

## New website gives savvy travel agents an edge

www.travelindustrynetwork.com.au

**Free Membership - Join Now!**

# Travel Daily

First with the news

Wednesday 29th October 2014

**FRENCH TRAVEL CONNECTION**

French Canal Cruise\*

=

**FREE**  
Travel Credit

+

\$100 gift card\* for you!

\$1,000\* credit for clients!

*We've got France covered. Your French specialist.*

## SCENIC REWARDS

Last chance for you and a friend to cruise free.

Book and deposit 5 cabins before 31 October



[CLICK HERE](#)

**SCENICTOURS**

## 2020 potential is slipping

**THE** Australian tourism industry is currently tracking below where it needs to be to achieve even the \$115 billion lower end of the 2020 Tourism Industry Potential targets outlined three years ago by then Tourism Minister Martin Ferguson (**TD** 06 Dec 2011).

According to Tourism Research Australia's latest State of the Industry Report, visitor spending is currently worth \$83.4 billion and has grown at 3.6% annually.

In order to reach the \$115b

target, growth needs to climb to an average of 6% per annum over the next five years - or 9.9% to get to the "stretch target" of \$140b.

The report concludes that as the global economy recovers from recent financial disasters, the climate for tourism is hopeful so "Australia needs to continue to strive to reach the potential target of at least \$115b by 2020".

Although there has been good growth in airline links to Australia, "greater visitor volumes will require increased attention outside of aviation".

"Australia cannot rely on a unique experience tourism brand alone," the report says, urging a focus on industry productivity to lift investor returns and contribute to improved product satisfaction.

### Taste Travel Alberta

**TRAVEL** Alberta is inviting agents to a hands-on culinary experience with Sydney Cooking School, in partnership with Rocky Mountaineer.

Spaces are limited - for details or to RSVP see **page 13**.

### Club Med lounge

**CLUB** Med Bali is celebrating the opening of The Deck Gourmet Lounge - the first of its type in any Club Med Sun Resort.

Savings of up to 40% are also on offer - see **page 12**.

### Nine pages of news

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

- AA Appointments jobs
- Tempo Holidays
- Club Med
- Travel Alberta
- APT recruitment ad

**UNFORGETTABLE**  
**EUROPE**  
RIVER CRUISING

**FLY FREE\***  
Save up to **\$6,400** per couple\*

**EXCLUSIVE 2015 SAVINGS ENDING THIS FRIDAY!**

**HURRY! Book By 31 October 2014**

\*Conditions apply. Contact APT for full terms & conditions. Australian Pacific Touring Pty Ltd ABN 44 004 684 619 Lic. No. 30112 APT1456

**Aircalin**  
New Caledonia

**SPOIL YOUR CLIENTS THESE HOLIDAYS**  
**NEW CALEDONIA FROM \$649**

Sydney to Noumea in under 3 hours	<b>\$689 (return) inc. taxes*</b>
Brisbane to Noumea in just 2 hours	<b>\$649 (return) inc. taxes*</b>
Melbourne to Noumea in under 4 hours	<b>\$689 (return) inc. taxes*</b>

www.aircalin.com \*Terms and conditions apply

### MY SUCCESSFUL CORPORATE BUSINESS WITH TRAVELMANAGERS



#### Andrea Turner, Corporate PTM in QLD

- My Corporate clients love the personalised 24/7 service I provide
- I can be anywhere for work - travelled to the USA, Japan, Nepal, Fiji and Singapore in the past 12 months.
- Love the flexibility my business provides
- I'm rewarded with amazing client gifts
- The support of our National Partnership office is second to none

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

**TRAVELMANAGERS**  
personally yours

**FIJI AIRWAYS**

**Win a Fiji Holiday!**

Book with Rosie Holidays to win a 7 night luxury Fiji escape!

**CLICK FOR MORE INFO OR CALL 1300 133 524**

**FIJI AIRWAYS**

**ROSIE HOLIDAYS**  
Fiji's Number One

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

Online Accommodation

**roomsXML.com**

**SPECIALIST**

# Travel Daily

First with the news

Wednesday 29th October 2014

**YOUR ASIA SPECIALIST**

**Wendy Wu Tours**  
wendywutours.com.au

**RECEIVE COMMISSION ON THE FULL PACKAGE PRICE!**  
\*Excludes fuel surcharge & tipping

## Dreamworld down

**ARDENT** Leisure - owner of the Dreamworld theme park on the Gold Coast - says total first quarter revenues for the park were \$25.42m, down from last year's \$26.55 million figure.

Pre-tax earnings of \$9.62m fell 7.2% year-on-year, with CEO Greg Shaw saying the park is currently revamping its food and beverage offerings in the lead-up to the peak season to encourage repeat visitation and in-park spending.

## ATEC goes back to its core

**FOUR** core pillars will form the focus for the Australian Tourism Export Council over the next twelve months as it aims to hone in on its strengths in advocating the export of Australian tourism.

ATEC's repositioning comes after *Travel Daily* exclusively revealed long-time chairman John King would be stepping down from his position from 10 Dec (TD yest).

Providing industry leadership, facilitating competitive advantage, education and mentoring for business growth and protecting commercial interest of members will be the main aims for ATEC.

A strategic review into the organisation conducted by an external agency and the ATEC Board led to the development of the four key focus areas.

The narrower focus comes on the back of member feedback, with ATEC managing director Peter Shelley telling *Travel Daily* the organisation's scope had in recent times become a bit broad and "gone a little bit wide".

"The Board implemented a review and one of the things that came back from that is that we

had tended to do a lot of talking and not a lot of action.

"We've trimmed back to four areas of focus just for knowledge - a more consolidated, thought-focused agenda going forward which is easier to communicate, easier to understand and easier to deliver," Shelley said.

As part of the renewed focus on industry leadership, ATEC will aim to expand its membership appeal to also encompass online travel distributors, which will see the creation of a dedicated group within ATEC for online travel firms.

A variety of leadership panels will also be created with specific areas of focus including Online Innovation, panels for particular regions such as Asia/China and Western Markets and committees for Backpackers/Youth, Wineries and a focus on New Products.

More information on the core panels will be provided at the upcoming ATEC Meeting Place industry conference from 08-10 Dec at Sydney's Hilton Hotel.

"The membership has said 'can you please get back to the core of what you always were'," he added.

## AIME applications

**HOSTED** Buyer applications for next Feb's Asia-Pacific Incentives & Meetings Expo are now open, with the program expected to attract close to 500 participants.

