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# Travel Daily

First with the news

Monday 20th October 2014

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## VIP buyers for industry expo

**ORGANISERS** of next year's Travel Industry Exhibition have announced the launch of a VIP Buyer Program during the show which will allow exhibitors to arrange pre-scheduled appointments with key buyers.

Corporate travel planners as well as professional consultants from small and large agencies will be selected to be part of the VIP program, attending as guests of the exhibition including complimentary travel and accommodation.

The initiative is expected to significantly lift visitor engagement with the show which took place for the first time earlier this year (**TD** 18 Jul).

"We understand the need for face-to-face meetings and the opportunity to sit down with buyers to be able to demonstrate your products and services," said

event director Pascal Ibrahim.

"Our VIP buyer program is developed for just that, to create the environment for buyers and exhibitors to sit down one-to-one and explore real business opportunities," he said.

The two day show will take place in Sydney on Thu 16 and Fri 17 Jul 2015, in the lead-up to the 2015 National Travel Industry Awards the following night.

The VIP buyer program will include access to special social events as well as one on one meetings with key suppliers.

Applications for exhibitors to take advantage of the new hosted buyer program open today - more info on 02 9556 8854.

## Rail Plus departure

**GREG** McCallum, long-time head of sales and marketing for rail wholesaler Rail Plus, has left the company.

CEO James Dunne said the move followed a review which had identified some overlap of responsibilities within the firm's sales & marketing division, with McCallum's role made redundant.

## Today's issue of TD

*Travel Daily* today has eight pages of news & photos, plus full pages from:

- AA Appointments jobs
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## FC promotes Stanley

**FORMER** Stella Travel chief Keith Stanley has been internally promoted within Flight Centre to Head of Customer Experience.

The move is part of a revamp of the group's marketing team, which also sees Darren Wright return to FC from Scoot Airlines as Head of Brand and Marketing.

Other new roles include Brian Crisp as Editor in Chief (**TD** Thu) and Luke Wheatley who heads up the newly formed Creative Studio.

## No appeal for Helloworld

**THE** High Court of Australia has rejected an application for special leave to appeal from Helloworld Limited relating to the GST claim ruling against the firm handed down by the Full Federal Court earlier this year (**TD** 28 Mar).

The case has already cost Helloworld as much as \$2 million, and now that there will be no appeal there's also a yet-to-be-determined amount relating to interest, court costs and any penalties which may be applied.

The company has also been required to pay GST that had been withheld during the progress of the claim.

Helloworld had earlier advised of its intention to appeal the decision (**TD** 22 Apr) which was connected to the operations of the inbound business ATS Pacific

Pty Ltd which was sold to the AOT Group just over a year ago.

Helloworld said there was no material, ongoing impact given that it no longer operates the inbound travel business,

The refusal of the application means the matter is now concluded, the company said in a statement late on Fri, "subject to the final determination of interest, costs and penalties".

## WTF! delayed again

**WOTIF** Group this morning advised that the New Zealand Commerce Commission has deferred its decision date on the company's takeover by Expedia, with a ruling previously expected tomorrow.

NZCC approval of the deal is the final hurdle for the takeover, with Wotif saying it will provide another revised timetable for the deal once the NZCC gives a "further update on its process".

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## Whitsundays event

**THE** date for the second Whitsundays Tourism Exchange which connects local tourism operators with domestic and int'l travel companies has today been confirmed for 18 Feb.

Call (07) 4948 5900 for details.

## Red Gum plans egm

**RED** Gum Resources, the WA mining explorer set to relaunch as the Australian Travel Group, has issued a formal notice of an Extraordinary General Meeting to approve the acquisition of Holiday Planet, Asia Escape Holidays and Motive Travel.

At the meeting, planned for 27 Nov, shareholders will be asked to approve a capital raising for at least \$3 million to fund the acquisitions, as well as voting on the proposed name change.

The meeting notice includes an independent expert's report on the deals which concludes that they are fair and reasonable.

