

Julia joined so she can be
an everyday super hero

Every agent has
a reason to join

MTA mobile
travel
agents
Call 1300 682 000
Visit join.mtatravel.com.au



Travel Daily

First with the news

Thursday 16th October 2014

COOK ISLANDS

Win a famil trip for two staying
at Pacific Resort Rarotonga & Aitutaki

FLIGHTS



ACCOM



TOURS
& MORE

PLUS runner up
accommodation prizes

Click here

ATAS eyes on industry

FIVE esteemed representatives of law, consumer rights and the travel industry have been appointed by AFTA to the inaugural ATAS Code Compliance Monitoring Committee (ACCMC).

Serving as chair is Dr June Smith, who brings considerable experience in the legal profession, finance and business.

Smith is part of the Financial Ombudsman Service as well as a number of other review panels.

John Berrill and Paul Holmes will represent consumer rights on the panel, while the industry will be represented by Ian Carew-Reid and AFTA ceo Jayson Westbury.

Cathay w/end surcharge

FLYING with Cathay Pacific will be more expensive on weekends, with flights on Fri, Sat and Sun about to be jacked up in cost.

Revealed this afternoon by the oneworld member airline, CX will introduce a "price differential" of \$25 on return fares on top of its airfares between Mon-Thu, departing on weekends from

Brisbane, Melbourne, Perth and Sydney to all destinations.

The levy applies across all cabin classes from tomorrow (17 Oct).

The Hong Kong-based airline said promotional fares such as its popular earlybirds will be excluded from the weekend pricing.

Cathay Pacific said it has rolled out a range of changes this year to simplify its fare structure, incl mixed cabin classes and reducing fare rules from eight to three.

Earlier this year, oneworld member Qantas and its separate alliance partner Emirates adopted a weekend travel surcharge on Fri and Sat for all int'l tickets issued in Australia of \$25 (**TD** 12 May).

Qantas Biz Suite soon

QANTAS has earmarked next Tue as the unveiling date for its next generation of Business Suite for its fleet of Airbus A330s.

The newly reconfigured product is set to be offered on existing A330s, operating on domestic and international services with a key point of difference being the seat can be reclined during take-off and landing (**TD** 30 Aug).

Nine pages of news!

Travel Daily today has nine pages of news, including a photo page for **Rail Plus** and full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment

TRAVELTech next wk

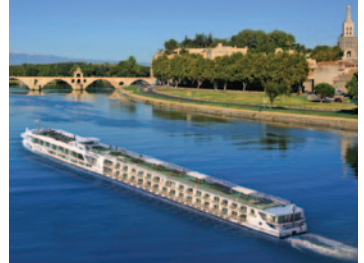
THERE are still some last minute spots available for next week's TRAVELTech conference taking place at the Sydney Sheraton on Fri 24 Oct, themed "Innovation - Finding a better way".

A stellar line-up of speakers is headlined by Flight Centre ceo Graham Turner, with further details and bookings now available at www.traveltrends.biz.

SCENIC TOURS

FLY FREE*
TO EUROPE
IN 2015

Extended to
31 October



CLICK HERE
for Earlybird
offers

ALL-INCLUSIVE
LUXURY

Visit
SABAH
Malaysian Borneo

Contact :
sabahinfo@bigpond.com
www.sabahtourism.com

SUCCESSFUL CORPORATE BUSINESS FOR PERSONAL TRAVEL MANAGERS



Beth Burton, Corporate PTM in NSW

- Set my own business hours
- Utilise all the technology at my fingertips
- Issue tickets any time of the day
- Have quality time to spend with family
- Offer my corporate clients a dedicated and professional service

join.travelmanagers.com.au
1800 019 599
suzanneL@travelmanagers.com.au



Double Dip!

on Qantas Points with eligible Qantas Holidays
UK and Europe earlybird packages



Book & deposit before
31 October 14

Offer available to first 100
new eligible bookings.



For more information visit
www.qhv.com.au/agents
†^Conditions apply



Explore the entertainment capital of the world...

Win a place on an unforgettable trip to Los Angeles.

Sign up today



UNITED



A STAR ALLIANCE MEMBER



New nonstop 787 Dreamliner service from Melbourne to Los Angeles beginning October 28, 2014

15 Europe Savings



WINDSTAR CRUISES

Click here

Travel Daily

First with the news

Thursday 16th October 2014

2015 EUROPE EARLYBIRD DEALS



from **\$1,491** RETURN

Fares are available in Economy and Business Class
Check Fare Grids for Details

Sydney's celebration

THE Sydney Travel & Tourism Christmas Charity Lunch will take place at the Four Seasons Hotel on 10 Dec, organised by SKAL International Sydney.

Club president Diane Butler from Tourism Ireland has extended an invitation to all travel and tourism personnel to attend, with the hope of raising at least \$10,000 for gene research at Westmead Children's Hospital.

"We decided Sydney needed its own travel and tourism get-together at Christmas," she said.

There will be some fabulous raffle prizes and silent auction items, with airlines, travel agents, managers, wholesalers and tourism groups encouraged to use the lunch as a way of thanking their clients and staff.

