thatched roofs reflecting Maldivian heritage have also been applied, with Balau timber decking installed in an expansive outdoor area next to the main bedroom. Limited-edition day beds have been added.

## More lodging at zoo

**TARONGA** Western Plains Zoo at Dubbo has opened a new range of self-contained accommodation located inside the park grounds.

The Savannah Cabins consist of permanently built lodgings offering two bedrooms, two bathrooms and capabilities to sleep up to six, positioned overlooking the African savannah.

One cabin has been specially designed for accessibility by handicapped visitors to the park.

Cabins also offer a full kitchen, lounge area, private deck, BBQ and are located adjacent to the Zoofari tents opened in 2012.

## Pax paying for exotic

**HOTELS** in island and coastal holiday destinations are among the world's most expensive, according to a new poll conducted by aggregator HotelsCombined.

Exotic and isolated destinations including Aruba, the Seychelles, Maldives, Monaco and Mauritius are among the priciest for hotels.

Australians are among the biggest spenders per night on hotels, the study indicated, but were happy to do so for luxury and an expectation of indulgence.

Conversely, the most affordable properties were in Bolivia, Laos, Nepal, Macedonia and Peru.

## HAWAII FAMILY HOLIDAY GUIDE

Family trips & child-friendly activities in Hawai'i

DOWNLOAD NOW



Throughout the month of October, **TD** is giving readers the chance to win a luxurious French prize pack, courtesy of Avalon Waterways.

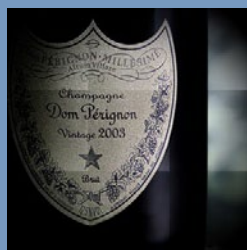
The prize includes his and hers Louis Vuitton weekend bags, three nights in a Junior Suite at the Sofitel Sydney, a bottle of Dom Perignon Champagne, gift voucher for L'Occitane products, and a dinner voucher to Felix fine dining French restaurant, valued at over \$5,500.

Every week this month **TD** will ask a different question about Avalon. The subscriber with the best answer to all of the questions will win this fabulous prize pack.

Email your answer for this week by COB 10th Oct to:  
[avalonwaterways@traveldaily.com.au](mailto:avalonwaterways@traveldaily.com.au)

In 25 words or less tell us: What makes Avalon's Suite Ships in France for 2015 stand out from the rest?

Hint: see pages 12, 13, 14, 15, 24 & 25 of the 2015 Avalon Waterways River Cruises brochure



Terms & conditions

## Success on schedule

**MAXIMISING** the success of agents in the Helloworld network is the focus topic for the group's Owner/Managers conference, on in Los Angeles this week.

Keynote speakers for the event include Chris Gardner, famous as the real-life inspiration behind *The Pursuit of Happyness* movie.

Helloworld ceo Elizabeth Gaines will also unveil her strategy to take the brand to the forefront of travel considerations for suppliers, consumers and businesses.

The two-day event began with a Universal Studios Extravaganza, which took delegates behind the scenes of the movie business and to enjoy the theme park's rides.

## EK direct Cup promo

**EMIRATES** has today launched a promotion encouraging consumers to book tickets online directly with the carrier.

Members of the Emirates Skywards loyalty scheme this morning received an email offering the opportunity to win one of 40 general admission (GA) ticket packages to the upcoming Emirates Melbourne Cup Carnival.

Twenty packages (two tickets) are available on AAMI Derby Day, Emirates Melbourne Cup Day, Crown Cup Day and Emirates Stakes Day.

To be in the running, consumers need to book a return EK flight to any destination before 14 Oct.

Wednesday 1st Oct 2014



**ACTING** in its role as the exclusive MTA7 South West Pacific Partner, The Travel Authority Group last weekend hosted the annual conference of the marine travel expert organisation. Starting out as six independent

marine travel firms, the group came together and now accounts for US\$119m in annual turnover and has a network of over 200 marine and offshore contracts.

During the event, the group enjoyed a cruise on the Swan River, toured the Fremantle Shipwreck Gallery and the WA Maritime Museum, showing off the attractions to int'l delegates.