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# Travel Daily

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## Tigerair's \$21.43m Singapore sting

**THE** \$1 sale of the remaining 40% of Tigerair Australia to Virgin Australia (**TD** Fri) will see Tigerair Singapore incur a net loss of more than \$60 million.

A statement issued on Fri by the Singapore parent firm said this included writing off a shareholder loan as well as a potential loss from taking over new aircraft deliveries from Tiger Australia.

Tigerair said the Australian offshoot has been in an operating loss position for the last seven years, and divesting itself of the stake would allow resources to be used towards a turnaround plan.

Tigerair Singapore will continue

to derive income from the Australian business via a brand license agreement and a website and merchant services deal to be entered into as part of the sale.

For the six months to 30 Sep, Tigerair Singapore's share of the Australian carrier's losses amounted to S\$21.43 million, meaning Tigerair Australia lost \$53m during the period - or more than \$2 million a week overall.

In response, the carrier's largest shareholder Singapore Airlines Limited has converted perpetual securities into shares, increasing its stake to 55% and effectively making Tigerair an SIA subsidiary.

## Australian trekkers missing in Himalayas

**RESCUE** efforts are continuing in Nepal for mountain climbers trapped by snowstorms and avalanches which have already accounted for 40 fatalities.

According to the *Sydney Morning Herald* & citing the Department of Foreign Affairs, no Australians are believed to be among the dead however contact efforts in the area have been unsuccessful.

DFAT said a number of Aussies had already been rescued.

The toll from the 14 Oct blizzard at Thorong La on the Annapurna Circuit in Nepal currently stands at 40, with over 500 rescued.



## Window Seat

**LAS** Vegas has added to its haul of Guinness World Records after an Irish bar on the Strip broke the record for the longest continuous run of live musical entertainment.

Previously at 15 days, the bar started playing music back on 01 Oct and lined up enough bands and artists to keep the show going until last Thu, 16 days after it began.

The title of 'Longest Concert by Multiple Artists' now resides at the bar, with bands flying in from across the country and even from as far as Ireland to take part in the record attempt.

In order to break the record, rules of no more than a 25-sec break between songs and a five minute break between sets was adhered to throughout.

**HAWAIIAN** Airlines spared no expense in acclimatising former NRL star Jarryd Hayne to the life of an NFL superstar, flying him to LAX yesterday, with flower lei and mai tai in hand - see **page 8**.



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# Singapore arrivals buoyant

**THE** Annual Report on Tourism Statistics for 2013 released by the Singapore Tourism Board shows the number of Australian visitors continue to climb, despite the city being de-linked as Qantas' European hub in favour of Dubai in late Mar last year.

Overall visitor arrivals jumped 7.4% to 15.5 million in 2013 compared to the corresponding calendar year, with Australia confirmed as Singapore's fourth largest source market (the same position as 2012), registering 1.13 million arrivals.

Singapore's highest growth market was Hong Kong (14.3%), followed by China (11.6%), Japan (10%), Indonesia (8.9%) and then Australia (7.1%).

Visitor days increased 5.6% to hit 54.2 million days, however the average length of stay dipped 1.7% to 3.48 days, whereas the Aussie average length of stay was 2.96 days - up 3.8%.

According to the report, one-quarter of arrivals to Singapore from Australia are 'under one day' (transits) and 'one-day' visits represent one-fifth of entries.

Tourism receipts improved marginally, rising 1.7% year-on-year to SGD\$23.5 billion with Aussies spending just over SGD\$1

billion over the 12 months.

Australian travellers were Singapore's fifth largest shopping market, spending SGD\$157 million - up just 0.3 percent.

Forty percent of visitors from Australia travelled to the city for a holiday, 8% were VFR (visiting friends & family) and 7% were in Singapore for business purposes.

More than 60% were repeat travellers - the leading long-haul market for returning visitors.

