



ÜMI
über massive incentive

- 12 prizes to be won!
- 9 random winners
- 3 top sellers
- 1 über-massive incentive**

Über-Massive Incentive – 2 January to 30 June 2015

ÜMI: the biggest, boldest, massive-est, and simplest incentive is back! We're giving away 12 G Adventures tour prizes to nine random winners and the three top sellers (and their friends).

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Citroen earlybird

WORLD Drive Holidays is offering up to 12 free days, 50% off delivery & return fees & more when booking its Citroen DriveEurope earlybird by 28 Feb. Prices start from \$28 per day - see **page seven** for more info.

GA drops Brisbane, again

GARUDA Indonesia yesterday confirmed it would terminate its 18-month old Brisbane-Denpasar (Bali) service in coming weeks as part of a fast-tracked three-tiered restructure program.

The 'Quick Wins program' is in direct response to the weakening Rupiah and "other factors", GA said, aiming to optimise revenue, boost efficiency and secure the carrier's financial condition.

The SkyTeam member signalled flights to Brisbane would be its first Australian casualty, with capacity adjustments to other local gateways still to be finalised.

GA will withdraw from BNE effective 01 Feb, offering impacted passengers with alternate routes via Sydney or Melbourne or a full refund for those who cancel.

It's not the first time Brisbane has been dropped from Garuda's route network, with flights most recently shelved in 2008.

Direct services from the Qld capital (and onwards to Jakarta) recommenced five years later, in Aug 2013, amid much industry fanfare (**TD** 21 Aug '13).

However, a GA spokesperson suggested to **Travel Daily** the fate of the BNE-DPS route was more long-term, saying "the decision has been made to discontinue the route indefinitely".

Consumers took to Garuda's Facebook page to vent their frustration at the cancellation.

"That screws up my holiday plans," Mark Thompson said.

"I am now \$900 out of pocket for domestic flights booked around my international flight!" Katie Kona said, but not all the posts were negative, with Wayne Leigh saying, "Glad I booked with a Travel Agent. One phone call and all sorted. Thanks United Travel".

Other routes to be axed include the Denpasar-Tokyo Haneda and Jakarta-Nagoya services - both to be wound up effective 28 Mar.

In further adjustments, Garuda has reversed plans to add new frequencies to Europe.

GA's Jakarta-Amsterdam-London Gatwick route, operated by 777-300ERs, was due to be increased from five weekly to daily starting 01 Jul, but GDS displays show the new capacity has been canned.

ÜMI returns in 2015

G ADVENTURES has rolled out a "bigger and better" ÜMI (Über Massive Incentive) trade initiative today, offering nine agents and three top sellers a series of travel prizes around the globe.

Winners will be able to take up to seven friends on their journey.

Now in its fourth year, 2015 will see trips revealed on a weekly basis (via G Adventures' Vimeo account) starting late Jan, with the first prize a Polar Bear trip.

See the **cover page** for details.

Today's issue of TD

Travel Daily today has four pages of news & photos, plus full pages : (**click**)

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Travel Daily

First with the news

Tuesday 13th January 2015

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Fiji Matai mega-famil

TOURISM Fiji will welcome 200 travel agents from Australia and New Zealand to the island nation next month as part of its 2015 Matai Program and mega-famil.

The organisation will kick off the program with launch events in Sydney on 28 Jan, Brisbane on 03 Feb and Melbourne on 04 Feb.

One hundred Australian agents will experience Fiji across five niche segments of Families, MICE, Luxury, Romance and Adventure over an eight-day experience.

"The groups will get a great insight into the amazing depth of product and diversity that Fiji represents," Tourism Fiji regional director Carlah Walton said.

To be eligible for selection to attend the famil, agents need to complete a series of short online training modules before 10 Feb.

Online visa trial for India

FEDERAL Minister for Trade and Investment Andrew Robb has launched a new pilot program to trial online lodgement of Australian business and tourist visas to the Indian market.