The lunch is supported by the Four Seasons, sponsored by Chrysler and AV Partners, and costs \$109pp including 3 courses and all drinks - or \$999 for a table of ten - more info 0418 489 949.

Sabre Pacific going strong

SABRE Pacific's Singapore-based parent company Abacus has unveiled a range of new products, with the suite aiming to help the travel industry capitalise on the fast-changing technology sector.

About 500 agents from across the Asia-Pacific region attending the Abacus International Conference in Abu Dhabi this week were given a sneak peek at the enhancements which will include the regional roll-out of the Abacus Workspace point of sale platform.

However Australia is already in the vanguard, with Sabre Pacific having already implemented the Sabre Red Workspace which is based on the same framework.

Abacus has decided to adopt the technology because of the modular "Red App" system which makes it easier to enhance.

Sabre Pacific's Australian ceo Jeremy van der Klundert, who took the role five months ago,

told **TD** that a number of the new products are likely to be implemented in the local market.

The suite includes Abacus ContentPlus, a new system which aggregates air, hotel, car, insurance and ground products into the workspace, with full PNR integration.

Launch suppliers include hotel wholesale aggregator MG Group which will channel net rates from up to 25 accommodation content wholesalers, while LCC options will be provided via a partnership with UK-based TravelFusion.

Abacus has also launched a new TravelPlus wholesaler solution, allowing operators to easily create and distribute packages.


This system includes an inbuilt eFlyer creation tool and allows easy web-based distribution of the products through authorised sub-agents managed by the wholesaler.

Also new is Abacus Mobile Connect - a solution which allows individual travel agencies to quickly launch their own customised smartphone app. More from Abacus on **page five**.

Papua New Guinea
A MILLION DIFFERENT JOURNEYS

BECOME A PNG SPECIALIST & WIN A SPOT ON OUR NEXT FAMIL

ENTER NOW >



Wantok Specialist

travel counsellors ⇄

The Monarch butterfly flaps, flutters and flies 2,000 miles across the Pacific Ocean to get to a special place...



When you're a home-based agent with Travel Counsellors you don't need to get in a flap about paying suppliers, developing your business or even buying a laptop.

Because we provide our 1,300 self-employed agents with the very best support, technology, tools and techniques - all at no extra cost.

...no need for you to flap, just get in touch

Discover: www.travelhomeworking.com.au

Email: connect@travelcounsellors.com.au

Confidential chat: 03 9034 7071

With us...it's personal

Sabre Red App Of The Week:

CLIPBOARD

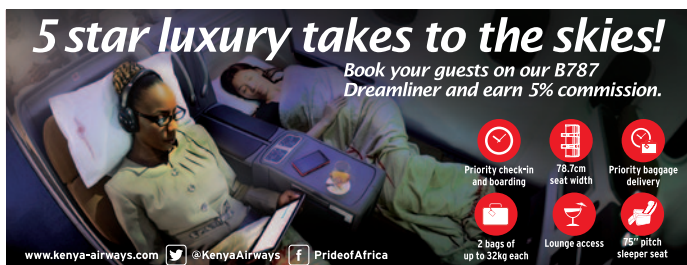
Create customer trip proposals easily and quickly

Try it now! ▶

Sabre
pacific

5 star luxury takes to the skies!

Book your guests on our B787 Dreamliner and earn 5% commission.



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

www.kenya-airways.com @KenyaAirways PrideofAfrica

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!**

Kenya Airways
The Pride of Africa

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 and CX. T&C apply.



What is
jito



Travel Daily

First with the news

Thursday 16th October 2014

BREAKAWAY
International Travel Industry Club

HAWAIIAN AIRLINES

Hawaiian Airlines Industry Rates to USA!
Valid for sales and departures until further notice. Honolulu from **\$299*** pp RETURN plus taxes.

* Conditions Apply. Taxes approx. \$350* - \$425* pp.

CLICK HERE for further details

Take a pal to Peru

NATURAL Focus Safaris has a companion offer to Peru, in which the first person pays \$2673 and the second pays just \$1336 for 8 days-7 nights ex Lima.

The tour takes in Lima, Cusco, Machu Picchu and the Sacred Valley - call 1300 363 302.

IATA launches NDC investment fund

THE International Air Transport Association has announced a new partnership with investment firm Travel Capitalist Ventures which will see the creation of the so-called NDC Innovation Fund.

Money from the fund will be directed "to support innovation in airline distribution using the New Distribution Capability standard".

Operating as a standalone entity, the fund will seek to make investments in small and medium sized firms seeking to develop solutions which support airlines and agents as they leverage the enhanced distribution capabilities enabled by NDC.

IATA ceo Tony Tyler said NDC will modernise the way that airline products are presented through

travel agents.

"It will help promote efficiency and innovation, while supporting consumer demands for personalised travel products and services through travel agent channels," Tyler said.

He added that while IATA has every confidence that existing players will provide tools and applications to manage the extended content available under NDC, the Innovation Fund will "help spark creative solutions even more broadly".

Proposals from companies seeking capital and strategic support to develop applications and services to meet current and future industry distribution needs are now being sought.