Orchard Road maintained its place as the most visited free-access attraction, while Gardens by the Bay quickly rose to be one of the most frequented sites in the Lion City, with its visitor tally jumping from 5 million in 2013 to 12 million last year.

Airline seat capacity operating from Australia accounted for nearly 1/10th of Singapore's total arrivals, with flights operated by British Airways, Emirates, Etihad Airways, Jetstar Asia, Jetstar Airways, Qantas, Scoot, Singapore Airlines, SilkAir and Tiger Airways.

As at 01 Jan 2014, weekly scheduled flights from Australia had dropped 7% from 74,100 to 68,900 seats.

The number of Aussies arriving by sea to Singapore spiked 9.5% to 50,735.

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## New QF PER lounge

**QANTAS** has today begun construction of its new Domestic Business Lounge at Perth Airport ahead of the airline's relocation to a dedicated QF precinct.

The new facility will provide convenient access to Terminals 3 & 4, where the QF Group will soon have exclusive use of domestic and regional services.

Capacity at the new lounge will be in excess of 350 customers with a number of "new food and beverage initiatives" to debut.

## SYD int'l traffic down

**SYDNEY** Airport has reported a 1.2% slide in international traffic for the month of Sep compared to the corresponding month last year, with numbers falling around 13,000 movements.

The China market saw the largest growth spike, up 11.4% to rank as the top long-haul market, while the number of Kiwis' flying into Sydney fell 0.8%.

Domestic passenger traffic rose 2% year-on-year to 2.13 million.

**Travel Daily**  
on location in  
**New Zealand**

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.

**THE** Tiki group taking part in this year's Tourism NZ Mega Famil is in Queenstown today for an action-packed final morning.

It's been a busy weekend, with our team taking part in a range of local activities around Wanaka hosted by Ridgeline Adventures, Eco Wanaka Adventures and Wanaka River Journeys.

We also visited Cromwell, renowned as the stone fruit capital of the world, en route to Queenstown where the day was completed in style when Real Journeys took us on the iconic *TSS Earnslaw* across Lake Wakatipu to Walter Peak for a delicious dinner as well as an entertaining sheep show.

Our NZ experience will be completed this morning with an exhilarating Shotover Jet ride and then we head home on our Virgin Australia/Air NZ flights. Can't wait until next year!

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Today's issue of *Travel Daily* is coming to you from Salzburg, courtesy of the Austrian National Tourist Office (ANTO).

**MORE** than 20 Australian travel agents are in Salzburg this week for the second Austria. Destination Summit, joined by 38 top selling American consultants. Spearheaded by ANTO's Aussie director Astrid Mulholland-Licht, the summit aims to promote discussion between suppliers & consultants, to boost agent's confidence of selling Austria.

**TD** joined more than 60 agents' at a welcome reception in Salzburg overnight at the foot of the Hohensalzburg Fortress (pictured), before official proceedings kick off tomorrow.

Billed as the largest fully preserved fortress in central Europe, it is accessed by a funicular railway and offers bird's eye views of the city.

Agents were also introduced to traditional Austrian fare at the Stiegl Keller where they sampled hearty culinary delights and gained first hand knowledge of Salzburg's 500-year-old beer culture. Delish!

More from Austria tomorrow.

## Salzburg sets sights on Aus

**THE** head of Salzburg Tourism has identified Australia as a key growth market but signalled that more potential is yet to be unlocked.

Salzburg has seen a steady rise in the number of Australian travellers, with visitor numbers last year topping 50,000 following a 3-5% year-on-year increase.

Domestic travel continues to dominate the market followed by German travellers and US visitors, but Tourism Salzburg md Herbert Brugger described Australia as a "key growth market" for the region.

"Aussie numbers have been growing steady for several years now, and while they have stagnated for 2014, we expect the trend to continue," he told **TD**.

While Aussies only account for 2% of Salzburg's 2.5 million annual visitors, Australia is currently the 10th largest market behind North America, Japan and Europe as a whole.