Successful applicants will receive complimentary return flights to Melbourne along with transfers and accommodation, entry to social functions, pre and post touring and pre-scheduled appointments with exhibitors.

Apply at [www.aime.com.au](http://www.aime.com.au).

**Travelport**  
Redefining travel commerce

**AirAsia now available on Travelport**




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

Every agent has a reason to join

**mobile travel agents**

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



Discover why **Ireland** is so SPECIAL!

We are delighted to invite you to join us for our Ireland roadshow 2014.

We'd like to thank you, our travel agents and trade partners for all your work in helping us achieve our best years ever!

Join us for knowledge, music & laughter. Experience great 'craic' (Irish for Fun!) only Ireland can offer.

**Plus** There are lots of prizes including your chance to win a seat on our 2015 Educational, flying Emirates to Dublin.

To find out why Ireland is so special, register your place now! Hurry - RSVP is essential.

**Venues (click to RSVP)**

**Brisbane - 25 November**  
Hilton Hotel, 190 Elizabeth St 5:30pm

**Sydney - 26 November**  
Dockside Function Centre - Cockle Bay Wharf Darling Harbour 6pm

**Melbourne - 1 December**  
Royce Hotel, 379 St Kilda Rd 5:30pm

**Perth - 2 December**  
Duxton Hotel, 1 St Georges Terrace 5:30pm

Visit: [www.ireland.com](http://www.ireland.com)

**Jump into Ireland**  
[ireland.com](http://ireland.com)



**Business Class Australia to South Africa**

• Flat-bed seats • Lounge access on the East Coast, West Coast and in Johannesburg • 64kgs max checked luggage in two pieces at 32kgs each

**from AUD 4,727\***

**SOUTH AFRICAN AIRWAYS**  
A STAR ALLIANCE MEMBER

**WORLD AIRLINE AWARDS WINNER SKYTRAX**  
BEST AIRLINE IN AFRICA

\* Offer ends 20 November 2014 for departures from 01 March to 31 August 2015. Advertised airfares are inclusive of taxes and surcharges and are correct as at 23 October 2014. Valid for international flight departures between Australia and the Republic of South Africa in Business Class. Seats subject to availability. Amendment fees and cancellation penalties apply. SA7251 to SA7269 on Australian domestic services operated by Virgin Australia. Contact the SAA Sales team or Reservations on 1300 435 972 for more information.



What is  
**jito**



# Travel Daily

First with the news

Wednesday 29th October 2014

**infinity**  
HOLIDAYS

Now recruiting for...

Experienced Wholesale Travel Consultants  
Sydney

Apply Now!

## Alibaba enters travel arena

CHINA'S largest online commerce company Alibaba has signalled its intention to take on the online travel sector, overnight announcing the launch of Alitrip. "This independent online travel

platform is a logical extension of Alibaba Group's strategy," Alitrip general manager Li Shaohua said.

Currently, Alitrip is comprised of 10,000 merchants on its platform providing airline tickets, holiday packages, hotel booking services, visa application services and tour guide services.

Li said [Alitrip.com](http://Alitrip.com) will differ from other online travel sites by focusing on the "largely unmet" demand for travel services rather than products.

"We aim to elevate the online travel sector to a higher level."

Launch customers for Alitrip include Cathay Pacific Airways & hotel booking site Agoda.com, with numerous other airlines, travel agents third-party service providers expected to join.

Among Alitrip's strategic areas will be a mobile app that enables users to book taxis & set up flight seat preference and consumer protection that provides no-questions-asked refunds for hotel & ticket reservations made within one hour.

## Changi Jewel contract

CHANGI Airport in Singapore has awarded the contract for its SGD\$1.57 billion Project Jewel at Terminal 1 (TD 07 Aug) to Woh Hup and Obayasji Singapore.

The project features a dome-shaped facade made of glass and steel that will seamlessly connect Terminals 1, 2 and 3.

## Rwanda entry fee

AUSTRALIAN travellers visiting Rwanda will need to fork out a US\$30 entry fee on arrival into the African country from 01 Nov.

The levy comes as Rwanda introduces new immigration regulations for nationals from countries previously exempt from paying visa fees.

Citizens from New Zealand, the USA, United Kingdom, South Africa, Germany, Sweden and Israel will also be charged the impost upon arrival into Rwanda without prior application.

Visitors can apply for a visa via Rwanda Diplomatic Missions or online at [www.migration.gov.rw](http://www.migration.gov.rw).

The visa permits entry to the nation for up to 30 days.

## CTM profit upgrade

LISTED TMC Corporate Travel Management says it has seen a "marginal rise in average ticket prices over the last four months" in its Australian operations, with the company this morning advising that it expects its pre-tax profit to be over \$41 million this financial year - an increase of a minimum of 41.8%.

MD Jamie Pherous said the business is experiencing strong client wins in nearly all of its areas of operations, while the integration of its recent US acquisitions are on track.

"The combination of these factors is having a positive effect on the company's FY15 profit and resulting forecast," Pherous said.



## Window Seat

WE LIVE in frightened times.

An American Airlines flight departing from LAX to LHR yesterday was delayed for over 17 hours after a passenger on board while taxiing noticed a wi-fi hotspot called "Al-Quida Free Terror Network" (sic) and informed the flight crew.

The plane, which was heading to London, returned to the terminal, where passengers disembarked and were forced to wait for the next available flight.

AA notified law enforcement and apologised via Twitter, saying "we're delaying the flight out of an abundance of caution".

## Government bans West African arrivals

FEDERAL Immigration Minister Scott Morrison has confirmed that his Department is not processing any visa applications for travellers from countries affected by the Ebola outbreak in West Africa.

## AA, US loyalty move

AMERICAN Airlines has confirmed it will combine its AAdvantage frequent flyer scheme with the Dividend Miles program operated by its merger partner US Airways, combining mileage totals for customers who have balances in both.

THE ROYAL  
SALE

UP TO  
US\$400  
ONBOARD  
CREDIT

SAVE UP TO  
\$1000

50% DEPOSITS

— HURRY —  
1 WEEK ONLY  
26 OCT - 1 NOV

T&Cs apply



Royal Caribbean  
INTERNATIONAL

Sabre Red App of the week:  
Activity Planner  
from TripSketch



Quickly build a trip  
plan for your client

Try it now! ▶

Sabre  
pacific

**WIN a trip  
to Meet  
South Africa**  
for more details  
▶▶▶ **CLICK HERE**

## Safari with a difference in India



**SYDNEY'S** India Tourism Office last night hosted industry guests to a presentation highlighting the nation's faunal attractions.