Under the trial, subclass 600 visas will be made available for online submission through selected travel agents in India.

The announcement was made as part of a week-long visit to the country also involving 450 business leaders representing a wide variety of industries.

Minister Robb said the trial will simplify the application process for Indian visitors to Australia.

"Under the Australian Government's national tourism strategy, Tourism 2020, India has the potential to contribute between \$1.9 and \$2.3 billion annually to our tourism industry by 2020," Robb said.

Australia welcomed nearly 190,000 Indian visitors in the year ending Sep 2014, with predictions the country will provide up to 300,000 visitors by 2022/2023.

The move comes one month after travellers participating in a similar pilot program in China - another of Australia's focus visitor markets - were approved to begin travel to Australia (TD 19 Dec).

MEANWHILE, NSW Premier Mike Baird is also currently in India on a trade mission to develop stronger business ties for the state with India over several sectors, including tourism.

Leisure tourism and the Visiting Friends & Relatives (VFR) segment have been identified by the NSW Government as key targets to drive growth from India.

A new India Int'l Engagement Strategy document issued by the government yesterday outlined a plan for inbound tourism from India to NSW to be valued at \$500 million annually by 2020.

Initiatives will include increased marketing support for tourism agency Destination NSW for use by its existing office in Mumbai.

Visitor experiences will be improved, including promotion of the existing Parramasala and Deepavali cultural festivals.

Indian travel agents will benefit from increased support and promotion for NSW through education and sales incentives.

Support will also be provided to aviation, with funds to be applied to determining the viability of new air routes into the country.

Currently, Air India flies directly to or from Sydney daily on a triangular basis with Melbourne.

CNS pro QF/MU pact

CAIRNS Airport has backed the planned alliance between Qantas & China Eastern currently under evaluation, telling the ACCC the venture has the potential to increase the duration of Chinese visitors to Far North Queensland and help boost traffic.

"The ability of these two airlines to be able to sell on each other's tickets will help deliver Chinese tourists to Cairns," CNS said.

2015 TIME intake

THE Travel Industry Mentor Experience (TIME) is celebrating its fifth anniversary in 2015, with the next batch of mentees set to graduate on 25 Feb.

New initiatives planned for TIME include the launch of a workshop for mentees run by professional speaker/facilitator Lynne Schinella, development of an Executive Mentor Program, coordinating & rolling out additional benefits for graduated mentees, a scholarship program backed by the Travel Industry Careers Assoc & more.

The next intake will commence on 25 Feb - **CLICK HERE** for more.

NZ volcano response

VOLCANIC activity in Tonga has resulted in Air New Zealand cancelling some of its services between New Zealand and Tonga.

Air NZ has scheduled additional flights later in the week to re-accommodate affected pax and is providing flexibility for passengers travelling between 12 and 18 Jan.

Coaches no eyesore

COACH touring firm AAT Kings has refuted claims by NSW Labor Opposition Leader Luke Foley that tour coaches were causing worse traffic in and around Sydney.

The company said its vehicles kept up to 50 cars off the road for each of its day tours, or 300,000 cars off Sydney streets each year.

"We are the solution to tourism traffic congestion, we are definitely not the problem," managing director Anthony Hayes said.

Frasers to grow China

SERVICED apartment operator Frasers Hospitality has signed to open ten new properties in second-tier Chinese cities by 2017.

More than 2,400 new units will open in Tianjin, Nanchang, Hefei, Dalian, Kunming, Wuxi, Chengdu, Shanghai & Shenzhen, Frasers said.

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Scout/Virgin interline deal

SINGAPORE Airlines' budget offshoot Scoot has inked a new interline agreement with Virgin Australia, providing passengers with easier connections to eight Australian cities.

Scoot already operates nonstop services from Singapore to the Gold Coast, Sydney and Perth, with Melbourne to debut in Nov.