It is also one of the stronger performers in terms of value, with Aussies spending up big on luxury product, according to ANTO Australia director Astrid Mulholland-Licht.

Brugger told **TD** the Australian visitor numbers were "pleasing", adding that more younger

Aussies are making the journey to Salzburg and cultural tourism is "really taking off".

But he conceded that there was room for improvement to bring more Australians to the table.

"Our biggest challenge is to educate Australians about our story and make them come to Salzburg.

"We need to be in their mindset when they are planning a European holiday and we need to get the word out there that we have much to offer in terms of culture, music and history – and everything is within walking distance," he said.

Brugger appealed to the trade to offer Salzburg as a destination for clients considering a European holiday, insisting its agreeable climate and rich history would not disappoint.

"We are close to major centres, we have one of the richest musical and cultural scenes in Europe and our tourism industry is over 100 years old, so our facilities and service are in great shape," the tourism chief added.

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**ABOVE:** Some of the Australian contingent at Hohensalzburg Fortress include from left, Donna Kranas, Savenio; Karen Plunkett, RACT Travel Hobart and Vitina Mazzarino, Global Int'l Travel.

**CANDICE** Holt, Toorak Village Travel & Cruise Australia and Casey Anderson from Hawthorn Travel & Cruise.



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## CX US\$260,000 fine

CATHAY Pacific has been hit with a US\$260,000 civil penalty by the US Dept of Transportation for failing to display taxes & fees in an advertised airfare in May.

## italktravel expansion continues



**INDEPENDENT** Travel Group remains steadily on track to reach 100 stores nationally for its retail brand italktravel by the end of 2015, with three new offices now open and a further four close to launching in NSW and Victoria, the company said today.

The three new italktravel branded agencies are located in Doncaster, Glen Waverley and

Fountain Gate.

"The italktravel brand has now been in the market for just six months and is receiving fantastic take up," ITG ceo Tom Manwaring commented.

"We will be launching more new exciting marketing and product developments at the ITG Business Forum in Hawaii mid Nov."

**Pictured** celebrating the recent opening of the italktravel Glynde in South Australia (formerly Jetset Glynde) from left are Rick Pirone, Mark Carosi, Jonathan Nelson, ITG national sales mgr & John Longo.

Rick, Mark and John are all co-owners of italktravel Glynde.

## New EK EMD policy

**EMIRATES** has released a new policy for EMD (Electronic miscellaneous documents) saying that agents should switch from using vMPDs and vMCO to EMDs as soon as possible.

After 31 Oct, the continued use of vMPD/vMCO by agents "will attract a charge from IATA which must be recovered from the issuing travel agents".

EK has enabled a range of services to be serviced by EMD through the various GDS, and for other items specified text must be used in the MISC EMD ENDORSEMENT field otherwise the EMD will be rejected.

For Arabian Adventures Dubai Stopover packages, agents must pay for these via EMD within 72 hours of booking and call the EK contact centre on 1300 880 599 to advise of the EMD number so the payment can be processed. See [emiratesagents.com/au](http://emiratesagents.com/au).

## Extra time for Reef Casino shareholders

**THE** Aquis Group has pushed back its deadline for acceptances of the proposed takeover of the Reef Casino Trust in Cairns to provide additional time for two outstanding conditions.

To date, Aquis has received acceptances for more than 81% of the units in Reef Casino and has received regulatory approvals from the ACCC and Foreign Investment Board.

Aquis boss Tony Fung told Reef Casino Trust shareholders on Fri the takeover offer has made "significant progress towards completion", but still requires a green light from the Queensland gaming authority as well as meeting a 90% minimum acceptance condition.

Fung said the new closing date for the Aquis offer of 28 Nov will "allow more time to satisfy these two conditions".

## Kakadu walks too hot

"**EXCESSIVE** heat" on a number of popular walking tracks within Kakadu National Park has seen park officials close off trails until next year, the aim being to prevent walkers from becoming dehydrated & needing evacuation.