Wildlife spotting is rapidly on the rise as a core reason travellers are heading to India, with nearly 50 tiger reserves dotted across the country welcoming visitors.

While sighting of Bengal Tigers is still the main reason nature lovers head to the country, there is so much more to see both in zoned conservation and nature reserves and in rural areas.

Reena Tory, founder of Mantra Wild Adventures, spoke to guests about her passion for Indian wildlife, recently reignited after witnessing a fatal poaching attack on a rhino while touring in India.

India offers its very own 'Big 5' drawcard for tourists, made up of the Asiatic Lion, Leopard, Buffalo, Asian Elephant & the One-Horned Rhinoceros, while the iconic tiger is also a popular attraction.

One tiger, named Machali, is particularly revered after regular appearances in documentaries & lives in the Ranthambhore Tiger Reserve, contributing \$90 million annually in tourism revenue from visitors keen to see him.

Tory added that an Indian safari offers an experience totally different to Africa, with animals less likely to be found in packs.

Reena is **pictured** above second from left with Sandip Hor, AITTC chairman; Vibhava Tripathi and Sunil Nirbhavane, India Tourism.

## Travel Daily

First with the news

Wednesday 29th Oct 2014

### India visa applications

**IMPLAUSIBLE** and seemingly draconian new regulations on visa application procedures for India (**TD** 22 Sep) are not expected to result in a fall in arrival numbers, according to visa office VFS Global.

From Dec this year, applicants will need to be physically present at visa offices just to make the application, with biometric data & facial imagery collected on site.

VFS Global country manager Australia, New Zealand and Fiji Harpreet Singh told **Travel Daily** the government is not expecting any impact to application rates.

"Even with other countries where it has already been launched, if people need to travel, they will travel and in the beginning it may sound like an additional requirement but people do understand," he said.

VFS Global operates six offices around Australia in Sydney, Melbourne, Brisbane, Canberra, Adelaide and Perth, all of which accept visa applications.

Singh said at this stage, no official word on the introduction of an e-visa was expected.

### OOL safety upgrade

**SATELLITE** technology boosting the safety of aircraft approaching Gold Coast Airport will be rolled out under plans announced by the Federal Government.

Known as Smart Tracking, the satellite-based system from Airservices Australia also has an environmental impact by keeping aircraft flying over the water for longer periods prior to landing.

"This technology will further enhance the airport's international and domestic standing and help meet future growth in demand," local Federal MP Karen Andrews commented.

### Hearing for Jetstar HK

**AUTHORITIES** in Hong Kong have granted a hearing early next year for Jetstar Hong Kong to formally plead its case for approval to take to the skies.

Hong Kong's Transport and Housing Bureau said in addition to "Basic Law" regulations on the operation's place of incorporation, it would now also consider the public interest in whether to give the green light to the carrier.

Cathay Pacific, subsidiary carrier Dragonair and Hong Kong Chek Lap Kok (HKG) have reaffirmed their opposition to the carrier, saying Jetstar Hong Kong is still a branch of the Australian airline.

**Earn a  
\$25\*  
Gift Card**

Simply book **ANY**  
Malaysia Airlines fare & ticket  
with Creative Holidays  
from 20 Oct - 21 Nov

Nothing beats

**Creative Holidays**

**malaysia airlines**

**More details** ➔

## Virgin, Tourism Australia boost pact

**VIRGIN** Australia is now the largest airline partner for Tourism Australia, with the announcement this morning that the carrier will support further initiatives increasing the Memorandum of Understanding to \$20m over three years (**TD** breaking news).

Qantas and Tourism Australia continue to be at an impasse following the public falling out between QF ceo Alan Joyce and his predecessor Geoff Dixon, now Tourism Australia chairman which saw the organisations part ways two years ago (**TD** 28 Nov 2012), with Qantas instead working directly with the various state tourism organisations.

## Twin towers record

**DUBAI** is set to create another world title after Emaar Properties revealed plans for the world's tallest twin towers at the Dubai Creek Harbour at The Lagoons.

The project will form part of Mohammed bin Rashid City and will include six towers branded as Dubai Creek Residences.

The masterplan contains The Dubai Twin Towers, an iconic development that will surpass the height of current record holder, the 452m Petronas Twin Towers, *Arabian Business* reports.

Virgin and Tourism Australia will jointly spend over \$10m this financial year promoting Australia to leisure travellers in Australia and NZ, with the expansion of the MoU also seeing VA support the recently announced 'Restaurant Australia' campaign, the 2015 Australian Tourism Exchange and the global 'Invite the World to Dinner' launch event.

"As one of Australia's largest airlines connecting to more than 450 destinations worldwide, we play a vital role in flying visitors into and around Australia," Virgin Australia chief customer officer, Mark Hassell said.

"This is why we continue to invest significantly as the major Australian airline partner of Tourism Australia," he added.

## More Silversea ships?

**SILVERSEA** Cruises isn't commenting on speculation that it may be about to announce three new vessels, based on reports that Shanghai-based ICBC has arranged US\$1 billion in financing for the project.

*Asia Cruise News* says Silversea has a long-standing relationship with ICBC, and reports the deal would cover newbuilds at the Finantieri Shipyard in Italy.

## Hawaii visitor boon

**NEW** Zealand has been noted as an emerging int'l growth market by the Hawaii Tourism Authority, with year-to-date arrivals ending Sep soaring 20% year-on-year.

## Quest glitz and glamour



**THE** cream-of-the-crop from the Quest Serviced Apartments national franchise network were recognised at the firm's annual gala awards on Sat night.

Hosted at Melbourne Town Hall, the event included the induction into the Quest Hall of Fame for 2014 of David and Joan Keane who recently retired from Quest on William in the Victoria capital.

The highest accolade of the night - the 2014 Australian Franchise of the Year which

recognises superior guest service standards and financial performance - was bestowed upon Quest Dubbo, which also collected the Regional Franchise of the Year for NSW/ACT gong.

The Chairman's Award for Outstanding Service was presented to Quest Docklands' Brendan du Kamp.

**Pictured** with Quest ceo Zed Sanjana (left) and Quest chairman Paul Constantinou (right) are the team from Quest Dubbo.



Deborah Hutton - Avalon Ambassador

Legendary river cruises. Inspired design.

