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Travel Daily

First with the news

Tuesday 28th October 2014

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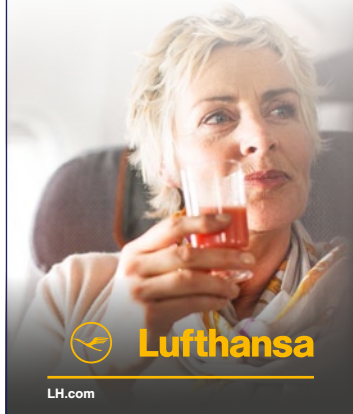
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US group into Australia

TRISH Shepherd, formerly head of the American Express Travel Network in Australia and NZ, will head up the Ensemble Travel Group's new operations here (**TD** breaking news) targeting "top agency groups and independent owners in the region who are forward thinkers and looking for real value for their investment".

The Ensemble Travel Group was founded in 1968 and now has about 850 travel agency members across the US and Canada.

The move into Australasia is its first venture outside of North America, where it has offices in New York, Toronto and Montreal.

Speaking yesterday at the Ensemble annual conference in Palm Springs, California, Shepherd said she was confident that the model will work here.

"When we started to look at the current travel landscape in

Australia and New Zealand, my team and I started to realise the depth of opportunity within that market to create a new type of agent-supplier focused program, which puts the needs of its members at the heart of the relationship," she said.

Ensemble members tend to be stronger and outperform their peers in North America, according to Shepherd, who cited key Ensemble attributes such as transparency, integrity, support programs and buying power.

"We want to bring that same opportunity to Australia/New Zealand," she added.

Ensemble Australia/NZ will begin welcoming new members at the start of 2015.

EK tennis partnership

EMIRATES has announced a new multi-year Grand Slam Partnership with The Australian Open tennis tournament.

The pact includes sponsorship of the five lead-up events across the country during Jan, which will be rebranded as the Emirates Australian Open Series.

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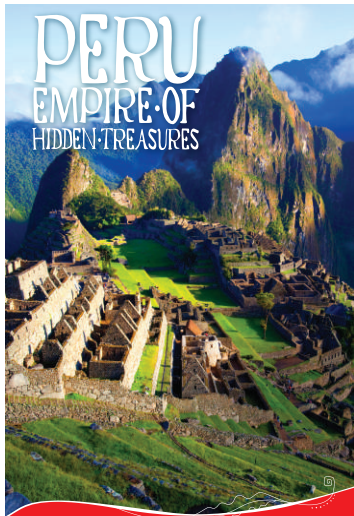
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King abdicates ATEC chair

VETERAN tourism industry icon John King has advised he will be renouncing the chairmanship of the Australian Tourism Export Council effective 10 Dec, *Travel Daily* can exclusively reveal.

King will formally step down from the role at the ATEC Meeting Place industry conference in Sydney, which also coincides with the organisation's annual general meeting on the opening day.

Taking over from King will be well-respected industry figure Denis Pierce, the long-time head of inbound firm ATS Pacific.

Pierce has held the chairman post previously, in 1995/96 when ATEC was known as the Inbound Tourism Organisation of Australia, and resumes the role with King's personal recommendation.

After nine years as chairman, King says now is the right time to be stepping down, with

T.Swizzle for NYC

POP superstar Taylor Swift has been announced as the new Global Welcome Ambassador for NYC & Co's new year-long global campaign 'Welcome to New York'.

export tourism in a better place following "a challenging decade".

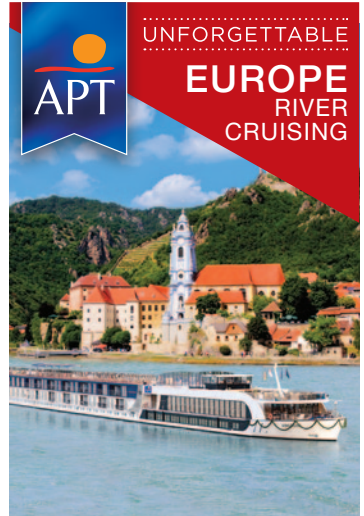
"The policy changes made by the current Federal Government have elevated the role and importance of export tourism as one of its trade and investment priorities, so it is important that through ATEC's leadership the inbound sector is able to maximise this opportunity."