**Pictured** above from left at the event is Lisa Byers, The Travel Authority; Dolly Fortun, Fiesta Tours Manila; Christine Gower, The Marine Travel Company UK; Anatoliy Yurkov, Aquavita Ukraine; Dimitris Matheos, Aspida Travel Athens; Rhose Edquibal, MTA7; Olga Yurkova, Aquavita Ukraine & Peter Hosper, The Travel Authority Group.

## TRAVELtech awards

**ENTRIES** have opened for the 2014 TRAVELtech Web Awards, recognising the best travel portals in the nation and held on 24 Oct.

Categories include Best New Site, Most Innovative and for the first time, Best Travel App.

Eligible companies are required to be based or employ staff in Australia.

To enter, forward details to [martin.kelly@traveltrends.biz](mailto:martin.kelly@traveltrends.biz).

## Independent Agencies - Seeking experienced Travel Consultants at several locations in Melbourne

On behalf of our Associate Members who are experiencing significant growth, there are several opportunities to join one of Australia's best Independent Network Agencies. Some Agencies are seeking experienced and motivated Travel Professionals to join their businesses as a full-time Leisure Consultant. If you have always wanted to work for a successful Independent Agent that owns their own business and values an Independent, caring team, then positions are available at several locations spread throughout Melbourne.

### The successful applicant will need:

- A minimum 2 years leisure or corporate travel consulting experience.
- Experience with GDS and Agency office systems
- Sound knowledge of Airline, Hotel, Tour and Cruise products.
- Strong customer service and personal management skills.

For more information or to apply please send your CV directly to [steve.hona@helloworld.com.au](mailto:steve.hona@helloworld.com.au)

a member of **helloworld**

**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.

**Publisher/Managing Editor:** Bruce Piper

**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon

**Contributors:** Louise Wallace, Jenny Piper and Sarah Piper

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

**Travel Daily CRUISE Pharmacy DAILY**

**Travel Daily TV**

**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.



## **JOBTOBER HAS BEGUN!**

Register today

**FOR ALL THE BEST VACANCIES VISIT [www.aaappointments.com/aus](http://www.aaappointments.com/aus)**

**NSW & ACT - 02 9231 6377 - [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)**

**VIC, WA & SA - 03 9670 2577 - [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)**

**QLD - 07 3229 9600 - [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)**

### **\*HOT\* ASIAN SPECIALIST ROLE**

#### **WHOLESALE CONSULTANT**

**SYDNEY – SALARY PACKAGE UP TO \$48K + Bonus**

Are you looking to move away from face to face consulting? Do you love selling and travelling to Asia? This is the role for you. You will have the opportunity to work for one of the biggest and best Asian specialist. Selling and planning exciting trips to Asia, you will be able to dream of your favorite places each and every day and be rewarded with endless famils. If you have 12 months travel industry experience and have travelled to Asia, apply for this great role today.

### **NEW\* MOVE INTO CORPORATE TRAVEL**

#### **CORPORATE CONSULTANT**

**SYDNEY – SALARY PACKAGE UP TO \$70K +**

Are you an experienced corporate consultant looking for a change? This is the time to get moving. Work for a national TMC based in the CBD, close to shops and transport. You will have the opportunity to work across a wide number of accounts in a friendly and supportive team environment. If you are wanting to work in a role where you are not treated as a number. This is the role for you. If you have 12 months corporate travel and are looking to move to a great new role, apply today.

### **WORK FOR A MARKET LEADER**

#### **ASST. OPERATIONS TEAM LEADER**

**BRISBANE CBD – UP TO \$60K PKG**

Your people management skills combined with travel industry and systems knowledge will be the key to success in this rare management role. Sitting in the operations team, you'll assist internal departments with system maintenance and development along with training and project management. In addition your previous management skills will see you manage, train and motivate your team members to succeed. A top salary package along with ongoing leadership training & achievable career progression on offer.

### **ROCKIN THE SUBURBS**

#### **SENIOR RETAIL TRAVEL CONSULTANT**

**BRISBANE SOUTHERN SUBURBS - TOP \$\$ ON OFFER**

Say goodbye to your Go card and long commute and hello to work/life balance. Working in this well established and reputable agency close to home you'll handle a high volume of repeat and referral clients whilst also building up your own client base. From a domestic getaway to a South Pacific family holiday or European adventure - you'll sell it all. Working for this supportive management team you'll earn a solid base salary along with enjoying superb benefits including \$\$ incentives, famils, training and more.