Providers of travel content, travel e-commerce sites, travel apps and other technology companies across air, hotel, car, cruise and activities are invited to apply - for more information see www.ndcinnovationfund.com.



Window Seat

A FORMER Cathay Pacific pilot has pleaded guilty to unlawfully entering the secure area of an airport, with a court in Hawaii hearing that he wore his former uniform and ID badge in order to bypass security at Honolulu International Airport.

Joshu Osmansk departed CX in 2012, but apparently hung onto his Cathay Pacific uniform.

He told the court he wore the outfit at HNL "so that I could cut the line and keep my shoes on while going through Honolulu Airport security".

According to *Hawaii News Now*, the hearing followed a long-running investigation by the FBI after a tip-off from a member of the public.

The incident could earn him up to ten years in prison and a fine of up to US\$250,000.

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
1800 726 618
expedia-au@discovertheworld.com.au

Expedia.com.au

IndiGo massive order

INDIAN low-cost carrier IndiGo has inked a Memorandum of Understanding for 250 firm A320neo family aircraft, valued at a list price of US\$25.7 billion.

IndiGo is the subcontinent's largest domestic airline based on market share and has previously placed orders for 100 A320ceo and 180 A320neo units.

"This new order reaffirms IndiGo's commitment to the long-term development of affordable air transportation in India and overseas," president Aditya Ghosh said, enabling the LCC to broaden its reach to new markets.

The first aircraft in the latest MoU is expected in 2018.

WIN a trip to Meet South Africa

CLICK HERE
for more details



South Africa
Inspiring new ways

Economy Class Early Bird Sale



Etihad Airways and airberlin

BOOK BY 31 OCT 14 TRAVEL 01 FEB 15 - 26 SEP 15
ECONOMY CLASS FARES FROM \$*

WARSAW	1,543
OSLO	1,544
HAMBURG	1,708
NUREMBURG	1,999



BOOK NOW!
☎ 1300 734 577

*Terms and conditions apply. Fare levels shown include return Economy Class low season lead-in airfare, fuel and applicable taxes for travel from Melbourne. Fare levels may vary due to currency fluctuations and are subject to availability, flight restrictions and booking confirmation. Black out periods apply. For full terms and conditions visit etihad.com.



Air Tahiti saving ext.

AIR Tahiti Nui has extended the sale and travel period of its \$150 saving on select fares, now valid to 30 Sep if booked by 25 Nov. Return fares start at \$1,220.

New Hilton brand

HILTON Worldwide has announced the launch of a new "lifestyle hotel brand" called Canopy, with 11 properties in the pipeline set to launch in locations including London, Miami, San Diego, Washington and New York. Canopy hotels will be aimed at providing a "uniquely independent, local and guest centred experience that will appeal to today's traveller," Hilton said, with features including a main floor designed to "maximise opportunities for social gathering and vibrant interaction".

Today's issue of TD is coming to you from New Zealand courtesy of Tourism NZ, Air NZ and Virgin Australia which are this week hosting 250 Aussie travel agents on a journey through Middle Earth.

UPON arrival in Auckland, agents were welcomed last night with a special function at Mantells on the Water - before returning to their hotels across the city.

Auckland is pulling out all stops to show its hospitality, with participants staying in properties such as Skycity, Sofitel, Crowne Plaza, Langham, Stamford, Heritage and Rydges.

Today the agents will take part in a series of training seminars, including a visit to the Air NZ Customer Innovation & Collaboration Centre which features the only Boeing 787-9 full cabin interior outside Seattle.

There will also be other sessions on a variety of key NZ tourism options including touring the North and South islands.

Tonight agents head off in all directions, with our itinerary starting off with Christchurch and Canterbury.

Another 'Star Ship' christened



EVERGREEN Tours christened its second 'Star Ship' vessel at a ceremony in Vienna yesterday.

Emerald Star features 72 suites and 20 staterooms along with two solo cabins.

Star commenced operation in May and has so far operated 12 cruises ranging from eight days to 15, carrying over 2,000 guests.

An additional two 'Star Ships' - *Emerald Sun* and *Emerald Dawn* - will join the Evergreen Tours fleet

in 2015, expanding the company's number of ships to four including *Emerald Sky* which debuted in Apr.

The ship was christened by Godmother Joanie Ogg who is a US travel industry veteran, having previously been bestowed with the honour of 'Travel Agent of the Year' and was recently inducted into the CLIA 'Hall of Fame'.

Ogg is pictured with the owner of Scenic Tours, the parent firm of Evergreen Tours, Glen Moroney.

German officials block EY/AB c'share

AIRBERLIN says it will challenge a ruling by Germany's Federal Aviation Office which has refused to authorise codeshare flights between AB & its equity partner Etihad Airways on 34 routes.

The German Transport Ministry said the decision was based on the bilateral agreement between the UAE and Germany.

The carrier said this "shakes the confidence of our passengers," particularly in light of the fact that the same codeshares had been given permission in previous scheduling periods.

About 30 other AB/EY codeshare flights are still in place.



Scotland. Welcome to our life.