After stepping down, King will remain involved in the industry through other board postings and will devote more time to building greater Indigenous participation in tourism positions.

ATEC managing director Peter Shelley told *Travel Daily* King has been a strong advocate of many issues for many years.

"John King has done a tremendous job not only for ATEC but for the broader tourism sector. During his time at ATEC, he has made a sterling contribution."

Pierce said he was keen to get down to work, extending his relationships with suppliers and distributors and working "to take full advantage of Australia's almost endless tourism potential".



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Juba	AUD 1500*	AUD 5600*

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Solo traveller book

SYDNEY travel agent and singles travel specialist Justine Waddington has published her first book, *The Solo Traveller's Compass - How to Travel Solo But Not Alone*.

The book is a great resource for consultants to offer their clients, with over 200 tips and hints collected by Waddington who is herself an intrepid solo traveller.

It's available for purchase online at www.justinewaddington.com with bulk quantities and custom copies also available.

Club Med Cirque

CLUB Med and Cirque du Soleil have announced a new partnership which will see resort guests enjoy "unique experiential circus activities".

Club Med CREACTIVE by Cirque du Soleil will debut at Club Med Punta Cana in the Dominican Republic in Jun next year, featuring high bungee, aerial silk, flying trapeze, juggling, tightrope and trampoline activities.

The experience will also encompass percussion and dance as well as mask painting, suitable for both adults and children.

Former ETB parent in liquidation

AGENTS Support Services Pty Ltd, the company which until very recently operated travel industry website ETB News, has been placed into administration.

Liquidator Gavin Moss from Vincents Chartered Accountants was appointed to Agents Support Services Pty Ltd last month and it was resolved that the former parent company be wound up.

Previously known as eTravel Blackboard, the business was relaunched as ETB News and taken over by Agents Support Services 18 months ago (*TD* 09 Apr 2013), a company with Jonathan Harris as sole director.

Previously it was owned by a firm called Agents Support Systems Pty Ltd, which was also placed into liquidation last year.

A creditors meeting for Agents Support Services Pty Ltd was held last week but it is unclear how much money is outstanding.

The ETB News website is still operating but is believed to be now under a new parent firm called Travel News Media Pty Ltd, of which Harris is also the sole director and majority shareholder.

Window Seat

TRAVELLERS love to experience unique cuisine, and visitors to South Korea this month are in for a real treat.

Not exactly traditional Korean fare, the local KFC franchise has launched a new "Zinger Double Down King" (**pictured**) which promises to pack in the protein.

Don't worry - it's a low carb meal because it has two pieces of "zinger" fried chicken instead of a bun, wrapped around a meat patty and of course some delicious bacon to top it off.

You'd better hurry - the delicious treat which launched last week is only available for a limited time.



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Air Canada Biz promo

BUSINESS class fares with Air Canada have been slashed by as much as 33% as part of a new short-life companion promotion.

Available until 29 Oct, Business fares from Australia to Vancouver & Toronto are priced from \$4,497 and \$5,897 respectively (excluding taxes) when two people are travelling together.

The Companion Fare sale is valid for travel from 02 Dec and 31 Jan.

SIN Grand Prix deals

EARLYBIRD packages for next year's Singapore Grand Prix have gone on sale through Keith Prowse Travel for 18-20 Sep 2015, following a very successful event this year.

Three night packages including accommodation with breakfast and a Bay Grandstand seat is priced from \$975pp twin share.

Four-night packages which have a pre-race function start from \$1,675pp, with the first 50 clients to book having the chance to win a Singapore Flyer trip.

More info at www.kpt.com.au.

Idol on the Green

GENERAL admission tickets for A Day on the Green featuring Billy Idol on 21 Mar are now available to book priced from \$105.40pp.

Held at Rochford Wines in Vic's Yarra Valley, the event will be Idol's first concert in Australia since 2002.

Concert and Dining packages which include a three-course meal with Rochford wines and reserved seating are \$396pp.

