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Travel Daily^{AU}

First with the news

Mon 11 Oct 10

Page 1

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

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Aussie agent to lead Skal

AN Australian travel agent has been named as the new World President of industry club Skal International.

Tony Boyle (pictured right) is the proprietor of Jetset Townsville, having been involved with Skal for 19 years, and on the organisation's international committee since 2004.

He was elected as President at the 71st Skal World Congress which is currently under way in Sydney - and in fact it's the first time that a Skal World President has been selected at a congress in their own country for 47 years.

Europe guide out

TRAVEL Daily subscribers this morning received a copy of our latest supplement - the 2010 Travel Daily Europe Guide.

The guide provides an easy reference for travel agents to the 2011 product of major European wholesalers and tour operators.

If you missed it, the 2010 Travel Daily Europe Guide is also available for free download at our website www.traveldaily.com.au.

Today's Travel Daily

Travel Daily today has seven pages of news and photos plus a full page of jobs from: (click)

- AA Appointments

"I'm deeply honoured to have been chosen for this role," Boyle told TD last night at the Congress Presidential dinner in Sydney.

Australia has also been honoured with the naming of the Sunshine Coast branch as Skal Club of the Year for the second time.



The Skal congress has been a great success, with more than 550 attendees from over 80 countries visiting Australia for the event which included the group's annual general meeting on Sat.

Vale Ursula King

THE industry is today mourning the death of pioneering Sydney travel agent Ursula King, who founded Ursula King Travel in the city's eastern suburbs more than twenty years ago.

UKT merged with Goldman Travel earlier this year.

King's funeral will be held at 10.30am on Thu at St Francis of Assisi Catholic Church in Oxford Street, Paddington.

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Travel Daily AU

First with the news

Mon 11 Oct 10

Page 2

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JQ confirms Philippines

JETSTAR has today confirmed it plans to commence operations in the Philippines, as exclusively foreshadowed by *Travel Daily* last month (*TD* 13 Sep).

The announcement comes after the Qantas Group reached a pricing deal with Darwin Int'l Airport, supporting a boost in both international and domestic services (*TD* breaking news).

Jetstar will ramp up services to Bali ex Darwin, from four weekly to daily (effective 16 Dec), and plans to introduce a multiple weekly A320 service to the Philippines capital city, Manila, from early next year.

CEO Bruce Buchanan said: "More Jetstar flying to Bali from

Darwin further entrenches Jetstar as the largest Australian airline in both frequencies offered and choice of destination."

Domestically, Jetstar will up frequencies to Darwin ex Adelaide from four weekly to daily (effective 10 Dec) as well as Melbourne and Sydney to 11 weekly (from 27 Mar 2011), adding over 3,000 seats/week to its northern Australia gateway.

JQ chief commercial officer David Koczkar said the new services and frequencies will create more choice and service flexibility for domestic and international travellers.

"Our intention to operate a future Darwin-Manila service will greatly appeal in the Philippines and importantly locally in Darwin where a new direct link to Asia can support ongoing business investment," Koczkar said.

The expansion of DRW flights will also see Qantas reintroduce 737 *Cityflyer* services between Melbourne and Darwin from May 2011, initially as thrice weekly with a fourth flight during the Jul-Oct peak season.

QF Group Executive Airlines Commercial, Rob Gurney, said today's announcements "show the Qantas Group's two-brand strategy in action".

Amadeus, not SQ

AMADEUS has confirmed that the problem it experienced with Singapore Airlines net remit ticketing (*TD* Fri) has been rectified, and agents should not have any further problems issuing net remit tickets on SQ.

The GDS issue saw SQ BSP charge agents the gross amount and an ACM required to claim for the difference.

SIA told *TD* today the carrier "intends to seek redress from Amadeus for the administration costs of raising the ACMs".



Window Seat

A GERMAN student studying English in Sydney has been flown home first class to present 30 seconds of testimony in a court case about a stolen mobile phone.

20-year-old Patrick Becker, from Meppen near Hanover, flew across the globe after a judge said it was "vital" that he testify at the hearing of a suspect who allegedly stole his iPhone in Berlin about 18 months ago.

