

Monday 1st September 2014

Exclusive interview with Fleur Pellerin, French Minister for Tourism*

FRANCE may have attracted a record one million tourists from Australia in 2012, but it's not standing still in its efforts to boost that figure with new and bigger campaigns underway, all with the strong support of its new Tourism and Trade Minister, Fleur Pellerin.

Madame Pellerin has just visited Australia for the first time and in an exclusive interview with **Travel Daily**, she identified five new trends in tourism France plans to adopt, coined as 'Slow Tourism.'

"We'll focus on Nature, Gastronomy & Wine, Luxury Arts & Crafts, Cruising and Cycling," said Pellerin.

"Each one allows people to take their time, not rush onto a bus and visit five places at once, then come back to your hotel and then the airport."

She's convinced that there's a need to think tourism differently today because travellers are expecting something original. "You don't just want to see the Eiffel Tower, the Louvre, or visit monuments, they want new experiences, tailor-made for them," said Pellerin.

"We want to develop the theme of fresh air with walks through the Alps, cycling along the Tour de France route at your own pace, of meandering down the Seine by boat, and savouring fine wine in our vineyards."

She's also working with luxury brands in France such as Hermes, Christian Dior and Cartier to open their workshops for visitors to see how they

manufacture their products, and not only for individual tourists, but also businesses who want to do a seminar in Paris.

"We also aim to focus on young travellers with plans to develop 'Tourism by Night', taking in the clubs and party scene in Paris, Lyon and the Côte d'Azur.

"Improving hospitality is one of my priorities in the coming years.

"We need to reinforce to the French people that they are the ambassadors of France and to warmly welcome our overseas guests," added Pellerin.

"France is the number one country in the world for tourists, 83-million each year, so you'd think we have nothing to do but wait for people to come to us, but that's not true anymore, tourism is our national cause," noted the Minister.

"We must have an effective tourism promotion strategy, and a new marketing approach on lesser-known destinations in France."



Fleur Pellerin, French Minister For Tourism, with Patrick Benhamou, Director of Atout France in Australia at the G20 Meeting Preparation

FRENCH TRAVEL WORKSHOP 2014

FRANCE tourism will be centre stage tomorrow when the 2014 French Travel Workshop kicks off in Sydney and on Wednesday in Melbourne.

Two years in the planning, it's the biggest French Tourism campaign of its kind staged outside of France and certainly the biggest project that Patrick Benhamou, Director Atout France has put together in his 30 years with the agency.

"Over 1,200 Australian travel agents will have the opportunity to meet close to 100 exhibitors who have flown in for the event," says Benhamou.

"As well as key players in French tourism, we have world-renowned chef Alain Ducasse and Christian Prudhomme, Director of the Tour de France here to lend their support," he added.

This year, the focus will be on Monaco, with workshops preceded by a Gala Dinner tonight, "A Monaco Rendez vous" for 300 guests with Ducasse and Prudhomme present.

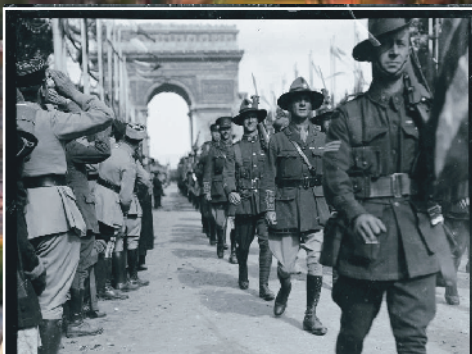
At the workshop from 4-7pm tomorrow, there'll be a presentation on "How to improve your knowledge about Monaco" and attendees will receive a free bottle of Alain Ducasse champagne, as well as the chance to win a free trip to France.

Entrance to the workshop is free and is sponsored by Air France, Etihad Airways, and Monaco Tourisme.

The workshop will move to Melbourne on Wednesday, then to New Zealand.

Buses from Wollongong and Newcastle and train from Geelong will be provided by Globus and Rail Plus.

"There's so much interest in our event that TV France 2, the number one rating network in France is sending a crew here to feature it on their 8pm national news," added Benhamou.



Diggers on the Champs Elysées of the Liberation of Paris / 1919

IN HOLIDAYS Specialists in: *Turkey*

CLASSICS OF TURKEY
11 DAY/10 NIGHTS TOUR
FROM \$795 USD PER PERSON
EARN 10% AGENT COMMISSION
CLICK HERE TO FIND OUT MORE
OR CALL US ON 1300 796 747

Travel Daily

First with the news

Monday 1st September 2014

FRENCH TRAVEL CONNECTION

Our 2015 Brochure is here!

CLICK HERE

We've got France covered. Your French specialist.

France comes to town

THE Australian travel industry is celebrating all things French this week, with the biennial French Travel Workshops kicking off in Sydney tomorrow, and moving on to Melbourne on Wed.

More than 1,200 participants are expected at the events, meeting with around 100 exhibitors who have flown in to showcase their tourism wares.

A gala "Soiree Monaco" dinner will take place at Sydney's Sofitel Wentworth Hotel tonight, featuring a menu created by celebrity chef Alain Ducasse who will also be in attendance, along with Christian Prudhomme, director of the Tour de France.

Today's **TD** features an exclusive interview with French Tourism Minister Fleur Pellerin - see the **cover page** for all the details.

UNFORGETTABLE

APT CANADA & ALASKA



2015 BROCHURE OUT NOW!

FLY FREE TO CANADA*

Save up to **\$5,500*** per couple

*Conditions apply. Contact APT for full terms & conditions.
Australian Pacific Touring Pty Ltd ABN 44 004 684 619
Lic. No. 30112 APT626

Magellan profit up 45%

MAGELLAN Travel Group says it plans to continue "growing with the right agents," despite already surging past its previous goal of 100 members across the country.