Tracks affected include the 12km Barrk Sandstone Bushwalk and 6km Barrk Marlam walk that leads to Jim Jim Falls, where it is common for temperatures to exceed 40 degrees and there is limited access to drinking water.

"With the temperature rising & the build-up setting in, we have to temporarily close some of our more strenuous walks because of the heat risk," Kakadu visitor services manager Tracey Diddams told the **NT News** last week.

## Win tickets to RUPERT

Every day this week, **Travel Daily** is giving readers the chance to win a double pass to see David Williamson's RUPERT at the Theatre Royal in Sydney.

RUPERT is an unconventional, revue-style exposition of the life and times of Keith Rupert Murdoch - the most powerful media magnate in modern history. Watch as Rupert tap dances his way to the top. But what happens when the man behind the news becomes the news?

For your chance to win, simply be the first person to email the correct answer to the question below to:

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



Which media mogul is the play RUPERT about?

## Hunter virus concern

**TRAVELVAX** Australia is advising of the spread of the Ross River virus in the Hunter Valley, with the number of cases reported up nearly 40% this year to 152 confirmed cases.

Visitors to the region are urged to cover up before dawn & after dusk to avoid mosquito bites.

## CTC names new ceo

**PRESIDENT** and ceo of the Tourism Industry Association of Canada David Goldstein has been named as the new president and ceo of the Canadian Tourism Commission, effective 01 Jan.

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## AB/EY Germany veto

**THE** German Government has suspended a decision to block Etihad Airways from selling seats on airberlin flights (TD Fri), initially for its winter schedule.

# No reason for Ebola panic

**KENYA** Tourism Federation (KTF) security spokesman Mike Kirkland has urged Australians not to cancel plans to visit the country due to the Ebola outbreak, saying the danger is misunderstood.

Kirkland said panic about the disease, fuelled by mainstream media, has caused a number of Aussie travellers to over-react by taking their holidays elsewhere.

"There is no west to east traffic in Africa as people would not only have to travel 5,350kms with no major roads but would also have to cross a war zone. Also, there are no flights from West Africa to East Africa," Kirkland added.

The KTF spokesman said that unlike Liberia or Sierra Leone, Kenya was home to world class medical facilities, with passengers who have recently been in West Africa currently being screened for any symptoms on arrival.

Kirkland compared Ebola to the AIDS paranoia of the 1980s, saying in that case, people were just as ill-informed as now.

Ebola can only be potentially contracted if a person comes into direct contact with the bodily fluids of a symptomatic sufferer and the disease is not airborne.

## Sri Lanka approvals

**FOREIGN** passport holders now require pre-approval to visit the Northern Province of Sri Lanka, according to the latest update on the country issued by DFAT.

The restriction applies to all travellers, with cases assessed with receipt of a written request to the Ministry of Defence.

See DFAT's page on Sri Lanka for information on how to apply.

## Local the way to go

**BRITISH** carrier bmi Regional has described delays at major UK airports as "farcical", encouraging travellers to consider regional airports for arrivals & departures.

Already at capacity, the carrier says new Ebola screening steps will only exacerbate delays at bag carousels and security lines.

bmi Regional said pax are now realising airports such as Gatwick and Heathrow are too expensive and stressful and are moving their departures to Birmingham, Newcastle and Manchester.

## QF Christmas sale

**QANTAS** has launched a "Luxe Christmas Companion Sale" for bookings of two or more seats in First, Business or Premium Economy class to a selection of global destinations.

Fares are valid for bookings until 29 Oct and include New York Premium Economy from \$3,299, London Business class from \$7,999, Johannesburg business class from \$4,999 and Dallas First from \$10,999 - [qantas.com/agents](http://qantas.com/agents).