### **LEAD YOUR NEW TEAM TO SUCCESS!**

#### **RETAIL MANAGER**

**MELBOURNE (EAST) - SALARY PKG UP TO \$65K (DOE)**

We have a good old fashioned retail role located in the Eastern suburbs of Melbourne! This well-established office now requires a new manager to join their successful team and assist with servicing the high end repeat and referral clients of the office. You will book exciting travel arrangements to worldwide destinations while managing a fun team and being offered M-F hours with odd Saturday mornings. Move closer to home with this office and never look back. Min 3 years retail management experience req.

### **STEP INTO THE CORPORATE WORLD**

#### **CORPORATE ROLES X 2**

**MELBOURNE – SALARY PKG UP TO \$65K (OTE)**

This is your chance to move into corporate travel and reclaim your weekends. This well-known national travel management company now requires extra support in their Melbourne based offices. You will work on a variety of accounts, from small to large and book interesting and intricate itineraries. With M-F hours on offer and a high base salary you won't regret making this move! If you have at least 2years international consulting experience then we want to hear from you. Call us today to find out more!

### **LET US HELP YOU LAND THAT DREAM JOB**

#### **CUSTOMER SERVICE CONSULTANT**

**MELBOURNE – SALARY PKG UP TO \$53K (OTE)**

Sick of the 9 – 5 daily grind? We have an exclusive role with an online travel agency that will see you escaping the norm and moving into a customer service focused role! You will work behind the scenes and assist customers with their online booking enquiries such as flight changes and special requests. Joining this young, fun team and earning a generous salary you won't regret making this move! If you have at least 12 months Galileo experience, contact us today so that we can help you secure this fantastic role.

### **5 STAR PRODUCTS = 5 STAR FAMILS**

#### **WHOLESALE TRAVEL CONSULTANTS**

**MELBOURNE- SALARY PKG UP TO \$45K (DOE) + BONUSES**

Have you been dreaming of moving behind the scenes and into a wholesale role? This 5 star touring company in the SE suburbs now requires a superstar consultant to join their growing team and assist agents with their worldwide escorted holidays. From Asia one day to Europe the next, your days will be filled with variety and fun! Working mostly Monday – Friday hours you will be paid a high base salary plus bonuses and be offered amazing 5 star famils! Call us today and secure your new role before the end of the year.



*Our Brisbane office is now open, pop in to meet one of our consultants today!*  
**300 Queen St. (07) 3023 5023**

### **Ski/Boarding travel reservation consultant**

**Brisbane \$DOE + Commission – Ref: 1256/HB1**

Do you live, breath and dream about winter sports?! Joining a small team, with high sales expectations you will be able to utilize your outstanding customer service skills and snow knowledge to become a reservation superstar. Travel consultants with experience of a minimum three world wide ski resorts as well as a background in a strong target based sales environment, this role is the opening you need to step into the world of a niche travel specialist.

For more information please call Helen  
on (07) 3023 5027 or click [APPLY](#) now.

### **Domestic Corporate Travel Consultant**

**Sydney, Competitive Base DOE – REF: 1282SZ1**

Calling all Corporate Consultants! Working for a multi award winning agency, you will be responsible for the day to day management of existing and new corporate accounts. CBD based, Mon – Fri Role with a competitive Salary + industry perks, my client would want someone with a min 2 years experience in the corporate industry within the last 4 years and also the candidate must have good GDS knowledge – Sabre Preferred and / or Tramad Next Gen.

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

### **MICE Travel Account Manager**

**Melbourne, \$Competitive – Ref: 1314KF1**

Leading provider of Meetings, Incentives, Conference & Events is looking for an experienced account manager to organise and manage the flight requirements for its group travel and events and oversee a team of consultants located in Melbourne focusing on international itineraries. If you love everything MICE and have travel industry experience then this is the role for you! You will receive an extremely competitive basic salary depending on experience plus super and commission.

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

### **Travel Consultant**

**Adelaide, DOE – Ref: 1309LB2**

Join a great team and earn fab incentives with this rapidly growing travel agency in Adelaide CBD! Currently there is a fantastic opportunity for an experienced Travel Consultant with at least 1-2 years' experience in a similar role, looking to expand on their knowledge and grow their career! You will be a part of a fun and dynamic team working with both domestic and international product. Ideally you will have Sabre GDS experience and love hitting sales targets.