Go to rochfordwines.com.au.

It's Live! debuts in Qld

TOURISM & Events Queensland has launched a new calendar of events designed to inform and guide travellers planning a visit to the state for a scheduled event.

The initiative, dubbed 'It's Live! In Queensland', launched featuring 126 events ranging from sporting contests and showcases of the arts, culture and lifestyle.

Unveiled by Tourism & Events Minister Jann Stuckey, the guide is the product of a \$3.8m Qld Govt investment and is tipped to generate \$380m for state coffers and more than 1.7 million visitor nights.

Events currently featured on the online guide run from Nov 2014 until Oct 2015 and take place across 13 destinations in the state.

See queensland.com/events.

SureSave launches new look

SURESAVE Travel Insurance says it has been working for the last six months on a new logo, tag line and "brand proposition" which has officially debuted today.

The company's gm Michael Callaghan told *Travel Daily* this morning the branding (pictured) brings to mind a 'clothing pocket' or 'map market' which evokes "our ability to be right there with the customer on their travels".

The new brand proposition is 'Help that's designed for travellers' reflecting the World Assistance component of the SureSave product.

Also new from SureSave is a new Agent Console, which is "the culmination of two years of extensive research and planning.

The streamlined system offers a five step process to enable agents to quickly and easily complete the sale of a SureSave policy.

The console also incorporates an "advanced medical screening

JQ carry-on revision

JETSTAR is reducing its carry-on baggage allowance from 10kg to 7kg, with the move effective for flights departing after 25 Nov.

Business class passengers on Jetstar are allowed to bring two items of luggage on board but each must weigh 7kg or less.



World Assistance

solution" which can be used in-store by agents or completed by clients at home or with their medical professional.

SureSave hasn't followed some of its competitors in offering cover for supplier failure at this stage, with Callaghan saying further announcements about the product are expected over the coming weeks and months.

Crowne Plaza room

CROWNE Plaza Hotels has today unveiled a "next generation guest room for the modern business traveller".

The outcome of two years work with leading designers, the "intuitive, cutting edge design" allows guests to move freely between three key areas - a bed, a flexible 'nook' and a streamlined workspace.

The angled bed has a special headboard which dramatically reduces noise levels and helps with better sleep, while the nook area can also be used as a space to hold informal meetings.

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THESE Aussie agents put their dancing skills to the test with a waltz lesson as part of the final stretch of the Austria. Destination Summit last week.

Led by the Austrian National Tourist Office, almost 60 agents from Australia and the US took part in a series of workshops and presentations before continuing on a famil showcasing Austria's countryside.

ANTO Australia director Astrid Mulholland-Licht heralded the summit as a "huge success", and applauded Emirates for again joining as a major partner. She also commended the efforts of almost 38 Austrian suppliers who showcased their products to "improve agents' confidence in

selling Austria".

Mulholland-Licht is pictured above joined by country manager of Emirates for Austria Martin Gross and 21 Australian agents as they celebrated the final evening at the Imperial Palace in Vienna.

Sabre SAA agreement

SABRE has signed a new multi-year technology agreement with South African Airways which will make the carrier's content available in the Sabre GDS.

The renewal gives travel agents and corporations using Sabre continued access to the airline's full range of fares, schedules and availability including fares sold through the carrier's website.

Bali low-cost pricing war

A PRICING war has broken out on the Australia-Bali route, with Jetstar reacting swiftly to offset the threat of competition from newcomer, Indonesia AirAsia Extra (**TD** 15 Oct).

The aggressive response comes as AirAsia confirmed it would launch five weekly services from Denpasar to Melbourne with its new offshoot starting 26 Dec.

As first flagged by **Travel Daily**, Indonesia AirAsia Extra - the long-haul sister airline of Kuala Lumpur based AirAsia X - has handpicked Melbourne as its first route.

"Melbourne has been one of our most successful markets with our current service to Kuala Lumpur and this is an important advancement in our multi-hub strategy," AirAsia X ceo Azran Osman-Rani said yesterday.