The interline pact with VA will enable seamless connections for pax travelling to/from Adelaide, Ayers Rock (Uluru), Brisbane, Canberra, Cairns, Hobart, Launceston and Melbourne.

CEO Campbell Wilson said the new partnership with Virgin Australia “expands our coverage of

Australia yet further, so whether it's North, South or West, Scoot - and Virgin - have Australia covered”.

Scoot pax will be provided with 20kg check-in bag allowance and when flying from one of the eight interline hubs, bags will be checked through to Singapore, however pax will be required to check-in for their connecting international flight to receive a boarding pass.



MEANWHILE, the first of Scoot's 787 Dreamliner aircraft has been rolled out by Boeing in the USA prior to its delivery (pictured).

Scoot's maiden 787-9 is named 'Dream Start' and operated its first flight today over Washington.

The aircraft is slated to debut on the Perth route from 05 Feb.

Mauritius advisory

MAURITIUS has banned the entry of foreign nationals who have visited Ebola virus-affected countries in the past 21 days.

Australia's Department of Foreign Affairs & Trade confirmed the strategy aims to prevent the spread of disease to Mauritius.

IAG rejected again

AER Lingus has turned down a second takeover bid from International Airlines Group (IAG) despite the offer being increased.

IAG, which owns British Airways and Spanish carriers Iberia and Vueling, boosted its original offer made last Dec of €2.30 per share to €2.40, to no avail.

It is understood IAG is eyeing a takeover of Aer Lingus due to the carrier holding preferential take-off and landing slots at Heathrow.

Martial Law deterrent

THE Thai Government has been urged to lift its status of Martial Law as a measure of restoring confidence in key tourist markets.

Arrival targets from several western source markets including Australia, the US & Europe were not met for 2014, according to the Tourism Council of Thailand.

Thailand saw a 6.6% drop in arrivals from the 2013 figure, with 24.7m visitors recorded and is aiming for 25.5 million this year.

The final tally of Australians visiting Thailand in 2014 is expected to be released in official government figures in early Feb.

Council president Ittirit Kinglake told *The Nation* that martial law remained a major concern and called on the military-led junta to make its safety & security policies known in order to entice visitors.

“Lifting martial law is what the private sector wants to see.”

Thailand's military leaders seized power of the country in a coup d'état overthrow of the government in May last year after several weeks of violent protests in Bangkok.

TASCo 2015 program

A FAMILY safari adventure that includes Sun City, Kruger National Park and Cape Town and a Ladies-Only fully escorted safari through South Africa have been unveiled by The Africa Safari Co.

The itineraries are among new options featured in TASCo's 2015 Africa brochure now in market, complemented by new hotels in post-safari destinations, Mauritius, Mozambique and Zanzibar.

See www.africasafarico.com.au.

VN relocates to LHR

VIETNAM Airlines has shifted its destination airport in London from Gatwick to Heathrow effective as per its recent northern summer schedule release.

The move from 30 Mar will apply to twice weekly flights from both Ho Chi Minh City and Hanoi, according to GDS displays.

Window Seat

ACCOR has channelled its inner warrior by signing as the official accommodation partner for the Spartan Stadium Challenge taking place at Sydney's ANZ Stadium next month.

The worldwide phenomenon (logo pictured below) is hosting its first stadium challenge on 15 Feb, with a 15% discount for participants at any of Accor's four Sydney Olympic Park hotels.

Racers will navigate a 5km course featuring over 30 unique and challenging obstacles such as leaping over seating rows, box jumps, sled pulls and “quad busting” stair climbs.

Spartan races began in the US and has spread to Australia, offering events including Sprint, Super, Beast and Ultra-Beast.



CZ appoints Buchan

CHINA Southern Airlines has named Buchan communication agency as its PR services provider in Australia & New Zealand with offices in Sydney and Melbourne.

Heading the account will be Anna Denby, formerly of PEPR.