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

### **Afterhours Wholesale Consultant**

**Central Gold Coast. \$35,000 + uncapped comm – Ref: 1143PS1**

A leading wholesaler is expanding its team to incorporate worldwide enquiry and are looking for customer focused consultants to join their leading Global brand. If you have successfully worked to targets in a retail or wholesale environment and are looking for evening shifts to allow you to study, fit in with home-life commitments or just so you can spend your summer days on the beach then this could be the role for you! GDS and a high level of attention to detail are essential.

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

### **Travel Consultant**

**North Shore - Sydney, Up to \$70,000 + Super – Ref: 1317MB1**

Don't miss this rare opportunity to work closer to home and have the added option of driving to work. We are looking for an experienced Retail Travel Manager who is looking to step up and stay closer to home. Work for a well-established company a picturesque surrounds of the North Shore. Enjoy a new role where no two days will be the same with a mix of face to face and over the phone consulting with repeat and new business.

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

### **Travel Consultant/Travel Supervisor**

**Melbourne, \$45k-50k DOE – Ref: 1325MD2**

Are you looking for a career progression in retail Travel? Sick of working weekends? This well renowned retail travel company in the south East of Melbourne store wants you! Mon to Fri hours and all the perks that comes with working in the travel industry. Candidates will be confident, well travelled, and positive and have proven sales ability! You will be rewarded with generous salary package and a great retail travel team environment ! Galileo users preferential!

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

### **Travel Team Leader**

**Perth, \$50K – Ref: 1331LB2**

A hands on, fantastic Travel Supervisor is currently required for this leading travel company located in the south of Perth! Do you have strong travel industry experience and know how to use Sabre? Then this is the rare opportunity you have been waiting for! Working for this company you will enjoy generous educational and fun product nights. If you have loads of energy and senior consulting experience, then don't delay as this position is interviewing NOW!

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



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**

# Cluster Marketing Manager NSW



**MERLIN ENTERTAINMENTS is the leading name in location-based, family entertainment, and has seen dynamic growth over the last five years. Europe's Number 1 and the world's second-largest visitor attraction operator, Merlin now operates 100+ attractions, eight hotels/three holiday villages in 22 countries and across four continents. The company aims to deliver memorable and rewarding experiences to its 54 million visitors worldwide, through its iconic global and local brands, and the commitment and passion of its managers and more than 22,000 employees.**

**Among Merlin's attractions in Australia are 6 in NSW: SEA LIFE Sydney Aquarium, Madame Tussauds Sydney, WILD LIFE Sydney Zoo, Sydney Tower Eye, Manly SEA LIFE Sanctuary, and Illawarra Fly Treetop Walk. All brands which are distinctive, challenging and innovative – and which have great potential for growth in the future. Visit [www.merlinentertainments.biz](http://www.merlinentertainments.biz) for more information.**

We have a fantastic and rare opportunity for a Cluster Marketing Manager NSW to join our team on a 12 month fixed term period.

## **The Role**

Reporting directly to the Head of Marketing ANZ, you will support the New South Wales Division and will be responsible for the strategic development and subsequent implementation of the consumer marketing plans to achieve the business volume, revenue and EBITDA targets as well as championing customer experience. Working closely with each attraction, and managing two Marketing Managers, you will drive synergies throughout the business and identify trends and opportunities to increase admissions revenue. You will also be responsible for building cross-group relationships with regional partners to maximise promotions, PR and media activity, and ultimate delivery of visitor numbers.

Desired skills/attributes:

- Minimum 5 years in a Marketing role, with Management experience
- Preferably with some time spent in the consumer leisure industry
- Proven track record in delivering strategic, commercial and successful marketing plans
- Ability to work in multi-disciplined/cross functional teams
- Strong leadership skills
- Excellent communication skills
- Hands-on attitude

**This is a great opportunity to take your career to a new level and work for one of the world's best known attraction businesses. So if you are a team player who is vibrant and passionate about delivering exceptional guest experiences in a great company and a team who love what we do, we want to hear from you!**

**Please send your CV to  
[opportunities@merlinentertainments.com.au](mailto:opportunities@merlinentertainments.com.au)**

**Deadline: 1 September 2014**

**Interviews: Mid-September**