Fly Qatar Airways to Scotland, the land that inspired Outlander

Whether your passengers yearn to retrace their ancestral roots, or seek a luxurious experience at one of Scotland's exclusive castle stays, Qatar Airways is the exemplary choice as the only airline flying to Edinburgh with its Boeing 787 Dreamliner. Let Qatar Airways connect your clients to Edinburgh and the legendary Scottish landscapes that lie beyond.

For more information contact your Qatar Airways sales representative or log on and register at qatarairways.com/tradepartners



Pub owner Sheila Condie at Glenelg



TWELVE MONTHS HUNDREDS OF EVENTS
Homecoming Scotland 2014

Today's issue of *TD* is coming to you from Abu Dhabi courtesy of Abacus, which is holding its 2014 International Conference here at the Yas Marina Circuit Events Centre.

ETIHAD chief commercial officer Peter Baumgartner inspired delegates at the Abacus International Conference yesterday as he highlighted the astonishing growth of the airline over the last ten years.

Baumgartner spoke about the new Etihad cabin products such as The Residence and its First Class Suites, which he said were the culmination of seven years of customer-focused development and consultation.

AUH and EY are looking to the future with the planned opening of its new midfield terminal - with capacity for 30 million passengers every year - precisely scheduled for 7.00am on the 17th July 2017.

Another presentation by the Abu Dhabi Tourism and Culture Authority showcased the array of attractions in the emirate, which is aiming to extend the length of stay of visitors.

Aussie agents in Abu Dhabi

THESE Australian travel agents are among the delegates at the Abacus International Conference in Abu Dhabi this week.

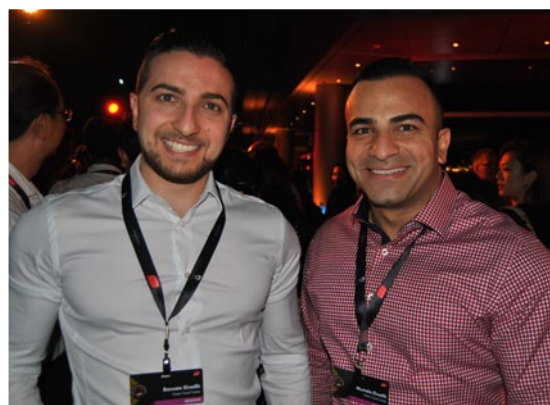
BELOW are Murad and Mirza Juddani from Skiddoo.



And **above** are, Orient Express Travel Group's general manager Australia Quynh Giang with the company's executive general manager, Ari Magoutis.



RIGHT: Proving that it's really a family affair are another pair of brothers, Bassam and Mustafa Elsadik of Orient Travel Centre.



Thursday 16th Oct 2014

UK OTA goes down

BRITISH online travel agency Bookable Holidays has ceased trading, with about 1000 forward bookings affected.

The administrators say that only about 130 of these are covered by its Air Travel Operators Licence (ATOL), with the remainder being accommodation-only bookings which are not covered by the UK consumer protection scheme.

Wi-fi for UA regional

UNITED Airlines will partner with in-flight internet provider Gogo to outfit more than 200 of its United Express regional jets with broadband and personal device streaming entertainment.

The initial rollout will cover Embraer E170 and E175 aircraft as well as Bombardier CRJ-700s, with wi-fi internet installation to be done by the middle of 2015.

In-flight entertainment will allow customers to select from movies and TV shows to view on their personal iOS and Android devices as well as laptop computers, the carrier said.

Early Bird Sale to Europe

Paris: ^{From} 1,496*

London: ^{From} 1,614*

with **FREE**** stopover in Mauritius - up to 2 nights

Sales period: **Now - 31.10.14**

Travel period: **28.01.15 to 30.09.15**

Terms & Conditions:

*Fare is for a return economy trip from Perth, inclusive of taxes, subject to currency fluctuations and exclude service fees. Fare to London - Pricing based on Friday departure ex Perth returning Friday flight ex London Subject to availability and conditions apply. 1st change permitted FOC and subsequent changes permitted at an additional charge in same class. Cancellation fees apply. To find out more, please contact your Travel Agent or Air Mauritius on 1300 332 077.

** Includes accommodation, meals and airport transfers when flights don't connect in Mauritius. Conditions apply.

AIR MAURITIUS



www.airmauritus.com

New world's highest observation deck

THE Burj Khalifa in Dubai has opened a third and now the world's highest observation deck.

Located on the 148th floor, At the Top, Burj Khalifa Sky is 555.7 metres tall - close to 100 metres higher than the previous record holder, the Canton Tower in Guangzhou - and is 24 floors above the structure's other popular observation platform.

Pre-booked tickets to the 'Sky' cost Dh400 (AU\$124) while the walk-up cost is Dh500 (AU\$155).

Another viewing deck also opened at Burj Khalifa yesterday on the 125th floor.

Scenic Seine sights

THE Seine River in France will take centre-stage on Channel 9's *Getaway* travel program for three weeks, airing at 5:30pm on 18 & 25 Oct and 01 Nov.

Host Catriona Rowntree will explore the cultural and historical wonders with Scenic Tours, including the Palace of Versailles and the Somme Battlefields.