# The Fly & Cruise Sale

# Fly to Europe

FROM

# \$799

PER PERSON INC. TAXES\*

**Hurry**  
OFFER ENDS  
14 NOV



# AVALON

WATERWAYS®

Huge savings on 2015 European air and river cruise packages. Many departure dates available. **CLICK HERE FOR DETAILS**

\*Terms & conditions apply

## NF new ATR delivery

AIR Vanuatu is expected to take delivery of a new ATR-72 600 turboprop in coming days with the aircraft set to "improve service efficiencies" (TD 29 Aug).

## Vail to the chief!



**LAST** night Vail Resorts chairman and ceo Rob Katz hosted an event in Sydney attended by some of Australia's top ski wholesalers.

Katz, who is on a whirlwind visit to Australia along with some other key Vail Resorts executives including chief marketing officer Kirsten Lynch and chief financial officer Michael Barkin, outlined how important the Australian market is to the company.

Vail Resorts is one of the biggest ski companies in the world, operating eleven major resorts across the USA as well as a host of luxury hotels.

Katz told **Travel Daily** that Australia is one of the company's fastest growing international markets, and is second only to the USA in terms of sales of the Vail "Epic" season pass.

"We're getting real traction here...Australia is more and more important," he said, with Aussies staying longer and spending more than skiers from other parts of the world.

Vail has a strong investment program, last year spending US\$90 million upgrading lifts and on-mountain facilities across its portfolio - "more than the rest of the US ski industry combined," Katz said.

A major development over the last 12 months has been the acquisition of the Park City resort in Utah, alongside Vail's Canyons Resort - with plans to create the world's largest ski area in 2015 by linking the resorts via a major new ski lift.

The full Epic Pass allows travellers to ski at any of the Vail Resorts and also includes five days at the Niseko resort in Japan, giving Vail strong visibility in the Australian market.

Katz said Vail aims to "build guest loyalty and the overall profile of the sport," with hopes that Australian skiers will spend time in Colorado, Lake Tahoe and now Utah on extended ski trips.

He's pictured above centre with Rodney Muller from SkiMax and Toby Withers of TravelPlan.

THE COUNTDOWN HAS BEGUN FOR LUXPERIENCE!

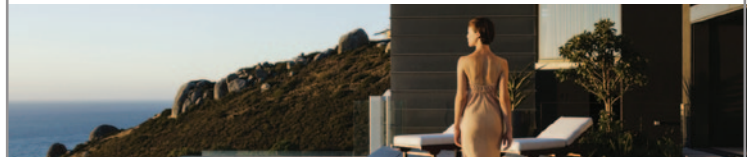
6 - 9 SEPTEMBER 2015

Welcome to the first monthly column from the team at Luxperience. Here you'll find out about the latest trends in luxury travel, the best new properties and experiences, and the most stylish gadgets on the market. The theme of Luxperience 2015 is immersion and in this column we will explore new developments in voluntourism, off the grid holidays, epicurean travel, and experiences that offer a deeper engagement with the local culture.

There are some exciting developments in place for next year's event, starting with a stylish new look for the brand. The website has been revamped and will be an information hub for the upcoming event, as well as featuring insights from thought leaders in the industry. Luxperience is also moving to a new home next year at Australian Technology Park in Sydney.

This is the event for the world's leading luxury and experiential specialists. Melanie Wynne from Phil Hoffmann Travel said after last year's event "Luxperience was surprisingly bigger than I had thought and with a wide variety of suppliers, perhaps even negating the need to go to other trade events in the Northern Hemisphere."

Expressions of interest from buyers and exhibitors are now being accepted.



**LUXPERIENCE**  
INSPIRING MEANINGFUL CONNECTIONS

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

## VA, Europcar giveaway

**CUSTOMERS** booking a vehicle with Europcar between 01 Nov and 15 Dec will have the chance to win a \$10,000 VIP package in a new promo with Virgin Australia.

Up for grabs is a \$5,000 VA gift voucher and car hire to the tune of \$5,000 with Europcar.

Access to the Virgin Australia Lounge for 12 months and Elite membership with Europcar's Privilege Loyalty Program is also included in the prize.

## KLM job cuts looming

**KLM** Royal Dutch Airlines is expected to announce today it will trim its workforce by around one-quarter its current size, the *Algemeen Dagblad* has reported.

## Regency Houston

**HYATT** Hotels Corporation has announced plans for a newbuild property in Houston for the upmarket Hyatt Regency brand.

Currently under construction and slated to open in 2015, the 14-storey Hyatt Regency Houston Galleria will feature 325-rooms and over 12,000sqf of meeting and conference space.

## AY/GDS Charity deal

**AMADEUS** and Finnair have joined forces with children's charity UNICEF to launch a new traveller donation function for pax booking on [www.finnair.com](http://www.finnair.com).

Pax can donate between €1 and €10 on top of their fare, which will go toward UNICEF programs.



**Taiwan**  
THE HEART OF ASIA  
Taiwan Tourism Bureau

*Time for Taiwan*



**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](http://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](mailto: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.

Proudly supported by  
**AMADEUS**

## Castaway meal deal

**CASTAWAY** Island Fiji has reintroduced its all inclusive meal deal package for guests staying at the resort for five nights.

The meal package is priced at FJD\$199 (AU\$115) for adults and FJD\$99 (AU\$57) for children, and includes buffet, a la carte or wood fire pizza choices for breakfast, lunch & dinner at four venues.

It's available for stays up until 20 Dec and between 16 Jan-31 Mar.

Five night accommodation rates for an Island Bure that sleeps four is FJD\$5,700 (approx AU\$3,298).

## B6 Mint on SFO route

**JETBLUE** Airways has inducted its premium cabin product on transcontinental services in the USA between New York JFK and San Francisco this week.

Dubbed 'Mint', the product features 16 seats including four private suites and was first introduced in Jun on JetBlue's flights from JFK to Los Angeles.

Mint will be fitted on 11 new Airbus A321s by the end of the first quarter of 2015.

Fares start at US\$599 one-way.

Wednesday 29th Oct 2014



## Photo clarification

**COMO** Hotels & Resorts joined six luxury resort operators to collaboratively host over 50 Melbourne agents to a special networking dinner (**TD** yesterday).

The seven joint hosts were Relais & Chateaux, Alila Hotels & Resorts, Dorchester Collection, Taj Hotels, Resorts & Palaces, Sunlux Collection, Virgin Limited and COMO Hotels & Resorts.

## QR shakes Djibouti

**QATAR** Airways has commenced new thrice weekly direct services between Doha and Djibouti - the Gulf airline's 145th destination.