Becker reported the theft but heard nothing until contacted by the Berlin District Court when he was in Sydney earlier this year.

"I told the woman on the phone that I could only get first class tickets because of the short notice and she said 'OK, go ahead,'" he told the German *Bild* newspaper.

The 19-year-old iPhone thief was convicted and will serve a weekend in prison, with the \$11,000 airfare to be paid by the German taxpayer.

FORMER AFL star Warwick Capper has appropriately been enlisted to promote Flight Centre's Quickbeds accom booking website - using the tagline "Cheap and Easy".

TD is the lucky recipient of some special promotional material - including a truly tacky pillowslip (below) emblazoned with Capper having a snooze.

Quickbeds says the "bold move" is designed to take the brand to the "top of the highly competitive online accommodation market" dominated by Wotif.com.



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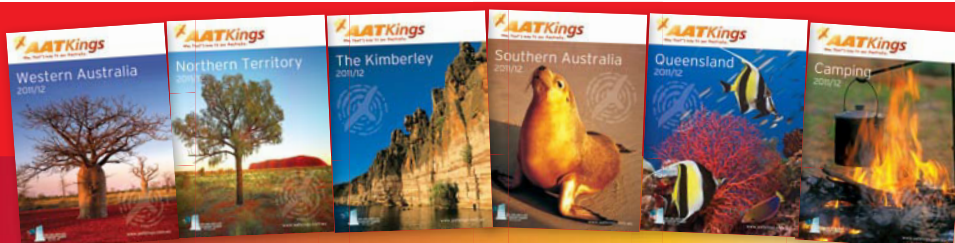
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Page 3

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**Airline of
the Year 2009**
TTG Travel Awards 2009

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Skal thanks Tourism Aust



ABOVE: Tourism Australia was one of the key partners of the 2010 Skal International World Congress to be honoured with a special commemorative pin.

At last night's President's Gala Dinner in the spectacular Parkside Ballroom of the Sydney Convention and Exhibition Centre, TA was represented by Richard Beere, exec gm international (Eastern) Asia/Japan.

Beere's attendance was very

appropriate given that he's also a long-time Skal member through his extensive TA career.

He's pictured above (second from left) accepting the special gold and silver pin (with a black opal highlight), from Sydney Skal president Bob Lunn of Starwood Hotels & Resorts (left), outgoing Skal World President Nic Racic from Croatia; and Skal International Australia President Russell Butler of Avis.

DJ outage cost \$15-\$20 million

VIRGIN Blue today advised that the total collapse of its reservations systems on 26 Sep has been estimated to have a pre-tax impact on its bottom line of \$15-\$20m (TD breaking news).

The failure disrupted thousands of passengers and saw DJ paying hotel bills and cancelling flights, with a massive ripple effect across its entire network.

The carrier said the outage of the Navitaire/Accenture New Skies system had resulted in "a severe interruption to its business for 11 days" until they were restored to the normal production environment last Wed.

"An initial assessment of this interruption shows an estimated pre-tax profit impact of \$15-20 million," the statement said.

"Virgin Blue will be actively pursuing all avenues to recover this cost," the carrier added.

Virgin also said that before the outage it had seen an improvement in general trading conditions when compared to the corresponding period last year.

Sofitel satisfies

GUESTS staying overnight at Accor's Sofitel hotels around the country are the most satisfied with their stay, according to the latest Roy Morgan Research.

The Customer Satisfaction poll for the year ended 31 Aug showed that 88.1% of Sofitel patrons were either 'very' or 'fairly' satisfied with their stay.

Sofitel jumped four places in the ratings scale from the next most recent study (TD 16 Sep).

Crowne Plaza, Westin, Marriott and Mantra filled the remaining Top 5 spots, with ratings varying between just 87.6% - 86.9%.

One of this year's most frequent leaders in the satisfaction poll, InterContinental, fell just outside the Top 5 for the first time in two years, scoring 86.8%.

Skywest stats rise

WESTERN Australia's Skywest Airlines has reported a 4.9% year on year increase in passenger numbers for Sep, up to 31,000 movements during the month.

Revenue passenger kilometres were also up during the period to 25,195, or 6.09% on Sep 2009.