"We have a great partnership with Melbourne Airport and have much confidence in the opportunities here," he added speaking in the Victorian capital.

"With Thai AirAsia X already operating into north Asia we have Australia in our sights for further expansion and we all know how popular Bali is with Aussies."

Indonesia's first long-haul low-cost carrier will utilise dual class Airbus A330-200s configured with

12 Business class flat-beds and 365 Economy seats.

Fares for the new airline have gone on sale today, with flights to Bali starting from \$99 in Economy and \$499 at the 'pointy end'.



Not to be undercut, just hours after confirmation of XT's new flights from its Indonesian hub, Jetstar began promoting a 'Bali Sale' with fares priced from \$88 from all its Australian hubs.

JQ's advertising blitz also touts its flight capacity, with the sales campaign promoting that "Jetstar offers the most flights from Australia to Bali".

Jetstar's one-day sale (book by midnight tonight) is valid from Melbourne, Sydney, Brisbane, Perth, Adelaide and Darwin.

The battle for the Bali dollar comes as data from the Bali Govt Tourist Office shows Australian visitor numbers soared 15% in Sep compared to 12 months ago, while year-to-date traffic is up more than 25% year-on-year.

MEANWHILE, Melbourne Airport chief executive Chris Woodruff said the airport was delighted to be Indonesia AirAsia Extra's launch gateway, commenting yesterday the flights would make Bali even more accessible than ever for Victorians.

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Jetstar to Saigon

NEW daily services have been introduced between Ho Chi Minh City and Singapore by Jetstar Pacific, the Jetstar subsidiaries first international service.

UA christens longest 787-9 flight



THE world's longest commercial *Dreamliner* service touched down in Melbourne this morning.

United Airlines flight UA98 from Los Angeles arrived slightly ahead of schedule into MEL at 8:00am after the 12,775km and 15-hr flight journey.

The service is operated by United's state-of-the-art Boeing 787-9 *Dreamliner*, and serves as the Star Alliance carrier's first int'l deployment for the aircraft type.

Initially, UA is operating the new

non-stop Los Angeles-Melbourne service on a six weekly basis but plans to lift frequencies to daily starting 12 Mar.

Melbourne Airport's Instagram account features the **above** image of UA's 787-9 arriving at Tullamarine today.

MEANWHILE, UA will launch a new route between Newark, New Jersey and Newcastle in the UK, with the seasonal Boeing 757 flights to operate over the Northern Summer 2015.

Chatfield to step aside

VIRGIN Australia chairman Neil Chatfield has announced that he plans to retire from the board after more than 7 years as the company's chairman.

Chatfield will remain chair until a suitable replacement has been found, and says he's "committed to supporting the recruitment process".

Alila ambassador

AUSSIE model and former host of the Seven Network's now retired travel program *The Great Outdoors* Laura Csorton has been appointed as brand ambassador for Alila Hotels and Resorts.

Alila manages a collection of luxurious boutique properties in Indonesia, primarily in Bali, as well as India.

EK Budapest launch

EMIRATES has introduced its first services to Hungary with the debut of new daily Airbus A330-200 flights to Budapest.

Executive vice president and chief commercial officer Thierry Antinori said the route will help Hungary's vision to develop closer trade links with the East and act as a "catalyst for further trade and tourism growth".

EK has also opened a Customer Contact Centre in BUD this week.



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

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

If you are game, **register at au.movember.com** (add your company name after your name and choose to join the **Amadeus IT Pacific team**) by the end of October.

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

Get involved as an Amadeus Mo Bro! Click **HERE** to learn more about the program.

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Dubai traffic up 10%

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Win an ISLAND ESCAPE to the PRISTINE NORFOLK ISLAND

This week *Travel Daily*, *Air New Zealand* and *Norfolk Island Tourism* are giving away an idyllic escape to Norfolk Island. The prize includes return airfares to Norfolk Island with Air New Zealand, a three night stay for two people at the Governor's Lodge Resort Hotel, full breakfast daily and car hire.

Less than 3 hours flying from Sydney, Brisbane or Auckland, Norfolk Island boasts a pristine environment with beautiful beaches, a living history in World Heritage Kingston, National Parks and Reserves, exceptional culinary delights and friendly locals.