"Djibouti presents a great opportunity as the country has huge appeal for many with its wealth of natural resources and tourist attractions," QR vp Africa Jared Lee said yesterday.

The **oneworld** member will operate the route using A320s.

**ABOVE:** Retail and wholesale agents in New Zealand were recently visited by a delegation of seven tourism operators from the Sunshine Coast as part of a trade mission held last week.

Sunshine Coast Destination Ltd (SCDL) led the delegation, which visited Auckland and Christchurch to promote the region's relaxed lifestyle, gourmet food and wine, accommodation options and array of quality attractions.

The new 'Vacation Migration' campaign was also previewed to the New Zealand market ahead of its full launch next year.

New Zealand is currently the top overseas market for the Sunshine Coast, helped by direct seasonal flights from Air New Zealand.

**Pictured** above are four of the seven delegation members in Kate Wright, SCDL; Erina Kilmore, Australia Zoo; Kate Wilkie, Dreamtime Resorts and Sally Hansen from Sunreef Mooloolaba.



## Travel Management System (TMS) Support Advisor

- **Customer Service focus**
- **TravelIT Industry**
- **Based in Sydney CBD**

At Sabre Pacific, we connect people with the world's greatest travel possibilities. We are progressive technological thinkers and innovators of IT solutions for the travel industry.

In the role of TMS Support Advisor, you will be responsible for providing first class support for products and services to Sabre Pacific customers and employees. This will include identifying the customer's real needs, providing a positive phone and email experience and create superior customer satisfaction through timely and accurate problem diagnosis and resolution.

As someone with at least 2 years' experience using native Sabre or competitor GDS functionality and a successful history of customer service and support, you will be a strong communicator with the ability to empathise with customers and solve problems quickly. Also required is a quick learner that thrives in a fast paced work environment and that has a genuine focus and interest on providing an exceptional customer service experience.

The ideal candidate will have an understanding of basic accounting principles and a working experience of using additional Sabre products such as:

- Sabre Agency Manager
- Sabre Online
- Sabre Explore

Now is your opportunity to join a global organisation that offers a challenging and rewarding work environment and where you will be supported to be the best that you can be. If your background meets the criteria outlined above, please send your cover letter and resume to [sandrab@sabrepacific.com.au](mailto:sandrab@sabrepacific.com.au) or call 02 8204 2617 for a confidential discussion.

## 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](mailto:mena.clark@24x7solutions.com.au)

# Agents pining for Norfolk



**NORFOLK** Island Tourism together with Norfolk Select and Air New Zealand recently hosted a number of Travellers Choice agents on a famil to experience the delights of Norfolk Island.

A host of activities were undertaken over the weekend, ranging from an early morning bushwalk followed by a stunning cliff top breakfast, exploring the World Heritage area of Kingston

and wine tasting at the Two Chimneys winery.

They also spent an evening as convicts, visited a range of the island's accommodation offerings and enjoyed a Mastering Taste Cooking Class at Hilli's Restaurant.

**Pictured** above from left are Anastasia Hadjidemetri, Unique Tourism Collection; Deb Nash, Northwest Cruise & Travel; Jacqui Schrader, Illawong Travel Services; Montana McCosker, Windsong Travel; Tracey Kelly, Travellers Choice Bundaberg and Lea Budge, Premier Cruise & Travel.

## ASTA strengthens agency ranks

**US AGENCY** group Travel Leaders has mandated that all of its members become part of the American Society of Travel Agents.

The requirement for Travel Leaders franchisees will be phased in over the next two years, with the overarching group also maintaining its 'Premium Member Status' in ASTA as part of the agreement.

ASTA president Zane Kerby expressed his appreciation, saying the move by the Travel Leaders Franchise Advisory Board "will help ensure the future financial viability of our association."

"The decision speaks to the work we do to promote and defend the entire travel agent community," he said.

Travel Leaders Franchise Group president Roger Block, who last month became ASTA chairman, said "we believe this is the best way for our industry to speak with one voice".

ASTA is a member of the World Travel Agents Associations Alliance, of which Australian Federation of Travel Agents ceo Jayson Westbury is currently chair.

## Quantum setting sail

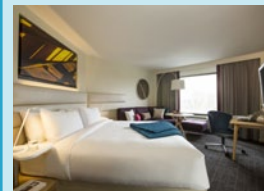
**ROYAL** Caribbean's newest oceanliner, the 4,180 passenger *Quantum of the Seas* will make its maiden voyage from Southampton to New York tomorrow.

**Travel Daily**  
First with the news  
Wednesday 29th Oct 2014



## Accommodation Updates

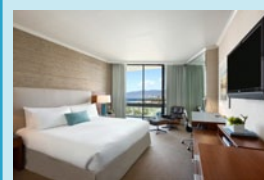
**WELCOME** to Accommodation Updates, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



Unveiled yesterday, the hotel room of the future from **Crowne Plaza Hotels & Resorts** is the product of two years work by leading designers is aimed at providing business travellers with a haven for productivity and relaxation. The angled bed design seeks to reduce noise levels and improve sleep. Under a "working triangle" concept, the design creates separate areas for the cocooned bed, streamlined workspace and a "flexible nook" for space. The new room design will be rolled out next year in the Americas market, first at the Crowne Plaza Atlanta Midtown, and with hotel owners keen to adopt the layout with a view to global implementation in the near future.



Mixing elements of Balinese design with a contemporary Western touch, **Club Med Bali** has opened The Deck Gourmet Lounge earlier this month, open from 10am to 1am daily. Attached to the Zen Pool, the facility offers the sensation of floating with natural materials surrounded by water. With seating for 65 outdoors and 54 undercover, the feature adopts a nature and ocean theme and also offers an open-plan kitchen concept encircled with a fish tank.



Guests in a brand new Ocean Tower at the **Fairmont Miramar Hotel & Bungalows** in Santa Monica enjoy panoramic views of the Malibu coastline, Santa Monica Boulevard and the Pacific Ocean. Designed by LA based interior guru Lynda Murray, the 10-storey structure houses 200 additional rooms to meet ongoing demand growth by travellers to Southern California. Each room offers a large balcony on which guests can soak in postcard views.

## 12 Apostles in 25mins

**AIR** Adventures Australia has a new flightseeing tour of the 12 Apostles from Essendon, cutting out transit time to the landmark.

Priced at \$796pp for a minimum of six guests, the trip includes return flights, on the ground touring and crayfish lunch.