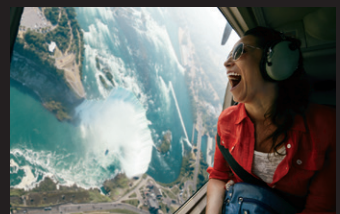
Buchan takes over the account from MG Media.

IHG childcare partner

FAMED childcare and nanny training institute Norland College will provide babysitting and childcare education to IHG hotel staff under a new partnership with InterContinental Hotels Group.

Norland will work with IHG on staff recruitment and specialist childcare training for all ages and will help to enhance the hotel group's Planet Trekkers kids club.

Canada Corroboree 2015



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AFTA UPDATE

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

SO IT'S welcome to 2015 as we kick off the year and for me, my first column for 2015 in *Travel Daily*. It is sad nevertheless to start the year off with such crazy and mindless events as we have watched unfold in Paris.

Sydney and Australia have a feeling of the type of terror that events such as those in Paris this January do to a city and the people and I am sure all in the global travel industry will be thinking of that great city Paris as we move into the year. The French certainly appear to have taken a very direct and immediate approach to getting the culprits and I am sure this will quickly bring Paris back to the wonderful city that it is known to be around the world.

I am in fact writing this column from Bali while still on holiday with my family. The day we arrived DFAT made several announcements about increasing the terror threat in Bali and for several days we did consider if we should stay.

I'm pleased to report that we have stayed and so far feel very safe and we are enjoying this wonderful holiday destination.

There remains a high degree of private security at most resorts and places where foreigners congregate and visit, but one never knows when a terrorist is going to strike. I hope for the people of Bali nothing happens as it is a place of happy, respectful people who want to make their home safe and inviting to tourists from all around the world.

For the travel industry, 2015 is going to face several challenges. There is a higher level of reminders of the terrorism issues that still find their way into our lives and I am sure this will be on consumers' minds when booking. The Australian dollar is jumping around and looks like it might settle in the AU\$0.80's but who knows? As the world swings back into full steam, consumer confidence is still not great and it will be very interesting to see what the Federal Government does as they come out of the blocks in the next few weeks to see if we can all get more confident about the country. We then have a state election in Queensland in late January and a NSW state election in late March.

Elections always make people re-think travel plans, so plenty to watch and plenty to influence our industry.

Having said all that, I remain upbeat about 2015 with a general feeling that we are in for a good year and I hope for travel agents and the broader travel industry a successful 12 months ahead.

Welcome to the New Year, away we go again.



Bogota for BestCities

BESTCITIES Global Alliance has announced it will add its first South American partner with Bogota in Colombia earmarked as a future full partner.

The group is comprised of 10 "premier meeting destinations", which includes Berlin, Cape Town, Chicago, Copenhagen, Dubai, Edinburgh, Houston, Melbourne, Singapore and Vancouver, with Tokyo to join BESTCITIES in 2015.

Board chair Karen Bolinger said the Greater Bogota Convention Bureau is well supported by city, regional and federal governments and provides an opportunity for BESTCITIES to enter the region.

Africa DFAT changes

AUSTRALIANS entering the African nation of Rwanda no longer need to apply for their entry visa in advance, according to the latest update from DFAT.

Visas can now be obtained at the point of entry, with the visa fee remaining in place.

MEANWHILE, DFAT has advised it has lowered its official warning level for Burkina Faso to "Exercise a high degree of caution" for the second time in less than a year.

The move comes as a result of the stabilisation of the country's security situation, with a national curfew lifted after the resignation of the country's former president.

SKAL Syd gets social

A NEW Facebook page has been created for members of SKAL Int'l Sydney as part of an enhanced communications strategy to keep members informed of activities.

Travel Daily
First with the news

Tuesday 13th Jan 2015

Travelport's Agent of the Future



TRAVELPORT has named its newest 'Agent of the Future' as Sarah Evans, a 2014 graduate from TAFE Queensland North who has completed her Certificate III in Travel & Tourism.

