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Travel Daily

First with the news

Friday 26th September 2014



Discover the USA

BRAND USA's newly launched "USA Discovery Program" (**TD** Mon) aimed at equipping agents with the knowledge and skills to better sell the US more effectively is being spruiked in **TD** today.

It comprises a series of online training modules, with "badges" achieved for different levels of expertise available on the website USADiscoveryProgram.com.au.

The first local agent to complete all of the modules will win a place on the 2014 Brand USA Mega Famil, while the first 50 agents to complete the Regional Expert badge will receive a \$50 Coles Myer voucher - see **cover page**.

Today's issue of TD

Travel Daily today has nine pages of news & photos, a front cover page from **Brand USA** plus full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- APT

Walshe reports 2014 profit

SOUTHERN Travel - the parent of the Walshe Group - has released its 2013/14 financial results, showing an overall profit of NZ\$558,000 for the year.

Total revenue was NZ\$28m, with the inbound division recording \$18.8m of this, about twice that of the outbound (Walshe Group) representation business at \$9.2m.

The Walshe Group contributed the lion's share of profit with its divisional income almost doubling to \$1.34 million for the year.

MD Jacqui Walshe said the figures reflected a particularly strong performance in New Zealand, where revenue reflected additional incentive income for exceeding performance targets in one of its NZ airline accounts.

The year saw Walshe pick up the Lufthansa Group representation in Australia as well as Visit Flanders, while the Brunei Tourism contract came to an end

in Australia.

Walshe also lost its eight year relationship with American Airlines in Hong Kong and Singapore as a result of the AA merger with US Airways.

The inbound business saw a profitable contribution from Japan operations, with gross profit retained through competitive bidding to retain market share.

However "Japan is the same as other markets, in that the ways consumers purchase travel is becoming increasingly independent with less reliance on the traditional agency channels," Walshe commented.

The group has undergone a restructure (**TD** 02 Sep), with a new executive team firmly focused on growth objectives, which is "expected to translate into improved operational performance" during 2015.

Gurney to Emirates

ROB Gurney will take on the role of Vice President Australasia for Emirates next Wed 01 Oct (**TD** breaking news), stepping into the role just over six months after his shock resignation as ceo of Helloworld Limited.

Gurney's extensive travel and aviation industry experience also includes 14 years with Qantas, where he was Group Executive Commercial when a restructure saw him step aside in May 2012.

Current VP Australasia Bryan Banston, will leave EK on 10 Oct after just over a year in the role.

Voss returns to QF

QUENTIN Voss has departed from Air New Zealand, resigning last month from his role as Leisure Sales Manager Australia.

Next week he commences his new job in the Qantas Agency Partnerships team as National Account Manager.



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UL boosts Singapore

SRILANKAN Airlines will add a further five weekly flights to the Colombo-Singapore route from 26 Oct, boosting frequencies to 19 per week.

The services are operated using A320 and A321 aircraft.

SQ \$10m price fixing payout

SINGAPORE Airlines has agreed to pay US\$9.2 million (A\$10.45m) to settle a class action in the US which accuses a number of carriers of conspiring to fix the prices of trans-Pacific flights.

The long-running case originally kicked off in 2007 involving a total of 13 carriers including Qantas, which also last week assented to a \$550,000 payout.

Passengers claim the airlines colluded over various surcharges on the long-haul fares, with the Qantas and Singapore Airlines settlements following previous payouts by Air France, Japan Airlines, Vietnam Airlines, THAI Airways International, Malaysia Airlines and Cathay Pacific amounting to a total of US\$39.5 million.

Five airlines are still embroiled in the case including Air New Zealand, Philippine Airlines, China Airlines, EVA Airways and All Nippon Airways.

In a ruling in San Francisco this week, the lawsuit has been

narrowed to exempt certain fares to the Philippines and Japan, with a judge saying that they are exempt from price-fixing claims.

The technical case is based on the US International Air Transportation Competition Act of 1979 which differentiates between countries based on their trade agreements with the USA.

The carriers still contesting the case have asked for a summary judgement in their favour, because the allegations relate to fares and surcharges which were submitted to the Air Tariff Publishing Co (ATPCO) and in turn with the Dept of Transportation.

A Qantas spokesperson told TD the carrier accepts no liability.

"We have settled to bring the matter to a close and to avoid the significant ongoing costs of litigation," the carrier said.

Philippines super sale

PHILIPPINE Airlines has today launched a "weekend super sale," offering return fares from Australia to Manila from just \$99 + taxes.

Inclusive of taxes and a \$370 fuel surcharge the all-in prices start at \$565 return ex MEL, with the sale also offering fare options to Manila, Hong Kong and Singapore from both Sydney and Melbourne.

The bargains are only on sale from 27 to 29 Sep for travel 01-30 Nov and 01 Feb-22 Mar 2015.

More for Magellan

THE Magellan Travel Group has grown to 120 offices, with the addition of Canberra-based Southlands Travel & Cruise, formerly Jetset Southlands.

Magellan's conference is taking place in the ACT at the end of Oct.



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AF, GA to codeshare

GARUDA Indonesia and Air France will debut reciprocal codeshare service on a number of routes from 26 Oct.

The AF code will be placed on Garuda flights from Singapore to Jakarta, Bali and Surabaya, while GA will codeshare on Air France services between Amsterdam and Paris as well as Singapore-Jakarta.



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Travel Daily

First with the news

Friday 26th September 2014



MH extends 2015 earlybirds

MALAYSIA Airlines has launched a second phase of early bird details for UK/Europe, with offers now available over a longer travel period between 01 Apr and 31 Oct 2015.

Return Economy fares start at \$1,422 to Istanbul, \$1,443 to Amsterdam & \$1,616 to London, while Business Class leads in at \$4,972 return to Istanbul.

Bookings can be made up to 20 Dec, with flights on MH's new A330-300 aircraft ex Australia connecting to A380s for onward sectors to London or Paris.

MH regional senior vp for ANZ and South-West Pacific, PK Lee, said that with the premium airline's full service offering, the fares are "compelling deals".

Malaysia Airlines has also

combined with Tourism Malaysia to host a series of breakfast updates for travel agents in Vic.

Topics will include the earlybird offer as well as MH products and services plus Destination Malaysia.

Sessions will take place at Highpoint, Frankston, Ringwood, Doncaster, Fountain Gate, Northland, Chadstone, Brighton and in the Melbourne CBD - email janet.bell@malaysiaairlines.com.

Borghetti doubles his VA shareholding

VIRGIN Australia ceo John Borghetti received almost \$1 million worth of the carrier's shares yesterday due to the partial vesting of options he was issued about three years ago.

According to an ASX update, Borghetti was given 2,549,804 ordinary shares, while 691,807 options lapsed at the same time.

The moves mean he now holds 4,645,343 ordinary shares in Virgin Australia, and has a further 572,811 held in a family trust and 7,364,578 option rights.

VS 787-9 to Delhi

VIRGIN Atlantic will replace existing A330-300 aircraft on the London Heathrow-Delhi route with new Boeing 787-9 Dreamliners from 29 Mar.

The 787-9 flights will operate on a daily basis, with reservations open effective immediately.

Travelport floats

TRAVELPORT is now listed on the New York Stock Exchange under the ticker code TVPT after its public float (**TD** 12 Sep) raised US\$480 million.

Strong demand for the shares saw them priced at US\$16 each, at the top of the forecast range.

One-quarter of the firm is now being traded, with the IPO valuing Travelport at a total of \$1.92b.

Viator data breach

ACTIVITIES specialist Viator has advised customers of a massive security breach which may have seen credit card details of up to 880,000 customers compromised.

Customers are urged to report any fraudulent charges to their card provider.



Window Seat

WHO needs an aircraft?

Hotel giant Marriott has unveiled a new "teleporter" which virtually transports guests to Hawaii or London.

Looking somewhat like a phone booth, the device comes complete with a headset, virtual reality goggles and "4-D sensory elements" such as wind, heat and mist.

The teleporter was unveiled at the New York Marriott Marquis Hotel yesterday, showcasing new technology which captures 360-degree 3D video and combines it with computer-generated imagery.

It is part of an Marriott's "Travel Brilliantly" campaign which aims to appeal to younger travellers.

The teleporter will now travel to a range of destinations across the USA for the next few months including Boston, Atlanta, Dallas, San Diego, San Francisco and Washington DC.

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Friday 26th September 2014

Travel Daily

on location on
Carnival Spirit

Today's issue of TD is coming to you from onboard **Carnival Spirit** at the Carnival Australia Annual Partnership Summit.

SALES teams and management from all seven of the World's Leading Cruise Lines brands are joining top selling cruise travel agents at the 2014 Summit.

The summit is taking place as part of a three-day Sampler Cruise, or 'Cruise to Nowhere'.

Over the next two days, attendees will network and take part in business sessions for Carnival Cruise Lines, Holland America Line, Princess Cruises, P&O Cruises World Cruising, Cunard, P&O Australia and luxury small-ship line Seabourn.

Proceedings are being emceed by affable Channel Nine *Today* weatherman Steve Jacobs.

Europcar offers RVs

NEW Zealand-listed motorhome specialist thl has forged a new partnership with Europcar making recreational vehicles available to hire in Australia & New Zealand.

The deal opens up Maui, Britz or Mighty campervans to customers using www.europcar.com.au or www.europcar.co.nz, effective immediately.

Customers are able to book the motorhomes for a minimum of three, five or seven days and collect/drop off vehicles from the 10 Maui, Britz or Mighty rental locations in Australian and three in New Zealand.

Vehicles range in size from two to six berths.

thl ceo Grant Webster said the firm was delighted to strengthen its pact with Europcar through the integration of its product.

To celebrate the new deal, a 10% discount is available on bookings made between now and 09 Nov, for travel until 31 Mar 16.



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ASF project's billion \$ potential

DEVELOPERS of the proposed Gold Coast Cruise Ship Terminal & Integrated Resort Development say the latest Queensland report card highlights the impact the project could potentially deliver for the state's tourism industry.

The report determined that ASF Consortium's planned multi-billion dollar project once complete would generate \$8.9 billion in new tourism expenditure each year & close to 13,000 new jobs.

"This represents growth in annual Queensland tourism revenue of more than seven times the current rate, generated from one project alone," ASF Consortium Project director Allan Fife commented last week.

"The project will also create new tourism jobs equivalent to more than a year's worth of growth from the total tourism industry. This makes the Gold Coast Cruise Ship Terminal and Integrated Resort Development

an essential addition to tourism in Queensland," Fife said.

According to Australian property advisory consultancy company MarcoPlan Dimasi the project would generate around 477,000 additional visitor nights on the Gold Coast by 2020.

"This visitation underpins the success of businesses operating within the project and also means big business for existing tour operators and tourism businesses across the region," MarcoPlan Dimasi chairman and managing director Brian Haratis said.

Fife added the Gold Coast Cruise Ship Terminal and Integrated Resort Development was "critical" if the Queensland Government expects to achieve goals set out in the 2020 Vision for tourism.

Last month, The Spit was ruled out as a possible site for the cruise terminal following a public outcry, with ASF Consortium now focused on Wave Break Island.

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Steve's in for a Grand weEKend!

CORPORATE

Travel Management's Steve Fleming (right) warmly welcomed a visit from Emirates Queensland senior sales executive Shiran Ranatunga who this week presented him with his prize for winning the **Travel Daily** AFL Footy Tipping competition.

Shiran is keeping his lips sealed on Steve's tip for this weekend's AFL Grand Final.

MEANWHILE, Emirates has today reinforced its commitment



to Australian sport, re-signing as title sponsor for the Australian Open golf championship for a further three years.

\$500 off Travelmarvel

TRAVELMARVEL is dropping the price of all European land-only journeys departing in 2015 by \$500 per person when booked before 15 Oct.

The company's 13-day Portugal and Colourful Spain itinerary from Lisbon to Barcelona is now priced at \$5,195ppts under the deal.

AA plots DFW/PEK

AMERICAN Airlines has lodged a request with US regulators to commence new daily year-round services between Dallas/Fort Worth and Beijing.

AA told the US Department of Transportation it intends to utilise Boeing 777-200s on the route, launching on 07 May.

Sea Princess delays

LONGER than expected repairs to *Sea Princess* while in drydock at Garden Island, Sydney this week has forced the ship to revise its 29 Sep sailing.

Sea Princess was originally expected to return to operation on Mon, operating a 14-night round-trip voyage to New Zealand from Brisbane, however Princess Cruises today confirmed the ship would now depart Sydney on Tue.

The revised itinerary will include six of the original seven ports-of-call, however the 03 Oct stop in Auckland has been cancelled.

Brisbane-based guests are being flown to Sydney for embarkation and will receive one-day per diem refund of the cruise fair paid in the form of onboard credit and a further 30% future cruise credit.

Pax also receive a \$100 onboard credit plus refund of taxes, fees, etc for the axed Auckland call.

Tourism Aus gong

TOURISM Australia has been bestowed with the accolade for Best Social Media Presence in the Tourism Board category at this year's 'Skiftie' awards.

To date, TA has amassed some 6 million Facebook fans, 860,000 Instagram followers, 1.25 million Google+ friends and over 160,000 Twitter supporters.

Friday 26th Sep 2014

KQ goes to pieces

KENYA Airways has announced it will switch its baggage policy on all flights from the weight system to the piece system from 01 Oct.

The change will enable Premier World (Business) class passengers to check-in two pieces of luggage up to 32kgs each & Economy class passengers one piece (23kgs).

Previously, the allowance was 50kgs in Business and 40kgs in Economy for tickets sold on KQ in Australia and New Zealand.

In addition to the checked bag allowance, pax will be permitted one accessory (laptop, handbag, camera bag, briefcase or similar) up to 12kgs as carry-on.

KQ said the change "significantly increases free baggage allowance in all classes" and "address the changing needs of passengers."

The boosted carry-on allowance from 10kgs enables pax to take "smart gadgets" on board.

An excess baggage charge of US\$50 will apply on domestic flights or US\$75 on East Africa sectors for the first and second additional pieces.

Offer Europe from AUD 1,521*

Emirates Early Bird fares have landed. Choose from over 35 one-stop destinations and book flights for 2015 now. With our great fares, up to 1,800 channels of entertainment and generous baggage allowance, now's the time to capture Europe.

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WIN A \$75 GIFT VOUCHER

This week *Travel Daily* and *French Travel Connection* are giving 5 readers a chance to win a \$75 gifts.com.au voucher.

French Travel Connection's 2015 Brochure is out, featuring 116 pages of France. Paris, Regional France, Monaco, Battlefields, Tours, Waterways... We've got France covered! Explore the brochure for your chance to win!

Click [HERE](#) for hints and to find out more.

To win, be the first to send through the correct answer to the question below to: gifts@traveldaily.com.au

How many days is the 'French Connection' tour?



SQ/NZ codeshare plan

SINGAPORE Airlines Grp & Air New Zealand have revealed the routes to be covered by their new codeshare alliance in the GDS.

Effective 06 Jan, the Air New Zealand designator code of NZ will appear on 23 routes operated by Singapore Airlines from its hub, including Copenhagen, Frankfurt, Dubai, Istanbul Ataturk, Johannesburg, Rome and Zurich.

Air NZ will also place its code on 23 SilkAir south east Asia services from Singapore to destinations including Cebu, Koh Samui, Lombok, Medan, Penang, Phuket, Phnom Penh and Siem Reap.

Singapore Airlines in turn will place its code on eight services operated by Air New Zealand, including Auckland to Nadi, Norfolk Island, Rarotonga, Port Vila and Tongatapu, as well as the Kiwi carrier's flights to Norfolk Island from Sydney and Brisbane and the Sydney-Rarotonga route.

Verve lands TFE gig

TOGA Far East (TFE) Hotels have appointed Verve as its Australian PR agency representing the firms brands and hotels locally and in New Zealand, Asia and Europe.

Brands include Adina, Medina, Rendezvous, Vibe, Travelodge and Kurrajong hotels & apartments.

Skimax, Heliski pact

SKIMAX Holidays has released new four, five & seven day heli-skiing packages in British Columbia after inking a new partnership with Last Frontier Heliskiing.

Flighties bonkers for Honkers!



THE Hong Kong Tourism Board and Qantas jointly hosted an incentive faml for six of Flight Centre's top sellers of Hong Kong.

During the four day trip the consultants experienced some of Hong Kong's new tours, including the Central and Sheung Wan Foodie Tours and they tried their hand at making local delicacies on the new Tai O Eco Tour.

The participants also took part

in a Tai Chi Class on the Tsim Sha Tsui Promenade and visited the splendid Tian Tan Buddha on Lantau Island.

Pictured from left are Kathryn Quarantino, FC King St; Verity Jones, FC Newtown; Alicia Hutchinson, HKT; Monique Lovett, FC marketing; Justin Yip, FC Sydney International Airport; Michael Wilcox, FC Rosny and Julie Lane, FC Toowong.

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CREEDENCE Clearwater Revival would have been proud with the World's Leading Cruise Lines as classic 60's hit 'Proud Mary' was belted out in a chorus of song and dance to kick off the 2014 WLCL Partnership Summit.

At an official welcome gathering, attendees were greeted by *Today* show weatherman and TV star Steven Jacobs, who in turn introduced Carnival Cruise Lines ambassador and celebrity fitness trainer Shannan Ponton.

Expecting an encore from last year's Summit flash mob, Jacobs initially attempted to hose down talk of a repeat before CCL's Jennifer Vandekreeke hijacked the mic and broke into song.

She was joined on stage soon after by four WLCL colleagues to complete the musical ensemble.

Reminiscent of a Broadway spectacular, the roof was then metaphorically 'blown off' as dozens of the WLCL team, complete in glamour rock wigs helped bring the curtain down.

Attendees responded with rapturous applause for the effort as calls for a national tour, a WLCL

Greatest Hits album or a tilt at *Australia's Got Talent* rang out.

Pictured above from left is Carnival Cruise Lines vice-president Australia & NZ Jennifer Vandekreeke, Carnival Australia ceo Ann Sherry, Princess Cruises head of sales Brett Wendorf, P&O Cruises senior vice president Tammy Marshall and Holland America Line / Seabourn director of sales Tony Archbold.

For photos of the performance, see **Travel Daily** on Facebook at www.facebook.com/traveldaily.

Vegas Delano opens

REFLECTING a south-west Miami influence, the first Delano Las Vegas has opened this week, replacing THEhotel at Mandalay Bay at the Strip's southern end.

The property offers 1,117 rooms at an average of 67sqm in size.

MEANWHILE, still in Las Vegas, Caesars Entertainment has spent US\$223 million expanding its Linq pedestrian strip, transforming the Quad Resort & Casino into the Linq Hotel & Casino, which will open to guests on 30 Oct.

Friday 26th Sep 2014

Air Canada expanding

NEW six-weekly year-round services between Toronto and Amsterdam will be introduced by Air Canada effective 04 Jun.

The Star Alliance carrier is also adding new Montreal-Venice and Vancouver-Osaka services with its leisure offshoot Air Canada rouge commencing 14 May and 01 May.

Air Canada rouge is also adding a new year-round Toronto-Lima service from 02 May.

JR/Watch Co. at PER

PERTH Airport International Terminal (T1) is now home to the luxury boutique JR/Watch Co. outlet, located in the departure lounge, selling watch brands incl Omega, Chopard, Longines Girard-Perregaux and Breitling.

Snow conditions

Travel Daily's

regular snow conditions update report provides info on the latest snow falls, depths and lifts in operation at major ski fields in Australia & New Zealand.

Here's the latest snow reports:

- Falls Creek - 35cm / 9 lifts
- Perisher - 105cm / 13 lifts
- Thredbo - 122cm / 10 lifts
- Charlotte Pass - CLOSED
- Mt Hotham - 35cm / 6 lifts
- Mt Buller - 30cm / 8 lifts
- Coronet Peak - 45cm / 8 lifts
- The Remarkables - 60cm / 7
- Mt Hutt - 67cm / 4 lifts
- Cardrona - 70cm / 7 lifts
- Treble Cone - 75cm / 4 lifts

Apartments brochure

TEMPO Holidays has rolled out its 2015 Apartments and Self Catering Worldwide brochure.

New destinations for next year include Ireland, Portugal, Turkey, Greece and regional parts of Italy.

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The AOT Group, Australia's largest privately owned travel company, is looking for a Product Executive to play a key role as the link between AOT Inbound and our Inbound wholesale partners. Reporting to the General Manager Product, you will assist with product selections for brochures and websites, maintain our confidential online tariff, source special offers, resolve customer service issues and organise familiarization requests; along with maintaining strong client relationships with both clients and suppliers alike. The successful candidate must be able to work as part of a team whilst also being able to work autonomously with proven time management skills and have a strong attention to detail.

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Applications will close 5pm Friday 03 October 2014

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The world of travel management is changing with much talk of security, open bookings, duty of care, expense management, business intelligence, visualisation of data, not to mention multiple booking engines and the ever downward pressure on fees requiring optimal efficiency at every touch point.

Each of these is a key component of thinking at Tramada and in consideration as we deliver on our product development roadmap for this year, the following three years and then beyond that.

Tramada is releasing Business Intelligence tools that will change the benchmark for agency and corporate data discovery which are equal to or more sophisticated to those available on a global basis.

We will never lose sight however of what is needed in our standard reporting suite to ensure agencies have easy access to all the important data that is required to run successful travel businesses. For example our Passenger Location report provides industry leading visualisations including an interactive world map which allows for drill down on countries, regions, cities and travellers coupled with the detailed data to drive intelligent action. For corporate, leisure or broker businesses the ability to immediately create a dashboard during a crisis situation creates the most effective way to assess a situation and determine the appropriate response from the agency.

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Jo O'Brien, Chief Executive Officer, Tramada – your technology partner



Friday 26th Sep 2014

Qantas publishes two LAX supplementaries

QANTAS will operate two additional Sydney-Los Angeles return services just before Christmas to cater for peak holiday demand to the USA.

The extra flights will operate as QF17/18 on 19 and 20 Dec, utilising a Boeing 747 aircraft with evening departures ex SYD.

"Customers will be able to choose between three daily flights from Sydney to Los Angeles on two of the busiest days of the Dec holiday season," Qantas said.



ETIHAD Airways and Virgin Australia got their AFL Grand Final groove on yesterday with a Final Preview Lunch on the field at Etihad Stadium yesterday.

The airline partners hosted a group of top corporate clients for lunch and an AFL experience which included a welcome behind-the-scenes in the players' rooms and a panel session hosted by AFL commentator Hamish McLachlan.

During the session, a group of athletes spoke about life as a professional AFL player.

EY is the naming rights partner of Etihad Stadium and VA is the official airline of the AFL.

Pictured at Etihad Stadium from left are Patrick Dangerfield, Adelaide Crows; James Frawley, Melbourne Demons; Alan Glover Etihad Airways state manager for Victoria; Ange La Mantia, Virgin Australia state manager; Nat Fyfe, Fremantle Dockers and Shaun Grigg from the Richmond Tigers.

Etihad unveil new-look livery



ETIHAD Airways has overnight revealed a striking new livery design which is destined to be adopted across the carrier's fleet.

Debuting on Etihad Airways' first A380 which rolled out from the paint hangar at the Airbus Finkenwerder facility in Hamburg, "the new livery is inspired by traditional Emirati design patterns, the landscapes of the desert and the geometric shapes found in the modern architecture of Abu Dhabi," the airline said.

President and ceo James Hogan said the new livery continues EY's commitment to "breaking from convention and doing things differently."

"This is a real divergence from the norms of traditional airline livery design and will stand out in the sky and at every airport we fly to," Hogan commented.

EY's fleet of over 100 aircraft and those yet to be delivered will be adorned in the new livery over the next three years.

AF axe Transavia plan

REPORTS this week saying Air France was set to dump plans to expand its low-cost Transavia unit in order to end a crippling pilot strike have been confirmed.

The French Government has been issuing near daily requests for the warring parties to end the strike, which has seen around half of daily flights cancelled, costing the carrier €20 million every day.

"The Transavia Europe project has been abandoned," said French Transport Minister Alain Vidalies



Are you interested in a career in corporate travel? Does managing travel for some of Australia's leading businesses appeal to you? If so, then you could look at joining World Travel Professionals dedicated, passionate, and experienced team. World Travel has offices located in Sydney, Brisbane, Melbourne, Perth and the Gold Coast. We are currently looking for an experienced multi-skilled travel professional to join both our Sydney and Melbourne teams.

Here are just a few reasons why we think you'll like working with the World Travel:

- Highly professional and market leaders in the corporate travel arena
- A friendly, fun and enthusiastic team environment
- Scope for career development and future opportunities
- Continuous training, support and mentoring
- Variety and challenge in your daily work

Confidential applications to:
Chrissi McDiarmid

Email: chrissi.mcdiarmid@worldtravel.com.au



THIS group of top-selling travel agents experienced Malaysia and Thailand on a famil courtesy of Excite Holidays, Malaysian Airlines and Express Ticketing.

Participants spent two nights at the Berjaya Times Square in Kuala Lumpur where they explored the Malaysian capital's famous food market and took advantage of the nearby shopping outlets.

The group then ventured out to Thailand where they were hosted by Centara Grand Resort & Villas and Centara Anda Dhevi Resort & Spa in Krabi.

Pictured at Krabi's Ao Nang Pier prior to boarding their boat

transfer to Centara Grand Beach Resort & Villas from left are Kadri Sertbas, Trans Turk Travel; Walter Nand, Excite Holidays; Lauren Stewart, italktravel Belmont; Warren Bird, Malaysia Airlines; Mary Yilmaz, firstclass.com.au; Janelle Karowiak, italktravel Newcastle West and Kate Clarke from We Know Travel Parkes.

MU gets a 777-300ER

CHINA Eastern Airlines has taken delivery of its first of 20 ordered Boeing 777-300ER jets.

MU intends to operate the wide-body aircraft between China and North America.

Independent Agencies - Seeking experienced Travel Consultants at several locations in Melbourne

On behalf of our Associate Members who are experiencing significant growth, there are several opportunities to join one of Australia's best Independent Network Agencies. Some Agencies are seeking experienced and motivated Travel Professionals to join their businesses as a full-time Leisure Consultant. If you have always wanted to work for a successful Independent Agent that owns their own business and values an Independent, caring team, then positions are available at several locations spread throughout Melbourne.

The successful applicant will need:

- A minimum 2 years leisure or corporate travel consulting experience.
- Experience with GDS and Agency office systems
- Sound knowledge of Airline, Hotel, Tour and Cruise products.
- Strong customer service and personal management skills.

For more information or to apply please send your CV directly to steve.hona@helloworld.com.au



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.

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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



Terms & conditions



Q20: When does the world famous land-diving festival take place at Pentecost Island?

New Novotel Phuket

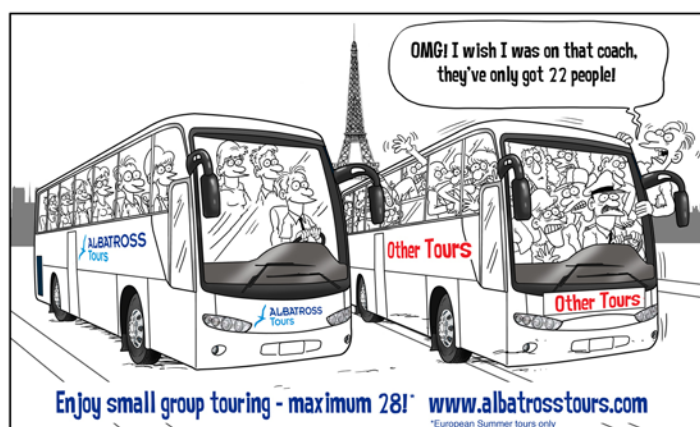
ACCOR will open its fourth Novotel branded property in the Thai resort town of Phuket next month, it has been announced.

Novotel Phuket Karon Beach will open to guests on 15 Oct, offering 224 rooms, three pools, fitness centre, pool bar and restaurant a short walk from the beach.

KLM social in China

KLM Royal Dutch Airlines has launched a new 24/7 social media service in China, which will allow the carrier to respond to requests from passengers in Chinese via Sina Weibo and WeChat.

KLM already offers social media service in ten languages via Facebook and Twitter.



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QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – employment@aaappointments.com.au

EUROPE GURUS - HUNGARY FOR A NEW ROLE WHOLESALE TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE UP TO \$55k OTE

This boutique agency is looking for a talented European specialist to join their social team. This is your chance to sell their unique luxury tour product throughout a beautiful, historic and romantic continent full of culture; from Alpine Switzerland to Budapest to Morocco and beyond, no two days will be the same. Based in the CBD, you will be rewarded with a top salary package, on-the-job training and amazing educational. If you are tech savvy, well-travelled and have a positive go get attitude WE WANT YOU!

MIX BUSINESS WITH PLEASURE CORPORATE TRAVEL CONSULTANTS SYDNEY – SALARY PACKAGE UP TO \$65K

On offer are both domestic & international business travel consultant roles with well-regarded travel companies. These growing teams are looking for enthusiastic consultants ready to upgrade their career. Establish relationships with your clients and suppliers organising worldwide itineraries including flights and ancillary products. Enjoy M-F hours only, generous salary plus bonuses and ongoing training and support. If you have min 2 years corporate experience, solid fares & GDS knowledge, we want to hear from you!

CORPORATE BIG SHOT CORPORATE TRAVEL CONSULTANTS BRISBANE CBD - \$60K OTE ++

If corporate consulting is where your skills are but you aren't in an environment that appreciates you – then come and join one of the biggest and best travel management companies in town. Working on a portfolio of international and domestic corporate bookings your days are sure to fly by. You'll get paid top \$\$ to reward your superior fares and ticketing knowledge and enjoy superb staff benefits. This is the perfect chance to propel your travel career in the right direction and get rewarded.

ALIVE & KICKING... INTERNATIONAL WHOLESALE CONSULTANTS BRISBANE CBD – \$55K OTE +

Get up and out there with this fantastic international wholesale position. The atmosphere in this office is funky, vibrant and has a serious buzz about it. You have the chance to earn some serious dollars as business is booming. This position is not for someone who likes to sit still, you'll need to be motivated, passionate, hungry for success and above all love selling travel. The benefits on offer go way past top \$\$ and include top industry training, achievable career progression, free holidays and lots more.

TRAVEL MANAGER REQUIRED FOR BUSY OFFICE RETAIL TRAVEL MANAGER MELBOURNE (EAST) - SALARY PACKAGE \$65K (DOE)

Experienced Travel managers, we have an exciting new retail position in the eastern suburbs of Melbourne that you are going to love! This well-established retail office will see you moving away from the time wasters and brochure collectors and into retail bliss. You will work as a hands on manager while managing a team of 5 staff members. Selling worldwide destinations inclusive of land air and more you are going to love this office! If you have at least 4 years management experience we want to hear from you!

AMAZING AFRICA FAMILS UP FOR GRABS AFRICA WHOLESALE CONSULTANTS X 3 MELBOURNE (INNER) - SALARY PACKAGE TO \$65K (DOE)

Calling all Africa experts in Melbourne! We have 3 NEW wholesale roles that will see you moving into a dedicated Africa role. Selling tailor made 5 star itineraries to your loyal agents, you will create unforgettable experiences with luxury lodges, private game reserves, tours and more. This role will see you working Monday – Friday hours only and will see you being paid a high base salary while also being offered amazing famils to luxury Africa! If you have extensive personal travel throughout Africa, we want to hear from you

JOIN THE WORLD OF ONLINE TRAVEL CUSTOMER SERVICE CONSULTANT MELBOURNE - SALARY PKG TO \$53k + bonuses

Galileo Travel Consultants, now is the time to make the move to Australia's largest online travel company! This role will see you moving into the world of online travel and will see you focus on your customer service skills while working in a fun and social team environment. You will work an exciting rotating roster while assisting customers with their existing bookings. This role will see you earning a high salary of \$53K plus bonuses! If you have at least 12 months experience using Galileo let us help you land this dream job!

LUXURY AT IT'S FINEST! HIGH END TRAVEL CONSULTANTS X 6 MELBOURNE - SALARY PAKAGE TO \$60K (DOE)

Are you an experienced luxury travel consultant who is looking for something different? We have a brand new opportunity in Melbourne that will see you moving away from traditional face to face consulting. This role will see you assisting members with their travel arrangements and concierge requests. You will book everything from a tailor made itinerary to a 5 star dining experience to even arranging a romantic proposal in the city of love! Stop wasting your talents and call us today to find out more.



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

Senior Travel Consultant

Gold Coast, \$Base + Uncapped Comm, Ref: 1009PS1

Get your work life balance back with a 9 – 5 working week! Senior Consultants are required to join this industry leading travel company where you will have a diverse role booking all aspects of travel. If you love face to face sales, enjoy working in a small team environment and thrive in a KPI driven environment then we want to hear from you! Excellent benefits and incentives are on offer along with an annual salary increase, uncapped commission and your own famil fund!

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

Travel Consultant

South Sydney, \$38-\$50 + Incentives, Ref: 0890MB1

Don't miss this rare opportunity to work closer to home and escape the daily commute. We are looking for an experienced Travel Consultant who is looking for their next challenge but wants to stay closer to home. Work for a well-established company in a picturesque area of the Sutherland Shire that you can be proud to bring your clients to. No two days will be the same with a mix of face to face and over the phone consulting with the potential for some marketing in the mix.

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

Leisure Travel Agency Manager

Melbourne East, \$50-\$60k, Ref: 1269KF1

Outstanding Travel Agency Manager opportunity for a fantastic and well respected specialist boutique company! Do you have strong travel industry experience and a proven sales record? This leading company are looking for an experienced Leisure or Wholesale Branch Manager or Team Leader/2IC to step up into this full time, permanent position. Excellent benefits are on offer for the right person. You will manage a team of travel agents and develop these agents to support the products.

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

Reservations & Groups Coordinator

Adelaide, \$40K, Ref: 1328LB1

As a Reservations and Groups Coordinator, you will be responsible for handling all reservations, groups and sales enquiries to the hotel. This role is perfect for someone who can make effective decisions on their feet within the team, whilst also working autonomously & accurately. If you have previous experience working in hotel reservations then this is your chance to step up as a coordinator! Amazing career progression available with this global brand.

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

Cruise Travel Consultant

Brisbane, OTE \$60K, Ref: 1147AW1

Grow your career with this leading online travel agent. The cruise market is booming and my client is now seeking an experienced Retail Travel Agent. You will bring your extensive cruise product knowledge, sales drive and computer skills. You will offer outstanding customer service to all your clients using excellent communication skills. Benefits include frequent educationals, lucrative commission and great working environment. This is a role not to miss out on!

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

Travel Consultant

Newcastle, DOE, Ref: 1282SJ2

Join a great team and earn fab incentives with this rapidly growing travel agency in the Newcastle area. Currently there is a fantastic opportunity for an experienced Travel Consultant with at least 1-2 years' experience in a similar role, looking to expand on their knowledge and grow their career! You will be a part of a fun and dynamic team working with both domestic and international product. Ideally you will have Galileo GDS experience and love hitting sales targets.

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

International Travel Consultant

Melbourne, \$45k-\$55k + Super, Ref: 1262MD3

Get your work life balance back in this CBD based role. If you have a minimum 2 years experience in the travel industry working on a GDS with worldwide product knowledge then this is the role for you. You would be working in a fun and friendly environment whilst still offering your clients a professional and seamless experience. You will be rewarded with Monday to Friday hours with no more Sunday trading! If you are highly focused, positive, versatile and experienced then apply now!

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

Travel Team Leader

Perth, \$50K, Ref: 1331LB2

A hands on, fantastic Travel Supervisor is currently required for this leading travel company located in the south of Perth! Do you have strong travel industry experience and know how to use Sabre? Then this is the rare opportunity you have been waiting for! Working for this company you will enjoy generous educationals and fun product nights. If you have loads of energy and senior consulting experience, then don't delay as this position is interviewing NOW!

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



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If you want to work for a fast-growing company that cares about your career and is dedicated to innovation in travel, contact us about the following positions:

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- Business Development Manager – New South Wales
- Business Development Manager – Queensland
- State Sales Manager – Queensland
- Retail Communications Coordinator

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If you feel you're the right fit for our team, please visit www.aptouring.com.au/about-us/Career-Opportunities

Applications close Monday, 6th October.