## Med Yucatan refurb

**CLUB** Med has relaunched its Club Med Cancun Yucatan resort following an extensive revamp.

Upgrades were carried out on the 5-Trident property's accom, its kids club has been refreshed and the resort has developed a focus on "authentic local food".

## 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](mailto:norfolk@traveldaily.com.au)

Over one third of Norfolk Island is National parks, botanical gardens and public reserves. What is the name of the lookout where you get 360° views of the whole island?

[CLICK HERE](#) for a HINT



Terms & conditions



## 1 x Key Account Manager

## 1 x Account Manager

Opportunities Based in North Sydney



**FCm**  
TRAVEL  
SOLUTIONS

*FCm Travel Solutions* is the well-respected flagship corporate brand of the Flight Centre Travel Group. FCm is the first Asian-Pacific based global travel management company and the largest corporate travel brand based in Australasia.

With the award for Australasia's Leading Business Travel Agent for the last three years at the World Travel Awards, plus massive growth - there are plenty of exciting opportunities to move into corporate travel and join the industry leader.

**Apply for our Key Account Manager role:** <http://applynow.net.au/jobs/F162186>

**Apply for our Account Manager role:** <http://applynow.net.au/jobs/F148997>

Wednesday 29th Oct 2014

## Cebu Pacific to Tokyo

**PHILIPPINES-BASED** low cost carrier Cebu Pacific is expanding its network into Japan with the launch of four weekly flights between Cebu and Tokyo Narita effective 26 Mar next year.

The route will operate using A320 aircraft, complementing Cebu Pacific's existing daily services from Manila to Narita.

Last month Cebu Pacific debuted its first Australian route with four weekly A330 flights from Manila into Sydney.

Other long-haul destinations include Dubai, Kuwait & Riyadh.

## Local luxury amenity

**QANTAS** Business class guests will be offered new ASPAR by Aurora Spa products as part of improved Kate Spade and Jack Spade inflight amenity kits.

The kits include hand creams, lip and face moisturisers as well as a range of toiletry products.

From 01 Nov, A380 flights to and from Dubai, London, LAX and Dallas/Fort-Worth will offer the kits, with more routes to follow.

## flynas drops long-haul

**SAUDI** budget carrier flynas has pulled the pin on long-haul flights, saying the routes have not met profit expectations.

The carrier launched services to London Gatwick from Riyadh this year but said it would now focus on its short-haul operation.

## UA cuts into Melbourne market



**ABOVE:** Management from United Airlines joined Melbourne Airport bosses and local tourism industry reps to cut a ceremonial cake and welcome the American carrier's new six weekly direct services from Los Angeles.

The service also marked the first US airline to operate the *Dreamliner* to Australia.

"This inaugural flight is an exciting milestone and we warmly welcome this game-changing *Dreamliner* aircraft to Melbourne Airport," Melbourne Airport ceo Chris Woodruff said.

**Pictured** from left taking part in the cake-cutting ceremony is Craig Gibbons, Los Angeles Tourism & Convention Board; Leigh Harry, Tourism Victoria; Amy Hyatt, Acting US Consul General; Dave Hilfman, United Airlines; Chris Woodruff, Melbourne Airport and Ken Price, North American Boeing Commercial Airplanes.

## TTS Travelpport events

**GLOBAL** travel technology developer TTS (Travel Technology & Solutions) will undertake a four city roadshow in Australia and New Zealand next month in partnership with Travelpport.

The company, which has offices in Barcelona, Miami and Lisbon, has set its sights on the Asia Pacific market and has spent the last few months adapting its solutions for the specific requirements of the Australian and New Zealand markets.

Events will take place in Sydney, Brisbane, Melbourne and Auckland in early Nov, highlighting products including Travelpport Mobile Agent which allows agents to use the GDS via smartphones or tablet devices.

There is also TTC Corporate, a free online and mobile corporate booking tool - for more details email [aus.events@travelpport.com](mailto:aus.events@travelpport.com).



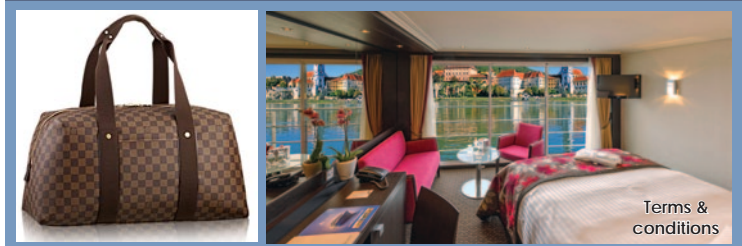
Throughout the month of October, **TD** is giving readers the chance to win a luxurious French prize pack, courtesy of **Avalon Waterways**.

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](mailto: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.



**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).

**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](mailto:info@traveldaily.com.au)

**Advertising and Marketing:** Sean Harrigan and Lisa Martin - [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper - [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Part of the Travel Daily group of publications.

Travel Daily **CRUISE** **travelBulletin** business events news **Pharmacy DAILY** **Travel Daily TV**



**JOBTOBER IS  
HOTTING UP!  
REGISTER TODAY**

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

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

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

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

**EXPLORE THE POSSIBILITIES OF WHOLESALE  
WHOLESALE CONSULTANTS**

**PERTH & MELBOURNE - SALARY PACKAGE TO \$65K+ (OTE)**

Have you been dreaming of moving behind the scenes and into a wholesale role? This well-known travel company now requires superstar sales consultants to join their expanding teams and assist loyal travel agents with their worldwide holiday requests. From Thailand one day to the USA the next no two calls are ever the same! Working a rotating roster you will be paid a high base salary, uncapped commission and be offered amazing famils! If you have min 12 months industry experience we can help you!

**GIVE YOURSELF THE NEW YEARS YOU DESERVE  
CORPORATE CONSULTANT**

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

There has never been a better time to move into a corporate role than in the New Year! We have a phenomenal opportunity starting in January that will see you working with a well-known travel company servicing media and entertainment industry corporate clients. With a boutique office environment, Monday – Friday hours on offer and high base salary why wouldn't you make the move? If you have a minimum of 3 years corporate experience then call us today to find out more and never look back!

**\*NEW\* 10 MONTH CONTRACT  
RETAIL CONSULTANT**

**MELBOURNE (EAST) - SALARY PACKAGE TO \$55K (DOE)**

HOT new role just called in! We have a rare opportunity in Melbourne that is like no other job out there! We are looking for an experienced consultant to join this special interest retail agency for a 10 month contract. Starting at the end of November until October next year, you will be surrounded by a successful and friendly team, assisting the consultants with an overflow of work for discerning clientele including leisure and groups travel. If you have at least 4 years retail and Galileo experience then we want to hear from you!