Students across more than 60 tertiary institutions in Australia and New Zealand offering training courses on Travelport's Travel Commerce Platform vie for the annual title, now in its 13th year.

With her accolade, Sarah will jet off to Ireland with return airfare and accompaniment courtesy of Tourism Ireland and Air Tickets.

"Travelport is dedicated to the ongoing development of our industry talent and are committed to supporting students who are preparing for a career in travel," Travelport general manager Pacific Kaylene Shuttlewood commented.

Evans has now begun her career

in the industry in her new role at Cairns Domestic Airport, and is **pictured** above getting ready to plan her Irish adventure.

Travelport also recognised TAFE Brisbane teacher Cheryligh-Anne Lazarus as the Instructor of the Year, awarding her two round trip flights to Cairns & five nights at Sheraton Mirage Port Douglas.

Sydney a US favourite

A SURVEY of over 200 American Express North American travel counsellors has identified London as the top trending destination of 2015, based on booking data.

Santiago, Paris, Mumbai and Buenos Aires rounded out the top 5, while Sydney was ranked 8th.

The top 'new destinations' to report increased demand were Asia (18%), Europe (14%), Australia (8%) and Vietnam (6%).

Gift cards for car hire

AGENTS can earn a \$25 Coles Myer gift card for each car rental or lease booking made through globalCARS in a new incentive.

The promo applies to Citroen, Peugeot or Renault car leasing in Europe and any rental booked and paid in full before 31 Mar.

Travelport Vistara

INDIA'S newest full service airline Vistara has signed on with Travelport to handle distribution and merchandising for the carrier.

Vistara will load its fares into the Travel Commerce Platform, available to all agents connected to the Travelport system globally.

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

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SYDNEY – SALARY PACKAGE UP TO \$60k

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If you have 2 years travel industry exp and superior customer service skills, this is your chance to utilize & test your problem solving skills. Apply Now!

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SYSTEMS SUPPORT ADVISOR CONTRACT

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This global leading service provider is looking for a tech savvy travel professional to join their growing team on a contract with the option to go permanent. Put your excellent systems knowledge to the test & provide specialist support to travel personal with their booking tools. Enjoy a top salary package, M-F only and access to ongoing career progression. If you have a min 2 years experience, very strong GDS skills and preferably experience working within an I.T helpdesk environment, we want to hear from you!

STOP WASTING YOUR TALENTS!

SENIOR TRAVEL EXPERT (VIP CONSULTANT)

MELBOURNE – SALARY PACKAGE UP TO \$65K (DOE)

2015 is well and truly upon us and there has never been a better time to make the move to a new role! We are currently recruiting for a well-known travel management company in Melbourne! This VIP travel service is now looking for experienced leisure consultants to join their team in the concierge department. Booking exciting travel arrangements for your member based clients you will work an exciting rotating roster and sell amazing experiences. If you have at least 5 years industry experience this role can be yours!

DID YOU MISS OUT ON THAT FAMIL AGAIN?

RETAIL TRAVEL CONSULTANT

PERTH – SALARY PACKAGE UP TO \$50K (DOE)

Are you sick of putting in the hard yards yet still missing out on bonuses and incentive trips? Stop thinking about it and make the move to a new role in 2015! This well-known retail office located just south of the river now requires an experienced retail consultant to join their growing team! You will work in a busy shopping Centre environment and be offered a high base salary plus commissions and amazing famils and incentive trips! If you have at least 2 years industry experience then we want to hear from you! Call us now.

2 RARE ROLES IN MELBOURNE!

TOUR COORDINATOR X 2

MELBOURNE (VARIOUS) – AMAZING SALARY ON OFFER

We are currently recruiting for 2 exciting roles in Melbourne with a difference! In 2015 we can help you step into a behind the scenes role and work as a tour planning coordinator. You will work in fun and supportive offices and will be responsible for booking land arrangements on escorted tours and liaising with ground suppliers to ensure overseas suppliers are paid, reservations are made and more! If you have been dreaming of moving into a product / tour coordinating role this is your stepping stonel

ARE YOU A REAL GO GETTER?