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Today's issue of TD is coming from our Roving Reporter, Michael Williams, as he travels through Switzerland on the

Rail Europe Educational.

THERE are a number of panoramic trains run by Golden Pass from Montreux on Lake Geneva up into the mountains.

They either have windows in the roofs of the trains, or they are in Belle Epoque style carriages with luxurious armchairs, a wine cellar coach and intimate lighting which comes on through the tunnels.

The interior may actually interrupt the view from outside on occasion, but not often, as the steep valleys over fast flowing streams, the greenest of fields with grazing cattle, and the ridiculously cute Swiss hamlets and chalet villages are riveting. The Golden Pass Classic runs twice daily between Montreux and Zweisimmen, where it then connects via Lake Thun, Interlaken and Lake Brienz, through the Brunig Pass to Luzern.

The Chocolate train is something else again, as its destination is a gastronomic experience of cheese and chocolate. After a tour of the medieval town of Gruyeres and its castle, and a visit to a cheese making factory and a lunch of the famous cheese fondue, the onward journey is to Broc and a visit to the Cailleur chocolate factory. This train runs on selected days up to three times a week and the ticket includes entry fees and bus transfers. (See www.goldenpass.ch or contact Rail Europe)

For more from the family, see Michael's blog at:

railtrip.traveldaily.com.au
and follow Michael's journey on Twitter by clicking here:

www.twitter.com/travel_daily

Mon 11 Oct 10 Page 4

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WhiteKnightTwo separation success

VIRGIN Galactic yesterday made history in the US, becoming the first commercial spaceliner to successfully glide its mother ship, WhiteKnightTwo, and space craft, the VSS Enterprise, before safely separating at an altitude of 40,000 feet before returning to earth.

The event was documented and will be featured on a four-part series on the National Geographic Channel.

Maasdam Adventure

HOLLAND America Line has added a new 45-day 'Atlantic Adventurer' sailing next Oct that includes the Caribbean, Europe and northern Africa.

The roundtrip cruise from Fort Lauderdale on *ms Maasdam* will depart on 28 Oct 2011 and visits ports including St Maarten, the Canaray Islands, Casablanca, Gibraltar, Barcelona, Sorrento, Naples, Morocco and Lisbon.

The itinerary can be broken into either a 23-day or 22-day voyage.

No Leave, No Life message working

TOURISM Australia's 'No Leave, No Life' campaign to encourage Australians to take pent up annual leave for holidays appears to have delivered its message, with latest statistics showing the number of stockpiled leave has shrunk from 123 million days in Mar last year, to 118m in Jun.

Managing director Andrew McEvoy said TA's latest research shows 6 in 10 people are taking leave for a domestic holiday, 2 go on overseas and 2 do nothing at all, with Fri and Mon the most common days taken as leave.

Qantas waives QF Club joining fee

QANTAS is continuing its push for the corporate travel market, overnight announcing a special offer waiving the joining fee for its Qantas Club lounges.

Travellers who sign up for the Qantas Club at the carrier's website before midnight on Thu will save \$370 on individual membership, with the \$190 partner rate also waived.

That means that a one year membership costs \$435 (normally \$805), with a range of benefits touted for Qantas Club members also including priority baggage

Wendy Wu incentive

TRAVEL agents across the country are this week receiving special 'Launch Boxes' with the latest Wendy Wu Tours brochures (TD Thu) and details of an incentive with 11 major prizes of holidays in China.

The brochure launch also includes a special DVD with a testimonial from Wendy herself, as well as all of the *Travel Daily* TV segments on Wendy Wu tours of China and Vietnam.

See youtube.com/traveldaily or click on the logo above to see Wendy's message to agents.



Europe bargains

BEYOND Travel is offering savings up to \$1,000 off its Russian tours on bookings deposited by 29 Oct, for travel between May and Oct next year.

The 17-day Highlights of Russia & Scandinavia tour is reduced to \$5,600ppts, the 17-day Moscow to Prague escorted tour offering a saving of \$400 per couple down to \$4087ppts, and the 7-day Little Tour of Russia is now \$1905.

For more info call 1300 363 554.

and the ability to request on departure upgrades on domestic flights using points.