Hawaii air lift record

THE Hawaii Tourism Authority (HTA) says it is on track to achieve a record 11.1 million air seats into the US island state in 2014 - up 3.9% on the year prior.

The state tourism organisation predicted the result as air lift from North America, Oceania and parts of Asia continues to increase, despite the loss of seats from Taipei earlier this year.

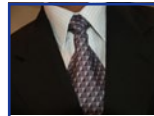
HTA president and ceo Mike McCartney said working with global marketing partners was crucial to ensure Hawaii remains top-of-mind for travellers in the growth regions.

New capacity to Hawaii will be introduced later this year by Air Canada and its leisure offshoot Air Canada rouge, as well as rival Canadian carrier, WestJet.

Handy Accor mobile

ACCOR'S Planet 21 program is offering guests at ibis Singapore on Bencoolen the ability to slash global roaming charges through its 'handy' smartphone.

Available to guests who stay in a Room with Extra Benefits, the device provides unlimited 3G internet, local and international calls inside and outside the hotel, as well as a city guide highlighting Singapore's best attractions, bars, restaurants and activities.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Danial Rochford, formerly head of Whitsundays Marketing & Development Ltd, has taken a new role as CEO of Launceston-based **Rural Alive and Well Tasmania Inc**, a non-profit group delivering suicide prevention and community wellbeing services

Flight Centre has appointed former News Limited travel editor **Brian Crisp** to the position of Editor-In-Chief.

Emma Kearns, formerly Head of Corporate Communications with Jetstar, has returned to **Qantas** as the carrier's Head of Marketing. Taking her place at **Jetstar** is former Qantas Senior Public Affairs Mgr **Luke Enright**.

Brad Wicks, previously with Helloworld's The Cruise Team wholesale arm, has founded a new business called **Ugo Transfers**, said to be Australia's first fully aggregated ground transfer website.

Greg Wilken has been promoted to Global Sales Director for **World Travel Professionals** after almost a decade with the company. Wilken's achievements include being the first Accredited Space Agent anywhere in the world to sell a ticket on Richard Branson's Virgin Galactic.

Tomas Malmberg, Sales Manager with **Insight Vacations** in Qld/Northern NSW and the winner of the Best Supplier Sales Executive at this year's National Travel Industry Awards, is taking his family for a year of travel and adventures in Ecuador, South America. While he is away, his Insight role will be taken by **Samantha Tamba**, who joins The Travel Corporation from Escape Travel Australia Fair on the Gold Coast.

Tina Fisher has been appointed as the new General Manager for **Crowne Plaza Canberra**.

The soon-to-open **Wyndham on William Melbourne Hotel** has named **Kate Costello** as its new Hotel Manager. The 531-apartment high-rise flagship property is located on the corner of William Street and Little Bourke Street. Costello's hospitality career includes a variety of roles for the Carlson Rezidor Hotel Group.

Nothing beats
Creative Holidays

Abu Dhabi

EXPERIENCE ABU DHABI

Fly to Europe
+ stopover in Abu Dhabi
for 3 nights from \$1859*

More details →

FLY FROM AUSTRALIA TO USA AND CONNECT WITH AEROMEXICO TO MEXICO CITY AND BEYOND

- Las Vegas
- Cancun
- Havana
- Madrid
- Shanghai
- Rio de Janeiro
- Buenos Aires

MEXICO'S GLOBAL AIRLINE **AEROMEXICO**

Taiwan
THE HEART OF ASIA
Taiwan Tourism Bureau

Time for Taiwan

NZ regions welcome Aus agents



AGENTS participating in the 2014 Tourism New Zealand mega-famil are spending today training intensely prior to kicking back on one of twelve unique itineraries in all corners of the country.

After being flown over on Virgin Australia and Air New Zealand, the group will learn more about the airlines' alliance and frequent flyer programs, onboard product and Air NZ's newly delivered Boeing 787-9 Dreamliner.

Last night, the agents were welcomed with a party hosted by Tourism New Zealand, capped off by a performance by former

Australian Idol star Stan Walker.

Additional support for the famil is being provided by AAT Kings, Grand Pacific Tours and Tourism Holdings Limited, who will escort groups by coach and motorhome to highlights around the country.

Seventeen regional tourism organisations across the country will also take part in showing off their local attractions to different groups around their regions.

Pictured above with NZ and VA cabin crew from left is Mark Freeman, Virgin Australia; Vicki Park, Air New Zealand and Tony Saunders, Tourism New Zealand.

Awesome Dubai Lego

MORE than 15,000 structures made from 60 million Lego bricks will be dotted around the new LEGOLAND Dubai, which is due to open in the emirate in 2016.

Merlin Entertainments have leaked details of the new park, which will be one of many in the Dubai Parks & Resorts complex.

Forty rides, shows & attractions across six themed Lego lands will feature across the attraction.

Boost to Whitsundays

RECORD passenger numbers have been reported for the first quarter of the 2014/15 financial year at Whitsunday Coast Airport.

Proserpine welcomed more than 72,000 pax during Q1, up 17.6% year-on-year and breaking the previous record set in 2007.