The subscriber with the most correct entries and the most creative response to the final question will win this prize. Send your answers to: norfolk@traveldaily.com.au

Did you know there is a fun list that details over 101 things to do on Norfolk Island? Name 5.

CLICK HERE for a HINT



Terms & conditions



Quest at MEL Airport

SERVICED apartment operator Quest has opened its newest property as the Quest Melbourne Airport in Tullamarine.

The complex is located approx seven minutes drive from the airport terminals and features 96 apartments configured as studios, one, two and three bed layouts.

FJ joins BSP in China

FIJI Airways has inked a deal with IATA's Billing & Settlement Plan for distribution in China.

The deal will enable the national carrier to be sold through more than 1,600 registered IATA agencies in Greater China.

"Getting the BSP in China is critical to our efforts to penetrate the Chinese market and we will now work with partners on the ground in China to make our presence felt and get more Chinese visitors to Fiji," ceo Stefan Pichler said last Fri.

MEANWHILE, FJ has appointed 16-year industry veteran Wenchi Wang as its new regional general manager for Asia and Robert Rounds as regional general manager for Fiji & Pacific Islands.

\$12.1m investment for William Angliss

VICTORIA'S William Angliss Institute will receive \$12.1m from the state government, which will help it continue to reshape its course offerings for the tourism, hospitality and events industries.

The investment was announced by Nick Wakeling, Minister for Higher Education, with William Angliss Institute ceo Nicholas Hunt saying it will make a major difference for both students and the industries which rely on the expertise of graduates.

The funding will contribute to Access Angliss enabling better eLearning models, as well as allow the institute to "re-align operations as it continues to adapt to a new operating environment".

Dusit Thani into 'Nam

ASIAN hospitality group Dusit International is continuing its foreign expansion, announcing its entry into Vietnam as part of the Cam Ranh Flowers Resort on the country's southern coastline.

Due to open late next year, the newbuild will offer 266 rooms consisting of 117 apartments and 56 residential-style villas available both for purchase or rental.

Dusit's latest announcement follows the group's expansion into Australia with the \$550 million Dusit Thani Brookwater Golf & Spa Resort (*TD* 13 Oct).

DFAT Egypt caution

A STATE of emergency has been declared in the Governorate of North Sinai in Egypt after a car bombing that killed 30 people.

The Department of Foreign Affairs & Trade advises the border crossing at Gaza at Rafa has been closed indefinitely as a result of the terrorist attack.



AFL great and a Friend of Royal Brunei Airlines, Paul Salmon, joined the airline's team at their photobooth stand during the Flight Centre Travel Expo held in

Melbourne last weekend. **Pictured** with Salmon (back) are RBA's Leah Keenan, sales exec, Sue Phillips, sales & marketing and Grant Rigby, sales exec.

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The Walshe Group has recently been appointed to represent NYC and Company in Australia/NZ and as a result we have a fantastic job opportunity to fill.

The role is ideally suited to a marketing-minded individual who will take great pride in being 'the face of New York City' to the travel trade in Australia and NZ.

Key responsibilities will include;

- Coordinate and participate in promotional activities and events;
- Preparation of the annual marketing/activity plan and budget;
- Build strong relationships with stakeholders across the travel industry.

Applicants must possess the following;

- A minimum of 5 years experience in destination/tourist board marketing, or in the travel industry in a sales/marketing role;
- Established relationships with the Australian travel trade;
- Exceptional written and verbal communications skills;
- Creative marketing flair;
- A passion for the five boroughs of New York City;
- A formal qualification in Tourism/Marketing and/or Communications.

Applications including a cover letter and CV should be forwarded via email to applications@walshegroup.com

Applications close Friday 07 November 2014.

Shangri-La expansion

UPSCALE resort operator Shangri-La Hotels & Resorts has signed an MoU for management of its first newbuild 300-room resort in Phnom Penh, Cambodia.