However under changes announced week (TD Thu) Qantas Club members will no longer enjoy priority check-in on domestic flights.

The special waiver of the joining fee is only available for 90 hours, and is part of the carrier's 90th birthday celebrations.

Qantas Club members will not automatically be issued the carrier's new electronic bag tags unless they are also silver frequent flyers or above, but will have larger baggage allowances under the new arrangements which will restrict most travellers to a single checked bag from Jun.

A\$ value on Acela

RAIL Plus is predicting that the strength of the Australian dollar will increase demand for the US Acela Express during the Dec/Jan holiday season.

The fast rail system services Boston, New York, Philadelphia and Washington DC and offers Business class one way tickets from \$190 or First class fares from \$275 - see www.railplus.com.au.



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Compass Car's support drive



ALMOST 2,000 women threw their support behind the McGrath Foundation last Fri and Sat by attending Sydney's High Tea Party at The Westin.

Guests indulged in an all-day experience including a decadent high tea, use of complimentary pamper stations, tastings, fashion parades and boutique market stall shopping.

In amongst the crowd was Leanne Lowe from Compass Car Rental, whose company has been a loyal supporter of the Foundation since its inception in 2003.

"Two weeks ago, our director

James Frape contributed to this worthy cause by joining the 'Pink Lads' in the Blackmores Sydney Running Festival, and today I am doing my bit by indulging in afternoon tea", Lowe told *TD*.

During the event, Tracy Bevan, one of the driving forces behind the Foundation said, "We're so proud to have 55 McGrath Breast Care Nurses working in communities right across Australia, but our work isn't done until we can help fulfil Jane's wish which is to have a Breast Care Nurse for every family affected by breast cancer in Australia."

Individuals and companies who'd like to see Jane's dream become a reality can help by making a donation or hosting a fundraising event - for info see www.mcgrathfoundation.com.au.

Pictured *above* at the High Tea Party on Fri is Kylee Kay of Momento Travel Services with Tracy Bevan and Leanne Lowe.

Rex leads ratings

REGIONAL Express, QantasLink and Qantas rated within 0.4% of one another in the latest Roy Morgan Airline Satisfaction data released by Roy Morgan Research last Fri.

Rex's satisfaction result for the 12 months to Aug 2010 was 82.1%, a mere 0.1% ahead of QLink.

Virgin Blue was just over four points ahead of the industry average of 76%, at 80.5%.

Jetstar and Skywest scored 68.3% and 65.8% respectively, while Tiger continued with its dismal ratings during the period, with just 50.8% of pax satisfied.

LAX/PVG ok for AA

AMERICAN Airlines has been granted an allocation for seven weekly services between Los Angeles and Shanghai, as requested last week (*TD* 05 Oct).

The US transport regulator says AA can inaugurate services on the route by 15 Apr 2011.

Siteminder Guru

SITEMINDER has partnered with Accommodation Guru in a move to lure more accom providers to list their booking sites on the firm's online reservation system.

Accommodation Guru says it plans to create and licence many portals and allow site owners to include all property types, such as B&Bs with only one room.

Ecuador travel OK

THE Dept of Foreign Affairs and Trade has downgraded its travel advisory for Ecuador from 'Reconsider your need to travel' to use a 'High degree of caution', following political unrest in the country earlier this month.

Some provinces in north-east Ecuador, such as Carchi, Orellana, Sucumbios, Napo and Volcan Pnchincha remain at the highest 'Do not travel' level of alert.

Celebrity credit

CELEBRITY Cruises is offering guests up to US\$150 onboard ship credit on select 7-14 night cruises from Australia, departing Apr to Dec 2011, when booked between 13-15 Oct - celebritycruises.com.

Fri Anomia winners

CONGRATULATIONS to Joanne Karagiorgas of Avis Australia and Sue Collins of TravelEdge who were the Fri winners in last week's exclusive to *Travel Daily* Anomia mini-competition.

Joanne and Sue have each won themselves a copy of the Anomia board game.

Guggenheim in WA

THE Art Gallery of Western Australia in Perth has debuted an exclusive Guggenheim collection of artworks, all of which have never been seen in the Southern Hemisphere before.