Mexico DFAT warning

DFAT has lowered its warning level for Mexico's Los Cabos and La Paz regions as the clean-up from Hurricane Odile continues.

The official warning level for both regions now matches the country overall, now listed as "Exercise a high degree of caution".

Govt shuns tourism

THE Australian Tourism Export Council has reacted angrily to an apparent spurning of tourism by the Federal Government in its latest competitiveness agenda.

Released yesterday, the outlook fails to acknowledge tourism as a potential catalyst for the growth of national exports and revenues.

ATEC managing director Peter Shelley labelled the industry snub as "extraordinary".

"Export tourism is already our second largest service sector export earner and there is enormous potential to expand this even further given the growing demand from new markets in Asia...it is disappointing we have been overlooked in the Government's Agenda," he said.

LAN/TAM phones OK

PERSONAL electronic devices will soon be permitted to remain on, in flight mode, on LAN Airlines and TAM Airlines through all stages of the flight, LATAM says.

The carrier group will gradually roll out the new allowance across its entire network, starting today on flights operating in Ecuador.

LATAM says it is the first airline group in South America to adopt the policy.

Perks for SFO flyers

MEMBERS of United Airlines' invitation-only Global Services program can now access a new Reception Lobby opened by the airline at San Francisco Airport.

The Lobby, located in Terminal 3, will offer personalised check-in services for pax in United GlobalFirst on long-haul services plus front-of-line security access.

Further, Premier UA MileagePlus members can use a new check-in area offering expedited services including self-serve bag tagging.

BOUTIQUE AUSTRALIA

Presenting unique, boutique experiences from the QT portfolio.

Three nights including breakfast daily and a full day Hunter Valley Gourmet Wine Tour with lunch from \$669pp.

P: 1300 665 470

CLICK FOR MORE OFFERS OR A CUSTOMISABLE FLYER ▶

THE COLLECTION BY Freestyle HOLIDAYS

BOOK BEFORE 31 OCT AND YOUR TRAVEL COMPANION FLIES FREE

Asia
Escorted Small Group Journeys

2015/16 featuring:
VIETNAM, CAMBODIA
THAI, BURMA
BHUTAN, CHINA, HONG KONG
SINGAPORE, MALAYSIA, JAPAN, INDONESIA

NEW Small Group Journey Guide Out Now.
Travel Companion FLIES FREE.
PLUS your chance to JOIN US IN SAIGON!

FIND OUT MORE.

TRAVEL INDOCHINA
Share the Experience

Rail Plus celebrates 2014 Expert Graduates

COMPETING against a class full of smart consultants, Sydney's Chris Wilde knew he would have to give 100% to secure the top spot in Rail Plus 2014 Global Rail Expert program. He did precisely that.

Throughout 10 tough training modules, completed over a 10 week period, Wilde managed to never answer a single question wrong, making the Flight Centre Warringah Mall travel agent a deserving winner of the 2014 Global Rail Expert Dux award.

His prize includes a \$500 gift voucher and a spot on a fantastic family to France and Germany, where he will be accompanied by four other Global Rail Expert graduates.

Just fifty travel agents were invited to take part in this year's Global Rail Expert program, which was sponsored by Malaysia Airlines, French Travel Connection, Monaco Government Tourist and Convention Bureau, German National Tourist Board and stylish Italian rail operator Italo.

The ACT's Jamieson Travel produced two top graduates, with Kirby Saunders and Amanda Howard taking out second and third place respectively. As well as a spot on the European family, the two agents will receive tickets, flights and accommodation to

attend the annual TravelLeague Christmas luncheon in Melbourne in December.

Rail Plus Chief Executive James Dunne says the Class of 2014 was one of the highest-performing groups to ever undertake the course.

"As a result of their dedication and hard work all of our graduates can now offer their customers genuine expertise on global rail products," says Dunne. "That will inevitably result in them enjoying a significant uplift in their sales. Of course none of this would be possible without the assistance of our partner sponsors and on behalf of Rail Plus I thank them sincerely for their support."

All of this year's graduates received a Eurail Global Pass and personalized Rail Expert gifts, which were presented at a series of graduation dinners across the country this month.

"One of the highest-performing groups to ever undertake the course"

our graduates can now offer their customers genuine expertise on global rail products," says Dunne. "That will inevitably result in them enjoying a significant uplift in their sales. Of course none of this would be possible without the assistance

RIGHT: Larry Burrows from Rail Plus with Amylee Deicke, Flight Centre Stockland Cairns.



ABOVE: The Rail Plus team. (L-R): James Dunne, Leah Calder, 2014 Dux Chris Wilde, Nicki Schleibs and Greg McCallum.



ABOVE: Celebrating in Melbourne. Back row from left: Greg McCallum, Rail Plus; Kristopher Heinceslater, Flight Centre South Yarra; Florence Pasquier, Rail Europe and Owen Scully, Flight Centre Bundoora.

Front row: James Dunne, Rail Plus; Kieran Healy, Rail Plus; Naomi Cooper, Student Flights Highpoint; with Ingrid Kocijan and Leah Calder from Rail Plus.