**WORK WITH LUXURY!**

**INBOUND TRAVEL CONSULTANTS**

**MELBOURNE (INNER) - SALARY PACKAGE TO \$52k (DOE)**

Love the idea of spending someone else's money to create lavish itineraries to exclusive destinations? Want to organise holidays for the rich and famous? Working with 5 star products you spend your day creating sensational trips from luxury glamping at Ayers Rock to snorkeling the GBR on board a charter yacht. This role will offer you Monday – Friday hours and amazing famils. Call us today to find out more and secure this exclusive role. Minimum 2 years industry experience and extensive Australian knowledge req.

**\*HOT\* PUT YOUR BUSINESS HAT ON  
CORPORATE TRAVEL CONSULTANTS  
SYDNEY - SALARY UP TO \$80k OTE**

This is your time to move into the exciting world of corporate travel. This global company has offices based in various locations in Sydney so you will be able to avoid the long commute to the CBD each day. Be in charge of your own clients building strong lasting relationships through excellent customer service. If you have 2 years retail/corporate travel experience, strong GDS skill, strong selling skills and want to work for one of the global leaders in corporate travel, this is the role for you.

**\*NEW\* USE YOUR CREATIVE MARKET FLAIR  
MARKETING COORDINATOR  
SYDNEY - SALARY PACKAGE UP TO \$65K**

This is a great opportunity to use your creative flair in an exciting marketing coordinator role. Work for a well-known wholesale travel company that offers an exciting product range. You will be responsible for updating social media, dealing with the companies VIP program, brochure production and organizing events and promotions. If you have 2 years marketing experience, the ability to think outside the box and want to join an exciting company. Make the move today into this exciting role.

**GET YOUR WEEKENDS BACK  
RETAIL AND CORPORATE TRAVEL CONSULTANT  
GOLD COAST LOCATION - TOP SALARY PACKAGE**

Gold Coast Travel Consultants forget commuting your new, exciting AND close to home job opportunity has arrived! This multi award winning travel agency needs an experienced senior travel consultant to join their extraordinary team to book creative and customised itineraries for both retail and corporate clients. You will be rewarded with a great salary package of up to \$50K, NO more weekends, supportive management and more. Get in quick and don't miss out on this fantastic opportunity.

**STEP AWAY FROM THE FRONTLINE  
PRODUCT COORDINATOR  
BRISBANE CBD - UP TO \$56K PKG**

Dreaming of breaking into product? Here is your chance. This global travel company is seeking a Product Coordinator to join their fast growing organisation. Work alongside Product Managers to assist with delivery and support of product with a South Pacific focus, develop relationships with suppliers, promotion and training plus more. Excellent salary package on offer - \$56K pkg plus superb career progression. Sound like you? Then apply today, phone AA or send us through your CV to be in the running.



# DISCOVER AMAZING IRELAND

with Tempo Holidays

## Taste of Ireland

6 days from **\$911\*** per person  
Departs Dublin

### Value inclusions:

- Arrival & departure group transfers
- 5 breakfasts, 1 lunch & 3 dinners
- Dublin's Merry Ploughboy Pub Dinner & Show, Bunratty Castle Medieval Banquet
- Tour of Dublin
- Sheepdog Trials on the Ring of Kerry
- Tea & Scones at Connemara Marble Factory
- Entry to Dublin Castle, Blarney Castle, Blarney Woollen Mills, Skellig Experience & Cliffs of Moher

## Irish Adventure

8 days from **\$1167\*** per person  
Departs Dublin

### Value inclusions:

- Arrival & departure group transfers
- 7 breakfasts, 1 lunch & 5 dinners
- Abbey Tavern traditional Irish dinner & show
- Tour of Dublin
- Walking tours of Waterford, Cobh & Derry
- Sheepdog trials on the Ring of Kerry
- Entry to Book of Kells at Trinity College, Glendalough Visitor Centre, Dunbrody Famine Ship, House of Waterford Crystal, Blarney Castle, Blarney Woollen Mills, the Skellig Experience, Cliffs of Moher, Knock Shrine, W.B. Yeats' Grave, Giant's Causeway & Titanic Belfast

## Irish Pubs & Folklore

8 days from **\$1297\*** per person  
Departs Dublin

### Value inclusions:

- Arrival & departure transfers
- 7 breakfasts, 2 lunches & 5 dinners
- Kate Kearney's Cottage Irish night, Food Folk & Fairies at the Brazen Head Pub
- Tour of Dublin
- Tour & pint at the Guinness Storehouse
- Walking tour of Kilkenny
- Sheepdog trials on Dingle Peninsula
- Day tour to Achill Island
- Kilbeggan Distillery Experience
- Entry to House of Waterford Crystal, Blarney Castle, Blarney Woollen Mills, Dingle Brewing Company, Cliffs of Moher & Westport

## THE TEMPO COACH TOURING DIFFERENCE

- ✓ Unlike many operators, comprehensive sightseeing including entrance fees, walking tours, local banquets and folklore shows are included, eliminating the need for optional tours or unexpected extra costs on your holiday
- ✓ All local taxes, hotel service charges & portage for one suitcase per person
- ✓ Transport by air conditioned coach
- ✓ 83 years of experience
- ✓ Very competitive pricing
- ✓ Services of a professional driver/guide
- ✓ Superior accommodation throughout
- ✓ Huge range of quality tours with multiple departures every month



\*Conditions apply. Prices are per person, based on twin share accommodation. Prices are accurate as at 17 Oct 14. Seasonal surcharges and blackout dates apply depending on date of travel. Deals and offers are subject to availability and may change without notice prior to reservation confirmation and due to currency fluctuations. All airfares are excluded. Offers valid for new bookings only and not combinable with any other offers. The following cancellation fees apply prior to ex departure: 70+ days: loss of deposit, 69-15 days: 35% of tour cost, 14 days or less: 100% of tour cost. Full payment is required 70 days prior to departure from Australia/New Zealand. **Irish Adventure (8D/7N)** is valid for sale until 07 Dec 15 and travel Mon (16 Feb - 07 Dec 15) and Weds (25 Mar - 04 Nov 15). Advertised price is valid for departure on 16 Feb 15. **Taste of Ireland (6D/5N)** is valid for sale until 14 Dec 15 and travel Mon (19 Jan - 14 Dec 15), Sat (07 Mar - 28 Nov 15) and Thu (09 Apr - 29 Oct 15). Advertised price is valid for departures on 19 & 26 Jan, 02, 09, 16 & 23 Feb and 07 & 14 Dec 15. **Irish Pubs & Folklore (8D/7N)** is valid for sale until 21 Nov 15 and travel Sat (14 Feb - 21 Nov 15) and Weds (01 Apr - 21 Oct 15). Advertised price is valid for departures on 14, 21 & 28 Feb 15. Visit [www.tempoholidays.com](http://www.tempoholidays.com) for our full terms and conditions. Tempo Holidays Pty Ltd ABN 51007331213

Jump into  
**Ireland**  
[ireland.com](http://ireland.com)

[www.tempoholidays.com](http://www.tempoholidays.com) | 1300 362 844 | [res@tempoholidays.com](mailto:res@tempoholidays.com)



# The Deck Gourmet Lounge Club Med Bali - Now Open

**GASTRONOMY:** The first Gourmet Lounge in a Club Med Sun Resort, The Deck offers you a Gourmet table with Seafood meals inspired by local tradition and lifestyle, upscale wine brands, liquors and spirits. The Deck is named after the unique architectural features of the restaurant, which harmonizes contemporary design with Balinese touches.

Rediscover Bali. 7 night all-inclusive packages from:

Adult: \$ 1,125 | Children: \$ 425

Save up  
to 40%



**Club Med**   
Premium all-inclusive resorts

(1) Terms and conditions apply: Early Booking Bonus Offer is valid for sale until 26 FEB 2015 and are subject to availability and may change without notice. Minimum 7 nights consecutive stay required. Pricing based on departure date 05 SEP 2015. Offer valid for travel from 01 MAY 2015 to 31 OCT 2015 and blackout dates may apply. Prices advertised are based on Adults (12+) and Children (4-11) Twin Share in a Superior Room non-connecting. Prices may vary for stays overlapping two travel periods. Offer valid for new bookings by Australian residents only. Flights and transfers not included. Offer subject to quota per date of departure and to removal without notice once reached. Not valid for Group travel or in conjunction with any other offer. All prices include membership of \$60 per adult 12 yrs and over. For full terms and conditions, please contact Club Med, ask your travel agent or visit [www.clubmed.com.au](http://www.clubmed.com.au)



## Experience a Taste of the Canadian Rockies

Travel Alberta and Rocky Mountaineer invite agents to a hands on culinary experience with Sydney Cooking School to showcase a Taste of Alberta. Rocky Mountaineer's award winning Executive Chef, Jean Pierre Guerin will be making a special trip to Australia to play a role as lead chef at the event.

Food is an integral part of any trip to the Canadian Rockies,  
both on board the train and throughout Alberta.  
Join us for an evening of gourmet cooking, learning and laughter!

**“WIN a trip for 2 on the Rocky Mountaineer, staying at Fairmont  
with flights from Air New Zealand”**

If you're game for this tasty experience  
RSVP no later than **Wednesday 12th November**

**Date:** Wednesday 3rd December

**Time:** 5.30 – 8.30pm

**Venue:** Shangri-La Hotel Sydney  
176 Cumberland St, Sydney

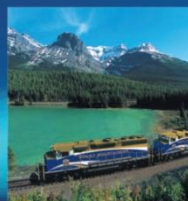
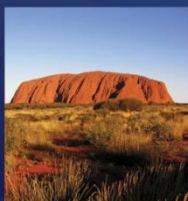
Limited spaces are available on a first-come, first served basis

**REGISTER NOW**

[www.travelalberta.com](http://www.travelalberta.com) | [www.rockymountaineer.com](http://www.rockymountaineer.com) | [www.airnewzealand.com.au](http://www.airnewzealand.com.au)



## Bring your passion for travel to a career with APT



<b>Position Title:</b>	Senior Marketing Executive - Small Ship Cruising
<b>Department:</b>	Marketing & Sales
<b>Location:</b>	Cheltenham
<b>Hours:</b>	Full Time
<b>Reporting to:</b>	APT Marketing Manager

***If you have proven experience for developing and delivering strategic marketing plans combined with strong knowledge and passion for Luxury Cruising and Adventure Touring, then this could be the role for you.***

Exotic locations, unforgettable adventures and a touch of luxury are the three key ingredients driving the success of APT's Luxury Small Ship and Kimberley Outback programs, and this is an exciting time and opportunity to play a key role in achieving the fast growing targets of these programs.

This new role will work to increase awareness, value and sales of the Small Ship Luxury Cruising and Kimberley Outback Wilderness products within the APT target market.

### Key Responsibilities

- Develop strategic marketing plans for APT Small Ship & Kimberley Outback Wilderness Adventure (KOWA) Product lines
- Produce and manage a media plan of national media advertising to maximise brand exposure and sales
- Plan specific monthly broadcast media activity and communicate this for feedback with each Product Manager
- Produce promotional material to support special offers in press ads i.e. flyers
- Produce and manage direct media plan of DM advertising to maximise sales
- Monitor campaign spend to stay within budgetary limits
- Report on results of each campaign to Product Manager and to APT Management
- Assist with retail consumer events/expos production, reporting and marketing opportunities
- Host information sessions and presentations on Cruise & KOWA Product
- Assist with Consumer Expo's and Information Sessions
- Develop and co-ordinate measurement and analytical processes and present relevant information in report for key stakeholders for APT brands

### Competencies Required

- 2+ years experience in a similar role
- Cruise industry experience and knowledge
- Tertiary qualification in related discipline
- Strategic management, leadership, mentoring, business accounting and reporting capabilities
- Analytical interpretation and advanced problem solving skills
- Strong presentation and communication skills both verbal and written
- High attention to detail and proof reading
- Ability to produce promotional material that is creative, tactical and response driven
- Analytical, flexible and be able to think outside the square

In this exciting role, you will be part of a great team with a fantastic culture and have access to the many staff benefits that APT offers including discounted travel on APT products and ongoing training opportunities.

Plus, you'll get to work for an Australian-owned travel company who is as passionate about delighting our travellers as we are about the beauty of the places that we take them to explore. This passion, along with a profound respect for ourselves, our workmates, our customers, our community and our environment, has seen APT establish a position as one of the world's leading travel companies.

**Applications close Friday 31<sup>st</sup> October 2014**

Please go to our website to apply: <http://www.aptouring.com.au/about-us/career-opportunities>