The 'Peggy Guggenheim: a Collection in Venice' features works from Picasso, Kandinsky, Magritte, Mondrian, Giacometti, Duchamp, Ernest and Pollock, and will be on show for four months.



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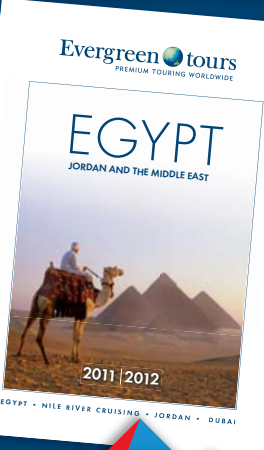
For a full listing of roles available at HRG and to apply for any of these roles please visit the HRG Australia website at www.hrgworldwide.com/au.

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Thomas Cook to merge with Co-Op

UK TRAVEL giant Thomas Cook has announced plans to merge with retail rival The Co-operative Group, a deal which will create the UK's biggest travel agent network with over 1,200 stores and the UK's second largest foreign exchange outlet network.

The combined company will be 70% owned by Thomas Cook and 30% by The Co-operative Group, with the businesses saying the deal is likely to save them around £35m (AU\$56.5m) through office

New BKK Novotel

NOVOTEL Bangkok Impact is scheduled to open in early 2011 at the IMPACT Arena, Exhibition and Convention Centre complex.

The hotel features 380 rooms and suites and will have prime position for some of Asia's largest events incl Thailand Open Tennis, and the Thailand International Motor Expo.

WIN A COPY OF BOND VET ON DVD

Each day this week, **Duke Home Entertainment** is giving **TD** readers the chance to win a copy of **Bondi Vet: Season 1** on DVD, available at Big W from 14 Oct.



Featuring TV's charismatic Sydney Veterinarian, Dr. Chris Brown, **Bondi Vet: Season 1** is an

unscripted 16-part, half hour television series, set against the breathtaking backdrop of Australia's most famous beach, Bondi Beach.

Chronicling the adventures of Dr. Chris, who lives and works in Bondi, **Bondi Vet** gives you a unique insight into the world of one of Sydney's busiest vets and the animals he devotes his days to caring for and treating.

To win, simply be the first person to email the correct answer to the question below to:

bondivetcomp@traveldaily.com.au

Where is Dr. Chris Brown's surgery based?

MH to Riyadh

MALAYSIA Airlines will launch thrice weekly flights to Riyadh, Arab Saudi from Kuala Lumpur, effective 17 Dec, the carrier's third new destination this year, after Damman in Saudi and Bandung, Indonesia.

closures and consolidation of their head offices into one location, at Thomas Cook's HQ.

The companies will continue to operate under their own brands, however 70 of Thomas Cook's Going Places shops will be rebranded as Co-operative Travel.

Hawaii island for \$6

HAWAIIAN Airlines is offering and-on airfares from Honolulu to the islands of Kauai, Maui and the Big Island for as little as \$6, when booked in conjunction with international flights ex Australia.

Fares on HA's now four weekly Sydney to Honolulu services are priced from \$1007, incl taxes.

The 'See the Islands' promo is on sale from 12-22 Oct, for travel from 29 Jan to 30 Mar, or between 23 Oct-11 Dec and 23 Jan-17 Jul for just an extra \$50.

TCF movements

THE Travel Compensation Fund has announced the voluntarily withdrawal of a number of agents this month who have ceased operating as travel agencies.

They are: **Jetset Hay Street**, VIC (ABN: 69 139 855 566); **Travelscene Warracknabeal** VIC, Victoria (ABN: 24 857 679 050) and **Holidayz Pty Ltd**, Kangaloon NSW (ABN:27 114 201 759).

MEANWHILE, five new head office travel agent locations were admitted into the TCF recently.

New additions include **van Hoof & Wilson Pty Ltd**, Currumbin QLD (ABN: 51 141 606 608), **Sri Krishna Travel**, Blacktown NSW (ABN: 84 145 329 522); **Auslink Travel Services**, Sydney NSW (ABN: 74 143 552 774); **Tribal Travel Cairns Pty Ltd**, Cairns QLD (ABN: 52 126 057 485); and **Check in Travel**, Towradgi NSW (ABN: 43 145 859 169).

AND, the fund has today announced the reinstatement of **Harvey World Travel Ingham** in Queensland (ABN: 64 030 350 029).

Lonely tourism pact

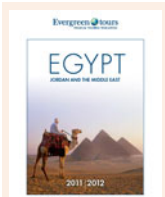
TRAVEL guide Lonely Planet has teamed up with a Florida-based tourism bureau in a "first-of-a-kind strategic marketing partnership" to promote the area.

Lonely Planet & The Lee County Visitor & Convention Bureau will create editorial guides across multiple channels, including print, digital and an iPhone application.



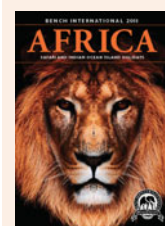
Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon 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.



Evergreen Tours - Egypt & Jordan 2011/12
This new destination for Evergreen Tours features four escorted tours through Egypt and Jordan, along with five star luxury Nile cruising onboard *MS Hamees*. Accommodation used is centrally located, while near Cairo the firm spends two nights at Mena House at the Pyramids on some itineraries.

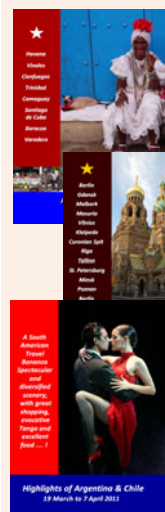
All tipping and gratuities are included. Brochures are available through TIFS or by calling 1300 364 414.



Bench International - Africa 2011
African Specialist Bench Int'l has added new product to its brochure in Botswana, Zimbabwe, South Africa, Kenya and Tanzania. New Botswana product includes mid range private tented camps and canoeing adventures in the Selinda reserve; and Zimbabwe has new scheduled tented safaris in northern Tanzania - benchinternational.com.au.



Travelpoint Holidays - Tasmania 2010/12
AOT Holidays has released its 72 page Tasmania brochure, featuring 100 accom options, 14 new day tours, five new holiday packages and five exclusive new self drive tours. New to the bigger brochure is the Wild Tasmania self-drive from Launceston to Hobart and a three-day King Island romantic Escape. Order copies through TIFS.



Well Connected Travel - 2011
Well Connected Travel has released three new brochures featuring tours in Cuba, Argentina and Chile and on the Amber Train in Europe. The Cuba itinerary spends 15 days visiting Havana, Trinidad, Camaguay, Santiago De Cuba, Baracoa, and Varadero, departing on 26 Feb until 15 Mar 2011 and priced from \$4200per person twin share on land only. The Highlights of Argentina and Chile tour departs Sydney on 19 Mar until 07 Apr 2011 and includes stops in Buenos Aires, Iguazu, El Calafate, Bariloche, Puerto Varas and Santiago. The 15 day Amber Train itinerary is priced from \$8770ppts and takes guests from Berlin, across Poland, up to Lithuania, Latvia and into Estonia, the tour departs on 10 Jun and ends on 24 Jun 2011. For more details and information about the tours visit, www.wellconnectedtravel.com.au.



APT - Vietnam and Cambodia 2011/12
This new brochure features eight day cruises on the Mekong River between Ho Chi Minh City and Siem Reap sailing onboard the *ms La Marguerite* or *ms Amalotus*. New additions include Freedom of Choice touring, Dine Around Dinners and APT Exclusives like Hanoi cycle tours. SuperDeals of up to \$3000 off selected departures are available for bookings made by 31 Mar - See aptouring.com.au.



Celebrity Cruises - Australia, NZ, South Pacific
This 23 page brochure offers itineraries for the Nov 2011 and Mar 2012 period onboard the *Celebrity Century*. The glossy booklet has sections including an introduction on the cruise line, Celebrity's service and dining, entertainment, accommodation, ports of call, deck plans, and booking information. More info at www.celebritycruises.com.



ABOVE: Travelscene Corporate hosted a group of eight member offices from NSW and Victoria to a five night faml to the US recently.

The group flew with Delta Air Lines to Los Angeles where they spent two nights at The Beverly Hills Hotel and then on to 'The Big Apple' where they spent three nights at The New York Palace in Manhattan, courtesy of Dorchester Collection.

Pictured in New York, from left are: Elisabeth Grieder, Concierge Travel Group; Jan Stanton, Mary Rossi Travel; Parris Fotias, Dorchester Collection; and Paul Millan, Travelscene Corporate

Back: Jo Wall, DBT Corporate; Kim Bowie, TravelCorp; Milly Vujovic, Reho Travel; Carolyn Hansen, Delta Air Lines; Lynn Eaton, Spencer Travel; Darren Carr, Voyager Corporate Travel and Chrissi McDiarmid, World Travel Professionals.

Let It Happen Bali

VISIT Indonesia advises that the *Eat, Pray, Love* movie event, held in conjunction with Creative Holidays last week (TD Fri) was to promote Indonesia specifically.

The cinema adverts are set to be launched by Visit Indonesia and Creative Holidays on 14 Oct, featuring Bali and Indonesia.



Corporate Sales Executive Melbourne

Emirates, the International Award winning Airline of the UAE, wishes to recruit a dynamic & customer service orientated professional to join our sales team in Melbourne.

The successful candidates must be able to:

- Achieve and continually grow corporate partnerships of the Company's products and services by developing strong relationships with both Travel Industry partners and corporate customers.
- Take a strategic approach to developing and maintaining brand awareness and recognition.
- Take a proactive approach towards the achievement and exceeding pre-determined revenue growth targets.
- Confidently present, promote and educate Emirates products and services to potential corporate customers and corporate travel partners. The position requires you to grow and maintain a well-organised corporate database.
- Enhance relationships with key industry contacts & stakeholders within designated regions and/or portfolios.
- Represent the company at corporate/ sponsorship events as required, often outside normal working hours.

Minimum Requirements:

- Minimum 5 years sales experience within the travel industry.
- Strong local knowledge of the corporate travel market in Victoria/ Australia.
- Have management experience at a junior level, and ability to act on own initiative.

We offer an attractive salary package and benefits associated with the airline industry. For further details, and on-line application process, please visit our web site www.emiratesgroupcareers.com

Telephone and postal applications will not be entertained. Applications close Sunday 17th October 2010. Only candidates that meet the minimum requirements will be considered and contacted.

Keep discovering

Tourism NT backs DJ/NZ alliance

THE Northern Territory's tourism department is the latest organisation to throw its support behind the proposed airline alliance between Virgin Blue and Air New Zealand.

Tourism NT says a 'key barrier' for the Territory's tourism has been a lack of direct air access and high airfare prices.

It says currently pax need to transit through east coast hubs, which often requires the purchase of two tickets.

In partnership with Darwin

Airport, Tourism NT has made proposals to a number of airlines to consider a non-stop Darwin-Auckland service, "to correct this situation."

"The proposed alliance could potentially allow Virgin Blue and Air New Zealand to expand their network coverage to take advantage of new opportunities (such as Darwin) rather than continue to focus on the limited number of existing routes between New Zealand and east coast Australia," Tourism NT said.

Tailor Your Ultimate Tassie Trip



Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

Email your answer to: qhcomp@traveldaily.com.au

To view the Qantas Holidays 2011 Tasmania Brochure, click here.

Click here to view Terms & Conditions and see some sample itineraries!

Promotion commences 1 October 2010 and ends 31 October 2010.

***TERMS & CONDITIONS:** Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

Qantas Holidays Limited ABN 24 003 836 459. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510



Sweden elevated

DFAT has issued a warning for travellers to Sweden advising that the terroriest threat has been raised from low to elevated.

The overall level of advice remains at 'Exercise caution'.

Jordan sales spike

COX & Kings has reported an almost 20% rise in Jordan bookings over the past 12 months, making it the second best selling destination for the firm.

Departures on The Splendours of Jordan tour has been raised by over 50% to cope with demanded said gm marketing, Ash Jurberg.

Ascott in Dubai

THE Ascott Limited hotel group is launching its premium Ascott brand of properties in Dubai.