ABOVE: South Australia's Global Rail Experts. Clockwise (L-R): Kirsty Meadows, Flight Centre Halletts Cove; Michael Whyment, Flight Centre Unley; Calliope Zacharoyannis, Phil Hoffmann Travel; Phil Hoffmann Travel; Nigel Rodighiero, Rail Plus; Kendall Page, Phil Hoffmann Travel; Paige Heywood, Flight Centre Churchill Centre and Rachel Footner Flight Centre Blackwood.

BELOW: A class act - NSW and ACT graduates. From left are: Alex Cooper, Travel Associates; Amanda Howard, Jamison Travel; Kirby Saunders, Jamison Travel; Chris Wilde, Flight Centre Warringah Mall and Sarah Gaunt helloword Camden.



ABOVE: This year's much valued sponsors (from left) Camilla MacInnes, French Travel Connection; Ingrid Kocijan, Rail Europe; Chris Wilde, 2014 Dux; Kristina Kiss, Malaysia Airlines; Lea Granado, French Travel Connection and Svetlana Monastyrsky, German Tourist Office.



Travel tech ecosystem

INDUSTRY technology giant Amadeus has outlined long-term plans to unlock new revenue streams for airlines through the development of a “traveller centric global travel ecosystem”.

The company said its motivation behind the system was due to the increasingly varied range of tech channels available to travellers.

On top of \$50 billion annually in ancillary revenue, Amadeus said its research showed a further \$53 billion was possible through an omni-channel strategy to fully harness all ancillary sales by 2020.

Innovations in travel technology and industry collaboration could also develop ways to capitalise on a further \$77 billion in new opportunities in the same period.

Open, intelligent and dynamic systems would be key, it added.

A350 XWB ETOPS tick

AIRBUS is claiming the title of being the aircraft manufacturer “flying the most efficient twin-engine routings” following certification by EASA for its new A350 XWB to operate 370min for ETOPS (Extended range Twin engine Operations).

The A350 XWB is the first new aircraft type to receive such a level of ETOPS approval from the European Aviation Safety Agency prior to entry into service.

An ETOPS of 370mins means the aircraft is capable of a diversion distance of a previously unheard of 2,500nm based on one-engine inoperative speed under standard atmospheric conditions.

A&K back to Egypt

A SPECIAL offer on an eight-day Glimpse of Egypt private itinerary has been launched to kick start luxury tour operator Abercrombie & Kent’s return to Egypt.

Until 31 Dec, the tour is priced at \$3,830ppts (a saving of \$830) and \$5,320 for singles (a discount of \$1,460) - phone 1300 590 317.



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 17th Oct to: avalonwaterways@traveldaily.com.au

In 25 words or less finish this sentence: Avalon
Choice is better for my clients because...

Hint: see pages 16, 17, 18 and 19 of the 2015 Avalon Waterways River Cruises brochure



Looking for a 6 month contract to promote tourism to Rabaul, PNG?

GTI Tourism is recruiting!

**Sales & Marketing Project Manager
6 month contract - PNG Tourism**

Your role will be to develop a sales & marketing strategy and plan for promoting the CNS/RAB (Cairns/Rabaul) flight route and wider East New Britain region of Papua New Guinea to Australian audiences. Working with key tourism industry and government stakeholders you will lay the foundation for a 3-year program.

More information and to apply:
www.seek.com.au/Job/27407202



Please apply via Seek by
Sunday 19th October.

Nikko into Thailand

JAPANESE hotelier Nikko Hotels International has announced its first property in Thailand is under construction and due to open its doors in 2017.

The luxurious Nikko Bangkok will be located in the Thai capital’s ‘Japan Town’ and feature 300 rooms, Japanese and all-day dining restaurants, a fitness club, meeting rooms and rooftop pool.

CZ traffic on the rise

CHINA Southern Airlines has reported a 9.3% year-on-year spike in passenger traffic in Sep, with international numbers jumping more than 17% and domestic patronage up 8.6%. CZ’s flight load factor was 79%.

Stoner exiting politics

DEPUTY Premier of NSW and state Nationals Leader Andrew Stoner has confirmed he will not contest next year’s state election, instead choosing to focus more on his family life.

Stoner, who is also the NSW Minister for Tourism will remain in Cabinet with his existing portfolio, which also includes Investment, Regional Infrastructure, Major Events, Small Business and North Coast.

Heritage newcomer

THE 102-room Devon Hotel in New Plymouth, New Zealand will be incorporated into the Heritage Hotel Management portfolio from 01 Dec, the group’s 22nd hotel.

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

Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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.

Publisher/Managing Editor: Bruce Piper **Editor:** Guy Dundas **Assistant Editor:** Matt Lennon
Contributors: Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** info@traveldaily.com.au
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of the Travel Daily group of publications.





WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

PASSIONATE ABOUT SAILING CRUISE OPERATIONS MANAGER SYDNEY – TBA

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

UPCOMING CORPORATE SALES ROLES BUSINESS DEVELOPMENT EXECUTIVES MELBOURNE – SALARY DEP ON EXP / ROLE

With corporate travel sector still coming we have a number of corporate sales roles becoming available in Melbourne. From boutique agencies to global TMC's we are sure to have an upcoming role that interests you. If you excel in identifying and securing new SME business through proactive sales activity and developing strong relationships, apply to AA Appointments today to register your interest for new Business Development roles in Melbourne.