### ACCOUNTS ASSISTANT

Corporate/Leisure Travel Agency based in Eastern Suburbs moving to Sydney CBD before Christmas requires a Accounts Assistant 4 days per week. Ideally you will come from a travel agency accounting background with analytical and problem solving skills and demonstrated use of Tramadax is preferred. You will be able to complete tasks in a timely manner and exercise judgement for each task and prioritise your day to meet deadlines.

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## Brochures of the Week

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



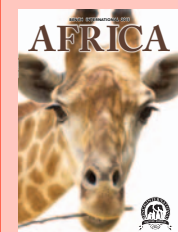
### Tempo Holidays - Latin America 2015

Spread across 52 pages is the latest range of tours, cruises, hotels and suggested itineraries in the Tempo Holidays range for 2015. Countries covered include Brazil, Ecuador, Mexico, Peru, Argentina, Chile, Cuba and more. Guests can visit the Rio Carnival on a five-day itinerary or Machu Picchu either as part of a tour of the region or put their own itinerary together. Now a hallmark of the Tempo Holidays brochures, augmented reality offering interactive content is also part of this guide.



### Wendy Wu Tours - Vietnam 2015

In addition to Vietnam, tours in the latest Indochina guide from Wendy Wu Tours also visit Cambodia, Laos, Myanmar, Borneo, Thailand & Singapore. A highlight of the recently launched guide is a 16-day group tour taking guests off the beaten track into the less visited avenues of Laos and Cambodia, designed for repeat visitors to the region. Cruising options have also been enhanced for the new season, with tours more flexible to depart on dates around cruise itineraries on the Mekong or Halong Bay.



### Bench International - Africa 2015

Three exclusive small group tours to East Africa, South Africa & Oman highlight the new Bench International guide to Africa. All travel windows are catered, with the flagship 'Grand Tour of South Africa' tour available alongside a series of shorter, more compact itineraries taking time-poor guests to Kruger National Park. The tour has been upgraded to offer higher quality accom, more excursions and is limited to 15 pax per departure. Zululand, Cape Town and many other African countries are also featured.



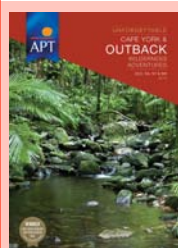
### Freestyle Holidays - Maldives 2015/16

In response to ever-growing demand for the Maldives, Freestyle Holidays has increased its product range in the destination by 30% for the 2015/16 year. The guide is now available to order via TIFS. A massive 38 resorts are featured in the guide, laid out in a new design with larger images. Debuting in the range are the brand new resorts Loama Resort Maldives and Baros Maldives. Itineraries inclusive of airfares can be organised, while land only options with varied meal packages are also available.



### Explore Holidays - Italy 2015

Hitting agency shelves last week, this new guide to Italy features newly developed tours for gastronomy lovers including a 'Slow Food Tuscany and Umbria' guide. Fans of history and culture are also catered for with 'The Vatican Museums and Gardens Tour'. A host of new hotels have also been added to the range in a huge variety of Italian cities. The guide is broken down by region, allowing easy navigation for cities searched.



### APT - Cape York and Outback 2015

Expanded for 2015, the new Cape York season from APT offers a maximum of 20 places on each tour, with pax travelling in custom-built 4WD vehicles. Aimed at showcasing the remote outback in style and comfort, highlights of the season include a Karumba sunset cruise, helicopter flight over Cape Crawford & chances to explore Kakadu National Park. A three-day extension to South Australia has been returned to the range by popular demand, taking pax to border towns of Birdsville and Lake Eyre.





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 24th Oct to:  
[avalonwaterways@traveldaily.com.au](mailto:avalonwaterways@traveldaily.com.au)

Avalon offers many 'themed' river cruises in France including Art & Impressionist, Culinary, Jazz, and Wine Appreciation.

In 25 words or less tell us which you would recommend for your clients and why.

Hint: see pages 26 & 27 of the 2015 Avalon Waterways River Cruises brochure



## QR A350XWB in skies

**QATAR Airways'** has carried out the first test flight of its Airbus A350XWB ahead of it taking delivery of the jet later this year.