Ascott Park Place Dubai will occupy the top 15 levels of the 56-storey Park Place Tower, and offer a range of one-, two- and three-bedroom apartments.

SWISS plots growth

SWISS International Air Lines is seeking rights from the US air regulator to allow it to operate services to destinations beyond the United States, which could include operations to other cities in Canada and Mexico.



Register with AA for a chance to win 2 VIP Tickets to the U2 360 Tour in Sydney on Mon 13 Dec 10

GO ON A NATIONAL TOUR
NATIONAL KEY ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$90K

Provide Account Management to Strategic Accounts in AU/NZ and be responsible for developing & implementing a national strategy for account retention and the capture of new business opportunities. If you love a fast-paced role with national responsibilities and a Global brand behind you, this position offers a huge career opportunity, a fantastic salary package and an amazing team to work with. GDS knowledge essential.

DOES YOUR PERFORMANCE GET RAVE REVIEWS?
INDUSTRY SALES DEVELOPMENT MANAGER
SYDNEY – SALARY PACKAGE TO \$70K + CAR

Are you a national sales manager with a great reputation as a true performer? The luxury of this beautiful product will get you excited about growing those relationships with key clients across the Industry and driving Sales. You'll need great relationship management skills, amazing public presentation skills, knowledge of the luxury travel market, and be a great "ideas" person. GSA experience would be an advantage.

REALLY CONNECT WITH YOUR AUDIENCE
CORPORATE BUSINESS DEVELOPMENT MANAGER
SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$90K+

Get back to basics – if you build it they will come! Make yourself known to the corporate market by making the calls, building the relationships, delivering compelling offerings, and signing the deals. You'll be rewarded by a great salary package, genuine ongoing career development, and a dynamic, motivated team around you who know how to celebrate success. Ongoing career development assured.

YOUR STAR RISES IN THE WEST
WA SALES MANAGER

PERTH – SALARY PACKAGE TO \$90K inc INCENTIVE + car

Enjoy being on the road representing a leading travel product providing essential products & services to the industry. This role focuses on generating new leads and acquisitions and is one for a real self starter who loves that thrill of the chase and capturing the market. With a lucrative salary package including fully maintained car and great incentives this is sure to impress. Monday to Friday hours, a luxury in the travel industry!

MANAGING DIRECTOR OF A GLOBAL BRAND
MANAGING DIRECTOR
SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with strategic agility, strong negotiation & relationship skills, and the ability to tackle a leadership role with great energy. You will have great communication skills and the ability to inspire your team by being a visionary leader who sets clear objectives.

WRITE THE LYRICS TO THIS CORPORATE SONG
SALES & ADMIN SUPPORT / TENDER WRITER
SYDNEY OR MELBOURNE – SALARY PACKAGE TO \$60K

If you believe in the power of the written word you'll love this newly created position with a dynamic corporate agency.

You'll be supporting the sales team through strong administrative and organizational skills. Experience in writing Tender documents and great attention to detail are essential. You'll have advanced Word, Excel and PowerPoint skills and an understanding of corporate travel would be preferred.

REVENUE MANAGEMENT WITH A LUXURY TWIST
REVENUE PLANNING MANAGER
SYDNEY – SALARY PACKAGE TO \$100K

This role plays a critical part in the ongoing improvements in revenue through the effective development & execution of pricing, analysis and systems strategies supported by detailed reporting and forecasting. We need a solid hands-on Manager with proven leadership skills. If you have a handle on Revenue management principles with advanced Excel & Database skills and proven analytical skills this is for you.

YOUR LOYAL FANS ARE YOUR VIP CLIENTS
CORPORATE BUSINESS MANAGER
MELBOURNE – SALARY PACKAGES OTE \$100K

We now have several roles for experienced Account Managers with a proven background in analyzing client spend and making strategic recommendations that assist your clients' travel programs. Your value will be in both your relationship management and key abilities to negotiate with suppliers to gain the best advantage for your clients. A thorough background in corporate travel is essential.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Kate Dalrymple
QLD & NT
Ph: 07 3229 9600

Linda Green
NSW & ACT
Ph: 02 9231 2825

Kathryn Hebenton
VIC, SA, WA
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com