On Fri afternoon, Magellan detailed its annual result for the year to 30 Jun, with its now 116 offices sharing in a \$6 million profit, up a healthy 45%.

CEO Andrew Macfarlane said it was the group's sixth consecutive year of "double digit growth in membership and profit."

"Clearly the word is spreading about the value we offer independent agents," he said.

Magellan has grown by 40

additional offices in the last year, making it the "fastest growing group in Australia."

"Our niche strategy is unchanged and our members are all mid-size and above, high-end leisure, corporate or both," Macfarlane added.

The Magellan group will gather for its annual conference at the Park Hyatt Hotel in Canberra from 29-31 Oct, with more than 100 member delegates and 90 suppliers already registered.

Quest Woolloongabba

THE newest Quest Serviced Apartment has opened its doors today in the Brisbane suburb of Woolloongabba.

Featuring 132 studio, one-, two- and three-bedroom serviced units, the property is located at 130 Logan Rd, just five minutes by car from the Queensland capital's central business district.

CEO Zed Sanjana said Quest sees significant growth potential in the area with population tipped to spike 4% over 20 years.

Quest Woolloongabba is one of 10 new Quest properties to open this financial year across a range of CBD, suburban and regional locations, including Berrimah (NT) Melbourne Airport, Townsville, Newcastle West, Liverpool, Kelvin Grove, Chermside, Toowoomba, Wellington in New Zealand, and the recently launched King William South in Adelaide.

Citroen 'pre-earlybird'

GLOBALCARS has released "pre-earlybird" rates on 2015 Citroen European car leasing, with free collections & returns, nine free days on all models plus three free days for past clients since 2005.

Rates for 2014 are also valid for bookings made by 17 Oct 2014 for travel in 2015 - for more info call 1300 789 992.

Today's issue of TD

Travel Daily today has seven pages of news & photos, including a front cover page for **Atout France** plus full pages:

- Consolidated Travel
- AA Appointments jobs
- Travel Trade Recruitment

Sail along the magnificent Norwegian coast and experience the magical Northern Lights.

Contact 50 Degrees North - your official Hurtigruten representative in Australia.

HURTIGRUTEN NORWAY

1300 422 821 / www.fiftydegreesnorth.com / info@fiftydegreesnorth.com

50° NORTH NORDIC / ARCTIC / RUSSIA TRAVEL SPECIALIST

HURTIGRUTEN



VTO laud VA/SQ move

VANUATU Tourism Office has welcomed Virgin Australia's application to permit Singapore Airlines to be codesharing on the Vanuatu route (**TD** Fri).

"This extended partnership would have the potential to greatly strengthen our proposition to the lucrative Asian markets within the Singapore Airlines network," VTO general manager Linda Kalpoi told **Travel Daily** on Fri in Port Vila.

"All increased airlift to Vanuatu is seen as a positive for tourism growth in Vanuatu & demonstrates the global confidence in the future of the destination," Kalpoi commented.

For more coverage from Tok Tok Vanuatu 2014, see **page four** and today's issue of **Business Events News** - **CLICK HERE** for details.

ONE MILLION MILES FIVE LUCKY WINNERS

Ends 15 October



JOIN TODAY

Etihad SuperSeller

الإتihad ETIHAD AIRWAYS
ABU DHABI

etihadagents.com

**PARTNER
FLY FREE!**

**Deluxe
Touring & Cruising**

EvergreenTours
A World of Discovery

*Terms & conditions apply

Travel Daily

First with the news

Monday 1st September 2014

MORE SMILES PROMISED

**ECONOMY SPECIALS
TOPPED BY 34" SEATS**

OMAN AIR
الطيران العماني

VIRTUAL TOUR

STPC in MCT available for \$60

1300 730 484

Win a Vanuatu holiday

THE start of Spring 2014 today also symbolises the start of a new monthly comp for **TD** subscribers.

During Sep, **TD** will give agents a chance to win a five night holiday to Vanuatu for two people, staying at the Grand Hotel & Casino.

Included are return Economy Class flights with Air Vanuatu and a glass bottom boat cruise.

To enter, travel agents will need to correctly answer a series of questions - see **page 7** for details.

Check-in reports \$1m loss

DISRUPTIVE Investments, the listed operator of accommodation website check-in.com.au and the Escape Lounge deals site says it has now "built an asset base that enables Check-In to provide a differentiated offering in what is generally a highly competitive marketplace".

The upbeat assessment comes despite the company recording a total of \$375,000 in sales for the full year to 30 Jun, with an overall loss of \$1.04 million, according to figures released this morning.

The company, which has four staff, bought Check-in just over a year ago after the site was placed into administration (**TD** 22 May 13), owing over \$4.4 million to thousands of consumers and more than 1,300 suppliers.

Since then the website has been relaunched, a corporate offering has debuted and new products have been added including special deals and travel insurance.

Disruptive Investments has also acquired "a series of high value domain names" including CheapHotels.com.au, as well as the assets of Escape Lounge.

The company said it has had "numerous discussions" with third parties about the future of the business, which "may shortly become the last Australian-owned major hotel booking site with direct hotel relationships".

Check-in.com.au is claimed to have direct relationships with over 2,200 hotels as well as a customer database of "several hundred thousand Australian travellers".

"Maximising the future value of Check-In will likely come via partnerships with synergistic business offerings...it is intended that these partnerships will leverage the unique set of Check-In assets to deliver complementary services and a material uplift in revenue with partners who possess a strong distribution base and other key travel products," the board said.

LH A380s to India

LUFTHANSA will introduce new A380 services from Frankfurt to both Delhi and Mumbai on a daily basis effective 26 Oct, according to travel agent GDS displays.

Shangri-La Syd refurb

HORIZON Club Rooms & Lounge facilities at Shangri-La Sydney will undergo a major refurbishment from Jul to late Oct 2014, the property announced on Fri.

As part of an \$8.5m project, soft refurbishment work will also take place in the lobby, with work only occurring during business hours.

All facilities, restaurants & bars will remain open during the renovation project, with new rooms to be unveiled in Nov.

**Top five agents will fly
Qantas in Business
class to Singapore
staying 2 nights at
the "Capella Resort"
Sentosa Island
for 2 nights.
All costs included.**



Click For Details

QANTAS
Spirit of Australia

**Consolidated Travel
Group**

DELTA

**NONSTOP SERVICE FROM
SYDNEY TO THE U.S.**

Connect to the U.S. with daily flights to New York-JFK from Sydney* via Los Angeles.

For details, visit delta.com or call **1800 458 368**.

Virgin australia

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

air astana
from the heart of eurasia

Thank you

All of us at Air Astana thank our customers for voting us Best Airline Central Asia and India for the third year running.

WORLD AIRLINE AWARDS 2014
SKYTRAX
WORLD AIRLINE AWARDS 2013
SKYTRAX
WORLD AIRLINE AWARDS 2012
SKYTRAX

Reservations in Sydney: 02 8248 0060
www.airastana.com

CRUISE WEEK OFFER!

**US\$200 SHIPBOARD CREDIT
PER STATEROOM**

OCEANIA CRUISES

* Terms and Conditions Apply. Visit www.cruiseweek.org for details

BOOK TODAY!



Monday 1st September 2014



FOR THE HOTTEST EXECUTIVE ROLES
CONTACT OUR DEDICATED
EXECUTIVES DIVISION ON
02 9231 2825
OR VISIT US AT
www.aaappointments.com/aus

Major restructure for MH

MALAYSIA Airlines majority shareholder Khazanah says it will review the carrier's global flight network for potential cuts as part of a major restructure to be rolled out on the loss-making airline.

While not giving specific details, the government-owned investor hinted European routes would be the first to be reviewed.

Despite the looming cuts, global flight connectivity would be maintained through the **oneworld** alliance and existing codeshare relationships already in place.

The carrier became a member of **oneworld** early last year, with its membership sponsored by Qantas (**TD** 01 Feb 2013).

On top of route cuts, around one third of its global workforce, or around 6,000 employees will be shed as it aims to restore efficiency and global standards.

Chief executive officer Ahmad Jauhari Yahya will be among those to leave the carrier,

however will stay until Jul 2015.

By the end of the year, Malaysia Airlines will be de-listed, with full control assumed by Khazanah.

"Recent tragic events and ongoing difficulties at MAS have created a perfect storm that is allowing this restructuring to take place," said Khazanah managing director Azman Mokhtar.

The investor said recently it will spend MYR1.4 billion ringgit (AUD\$476 million) on buying out minority shareholders in MH.

Even before the disasters of this year, Malaysia Airlines has not made a full-year profit since 2010.

Retrenched staff will be reskilled to assist in future job prospects, Khazanah added, while a panel to improve relations with employee unions would also be established.

Last week, Malaysia Airlines reported a worsened profit for Q2 2014, however said it aims to again be profitable within three years and re-list within five.

AFL footy tip winner

CONGRATS to Corporate Travel Management's Steve Fleming who won **TD's** 2014 AFL Footy Tipping competition, amassing 303 points - 8 points ahead of Greg Kitchen from Flight Centre.

Steve has won return Economy class tickets to Dubai for two, courtesy of Emirates.

Greg has won a holiday for two Vanuatu, courtesy of Air Vanuatu and Hideaway Island.

The Sydney Swans took out the AFL's minor premiership title.

UK terrorist warning

AUTHORITIES in the United Kingdom have raised the threat level from international terrorism from "substantial" to "severe", according to an update from the Dept of Foreign Affairs & Trade.

"This means that a terrorist attack is highly likely, although there is no specific intelligence to suggest that one is imminent," Smarttraveller says.



Window Seat

DUBAI mega-resort Atlantis, The Palm has become the latest tourism contribution to the Ice Bucket Challenge currently dominating global social media.

Showing its support for the cause of fundraising for further research into Amyotrophic Lateral Sclerosis (ALS), the resort gathered 350 team members for a group effort, having been nominated by nearby Ski Dubai.

Senior management, chefs and lifeguards at Aquaventure water park all got involved, with the act performed on Royal Beach.

Atlantis, The Palm continued the trend, itself nominating Emirates, Buckingham Palace & German football giant Bayern Munich to next take the plunge.

To see a video of the Atlantis, The Palm team taking on the ice bucket challenge, **CLICK HERE**.



Quest Woolloongabba – opening 1st September

For all bookings made during August and September 2014 at Quest Woolloongabba, we are pleased to offer an introductory special of 15% commission to all travel consultants.

Search QG on the GDS and book on the Quest Best Rate
Visit questwoolloongabba.com.au



Monday 1st September 2014

Vanuatu outer island appeal

VANUATU'S brand campaign to encourage holidaymakers to travel beyond Port Vila and the island of Efate is making inroads with Australian travellers, coupled with travel agent word-of-mouth.

Launched two years ago, the 'Discover What Matters' slogan & marketing drive urges tourists to explore more than just Vanuatu's capital and for immersion in the nation's culture & "uniqueness."

"The message is working as we are now seeing the Aussie traveller being more adventurous & starting to go more frequently to Santo and Tanna," Vanuatu Tourism Office general manager Linda Kalpoi told **TD** last week.

Aussies represent around 60% of the inbound tourist market to Vanuatu and spend on average, 8.2 nights in the country, she said.

"In the past, it was a case of flying into Port Vila and just relax.

"Now, Australians are starting to go further afield which is a good indication to us that we are able to break through the market and grow the awareness of the destination."

Kalpoi told **Travel Daily** the branding has helped position Vanuatu to where it is now.

However, the brand push was not the only factor.

"It's also been the awareness of working with key wholesalers and partners in promoting the outer island products and experiences, the adventurous activities that we have and the natural attributes of this country, along with the uniqueness of Vanuatu's culture.

"We've been successful in letting Australian holidaymakers know that what we offer is unique, and more people are planning more of their holiday beforehand.

"In the past they would only book Port Vila, and when they get here they realise there is so much more on the outer islands to do."

"But that has its advantages too, as those travellers come back for another holiday," Kalpoi said.

Bauerfield expansion

EXPANSION of infrastructure at Port Vila's Bauerfield Int'l Airport to accommodate larger aircraft is still requiring funding, Vanuatu Deputy PM & Minister for Tourism Ham Lini Vanuaroroa says.

Vanuaroroa said a larger airport would enable airlines from new destinations to fly direct to VLI.

**FREE qualified candidates
for your business**

Call FC Appointments now on 1300 113 492
or visit www.fcappointments.com.au

FC Appointments
From the Industry, for the Industry



Vila convention centre progress



CONSTRUCTION of Vanuatu's convention centre in Port Vila is steadily progressing and on track for a 2016 launch, not 2015 (**TD** Thu), says Vanuatu Tourism Office general manager Linda Kalpoi.

The facility (pictured under development in the background) is being built next door to the Vanuatu Parliament House and when complete will enable

the South Pacific Island to host meetings and incentive groups of 600 to 1,000 delegates.

Kalpoi confirmed the convention centre would likely be a strain on existing hoteliers, indicating one of three new "big hotels" flagged for the Vanuatu capital could also be under development or ready to open in 2016.

See today's **Business Events News** for further coverage.

China charter flights

ASIA and particularly China has been identified as an emerging market for Vanuatu, with visitor numbers on the increase.

The Chinese Government is also supporting the country, covering expenses for Vanuatu Tourism Office to have booths at trade expos in China to promote the destination, VTO gm Linda Kalpoi revealed to **Travel Daily**.

This year's Tok Tok tradeshow had a wholesaler from China for the first time in response to a rise in interest for groups, as visitor numbers have topped 1,000 annually - up from 600-700 - "all from within a very short space of time," Kalpoi commented.

"We are looking at working with Fiji Airways because they have nonstop flights from Hong Kong to Nadi and onward connections to Vila, but we are mostly looking at charter services during China's peak season," the VTO boss said.

"Charters would be perfect as they would be in our low season."

Vanuatu guru push

TRAVEL agent support for the refreshed online Vanuatu travel specialist platform rolled out by the Vanuatu Tourism Office is not to the level the firm was hoping.

Linda Kalpoi told **TD** in Port Vila "We've seen a good response since its roll out in late May, but we are targeting a lot more."

The Vanuatu Specialist program focuses on the activities offered on Efate, Tanna & Espiritu Santo and takes 30mins to complete.

Accredited consultants are given first choice for participation in famils and also receive info on upcoming events and news - see www.vanuatuspecialists.com.au.

Kalpoi said other trade initiatives include "a lot more famils and training," which involves VTO organising six travel agent famils annually while also supporting Australian wholesalers and Air Vanuatu with its educationals.

A mega-famil for up to 50 participants is also in the pipeline.

discover
the world



Marketing Executive
Full Time - Sydney CBD

We are seeking a highly motivated Marketing Executive with previous travel industry experience to work on a defined portfolio of Discover's clients.

This diverse role will suit an energetic individual who will be responsible for developing business social media strategies as well as some graphic design work, and is familiar with advertising placements. The candidate should be familiar with utilising databases for EDM distribution and collateral design. The candidate will have at least 3 years' experience in a similar role.

Competitive remuneration based on experience. Please send all applications to: hr@discovertheworld.com.au. Applications close **5th September** and only successful candidates will be contacted.

Monday 1st September 2014

Exotic embark on trade push

INDOCHINA tour operator Exotic Voyages is currently in the process of developing a range of new itineraries designed for the Australian trade, having appointed its first locally-based bdm Joy Sharrock-Melrose in Feb this year.

The Hanoi-based company is gradually ramping up its presence in Australia, currently working closely with around eight agencies but looking to expand.

Speaking to *Travel Daily* late last week, Exotic Voyages' global sales & marketing manager Andy Carroll said now was the perfect time to introduce its products into the Australian market.

"We've been looking at it for some time now and we know the industry is very strong in Australia. More people are

travelling here than ever before."

Exotic Voyages has been operating for 15 years and has field offices in the UK and USA.

It took 20,000 travellers on tours around the regions last year and is on track for 60,000 in 2014.

Carroll said the firm specialises in escorted touring throughout Indochina, with itineraries offering access to Vietnam, Cambodia, Thailand, Myanmar, Bhutan, Laos, China and Sri Lanka, with the latter two launching this year.

Tours in Japan were still in the planning stage and are expected to be in the market by year's end.

Carroll said the Exotic Voyages touch was not about when you see the major sights, but how.

"The last thing you want to do when you come to this part of the world is get stuck in crowds at the major attractions. It's all about making little changes to the way a tour operates using local knowledge," he told *TD*.

Based on early feedback from Sharrock-Melrose, Carroll said his perceptions of the Australian market were that the local market was very knowledgeable, knew what it wanted and also loved cruise experiences on the Mekong Delta and Halong Bay.

He added the company had "lots of exciting ideas" for the trade here, with a sales incentive earmarked to launch this month.

A famil trip is also on the cards to depart next year, with the firm working closely with Vietnam Airlines, Thai Airways and others.

See www.exoticvoyages.com.

QR Qmiles promotion

BONUS Qpoints and Qmiles are up for grabs to new and existing Qatar Airways frequent flyers in a new promo currently available to travellers departing Australia.

Pax flying in QR Business or First class will earn 50% bonus Qpoints and QMiles, with a 25% bonus offered to pax flying in Economy before 31 Oct 2014 - **CLICK HERE**.



**EARLY
EARLYBIRD
SPECIALS**

Click here for more information.
WWW.FLYROYALBRUNEI.COM

Excite offer itravel an office tour



AGENTS from burgeoning retail travel group itravel were last week welcomed to the offices of Excite Holidays for a casual tour and catchup over morning tea.

The group were taken on a tour of the Excite chocolate factory and offered a rare glimpse into the wholesaler's exciting future plans for the Australian trade.

General manager Joe Karbo said the event was an example of the company's 'made for agents' promise and was a good chance

to gather feedback.

Pictured above from left at the morning tea is Walter Nand, Excite Holidays; Jacqui McAreavey, Excite Holidays; Annalee Ilievski, itravel; Manuel Rivera, itravel; Rebecca McHenry, itravel; Paul Davies, itravel; Melissa Devlin, itravel and Peter Douglas from Excite Holidays.

All clear over Iceland

AVIATION authorities in Iceland say a recent minor eruption at the Bárðarbunga volcano has ceased and all airspace restrictions had been lifted, with no further threat to aircraft in the area anticipated.

Insight hits the road

AGENTS around Australia are being invited to attend a preview of the 2015 Europe program from Insight Vacations, with a national tour set to begin from next week.

Nearly 30 events will take place in city and regional destinations in NSW/ACT, Vic/Tas, Qld, SA and WA from 10 Sep to 01 Oct - email Insight Marketing **HERE** for details.

Airline and Elite Tier Manager



We are looking for an Airline & Elite Tier Manager for our Sydney based travel team. This broad role is responsible for developing, enhancing and successfully implementing the airline strategy for Australia & NZ American Express card member base. In this role, you will be analysing air data, managing airline partnerships and developing superior travel products and benefits within the air and airport sectors.

This is an opportunity for someone with excellent relationship building skills to join a top 500 company which provides an excellent career path. In addition, we offer great benefits including opportunities to travel.

We are looking for someone that has a comprehensive knowledge of the travel industry, specifically within the airline sector in Australia/NZ. You will have highly developed analytical skills and strong financial acumen coupled with in-depth knowledge of GDS (Sabre), fares, CAT35 fare filing and ticketing processes.

To view details of the role and apply please visit Amex Careers and search for Job 14013100 – or click to apply - <http://amex.com/1lgoNOO>

**CRUISE
WEEK
OFFERS**
ONLY ON ROYAL

**BUY 1
GET 1
UP TO
50%
OFF**

Who will you take?

**PLUS
UP TO
US\$300
ONBOARD CREDIT**
Offer ends 8 Sept

T&Cs apply





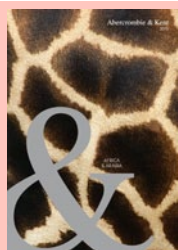
Brochures of the Week

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



Bentours - Antarctica 2015/16

Featuring the Bentours hallmark of augmented reality on the brochure cover, the company's latest guide to the frozen continent offers a range of early booking discounts on selected departures. Itineraries begin from South America, some with a flight direct to King George Island or an approach by sea. Vessels utilised in the season include the 68-pax *MV Ocean Nova*, which offers departures in Dec 2015 or Jan & Feb 2016, or the fully refurbished 114-pax *Sea Explorer*, with all meals and tours included.



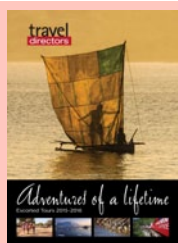
Abercrombie & Kent - Africa & Arabia 2015

The bespoke touring firm has released its new guide to Africa and the Arabian Peninsula, offering 48 tours and a fascinating range of extension options. Even more tour options are available online than in the brochure. Demand from Australian consumers has seen A&K launch a range of multi-country tours. The firm has invested a significant amount in a fleet of upgraded six-seater safari vehicles which offer wi-fi connectivity, fridge and device charging station, with seats lowered for better viewing.



Wildlife Safari - Abu Dhabi 2015

A range of new, upmarket and luxury private journeys in Abu Dhabi have been developed by Wildlife Safari. Guests will have the opportunity to tour the emirate's coastline, natural islands and iconic desert highlights in a private and comfortable car. Tours can be custom designed to suit individual preferences and tastes. Two tours are on offer, with a 4-day option in Abu Dhabi or an 8-day tour also taking in nearby Dubai, both enjoying luxury hotels and fine dining throughout.



Travel Directors - Adventures of a Lifetime 2015

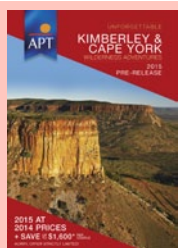
Three new unique itineraries in South Africa, the Baltic region & the Middle-East have been rolled out for the 2015 season, building on an already strong collection. The company has responded to guest comments seeking access to more remote and 'off-the-beaten-track' locations. One of the new itineraries, entitled "The Five Stans" takes guests to Kazakhstan, Tajikistan, Uzbekistan, Kyrgyzstan and Turkmenistan.

All tours include return Economy airfares built into the promoted price.



Lindblad Expeditions - Galapagos 2015

The release of the latest guide to the wildlife rich Galapagos region comes with the 50th anniversary of the Charles Darwin Research Station (CDRS). Expeditions ranging in length from 10-16 days are on offer, sailing aboard the *National Geographic Islander* and the *National Geographic Endeavour*. One of the trips available is a dedicated photo expedition, offering guests access to world-class photographers.



APT - Kimberley & Cape York 2015

A new range of Kimberley & Cape York Wilderness Adventures have been released in response to client feedback and mark the first time APT has offered a pre-release guide. Two itineraries are on offer in the form of the 15-day Kimberley Complete and 11-day Cooktown Adventure. Both tours offer in-depth access to isolated parts of Australia, with rugged daily exploration in luxurious transport, fine dining and comfortable hotels.

Savings of up to \$1,600 are on offer to the first 100 bookings only.

TIME auction closing

TWO nights accommodation at the Grand Hyatt Dubai is among the latest items to be added to the TIME Silent Auction, which closes for bids at 11pm on 04 Sep.

The item includes meet & greet and return courtesy transfers from Arabian Adventures.

All successful bids go to helping TIME promote and run its popular mentor program - **CLICK HERE**.

TNZ growing grapes

TOURISM New Zealand has signed an MoU with New Zealand Winegrowers to promote the country as a producer of fine wines and associated experiences.

The two-year agreement will aim to both drive more visitors to New Zealand as well as increase export sales of home-grown wine.

It follows a similar MoU signed earlier this year between New Zealand WineGrowers and Air New Zealand (**TD** 19 May).

Wine tourism is one of a variety of niche markets identified by Tourism New Zealand in recent years as ripe for further growth.

Marketing activity themed on wine will be launched in key markets including North America, Australia, the UK and China.

Hero Pass 2015 on sale

FALLS Creek and Hotham Alpine Resort in Victoria have launched sales of their 2015 Hero Season Pass, offering unlimited access to both resorts for next winter.

Prices have been frozen at \$749 for adults & \$429 for sales made & a deposit of \$199 paid before 5pm on 01 Oct 2015.

Remaining balances are then due for payment by 30 Apr 2015.

Small business a key

QUEENSLAND Tourism Industry Council (QTIC) has paid tribute to the significant economic & social contribution of the state's 55,700 tourism businesses as part of the 2014 Qld Small Business Week.

QTIC chief executive Daniel Gschwind said nine out of every ten small tourism businesses in Qld employed less than 20 people.

"No other sector in Queensland has more small businesses than tourism and Small Business Week is an opportunity to pay tribute to the state's small tourism businesses that make such a large economic contribution," he said.

Monday 1st Sep 2014

Girls' guide to Dubai

HIGHLIGHTS of Dubai targeted at female travellers are being promoted to travel buyers via a magazine supplement available from today as part of the opening day of Luxperience.

Published by *Luxury Travel Magazine*, the supplement has been launched by Dubai Tourism on the back of growing numbers of female groups visiting Dubai.

It will be the first of a series of inserts aimed at niche markets.

"The objective of the guides is to showcase the diversity of Dubai and highlight the array of activities in which consumers of this interest area can undertake, which require a minimum of 4 days," Dubai Tourism Australia & NZ Office director Julie King said.

The "Girls' Guide to Dubai" insert offers travel tips and info on currency, dining, nature, luxury, shopping, art, culture and more.



Rd 23 Results

CONGRATULATIONS

Ricardo Pascal

from Singapore Airlines

Ricardo is the top point scorer for Round 23 of *Travel Daily's* AFL industry footy tipping competition and has won a \$50 voucher to spend on any product at www.lifeliveitup.com.au, courtesy of Life!®.



Major Prize Sponsors

1st Prize: two return flights to Dubai, courtesy of Emirates



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Hideaway Island Resort



Earlybird deadlines

SCENIC Tours is reminding agts only one month remains to book 2015 Earlybird offers on South America, small ship cruising and the Mekong, on sale until 30 Sep.

Tasmania shows off to the trade

TASMANIA took its trade message on the road recently, hosting industry events for agents in Sydney, Melbourne and Brisbane.

Eighteen suppliers including four regional tourism organisations in the state were on show, with strong numbers reported at each event.

A variety of prizes were up for grabs to lucky agents at each show, with one of the Sydney winners, Grace Zhang from Kuoni Travel Group pictured above right flanked by Brooke Sweeney, Britz & Maui Campervan Rentals and Chelsea Lawrence of the West Coast Wilderness Railway.



Globus appointments

THE Globus family of brands has promoted Adam Mussolum as national marketing manager from his previous role at Globus as digital marketing manager.

Gabrielle McCarthy has also been named as the company's inbound manager, moving across to the role from her previous duties as product manager.

Their appointment follows the addition of Peter Douglas as new national sales manager (**TD** Wed).

Japan e-workshops

THE Japan National Tourism Organisation Sydney has launched an online training program via www.yourworkshops.com.au and on select agency intranet portals, including Helloworld, Flight Centre and TravelManagers.

The free e-learning course takes approx 30mins to complete and hones in on product knowledge and skills agents may require to help promote and sell Japan.

Agents completing the course also have a chance to win Jetstar flights for two to Tokyo.

WIN A TRIP TO VANUATU

In September, **TD** is giving readers the chance to win a holiday to Vanuatu, courtesy of **Vanuatu Tourism Office**.

The prize includes return economy class fares to Port Vila with Air Vanuatu, airport transfers, five nights accommodation at Grand Hotel and Casino and a Glass Bottom Boat Trip, for two.

Every day this month **TD** will ask a different question about Vanuatu. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email answers to: vanuatucomp@traveldaily.com.au

Q1: From what cities in Australia are there direct flights to Vanuatu?

Hint: www.vanuatuspecialists.com.au



Terms & conditions

Vanuatu
DISCOVER WHAT MATTERS

Air Vanuatu

Vanuatu
Adventures in Paradise

GRAND
Vanuatu

Hold BA flights for £5

BRITISH Airways is allowing pax to hold short-haul fares unpaid for up to 72 hours on ba.com for £5 (AUD\$8.90), the carrier said.

Long-haul itineraries can also be held for a fee of £10 (\$17.80).

Hold deposits are refunded if pax choose to purchase and ticket their held itineraries.

BA said the hold deposit deal was not available on flights from select destinations in India, South America, Africa & the Caribbean due to complex tax calculations.

Jetstar PEDs all flight

PASSENGERS flying with Jetstar are now able to use personal mobile devices (PEDs) during all stages of flight after CASA gave the low-cost carrier a green light, taking effect last weekend.

All devices need to be operated in flight mode during flight.

UAE visa extension

TRAVELLERS to the United Arab Emirates wishing to stay beyond the free 30-day visitor-on-arrival visa allowance can now pay a fee of DN600 (AUD\$175) for a 30-day extension, DFAT is reporting.

The change applies to leisure visitors, with business travellers needing to obtain a different visa.

Rumours agt promo

COOK Island property Rumours Luxury Villas & Spa is offering agents a chance to win a three-night stay in its NZ\$1,800 per night Platinum Beachfront Villa.

Entries into the draw are up for grabs with every booking made at Rumours before 30 Sep for a stay between 01 Nov & 31 May 2015.

The accom-only prize is valued at NZ\$5,400 and will be available for the winner to take between 01 Nov and 31 Mar 2015.

Oaks Mackay opens

OAK Hotels & Resorts has today opened a new-build 138-room in Mackay, Queensland.

Oaks Rivermarque is the group's 21st location in Queensland and the 48th in the group's portfolio.

Europe on sale on EK

EMIRATES is offering special airfares to 37 cities in Europe in a new sale, with Economy seats from Australia starting at \$1,628 return to Dublin from PER.

Business class fares start from \$7,308 return to Istanbul ex PER.

Fares are on sale to 04 Sep, valid for travel from 01 Mar to 04 Aug 2015, with newly launched cities Oslo, Brussels and Budapest among included destinations.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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.

Advertising and Marketing: Sean Harrigan and Lisa Martin

Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper

Email: accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Travel Daily **CRUISE** **Pharmacy**
WEEKLY **DAILY**

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas

Assistant Editor: Matt Lennon

Contributors: Jenny Piper and Barry Matheson

Email: info@traveldaily.com.au

Travel
DailyTV

business events news

Simply book and ticket any Qantas flight to Asia and the world with Consolidated and have the opportunity to go to Singapore

Be one of the top five performing agents and fly Qantas Airways Business class to Singapore staying 2 nights at the "Capella Resort" Sentosa Island.
All costs included.



Capella Resort - Sentosa Island



**BONUS
INCENTIVE FOR
ALL QANTAS
TICKETS TO
ASIAN
DESTINATIONS**

Also for every Economy class ticket issued you're rewarded with a \$20 voucher, for every Business class with \$50 and for every First class with \$100 voucher.



Qantas & Consolidated Travel Flavours of Asia Incentive Competition Terms & Conditions

Valid for tickets issued by Consolidated Travel or via Quikticket between 11 August and 9 September 2014 on QF itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The Top 5 (five) agents Nationally with the highest sales will win the grand prize. A minimum of \$30,000.00 in ticketed sales during the promotion period is required. This offer is open to all full time international selling agents only. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. Vouchers are capped and can be claimed by emailing to Consolidated Travel's Head Office by COB 12 September 2014. The Major prize includes two nights' accommodation, in a single standard room at the Capella Resort in Singapore including breakfast daily and transfers. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as specified and no compensation will be payable if a winning agency is unable to use a prize as detailed in the terms & conditions. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable. Consolidated Travel Group ABN 60 004 692 791. Date of issue 11 August 2014



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

THE AA FAMILY IS GROWING TRAVEL RECRUITMENT ACCOUNT MANAGER x 2 LOCATION: BRISBANE & SYDNEY

SALARY PACKAGE up to \$80K+ BONUSES

Due to maternity leave in both Brisbane and Sydney, AA is recruiting two talented account managers to service the recruitment needs of our top client accounts. Your role will involve interviewing candidates and assessing their career opportunities, short-listing talent for senior vacancies, reference checking, account management and business development.

You will enjoy an excellent salary plus bonus structure, advanced on the job and professional training, opportunity to work with the best names in the industry and long term career prospects; as well as access to our annual 5 star conference & other team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent client account management experience, strong communication and interpersonal skills and the ability to work well in a team.

Want to know more? Contact our MD today 02 9231 6377.

STRONG CONTRACTING EXP REQUIRED NATIONAL ACCOUNT MANAGER/BDM SYDNEY - SALARY PACKAGE \$90K PLUS

This fantastic new role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation and contracting skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

ARE YOU THE MISSING LINK ONLINE IMPLEMENTATION MANAGER BRISBANE – 6 MONTH CONTRACT

Come and join this leading travel management company who are leaders in innovation and growth on a six month contract. Working closely with internal and external clients you'll be responsible for handling the seamless implementation of new and existing clients onto the company's online booking tools. Staying abreast of technology developments you'll be able to identify and address system gaps and suggest necessary improvements.

YOU CAN'T WORK WITHOUT TECHNOLOGY LEVEL 2 HELPDESK TECHNICIAN SYDNEY – \$70k package

Are you an escalation expert? This award winning GDS company is looking for your analytical and technical skills to join this growing department. You will be customer service driven, have the ability to multi task, resolve issues and have a thorough understanding of back office functionality. This is an exciting step-up from a support role! Don't miss out on this outstanding opportunity.

LOOKING FOR CAREER PROGRESSION? SENIOR INDUSTRY KEY ACCOUNT MANAGER SYDNEY – \$100K PLUS

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

YOUR HUNTING SKILLS WILL WORK HERE CORPORATE BDM – SME MELBOURNE – SALARY PACKAGE \$80k + Bonuses

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

HIT THE ROAD WITH A LEADING BRAND SALES EXECUTIVE - CRUISING SYDNEY - SALARY PACKAGE \$60K ++

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM
CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825
OR EMAIL YOUR CV TO: executive@aaappointments.com.au
FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE
www.aaappointments.com/aus



Working in partnership with the Australian Travel Industry

Online Travel Consultant

Brisbane CBD \$45-50K DOE Ref:1161PS1

Do you want to move away from face to face consulting? If you enjoying working predominantly on email and over the phone within a small team environment, then this role may be the fresh challenge you have been looking for. Suitable candidates will be Galileo trained and able to work shifts from 0700 – 2000 with weekends 9-5 on rostered once a month. Full ticketing training will be given to the right consultant, apply to join this fun and relaxed team today!

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

Cruise Consultant

Sydney – Competitive + Uncapped Commission – Ref: 1808SJ1

All Aboard and Cruise into your new career! Do you have good cruise product knowledge & travel sales experience? A leading & reputable travel provider is ever expanding due to on going success & are looking to recruit an experienced Cruise Consultant for their busy office. Selling luxury international cruise itineraries to a loyal clientele following & enjoy great perks & benefits in return for your hard work. I'm looking for an ASAP start so get in touch today!

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

Groups & Events Travel Consultant

Melbourne \$\$Attractive Ref:1201KF3

This leading provider of Meetings, Incentives, Conference & Events is looking for a Groups & Events Consultant, to organise and manage the flight, accommodation and land requirements for its group travel and events team. Located in the Melbourne area focusing on international itineraries. If you love everything groups and have travel industry experience then this is the role for you! You will manage end to end events, as well as working in a team on large event accounts.

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

Retail Travel Consultant

Adelaide DOE\$\$\$ Ref: 1261LB1

This leading boutique agency in Adelaide has a rare vacancy to add a valued team member to their store. If you have great destination knowledge, experience dealing with high end product and knowledge of Sabre & Travelog then I want to hear from you ASAP! You will be rewarded with a fantastic work/life balance of Monday to Friday hours, and a supportive, senior and experienced team behind you. Solid salary package on offer for the right candidate with the right attitude.

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

Temporary Ticketing Consultant

Brisbane International Airport \$Hourly rate. Ref:1128PS1

Amadeus ticketing consultant needed urgently! Do you have current experience looking after complex flight itineraries and all aspects of ticketing including re-issues, re-routes and refunds? If you are available for immediate start for a short term 6 week temporary assignment where you will be working 9-5 Monday – Friday for a leading airline then I'd love to hear from you. A lovely working environment and excellent hourly rates are on offer. Interviewing NOW!

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

Chinese Speaking Sales Rep

Sydney – Generous Salary – Ref: 1272RF1

Are you a Chinese speaking BDM looking for a new challenge? We have a sensational opportunity for one lucky Sale Rep to join this fantastic Asia Travel Specialist. You will spend your days out on the road visiting agents, attending trade shows and expanding this company's brand. We are looking for a Sales Rep with an established network of agencies in NSW and a real passion for Asia as a destination. An fantastic salary (DOE) is on offer for the right candidate.

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

Retail Travel Consultant

Hobart \$\$DOE Ref: 1262MD2

A lovely travel team in the bustling heart of Hobart wants YOU! Get your work/life balance back today. This boutique travel company based in a lovely office in a very busy shopping centre. Joining a dynamic team of like minded professionals in a hot seat with repeat clientele and massive potential for growth. Successful applicants will be well rewarded with a fantastic base wage and incentives on top to boot. There is also career progression on offer for the right candidate!

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

Corporate Travel Consultant

Perth \$60-70K DOE Ref:1274LB2

Rare opportunity for a service focused individual. If you are a multi-skilled corporate travel consultant this vacancy with a well-established TMC could be the opportunity you have been waiting for! Offering a highly competitive salary, this is a company that has very little staff turnover. Strong fares knowledge along with current corporate travel experience is required to be considered for this gem of a role!! Galileo GDS trained consultants preferred, central location.

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



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