AIRLINE REPRESENTATIVE AIRLINE SALES EXECUTIVE MELBOURNE – SALARY PACKAGE TO \$70K

Working for this international airline, you will be responsible for generating new business and developing existing clients. Using your exceptional sales and business development skills, overall knowledge and experience, together with your relationship building abilities, will ensure your success in this role. Take your sales experience to new heights and join this award winning airline today.

STEP UP THE CAREER LADDER CORPORATE TRAVEL TEAM LEADER PERTH – SALARY PACKAGE TO \$74K

Are you currently working as an Assistant Manager and looking to step up the career ladder? This Global Travel Management Company is seeking a hands on corporate travel professional with leadership experience to supervise an established team of consultants. With limited opportunity to progress your career in Perth, you can not pass up this rare Team Leader position. Lucrative salary package on offer.

RARE OPERATIONS ROLE SENIOR OPERATIONS MANAGER SYD – EXEC SALARY PACKAGE \$100K ++

These roles are far and few between these days. You will be required to lead and develop your team of leaders, managers and supervisor to exceed service levels within this call centre environment. We are looking for someone who has worked in a true call centre environment leading a large team. You will need to be organized with strong problem solving skills with strong project management skills. Executive travel package is on offer, interviews commencing now.

AWARD WINNING TMC CORPORATE TRAVEL OPERATIONS MANAGER PERTH – SALARY PACKAGE TO \$100K

Our client, a leading and award winning Travel Management Company require a strong Operations Manager with solid people management experience, preferably in a corporate travel environment. You will be responsible for providing leadership and direction to your team of consultants, driving, developing and managing the team to achieve results & service levels. Join this award winning National TMC today.

TARGETING THE SME MARKET BUSINESS DEVELOPMENT EXECUTIVE PERTH – SALARY POTENTIAL \$60K - \$80K+

Continuously seeing growth in their corporate travel arm, this global travel company is seeking motivated business development managers to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company that can offer ongoing career advancement and progression.

A FINANCE ROLE WORTH LOOKING AT FINANCE MANGER AUS & NZ SYDNEY - SALARY PACKAGE \$100K ++

If you work in Finance this is a role worth applying for. Having been in operation for more than 50 years, a well-known tourism organisation throughout the World, we are searching for a skilled senior finance executive to manage this company's finance operation throughout Australia and NZ. You will have people management skills and at least 5 years in a senior role. Great salary and benefits, send your CV and detailed cover letter to AA today.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

EMAIL YOUR CV TO: executive@aaappointments.com.au

NSW & ACT: 02 9231 2825 VIC, WA & SA: 03 9670 2577 QLD: 07 3229 9600

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com/aus



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

Home Based Travel Consultant

Brisbane, Comm only, Ref: 1368HB1

A fantastic opportunity to step out of the office and effectively run your own travel business from home. Using your extensive worldwide destination and product knowledge you will now be able work autonomously from home, taking back your work life balance! This commission only based role will see that you are now justly rewarded, monetarily, for your hard work. Own client base & GDS experience required! A terrific step into the next phase of your travel career.

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

Wholesale Reservation Consultant

Sydney CBD, \$Competitive, Ref: 4840SZ1

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

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

Africa Travel Specialist

Melbourne, \$50k + Incentives, Ref: 0998KF1

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

For further 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.

Senior Travel Consultant

Katherine N.T. \$50K + Bonus, Ref: 1366PS1

A rare opportunity to join a well established independent agency with an abundance of clients just waiting to book. This reputable travel agency are expanding due to demand so now is your time to bag yourself a high base salary and a 9-5 role! If you are a senior generalist consultant with extensive worldwide destination and product knowledge who is able to work autonomously within a small team environment then we need to hear from you now! Strong fares & GDS experience required.

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

Travel Consultant

Eastern Sydney, \$35-45K + Super, Ref: 1333MB1

Join a great team and earn plenty incentives with this rapidly growing travel agency in Sydney's East. We have a fantastic opportunity for experienced Travel Consultants with at least 2 years' experience in a similar Travel Consulting 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 packages. Ideally you will have working GDS experience and love hitting sales targets.

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

Freelance Retail Travel Consultant

Melbourne, \$Competitive, Ref: 1195MD1

A stylish, modern office in St Kilda is looking for experienced freelance travel consultants with a strong client base to step into this role. Successful Candidates will be rewarded with a stellar location, generous percentage, flexible hours, access to private meeting rooms and a diner! Own client base with strong following, self motivated, solid GDS and exceptional customer service skills is a must. If you are tired at staring at the same four walls every day please apply!

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

Adventure Wholesale Specialist

Perth, \$40-45K, Ref: 1359LB1

This niche travel specialist is looking for an international travel consultant who ideally has 2 years front line travel industry experience. Bring your exceptional customer service & product knowledge to this amazing role! You would be organising exceptional tailor-made trips of a life time! If you are the go to person when working on specialty areas right now, then this is your rare chance to join a well respected company and utilise your experience further!

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch