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## Qantas & Brand USA Megafam



### Here's your chance to WIN a spot on the Qantas & Brand USA Megafam!

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#### How to enter

Simply book and ticket a Qantas International flight to the USA on 081 ticket stock between 29 September-17 October 2014 (remember to include your OSI).

The top 50 agents with the highest number of eligible bookings made during the incentive period and who have completed the regional module of the [Discover America](#) online training program will win.

#### To record your entries, enter an OSI into each booking:

- Amadeus: OS QFUSAFAMIL/Agency Code/Consultant Name
- Sabre: 3OSI QFUSAFAMIL/Agency Code/Consultant Name
- Galileo: SI.QF\*USAFAMIL/Agency Code/Consultant Name.

The Agency Code is your Agency IATA/TIDS/DAPA number (only 7 digits required), for eg. An Amadeus entry OS QFUSAFAMIL/0231234/John Smith.

#### 50 spots up for grabs!

- Return economy class airline ticket to either Dallas or Los Angeles with connecting flights to one of the 5 sightseeing destinations (depart 10 Nov – return 18 Nov)
- 5 days sightseeing in the USA at ONE of the following destinations:
  - Colorado
  - Washington, D.C. & New York City
  - Tennessee
  - Chicago & surrounds
  - A mystery destination!
- 2 days in Dallas including a group celebration to be hosted by Qantas and Brand USA on 15 November 2014
- Accommodation, meals, transfers and sightseeing activities included.





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# Travel Daily

First with the news

Monday 29th September 2014



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## ATAS application success

TRAVEL agents applying for ATAS accreditation have given the online process a 98% satisfaction rating, while 93% are likely to recommend ATAS to others.

AFTA has hailed the figures which were gleaned from a survey of the more than 2,000 locations now accredited.

GM Gary O'Riordan said the satisfaction survey had been implemented "to ensure we are delivering a solution which is relevant to the needs of those applying for accreditation."

"We are thrilled that the application process and supporting business tools we have developed have received such a positive response."

The survey also asked why agents are choosing to become

accredited, with common reasons including differentiation from competitors, recognition as professional and credible, to give clients confidence, and to support the elevation of industry standards.

There has also been a strong response from the industry to the 'Pack Some Peace of Mind' campaign currently being run nationally by the state govt consumer affairs agencies, O'Riordan said.

"ATAS is well and truly on track to deliver," he added with applications open at [afta.com.au](http://afta.com.au).

### QF/Brand USA push

QANTAS and Brand USA are offering 50 spots on the upcoming USA Megafam, which will see Aussie agents experience Colorado, Washington DC, New York, Tennessee, Chicago and another mystery destination.

The trip also includes two days in Dallas, with consultants able to enter by booking and ticketing a QF flight to the USA between today and 17 Oct.

See the **front full page** for more.

### Today's issue of TD

*Travel Daily* today has nine pages of news, including a front cover page for **Qantas/Brand USA** plus full pages:

- AA Appointments jobs
- Travel Trade Recruitment
- Corporate Traveller
- APT

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First with the news

Monday 29th September 2014

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## P&O launch Flagship Club

**FRONTLINE** travel agents can earn up to \$1,000 cash annually on top of commission in the form of an EFTPOS gift card as part of a new P&O Cruises incentive.

Dubbed the P&O Flagship Club, the club aims to reward qualifying agents who achieve a minimum of \$50,000 in P&O Australia sales revenue over the period of 01 Dec to 30 Nov each year.

Sales are based on the year in which the cruise departs, not when the actual booking is made, and must be made via the P&O call centre or via POLAR online and a deposit received by P&O.

Although the incentive is new, it will also be retroactively applied from 15 Nov last year, meaning agents making sales over the next two months can still be rewarded.

An online leaderboard showing which agents are progressing to reward will be published soon.

Agents may register online for the program at the P&O Academy, at which they will receive a CCN which applies to the specific person and can be used even if relocating to a new store.

P&O Cruises director of sales

Ryan Taibel said the line was very excited about the new program.

"Essentially what we're doing with Flagship Club is saying we're going to have a year-round program to recognise our top performers around the country."

"We have a partnership program for owner/managers, but we want to recognise the ones who are really driving this business - the consultants."

In addition to the EFTPOS cash card, further rewards will see the Top 20 sellers annually gifted with a cabin on a five-night VIP cruise to the Australian Open tennis Grand Slam with VIP inclusions on *Pacific Pearl*, leaving 19 Jan 2015 and valued at \$5,000 per person.

**MEANWHILE**, P&O Cruises has also unveiled a revolutionary revamp of its marketing and brand image as part of an effort to win over potentially high volume 'new-to-cruise' markets.

The line has revealed a host of new onboard concepts to be rolled out across the fleet in line with the coming debut of *Pacific Aria* and *Pacific Eden* in Nov 2015.

More details on **page seven**.

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# Travel Daily

First with the news

Monday 29th September 2014



## CTM upbeat for strong 2015

### CORPORATE Travel

Management ceo Jamie Pherous says the company is now well placed to benefit from future upturns in the general economic environment.

Writing in the CTM annual report released on Fri, Pherous said the company is celebrating a year of exceptional success, with a number of global acquisitions completed and TTV up 56.6% for the year to \$1.384 billion.

The global expansion has seen a number of major clients serviced across more than one region, while CTM also saw a "record new clients win year" along with a 97% retention rate.

The company is strongly focusing on technology, with its "CTM SMART" system claimed to offer an end-to-end travel management program right through from approvals, booking, management, reports, and even includes a 'smart taxi' module.

Pherous said the group's entry into the Asian market via the acquisition of Hong Kong-based Westminster Travel has launched an exciting new phase for CTM, which is now operating out of 37 cities in 15 countries.

**MEANWHILE**, the CTM report also reveals that the top paid employee was ceo Australia/NZ Laura Ruffles, whose total package was worth \$486,159.

Pherous was paid \$362,216, and as the holder of 23 million shares he would have also received \$2.76m in dividends, with CTM paying 12c per share.

### CZ to San Francisco

**CHINA** Southern has announced its fourth route to the USA, a thrice weekly service between its Guangzhou hub and San Francisco, via Wuhan.

The new route will debut in mid-Dec using 787 Dreamliners.

## QF debuts A380 on Sydney-Dallas route

**QANTAS** will today operate its inaugural A380 flight to Dallas from Sydney, with QF ceo Alan Joyce saying the move boosts capacity by more than 10%.

"It will also provide us with greater fuel efficiency and the range to operate the return service direct back to Sydney," he said at a media conference at Sydney Airport this morning.

The introduction of the A380 on the Dallas Fort Worth route also means that First Class is available for the first time.

Qantas launched flights to Dallas in 2011, and Joyce said feedback from corporate customers had been very positive "because it gets them closer to their final destination in the US".

The new non-stop services are supported by Destination NSW, with ceo Sandra Chipchase saying they will deliver an extra 13,700 visitors to Sydney each year.



## Window Seat

**VIRGIN** Australia ceo John Borghetti demonstrated his unflappability on the weekend, during a VA A330 flyover of the Melbourne Cricket Ground during the AFL grand final.

Mainstream media around the world has whipped itself into a frenzy over claims that one of Foreign Minister Julie Bishop's bodyguard reached for his gun to defend his charge in case the aircraft was some sort of attack.

Pictures show Bishop and the bodyguard, but a keen-eyed **TD** reader also spotted Borghetti calmly watching from the row in front (**below**).



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## TG ditch Dusseldorf

**THAI** Airways Int'l has shelved plans to introduce four weekly Boeing 747 services between Bangkok and Dusseldorf in Dec, according to *Business Traveller*.

## Sea Princess cruise cancelled

**THE** holiday plans for thousands of cruisers has been thrown into chaos after Princess Cruises opted to cancel an already rescheduled sailing on *Sea Princess* at the eleventh hour due to extended dry dock repairs in Sydney.

Last week, Princess revealed its 29 Sep departure aboard *Sea Princess* from Brisbane was being cut by one day and would instead sail today due to longer than expected repair work, with

passengers to be flown to Sydney to board the ship (**TD** Fri).

However, the cruise company confirmed this morning that "work will be more complicated than originally thought, causing additional undetermined delays".

"At this time, we cannot confirm the certainty when *Sea Princess* will be ready to sail.

"In an abundance of caution, we have made the difficult decision to cancel the cruise," Princess Cruises told affected passengers.

Guests who were booked on the sailing will receive a full refund of their cruise fare, pre- and post-cruise packages, air costs, taxes, fees and port expenses.

They will also receive a 100% Future Cruise Credit equal to the cruise fare paid, while Princess says it will reimburse reasonable out-of-pocket expenses.

A Princess Cruises spokesperson told *Travel Daily* *Sea Princess* was expected to return to service on 13 Oct for a 14-night cruise from Brisbane to New Zealand.

## APTMS rewards agent



**ASIA** Pacific Travel Marketing Services has awarded TravelManagers' Tanya Tyler as the winner of a recent US West Coast & Hawaii holiday incentive.

Tanya (**pictured**) has won return Economy class flights from Sydney to Los Angeles with a Hawaii stopover, six nights with Aston Hotels & Resorts, six days Alamo car rental, a Discover Hawaii tour and seven nights El Monte RV motorhome rental in LA.

## Air-rail 2 St Petersburg

**FINNAIR** has partnered with Finnish railway operator VR to offer combined air & rail tickets between St Petersburg and int'l destinations connecting via the carrier's Helsinki hub.

The alliance means customers can make a single booking for the combined pass with greater convenience than before and also permits stopovers in Helsinki.

Tickets will go on sale from 01 Oct for departures on 01 Dec, utilising the Allegro train.

## New TAM routes

**TAM** Airlines has confirmed it intends to launch direct flights to Cancun from Sao Paulo by the end of this year and between Sao Paulo and Barcelona in mid-2015.

Flights to Toronto via New York are also proposed for next year.

## Berjaya local reps

**THE** Berjaya Hotel Colombo in Sri Lanka has joined the Berjaya Hotels & Resorts collection of properties represented by Complete Travel Marketing.

The three-star beachfront hotel is the eighth Berjaya property represented by the company in Australia and New Zealand.

## Burswood redesign

**A DRAFT** plan for the revamp of Burswood Peninsula District in Perth has been released, showing how the precinct will be converted into a sporting, entertainment, residential, commercial and tourism hub.

WA Planning Minister John Day on Fri said the long-term vision of the district represents a unique opportunity to expand the reach of Perth as the Perth population grows by an estimated 500,000 people over the next 20 years.

The Peninsula project includes the proposed new six-star Crown Towers hotel (**TD** 02 Aug 12) and Perth's new sports stadium.

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# Travel Daily

en route to  
**Dallas, Texas**

Today's issue of **TD** is coming to you courtesy of Qantas, which has debuted its A380 superjumbo on the Sydney-Dallas Fort Worth route.

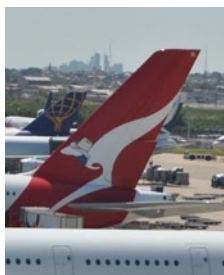
**QANTAS** is now operating the world's largest aircraft on the world's longest route, with today's inaugural flight set to be welcomed by none other than Hollywood superstar and Qantas ambassador, John Travolta.

QF is pulling out all stops to celebrate the launch, with the A380

operating the route painted with a special livery in which the kangaroo on the tail comes complete with a Stetson hat and a neckerchief.

There's also a special Texas-themed menu on board - complete with hot dogs, sliders and tacos plus American favourite sodas such as Root Beer, Cream Soda and Dr Pepper.

**Travel Daily** will be in Dallas and Fort Worth for the next few days, so keep an eye out for our 'On Location' reports.



## helloworld app

**THE** recently rolled out mobile app from helloworld has rocketed into iTunes' 'Best Travel Apps' category, the retailer advises.

Available as a free download on iOS and Android, the app enables users to conveniently search and book flights, hotels and car hire while on the go.

It also provides an agent search function via the firm's online Agent Finder solution, "continuing the brand's commitment to offer a multichannel experience," helloworld said last week.

CEO of helloworld.com.au Jeremy Reitman said he believes the mobile app places helloworld in position for further growth.

## Gallipoli deadline

**AUSTRALIANS** who have been offered a place in the ballot for Anzac Day commemorations at Gallipoli next year have inside four weeks to accept or decline.

Minister for Veteran Affairs Michael Ronaldson said Aussies will need to confirm their travel booking details with the govt by 11:59pm on Sat 25 Oct 2014.

Successful applicants are urged to accept or decline as soon as possible to enable those on the waitlist adequate time to organise their own arrangements.

So far, over 230 places have been released and offered to those on waitlist, which is open until 31 Mar at [www.gallipoli2015.dva.gov.au](http://www.gallipoli2015.dva.gov.au).

## Blake in South Africa

**SOUTH** Africa Tourism has scored a major coup, securing the final two episodes of *The Bachelor Australia* this week.

Cape Town, Table Bay Hotel and Ivory Tree Lodge are just some of the hot spots that heart throb Blake and his final three ladies - Sam, Lisa and Louise - will visit, all played out on Network Ten this Wed and Thu night.

Other attractions to be aired during the Bachelor's dates include the Twelve Apostles Hotel & Spa, Delaire Graff Estate in Stellenbosch and the super yacht *Princess Emma*.

"I'm thrilled Blake and the girls were able to meet South Africa and I am looking forward to watching them fall in love with the country," South African Tourism's gm of Australasia Lalie Ngozi commented.

SAT has hooked up with Bench International to promote its Romance of South Africa package which combines a balance of sun, safari & city, priced from \$2,170.

South African Airways fares can also be married to the package, priced from \$1,575.

## 7th Dubai Movenpick

**MOVENPICK** Hotels & Resorts has announced plans to develop its seventh property in Dubai.

The new hotel apartment tower in Downtown Dubai will feature 246 hotel apartments, located within walking distance of Dubai Mall and slated to open in 2017.

# Travel Daily

First with the news

Monday 29th Sep 2014

## Win with Emirates

Every day this week **Travel Daily** and Emirates are giving away 10 double admission tickets to the

"Victor Hugo: *Les Misérables* - From Page to Stage"

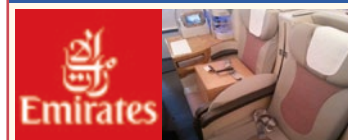
exhibition now on at the State Library of Victoria.

Take an unforgettable journey from the 19th-century Paris of Victor Hugo's novel *Les Misérables* to today's blockbuster stage musical. The exhibition features rare items including Victor Hugo's original handwritten *Les Misérables* manuscript - a French national treasure that's leaving Europe for the first time. The manuscript was transported by Emirates from Paris to Melbourne via Dubai in its own Business Class lie-flat seat.

To win, be one of the first ten people to answer the question correctly each day. Send your answers to:

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

How many flights does Emirates operate from Melbourne to Dubai each day?



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## Mackay, Whitsundays collate



A NEW visitors guide that highlights the best experiences of Mackay & the Whitsundays was released on Fri by Mackay Tourism Limited and Whitsundays Marketing & Development Ltd.

The guide represents the first time the neighbouring Queensland zones have combined to produce a joint directory, a move Mackay Tourism gm Stephen Schwer says will boost the distribution of the Mackay region exponentially - up

## Hong Kong disruption

DFAT is warning travellers of significant disruptions to traffic and public transport services in Hong Kong due to pro-democracy protests across the city.

75% on its previous reach.

WMDL ceo Danial Rochford said the brochure will inspire visitors to extend their stay in the region.

It features a comprehensive coverage on where to eat, stay and play, with maps and self-drive itineraries, and can be collected at Visitor Information Centres.

Pictured with the 2014/15 Visitors Guide from left are Danial Rochford, WMDL and Stephen Schwer, Mackay Tourism.

## Domestic flight drop

NEW data from the Australian Government reveals the number of passengers flying on domestic commercial flights fell 1.4% year-on-year in Jul.

The Bureau of Infrastructure, Transport & Regional Economics study on domestic aviation found regular passenger traffic dropped faster than capacity reductions, bringing load factors down 0.5 points to 78.3%.

Melbourne-Sydney remained the country's busiest trunk route with over 700,000 passengers, down 3.3% on last year, while Brisbane-Sydney was the second most popular city-pairing, up 1.6% to more than 392,500.

Routes recording the highest increase in traffic included Ayers Rock-Sydney (up 30%), Brisbane-Darwin (+13.3%), while Newman-Perth saw the largest fall in traffic, down 26% compared to last Jul.

## Ski & Yoga package

THE fabled Fairmont Chateau Lake Louise has released a new Ski & Yoga Retreat in the heart of Canada's Banff National Park.

The two night package is valid from 27 Feb to 01 Mar.

Priced from CAD\$499pp per night (AU\$511) the package includes accommodation, yoga & meditation sessions plus a range of snow activities - skiing, snow-shoeing, cross country skiing and skiing - see [www.fairmont.com](http://www.fairmont.com).

## Air NZ Aug results

AIR New Zealand has reported a 0.9% year-on-year increase in passenger numbers during Aug, fuelled by spikes in domestic (up 1.3%) & short-haul traffic (1.2%), rising around 9,000 movements to a total of 1,046 million.

Passenger numbers on Asia/Japan and long-haul routes slumped 2.8 and 1.9 percentage points respectively.

## Intrepid Hawaii boost

SUCH has been the runaway success of Intrepid Travel's first foray into Hawaii this year, the adventure firm has introduced two extra departures in 2015.

MD James Thornton said that Hawaii was more than a flop-and-drop or romantic getaway destination, offering plenty of adventure options from national parks and volcanoes to wildlife.

Intrepid's small group nine-day Hawaiian Highlights tour visits Oahu, Kauai and Maui, providing opportunity for activities such as hiking, kayaking and ziplining.

There are 11 trip departures in 2015, priced from \$3,340.

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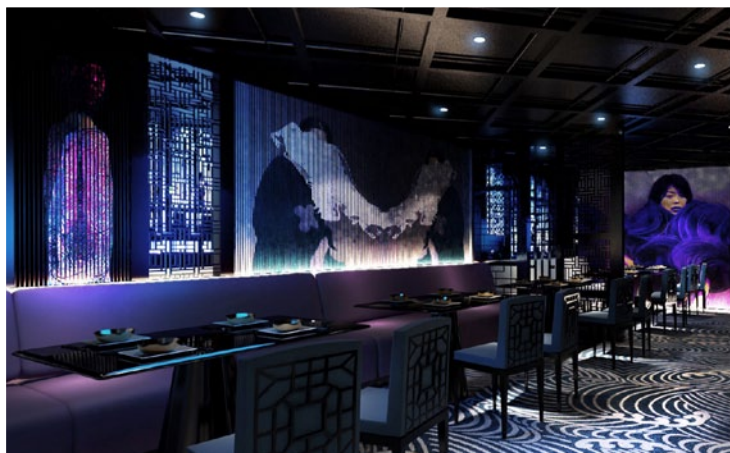
# Aria & Eden inspire a brand new P&O Cruises



**ABOVE:** The new look pool area, which P&O says offers graphic colours complementing the ocean views and “convey a high-end design but with a very relaxed finish”.



**ABOVE:** The new Waterfront Restaurant, which will serve “cutting-edge Australian cuisine in a plush modern surrounding”.



**ABOVE:** P&O's new Asian dining feature, known as Dragon Lady, will exude an uber-modern Oriental charm with “exotic scents and spices”.

**AUSTRALIA'S** oldest cruise line P&O Cruises will do away entirely with the buffet dining concept so synonymous with cruising in a surprising move unveiled at the 2014 Carnival Australia Partnership Summit held over the weekend onboard *Carnival Spirit*.

A huge range of new restaurant concepts ranging from The Pantry - an onboard food market offering a variety of cuisines - to modern Pan-Asian dining at Dragon Lady, Angelo's Italian Restaurant, Waterfront Restaurant, a new Salt Bar and Open Kitchen offering interactive cooking are among the concepts soon to debut.

The new ethereal designs (**pictured**) herald a huge change in the P&O Cruises onboard offering and an effort to significantly grow the cruise market with a host of contemporary, modern spaces for casual and fine dining, entertainment & leisure.

P&O Cruises will begin operating a five ship fleet from Nov next year with new ships *Pacific Eden* and *Pacific Aria* joining the fleet, however the new dining options will debut on *Pacific Jewel* following its dry dock renovations from May next year.

A new look pool area offering homely indoor comforts in an outdoor setting will also feature onboard, as well as a stunning new look atrium and reception area.

P&O director hotel product development Ken Flavell described the new features as “a resort onboard a ship”.

**MEANWHILE**, in order to target new cruise markets, P&O Cruises is ramping up its new branding message of “Like No Place on Earth”.

The change, soft launched in Jul, will be rolled out to the trade by the end of the

year and comes following extensive research into the market led by P&O director of marketing and distribution Simon Cheng.

“Our new tagline ‘Like no place on earth’ is a statement that says ‘don’t go on an earth holiday, go on a cruise and go on a P&O cruise,’” Cheng said.

P&O Cruises senior vp Tammy Marshall said contemporary Australia has evolved & people will spend money to spoil themselves from time to time.

“We really are moving into a time where contemporary Australia has changed and they are looking for different experiences and will pay a bit more money for luxury and they do want to get spoiled.”

For many more photos and a video of the new product, see [www.traveldaily.com.au](http://www.traveldaily.com.au).



## 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.

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## Aviatic bargain

**THE** boutique Hotel Aviatic in Paris has reduced Traditional room rates from €295 to €130 per night for stays until 15 Dec - see [www.globalhotelsmarketing.com](http://www.globalhotelsmarketing.com).



**ONLY** days after Etihad Airways released the first glimpses of its brand new 'Facets of Abu Dhabi' livery adorning its debut Airbus A380 (**TD** Fri), the Gulf-carrier has revealed initial photos of what is set to come for its Boeing Dreamliner fleet.

Etihad has more than 100 wide-body aircraft on order with Boeing including 41 787-9s (as **pictured**) and 30 787-10s.

The carrier will receive its first 787-9 in Dec, slated to operate on the Dusseldorf route, while future Dreamliner hubs are earmarked for 2015 include Brisbane & Moscow.

## Adv World events

**AGENTS** are being invited to attend an exclusive preview of Adventure World's soon to be released new Tailor-Made Worldwide Collection during Oct.

Shows will be held in Sydney (13 Oct), Wollongong (14 Oct), Perth (21 Oct), Melbourne (22 Oct) and Brisbane (28 Oct).

Participants will learn about AW's new destinations, emerging soft-adventure experiences, the latest travel trends and tools to best engage with customers, with food & wine on offer and the chance to win major door prizes.

Registration is free but numbers are limited - **CLICK HERE** to RSVP.

## QF IASC approvals

**QANTAS** has received a green light from the Int'l Air Services Commission for an allocation of 1,092 seats per week on the Canada route for five years.

Approval paves the way for QF to ramp up promotion of its six-return direct Sydney-Vancouver flights during Jan (**TD** 16 Sep).

The IASC also permitted Qantas to allow SriLankan Airlines to codeshare on its flights on the Singapore route and for QF to place its code on UL flights between Singapore and Sri Lanka.

## Biking in Mongolia

**EXTREME** Bike Tours will host its first expeditions to Mongolia over 15 days with tours departing Ulaanbaatar on 27 Apr & 25 May.

The expedition will see guests ride classic Royal Enfield 500cc bullet motorbikes through parts of western Mongolia.

Tours are priced at US\$5,850 for licenced riders or US\$4,950 for pillion passengers - for more info, see [www.extremebiketours.com](http://www.extremebiketours.com).

## Brochures of the Week



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



### Trafalgar - Europe & Britain 2015

Now in the market, guided holiday operator Trafalgar is offering a mammoth 117 itineraries across ten different trip styles as part of its core Europe and Britain offering for 2015. New itineraries are available in France, Greece, Italy, Ireland, Switzerland and Turkey. This evolutionary range also includes 600 exclusive Insider Experiences, which in 2015 go deeper than before and include new offerings such as a visit to a Welsh winery and a Cultural Insight visit to the Kambly biscuit factory.



### Albatross Tours - Europe 2015

Operating with a maximum group size of 28 travellers, many of the departures operated by Albatross Tours will enjoy longer stays in several towns and cities visited to encourage independent exploration & self-discovery. The range has been specifically designed for Australian travellers with shorter distances travelled each time the group moves. The guide offers a variety of imagery, with many departures guaranteed well in advance to offer agents an ample opportunity to sell with certainty.



### Tempo Holidays - Apartments & Self-Catering 2015

Spread across 42 pages, Tempo Holidays' latest range of apartments & self-catering accommodation globally is aimed at families and larger groups. New in the range are centrally located Premier Suites in Dublin, new villas in France on the Riviera and offerings in Portugal, Santorini, Istanbul and the ultra luxurious collection of 11 apartments that make up the Il Sogno in Bellagio in Lake Como, Italy. The guide also offers Tempo augmented reality and a \$50 voucher if guests register via the app.

## Airberlin axe order

**GERMAN** carrier airberlin has terminated an agreement with Boeing for 33 ordered aircraft worth a list price of US\$5 billion.

The cancelled order included 15 787 Dreamliner jets and 18 737s.

"Not taking on the 33 aircraft ordered will significantly reduce future capital expenditure for airberlin and improve our balance sheet," cfo Ulf Huttmeier said.

## ACTE registrations

**REGISTRATIONS** have opened for the ACTE Global Corporate Travel Conference in Sydney on 08-09 Dec - **CLICK HERE** for info.

## NYE at Pullman Quay

**PULLMAN** Quay Grand Sydney Harbour has released a cocktail package for New Year's Eve at ECQ Bar priced at \$499pp and a five-course Waterfront Dining package with matching premium wines, priced at \$599pp, both starting at 7:30pm - call (02) 9256 4000.

## Traveleague sponsors

**SPONSORSHIP** opportunities are available for the Christmas Traveleague luncheon in Dec.

Call Matthew Fleming for more information on 0418 542 002.

## Rail Europe savings

**SAVINGS** of up to 25% will be available for customers booking Rail Europe passes over coming months, starting 01 Oct.

Available through Rail Plus, Rail Tickets, CIT Holidays and Infinity Rail, the specials include a 20% discount on First and Second class passes booked by 31 Dec which include visits to four or more countries on the Eurail Select and Global Passes, valid for use by 31 Mar 2015.

Other deals include a 20% price cut on select BritRail passes for travel from 01 Nov to 28 Feb, when booked by 15 Feb and 25% off 7- & 10-day German Rail Passes for travel within one month, valid when travel is completed between 01 Nov-31 Jan, booked by 07 Dec.

IT'S TIME FOR

# GLOBAL WOW SALE

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Ends 1 October

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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 airfares 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](mailto:vanuatucomp@traveldaily.com.au)

**Q21: How many days must a couple be in Vanuatu before they can marry there?**

Hint: <http://weddings-vanuatu.com/>



Terms & conditions

**Vanuatu**  
DISCOVER WHAT MATTERS

**Air Vanuatu**

**Vanuatu**  
Adventures in Paradise

**GRAND**  
Vanuatu

## Travelport, BCD pact

**TRAVEL** management company BCD Travel has inked a new long-term global deal with Travelport, expanding its more than 25-year business partnership with the travel technology provider.

The pact will see BCD eventually adopt the Travelport Smartpoint platform and provides access to its Rich Content & Branding merchandising solution.

## Indonesia golf tee-up

**AUSTRALIAN** golfers are being targeted by a new promotional campaign by Jakarta aimed at luring more travellers to visit and try out the city's golf courses.

The 'Enjoy Jakarta Golf' pitch will run for six months in a variety of nearby markets, advertised on inflight entertainment, golf and travel publications, through golf tour firms and digital operators.

## Albatross seminars

**FREE** information seminars for the public and trade will be held by Albatross Tours on its range of products next month.

To be hosted once a week at its Brisbane office, the sessions will focus on ANZAC Commemorative Tours (08 Oct); 2015 Europe tours UK, Germany, Spain, Switzerland, Austria, Portugal & Croatia (15 Oct) and France & Italy (29 Oct).

RSVPs are essential, to register phone 1300 135 015 or email [info@albatrosstours.com.au](mailto:info@albatrosstours.com.au).

## Capital shop & drop

**LONDON'S** boutique five-star hotel The Capital has introduced a 'Shop Until You Drop' package priced from £350 (AU\$652) that is based on a Classic Double Room & includes a £50 (AU\$95) Harrods voucher, afternoon tea, cocktail and continental breakfast.

## EK axe Moscow A380

**EMIRATES** is ditching its daily A380 service to Moscow from 30 Nov, reverting flights EK131/132 to B777-300s, the same jet type used on its second daily service.

## DNSW adds zone manager team

**FOUR** of five new Zone Managers have been appointed by Destination NSW, recruited as the "go to" points for the state's regional tourism organisations (RTOs), local councils & industry.

The Zone Managers have been recruited to provide a pro-active conduit between the parties of five nominated regions - Greater Sydney, Sydney Surrounds, the North Coast, South Coast and Inland, the latter of which is still to be appointed.

Tasks include disseminating info on upcoming campaigns, promo opportunities, missions to market, media visits and more.

Destination NSW ceo Sandra Chipchase said the new recruits will also provide guidance and advice on funding applications for regional marketing campaigns and event funding.

**Travel Daily**  
First with the news

Monday 29th Sep 2014

"They will provide the most up-to-date information back to us on new products, attractions and promotional opportunities from across Regional NSW," she said.

Chipchase said that through the data collected by the Zone Managers, DNSW will be able to implement specific strategies for each of the five regions "so NSW can continually improve and also examine how to increase the success rate for applications for Government funding for tourism campaigns & for event funding".

"The idea is for RTOs to work with their Zone Manager to identify product and experience alignment with identified visitor markets, whether domestic or int'l and/or leisure, visiting friends & relatives, business events, sporting events or sector/special interest specific markets."



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## Account Manager Sydney, CBD based

Due to a company restructure, Rakso Australia GSA for Philippine Airlines has created a new position and is seeking an experienced and enthusiastic Account Manager to manage and support local sales channel strategy within Australia to achieve maximum revenue.

Candidate must have 5 years experience from similar position within the travel industry; have a demonstrable track record of success in generating profitable revenue and implementing sales strategy for trade partners and clients.

Key part of the role will be development and maintain business relationships with trade partners by meeting key contacts regularly, understand their industry, business requirements, direction and their expectations. You will also manage contractual obligations, performance development and develop new business in your territory.

The person we seek will understand how to create market share growth, build rewarding business relationships and how to work in a diverse multi-cultural environment.

Applicant must have the right to live and work in Australia.

Application should be sent to [sam@philippineairlines.com.au](mailto:sam@philippineairlines.com.au) by Thursday 9th of October 14.

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

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**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)

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**Advertising and Marketing:** Sean Harrigan and Lisa Martin

Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper

Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

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**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas

**Assistant Editor:** Matt Lennon

**Contributors:** Louise Wallace, Jenny Piper and Sarah Piper

Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

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### THE AA FAMILY IS GROWING TRAVEL RECRUITMENT ACCOUNT MANAGER SYDNEY

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Due to maternity leave in Sydney,

AA is recruiting an 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.**

### \*\*\* NEW ROLES \*\*\*

#### CORPORATE TEAM LEADER x 3 SYD – EXEC SALARY PACKAGE \$\$

Corporate Travel is booming and we are in need of experienced leaders. You will need proven leadership skills and have exceptional knowledge of corporate travel. We have opportunities in Global, National and an onsite role where you will be working directly for the client. All offer great career advancement and great salaries with bonuses. Interviews have commenced so please ring for a confidential chat or send through your CV.

#### CRUISE YOUR WAY INTO THIS GREAT ROLE BUSINESS DEVELOPMENT MANGER - CRUISING SYDNEY - SALARY PACKAGE \$70K

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..

#### OPERATIONS IN THE WEST CORPORATE TRAVEL OPERATIONS MANAGER PERTH – SALARY PACKAGE TO \$100K

Our client, a leading and award winning Travel Management Company require a strong Operations Manager with solid people management experience, preferably in a corporate travel environment.

You will be responsible for providing leadership and direction to your team of consultants, driving, developing and managing the team to achieve results & service levels.

Join this award winning National TMC today.

#### RARE OPERATIONS ROLE

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These roles are far and few between these days. You will be required to lead and develop your team of leaders, managers and supervisor to exceed service levels within this call center environment. We are looking for someone who has worked in a true call center environment leading a large team. You will need to be organized with strong problem solving skills with strong project management skills. Executive travel package is on offer, interviews commencing now.

#### EVENTS DIVISION KEY ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE TO \$80K + CARPARK

Reporting to the General Manager, you will ensure this successful Travel Company retains, and further develops, its strong positioning in the market place. Supplier negotiations, sales and marketing activity, client relationship management, together with overall management of a number of key accounts, are just some of the responsibilities involved in this role. If you have the drive to excel, apply to AA Appointments today.

#### THE WORLD OF ONLINE TECHNOLOGY PROJECT MANAGER – IMPLEMENTATION SPECIALIST SYD/BNE/MEL– SALARY PACKAGE \$\$\$

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

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### Retail Travel Consultant

**Brisbane, \$40K + commission and incentives, Ref:1011HB1**

Passionate about travel and sales, value your love work life balance, then this is the perfect opportunity to join industry leading brand. On offer is a highly competitive salary and great working hours. They are looking for a travel professional to join one of two teams located on the Southside of Brisbane, where as an Retail Travel Consultant you will be able to showcase your excellent travel knowledge, driven sales ability and outstanding customer service skills !!

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

### Corporate Travel BDM – Part Time

**Sydney, Circa \$80,000 PTE + Generous Commissions Ref:1192MB1**

Amazing rare opportunity! We are looking for a Sales Hungry Corporate Travel BDM to work the Sydney Corporate sector for this well known award winning TMC, If you have a proven track record in Sales we would love to hear from you. This is a rare part- time opportunity for an experienced Sales Manager to step in to this Corporate Travel BDM role and make this your own. Excellent salary and Incentives on offer for the right candidate.

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

### Product Manager

**Melbourne, \$60-65k, Ref:1337KF1**

Are you looking to challenge yourself in your next role? A long standing, industry leading travel company has a new and exciting position on offer for an experienced Africa product manager. We are looking for a travel professional to jump on board with this new position, bringing creativity, passion and enthusiasm in order to reap the rewards !! You will be in charge of development of new and exciting products in conjunction with the management team as just a start...

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.

### Adventure Travel Consultant

**Brisbane, competitive package DOE, Ref: 1441AW1**

If you are an experienced Retail Travel Consultant looking for a change, this role may be yours! Our client is a well respected and established adventure travel retail business looking to grow their team. You will have passion and knowledge of adventure travel products worldwide. Bring your GDS skills and your extensive product knowledge to the role and you will be rewarded with sound commission structure and educational to the most exotic destinations around the world.

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

### Retail Travel Consultant

**Melbourne, Fantastic Package, Ref: 2598MD1**

An excellent new travel role has just arisen at a very well known travel company based in the south east of Melbourne. Based in a lovely office in a very busy centre you will join a dynamic team of like minded professionals. Be rewarded with a fantastic base wage and incentives to boot! With an opportunity to move into management in the future we need travel consultants that are ready to step up. Be ready to become apart of a globally renowned company to see your future grow!

For more information please call Megan 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 educational 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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**Travel Managers in Hobart:**

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**Travel Managers in Brisbane:**

<http://applynow.net.au/jobs/F166660>

**Business Development Managers in Melbourne:**

<http://applynow.net.au/jobs/F166026>

**Business Development Managers in North Sydney:**

<http://applynow.net.au/jobs/F149882>

**Implementation Manager in North Sydney:**

<http://applynow.net.au/jobs/F166688>



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- 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](http://www.aptouring.com.au/about-us/Career-Opportunities)

Applications close Monday, 6th October.