Luxury operators dining in style



MORE than 50 agents met and enjoyed dinner with local reps of a variety of luxury holiday resorts as part of a special networking dinner hosted by COMO Hotels and Resorts in Melbourne.

The dinner, entitled "The Best of the Best", took place at the city's swanky Cumulus Inc restaurant.

Pictured above from left is Tony Knox, Relais & Chateaux; Brenda Nash, Alila Hotels & Resorts; Paris Fotias, Dorchester Collection; Thushara Liyanarachchi, Taj Hotels, Resorts & Palaces; Jonica Paramor, Sunlux Collection; Lynne Ireland, Virgin Limited and Elliott Miller, COMO Hotels and Resorts.

New in the Maldives

TWO new island resorts are set to open over the next year under the management and operation of The Small Maldives Island Co.

Amilla Fushi will debut in Dec this year, followed by beach resort Finolhu later next year.

Overseeing food and beverage at both properties by Australian dining connoisseur Luke Mangan.

Mauritius update

DFAT has reissued its Smarttraveller advice for Mauritius, warning that travellers taking part in water sports should ensure that operators hold a valid permit issued by the Ministry of Tourism, have proper safety equipment and the means to contact the country's coast guard if required in an emergency.

After Hours Corporate Travel Consultant Weekend and Evening Work

We have a new position available for an experienced travel consultant who has thorough knowledge in fares and ticketing. This is a great role which services all enquiries out of business hours. It has great flexibility and is based on a rotational roster. Great for an experienced corporate travel consultant looking to return to work. Must have corporate travel consulting experience to apply.

Afterhours Corporate Consultant Role:

You will make new bookings and service existing bookings. A high level of customer service. Be a problem solver, for last minute issues that arise. Ability to work well under pressure, and a high level of accuracy and attention to detail.

Most importantly you need to have thorough knowledge of at least 1 GDS and be proficient in self ticketing.



To apply for this corporate travel position please email your resume to mena.clark@24x7solutions.com.au



AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

SO, NOT sure what the official protocol is, but over the weekend I visited with a family member and they had put up their Christmas tree.

Is that right? We are two months out and while the Australian retail industry appears to have already fully embraced the concept that Christmas starts in October, I am still not sure if the Christmas tree is actually meant to go up this early.

We are officially under two months away from Christmas Day and I guess if you have made your investment in a tree you want to get full use of it, but seriously, October?

This time of year is always a busy time for the travel industry. Not only are customers finalising their Christmas travel plans and the madness that is the Christmas crush begins at shopping centres across the country, the last minute booking 'oh my gosh I forgot to book something' is upon us. I hope that travel agents across Australia are feeling this momentum that comes every year.

For AFTA this year, something that we have never done before, we are in the game. The ATAS radio advertising blitz has begun with a sweeping campaign that follows on from the consumer agency "Pack Some Peace of Mind" advertising.

The new advertisements hit a range of radio stations based upon some insightful marketing intelligence and we expect that over the month leading into the critical decision making time, we will hit more than one million consumers.

Not bad for a brand new scheme which, by they way, now has over 2200 locations fully accredited and ready to go.

As the year is on a race to New Years Eve, ATAS is stepping out and supporting those that have got onboard and no doubt will reap the rewards of being a part of the industry scheme that will connect with consumers for all the right reasons.

So if you are listening to the "right" radio, keep a keen ear out for the ATAS radio advertisements, they are bound to get people talking.



Pedal Wellington

POSITIVELY Wellington Tourism is promoting the destination as the "coolest little mountain bike capital in the world".

The NZ capital is home to around 350km of mountain bike trails within close proximity to downtown Wellington including the Mt Victoria Trails and the 2-3 day Rimutaka Cycle Trail.

CLICK HERE for more details.

New Dubai Autograph

MARRIOTT International is set to open a new 503-room hotel in Dubai's Jebel Ali region.

Already under construction, the Lapita Hotel will join Marriott's Autograph Collection portfolio and is slated to open in 2016.

The property will be a family friendly Polynesian-themed resort and forms part of the Dubai Parks & Resorts project.