RETAIL TRAVEL CONSULTANT

MELBOURNE (EAST) – AMAZING SALARY ON OFFER

Calling all go getter travel experts! We have an exciting travel consulting role that will see you working with a well-known Australian name in a busy shopping centre! You will create unforgettable itineraries for your loyal clients and help make dreams come true! If you are an experienced agent with at least 6 months industry experience we want to hear from you! Come and make your mark in this busy office and create your own destiny! Call us today to register and find out more about this exciting role!

ROCKHAMPTON TRAVEL CONSULTANTS

SENIOR RETAIL TRAVEL CONSULTANT

ROCKHAMPTON – TOP SALARY PACKAGE \$50K OTE

Are you an experienced travel consultant living or relocating to Rockhampton? Due to growth in business this centrally located, independent travel agent is searching for a new super star travel consultant to join their successful team. This is a rare opportunity with loads of benefits including a strong salary package, no Sunday trading, work in a close and supportive team environment. To be considered you will need to have min 12 months experience and exceptional customer service skills. Apply today to learn more.

EXCITING GROUPS TRAVEL ROLE

GROUP TRAVEL CONSULTANT

BRISBANE CBD – SALARY PACKAGE \$55K OTE

Travel is always more fun when in a group! Are you a travel consultant guru with groups experience? This leading travel company is looking for a groups consultant to join their leisure department. This exciting role will see you booking all sorts of travel arrangements from small to large groups for events including weddings and sporting groups. To succeed in this role you will need previous industry exp, strong GDS skills and excellent team work skills. This is an exciting opportunity and it won't be around for long, apply now!



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Ben Carnegie

New Venture Manager Domestic Tourism - Syd

- ▶ Based in Sydney's CBD
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- ▶ To \$80K + up to 60% of base in bonuses

Being based in one of Sydney's most iconic destinations, you will use your entrepreneurial abilities to identify where new opportunities could be to further grow the size and profile of this already successful business.

There are 3 primary areas of responsibility which include:

- ▶ eCommerce - Develop the online revenue stream through your strategies and campaigns.
- ▶ Business Opportunities - Seek out new potential businesses to maximise visitation and sales.
- ▶ Marketing - Developing a marketing plan, assist with centre collateral/ advertising, develop relationships with industry stakeholders.

To succeed in this role you will love the thrill of the chase & have the ability to think outside the square when identifying any new revenue streams.

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Snr Leisure Travel Consultant - West Sydney

- ▶ Work/life balance
- ▶ Lots of walk in business to ensure you a stable income
- ▶ Well respected agency with professional management

Our client is looking for someone who enjoys customer service & sales & building customer rapport for a long term client base. Must have a strong leisure background.

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

Senior Account Mgr Corporate - Sydney

- ▶ Salary from \$90K + super + incentives
- ▶ 100% Client relationship management
- ▶ Clients located across the country

As a Senior Account Manager your objective is to retain all existing clients whilst developing ongoing travel mgt programs that are financially beneficial to both parties.

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

Reservations & Ticketing Supervisor - Syd

- ▶ Oversee a team of up to 10
- ▶ Based in Sydney CBD
- ▶ Salary to \$55K + super

One of Australia's leading ticket distribution centres is seeking an experienced team leader to look after the team. Must have supervisory experience & strong res & ticketing.

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Team Mgr - Domestic Tour Desk - Adelaide

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- ▶ Salary to \$50K + super + uncapped commission

A brand new opportunity to start up a new tour desk at Adelaide airport. You will be heavily involved in the initial set up of the Tour Desk & then sourcing of staff.

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- ✓ **FREE GPS ON MOST MODELS**
- ✓ **SPECIAL REDUCED RATES 45+ DAYS**



CITROËN



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