The Doha-based carrier is the launch customer of the brand new Airbus model, designed to serve as the major competition to Boeing's 787 *Dreamliner*.

Eighty of the aircraft model are on order to Qatar Airways over two different size variants.

**MEANWHILE**, Airbus says it is planning to cut the production rate of its core A330 model from ten to nine per month next year.

The manufacturer says it will instead turn its attention to the development of the A330neo, which is due to enter service in the latter months of 2017.

## Long LAX lease for QF

**QANTAS** has signed a 20-year lease agreement for a new maintenance hangar capable of housing A380 aircraft at Los Angeles International Airport.

The facility will add to QF's existing presence at LAX, with the carrier's existing hangar due to be demolished in Jan 2016 to make way for dual A380 taxi lanes.

## Robinson's new role

**WYNDHAM** Vacation Resorts ceo Barry Robinson has been promoted to the role of president and managing director south-east APAC for Wyndham Hotel Group.

Taking effect from 01 Jan, Robinson will oversee the group's overall operations in the region.

## Africa deals still valid

**ON THE Go Tours** is reminding the trade its 50% off Africa Safaris deal is still valid for bookings made by 04 Nov for travel until 31 Dec 2015 - phone 1300 855 684.

**Travel Daily**  
First with the news  
Monday 20th Oct 2014

## HA sends Hayne Plane on its way



**HAWAIIAN Airlines** stepped up yesterday to welcome champion Parramatta Eels fullback Jarryd Hayne onboard as he set off on his journey down the NFL road.

The Sydney-based HA team were on hand to see him off with his three travel companions.

Taking off at 9pm last night on the daily HA452 service, Hayne will be in Honolulu for three hours before arriving at LAX at the scheduled time of 9:55pm local time (3:55pm today AEST).

"Hawaiian Airlines is delighted to be supporting Jarryd on his journey. We admire his spirit, courage and determination to pursue his dream," HA said.

Hayne is **pictured** fifth from left with the Hawaiian Airlines team of Ellie Marrero, Gary McCoy, Heather Jeffery, Julie McKinley, James Mitchell, Kathy Mainerd and Andrew Denman.

## Region conf begins

**PORT Stephens** officials have welcomed regional tourism reps nationwide to the four day 2014 Australian Regional Tourism Conference, which began today.

The event will look at new ways to entice travellers to venture outside cities during their holiday.

## EB deadlines looming

**EARLYBIRD** discounts of 10% from The Travel Corporation on USA & Canada itineraries are approaching the sales deadline and remain valid only until next Fri 30 Oct, the company says.

The deals apply to departures in 2015 from Contiki, Trafalgar and Insight Vacations and require full payment to avail the savings.

Contiki has a supplementary Early Payment Discount of 7.5% in market for tours paid by 27 Nov.

## Huge Floriade crowds

**CANBERRA'S** 30-day Floriade festival has reported record crowd numbers for 2014, with 481,854 people through the gates - up 7.3% compared to last year.

The figure was up nearly 10,000 on the next highest result in 2010.

## New Thai skyscraper

**BANGKOK** will soon be home to a new 125-storey skyscraper, with plans for a 260-room luxury hotel and residential options in the plans for the development.

Once complete, the skyscraper will be SE Asia's tallest building and will also offer an observation deck for tourists.

A hotel partner for the project is yet to be finalised.

**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](http://www.traveldaily.com.au).

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### **\*\*JOB OF THE WEEK\*\***

#### **ONSITE CORPORATE TEAM LEADER**

**SYD – EXEC SALARY \$80K ++**

You will need proven leadership skills and have exceptional knowledge of corporate travel to be successful in this new role. Always wanted to work directly for your client? Now is your chance, this global giant are setting up their own travel team in-house, we need an experienced Corporate TL or 2IC who is looking for a new challenge and something very different, great opportunity to steer your career in a new direction, Interviews have commenced.

### **CORPORATE OPERATIONS ROLE**

#### **SENIOR OPERATIONS MANAGER**

**SYD – EXEC SALARY PACKAGE \$100k ++**

Find yourself sitting on the executive team in this senior ops role, lead a team of managers and supervisor to exceed service levels within this call center environment. We are looking for someone who has worked in a true call center 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.

### **FOSTER KEY RELATIONSHIPS**

#### **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.

### **HIGH BASE SALARY PLUS BONUSES ON OFFER HERE**

#### **KEY ACCOUNT/SALES MANAGER**

**SYDNEY – \$100K ++**

You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable.

### **YOUR HUNTING SKILLS WILL WORK HERE**

#### **CORPORATE BDM – SME**

**SYDNEY/MEL/PERTH SALARY PACKAGE \$80k + Bonuses**

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

### **PASSIONATE ABOUT SAILING**

#### **CRUISE OPERATIONS MANAGER**

**SYDNEY – EXEC SALARY PKG**

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

### **THE WORLD OF ONLINE TECHNOLOGY**

#### **PROJECT MANAGER – IMPLEMENTATION SPECIALIST**

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

### **AWARD WINNING TMC**

#### **CORPORATE TEAM LEADER**

**PERTH (CITY CENTRE) - SALARY PACKAGE TO \$80K**

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required

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

## Product Assistant Manager

Gold Coast, \$DOE + Bonus; Ref:1370PS1

Seeking an experienced Product 2IC to join one of Australia's leading travel companies. This is an exciting and varied role, which will involve a combination of both product management, negotiation and contracting. The 2IC Product Manager will seek out new opportunities & negotiate the best possible rates, along with maintaining and developing existing relationships across air, land and cruise. On-going career progression opportunities are on offer with this 9 – 5 Mon – Fri role!

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

## Cruise Consultant

Sydney, \$45 - \$50k, Ref:1155521

Amazing opportunity has come up for a travel consultant with min 2 years experience to get into the cruising market! Selling worldwide ocean liners domestically and internationally, you will possess a high passion for the cruising industry as well as having a strong customer service and sales focus. You'll book airfares, land packages & cruises to amazing worldwide destinations, industry benefits like ship inspection, free overnight cruises are all part of this job!

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

## Corporate Travel Consultant

Melbourne, \$DOE, Ref:1350KF1

Have you got a Corporate Travel background and a strong understanding of a GDS? Can you work to targets and KPI's and offer outstanding customer service to Corporate Clients. Take a step away from retail travel and move into a more challenging world of Corporate Travel Management. Strong GDS and past corporate or extensive retail experience is required. You will be booking airfares and accommodation options, plus land packages, meetings and events requirements.

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.

## Wholesale Travel Consultant

Brisbane, \$40-45K, Ref:1440AW2

Are you an experienced travel consultant ready to step away from face to face consulting and join Wholesale Travel? Our client, an industry leader will welcome you to their modern offices in heart of Brisbane. You will have experience selling Domestic or International travel product and you will use a GDS. You will be motivated and hard working. In return you will enjoy a range of benefits such as free educationals to exotic destinations and career development opportunities.

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

## Travel Sales Manager

Sydney, Circa \$50K, Ref:1373MB1

A leading European Travel Wholesaler is looking for a Sales Manager to help promote their niche product across the NSW travel market. This role is perfect if you have Inside Sales experience or if you are an experienced travel consultant looking for your next career move. Predominantly on the road you will visit clients while also sourcing new business. A golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your travel career.

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

## Travel Sales Representative

Melbourne, \$Fantastic, Ref: 1375MD1

This is THE sought after role in the travel industry! This leading European wholesaler is looking for candidates with sound Inside Sales experience within the travel industry and a proven sales record and has demonstrated experience in working with Travel Agents to expand sales within Victoria. Being an autonomous role we need sales driven people. If you have solid experience as a Travel Agent Sales representative then apply now. This role will not last long.

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.



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