Wilderness Australia

Tailor Made Safaris



Luxury Australia Specialist – Sydney Based

Wilderness Australia is the leading high end destination management company in Australia. Join our innovative team in a role designing and delivering exceptional Australian experiences. Responsibilities include:

- Creation of fully bespoke itineraries and experiences
- Research and development of innovative products around Australia
- Foster strong working relationships with suppliers and clients
- Monitor and manage efficient operations for clients in country

We are looking for an individual with experience working with high end and VIP clientele, a strong commercial and customer service focus, passion for travel, along with a proactive and creative approach.

Please forward your cover letter and resume to info@wildernessaustralia.com.au by 10th of November 2014.

New logo for Cathay

CATHAY Pacific has unveiled a new logo & brand identity which will be rolled out to all marketing collateral, websites, corporate offices and on all airport signage by the second half of next year.

The evolved version of the carrier's traditional brushwing logo, pictured below, is described by the carrier as "cleaner and more refined".



CATHAY PACIFIC

Designed by Hong Kong firm Eight, the new logo is the product of an 18-month project which will also translate to a new culture for inflight service, entertainment and the overall CX experience.

Heathrow car leasing

TRAVELLERS leasing Citroen vehicles through globalCARS can now pick-up and return the car at London Heathrow Airport under a new agreement between the two.

Earlybird deals are also in place for pax heading to England for the Rugby World Cup if booked by 30 Jan for travel by end of Dec 2015.

Rates start from \$31 per day for a 175-day lease, however prices are available for shorter terms.

Bunnik Egypt value

A NEW eight-page brochure packed with special offers on tours to Egypt between Jan and May next year has been released by Bunnik Tours.

Deals include room upgrades, extra local touring & spa vouchers - [CLICK HERE](#) for more details.

AW Indian Experience

ADVENTURE World is offering travellers an authentic Indian Experience of their choice up to \$200 as a bonus when booking an Indian trip before 30 Dec.

Creative APAC roadshow wraps



THIRTY key partners from across the Asia-Pacific region joined with Creative Holidays recently in participating at a series of roadshows across Australia.

Events took place in Perth,

Adelaide, Melbourne, Brisbane, Newcastle and Sydney, with agents receiving product updates and destination knowledge.

Destinations on show included the Cook Islands, Fiji, Vanuatu, Thailand, Malaysia, Indonesia, Singapore and Hong Kong, with prizes and spots on a Bali famil trip able to be won at each event.

Pictured above from left is Sarah Capon, Cook Islands Tourism; Clare Haggerty, Creative Holidays; Pau Delana, Castaway/Outrigger Fiji; Lisa Farrugia, Creative Holidays; Alex Raicebe, Captain Cook Cruises Fiji & Perina Diroro Qoro, The Warwick Fiji.

USA training response

TRAVEL agents are jumping in to undertake the new Brand USA online agent training platform, with a large number racking up badges for modules completed.

As the first agent to successfully complete the USA Discovery Program, Tegan McCarthy from We Know Travel in regional NSW won a spot on next month's Brand USA and Qantas MegaFam.

She will be joined by 51 other agents for the famil next month, which will see smaller groups sent to various corners of the country before reconvening in Dallas for a grand celebration as a group.

Byron Bolli Bliss offer

THE Byron at Byron Resort & Spa is celebrating its tie-up with Champagne Bollinger, releasing a two-night package with all the Bollinger trimmings.

Based on a two-night stay in a superior suite, the package incl two spa treatments, daily brekkie, daily use of the exclusive Bollinger Bikes to explore Byron Bay, a picnic hamper with a bottle of Bollinger and the Bollinger Coffee table book.

The 'Bolli Bliss' special is valid for travel until 15 Mar (excluding black-out dates), priced at \$990 twin share - phone 1300 554 362.

On The Go extension

A NEW four-day cycling journey in Vietnam is now available from On The Go Tours to bolt-on to a variety of itineraries, priced from \$560pp twin share.

The extension is designed for the popular Very Vietnam tour, includes accom in 3-4 star hotels, transfers, local guides and more.



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 31st Oct to: avalonwaterways@traveldaily.com.au

Deborah Hutton is Avalon's brand ambassador. Tell us in 25 words or less why you'd like to take a French river cruise with her.



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Ben Carnegie

Sales / Revenue Manager - Sydney

- ▶ Hotel industry - Travel Media
- ▶ Global reach with opportunities to move OS
- ▶ Salary from \$70K + super - OTE \$100K +

Join this Travel Media company that is making waves in the hotel deals market. This is not a group buying company, more an opportunity for you to work closely with the networks you already have within the hotel industry.

Our client is currently experiencing huge growth due to the quality relationships they have with the industries they work within and they would like to continue building this in the hotel sector. Ideally you'll have not only sales experience but also a strong understanding of revenue management so that you can "speak the same language" as your clients.

Due to this boom, we are seeking an experienced sales / revenue manager for our client, that has strong networks in the Australian Hotel sector.

Producer opportunities also available with this company, so don't miss out apply now!

Call Ben or [click here](#) for more details

Exhibitions Operations Managers - Sydney

- ▶ Based in Sydney's Inner West
- ▶ Manage a diverse portfolio of exhibitions & trade shows
- ▶ Salary from \$70K + super

Opportunities at this level within well-established exhibition producers don't come around every day. This company manages a huge variety of exhibitions annually Aust. wide.

Call Ben or [click here](#) for more details

Product Manager - Melbourne

- ▶ Based in Melbourne's southern suburbs
- ▶ Specialising in African destinations
- ▶ Salary from \$70K + super

Develop inspiring new products in one of the worlds' most exotic locations....Africa! The products, the service & overall experiences shared by their clients are second to none.

Call Ben [click here](#) for more details

High End Inbound Product Co-ord - Syd

- ▶ Niche company with a luxurious product range
- ▶ Interesting and unique premium domestic itineraries
- ▶ Salary \$55K - \$60K inc super

The key requirements for this role include; loading of rates, producing product manuals, distribution of special offers & design and cost suggested itineraries for overseas agents.

Call Sandra or [click here](#) for more details

Part-Time Retail Travel Consultant - Sydney

- ▶ **Thursday, Friday & Saturday only!**
- ▶ Drive to work! Western suburbs Sydney
- ▶ Excellent hourly rate plus penalties on weekends

Great work life balance in this respected award winning travel agency. Our client is looking for a passionate person who enjoys personal service & building customer rapport.

Call Sandra or [click here](#) for more details

Luxury Travel Sales Rep - Melb or Syd

- ▶ 50/50 Account Mgt & New Business Development
- ▶ Based in Melbourne or Sydney
- ▶ Salary from \$60K + super + incentives

Our client is a respected, high end travel wholesaler. They are currently seeking a Sales Rep to manage their extensive portfolio of agencies whilst growing the territory.

Call Ben or [click here](#) for more details



WIN BIG

WITH RAIL PLUS!

Christmas is coming and there is so much to do so let Rail Plus take the stress out for you, simply make a booking for your chance to win as our delightful prizes are sure to make you grin!

Book and ticket with Rail Plus between the 16th Oct 14 - 12th Dec 14 to go into the draw to win 1 of 3 fantastic prizes.

1st Prize - Samsung Smart Curved TV

2nd prize - Mac Book Air

3rd Prize - \$500 Coles Group and Myer Gift Card



Conditions: • Entries are per passenger • Minimum revenue criteria per agency across the campaign period is AUD\$200 • Each additional ticketed entry above the revenue criteria is an additional entry into the prize draw. • This is a game of skill • Bookings must be paid and ticketed by the 12th Dec '14 • This prize is not transferable • This prize is not exchangeable for cash value • By entering this competition Rail Plus may use your full name, agency details & image for future marketing activities • Every eligible entry will be automatically tracked and the prize tickets will be drawn as follows: The first ticket drawn from the eligible entries will win the Samsung Curved Smart TV, the second ticket will win the Mac Book Air and the third ticket will win the \$500 Coles Group and Myer gift Card. • Prizes are limited to one major prize per agency • Winners will be notified by head office on the 17th Dec 14 • Prize winners must be a registered travel agent

www.railplus.com.au