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# Travel Daily AU

First with the news

Mon 25 Oct 10

Page 1

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

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## DJ/DL hound DoT

VIRGIN Blue and Delta Air Lines have urged the US transportation regulator to move forward with approval of their proposed alliance.

Last Fri, DJ/DL told the DoT they have provided "important new facts, clarifications and a revised agreement that merit a departure from [its] initial findings and conclusions," which were to reject the joint venture.

Support in favour of antitrust immunity for Virgin/Delta has also come from Alaska Airlines, the Delta Air Lines Pilots Assn and Los Angeles World Airports.

## TSAX buoyed by support

TRAVELSCENE American Express ceo Mike Thompson has admitted to being concerned by the lack of response from members about the group's integration into the merged Stella/JTG entity.

Responding to *TD* about member fallout following TSAX's amalgamation into the combined group, Thompson said that he was slightly worried that not many members had raised their voice about possible repercussions on their businesses.

"We've been frightened by the lack of comment - and the lack of negative comments," he told *TD* on Fri in Buenos Aires at the 2010 Owner/Managers Conference, "but that could be a good thing".

So far only a handful of TSAX members have expressed any concerns, he added.

TSAX GM Jacqui Timmins said the network has been providing members with constant updates on the progress of the tie-up, "so they know what we are doing and are being really well informed."

She said at this stage she hasn't

heard of any negative feedback from industry partners, who would normally pass on details of member unrest.

Timmins said members who may not have already voiced their concerns about the alliance, would have been "encouraged" to have Peter Lacaze, ceo of the merged JTG/Stella group, at the conference speaking about the integration (p2 and *TD* Fri).

MEANWHILE, Mike Thompson said results from TSAX's Mood Survey indicated the group has missed a "huge opportunity" in using members as advocates.

"We really should be using you a lot more in terms of inviting members to join us," Thompson said, rather than having head office go it alone.

## 9 pages of news!

*Travel Daily* today has nine pages of news and extensive coverage from the Travelscene American Express 2010 Owner/Managers Conference, including a page of exclusive photos from the Masquerade Party (see page nine), plus full pages from:

- AA Appointments exec jobs
- Consolidated/SQ incentive
- Qantas Hols Tasmania
- Tourism & Leisure Holdings

## TLH agent bonus

FOUR lucky agents will each win a \$2000 travel voucher this week from Tourism and Leisure Holdings, which has launched an incentive in which agents get an entry into the draw for any quotes or bookings with Adventure World, Coral Seas, Creative Cruising, Value Tours or Royal Orchid Hols.

The offer is valid from today until Fri 29 Oct - and all five brands are also offering agents a bonus \$50 commission on all confirmed bookings today.

More details on page 13.

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## QH Tasmania out

QANTAS Holidays and Viva! Holidays have released details of their 2010-11 Tasmania product range, with lots of new accom options - info on page 12.

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# Travel Daily AU

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Page 2

EDITORS: Bruce Piper and Guy Dundas  
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10 GOOD REASONS TO VISIT NEW CALEDONIA

**5** Beaches and Islands

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## Horizons to Calypso

NEW Horizons Holidays has announced that it will be transferring to the Calypso wholesale reservations system, with a specially developed version of Calypsonet dubbed 'myhorizons' to launch 01 Nov, for packages for travel from 01 Apr.

MD Gary Hilt said the move followed an upgrade of the firm's internal booking system.

"This is an exciting new development for the New Horizons Holidays brand," he said, with agents to be advised shortly of login and usage details.

See [www.newhorizons.com.au](http://www.newhorizons.com.au).

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## Skywest jet flight boost

WA-BASED carrier Skywest has announced plans to introduce jet services to the newly upgraded Geraldton Airport early in 2011.

The move follows a deal with the city of Geraldton-Greenough which will also see Skywest operate a call centre within Geraldton airport as well as provide jet security screening.

Skywest's 100-seat jet flights to Geraldton will also connect thru to Melbourne via Kalgoorlie.

In a stock market update this morning, Skywest also confirmed plans to offer Ravensthorpe as a new scheduled destination ex PER from 15 Nov, with four services per week supported by a one year block booking charter with a Ravensthorpe-based mining firm.

The Ravensthorpe service will also operate via Esperance.

## Balding to leave SYD

SYDNEY Airport ceo Russell Balding has resigned, and will leave his position in early 2011 once his current contract expires.

He's been ceo since 2006, with the last five years seeing significant growth and development at the gateway.

Sydney Airport's board confirmed they had commenced the search for a replacement.

Skywest has also received CASA approval for its new 162-seat A320 which will shortly enter service, mainly on resource charter flights.

## Lacaze targets FC

CEO of the newly merged Jetset Travelworld/Stella group, Peter Lacaze, firmly dispelled any doubts about who the company sees as its main rival, during the TSAX conference in Buenos Aires.

Lacaze turned his sights squarely on Flight Centre, with comments during the event questioning the lack of a succession plan for Flight Centre's ceo, the "ageing" Graham Turner.

Turner is currently aged 61, and Lacaze said that the rival retail chain hasn't said anything to date about who will lead the business when Skroo steps down.

Lacaze said last week that he could see himself in the top role at the merged Stella/JTG group for around another five years.

During his speech he also referred to Flight Centre as "cocky and offensive".

Earlier in the month Lacaze and other senior JTG executives confirmed that they see Flight Centre's advertising spend and visibility as a "key competitive challenge." (TD 08 Oct)

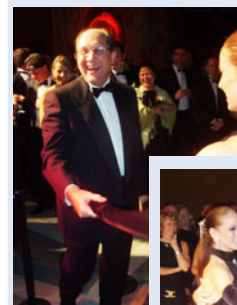


## Window Seat

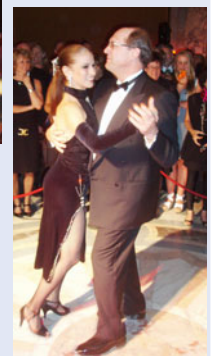
IN A "TOTALLY unscripted" end to the TSAX Conference in Buenos Aires, JTG ceo Peter Lacaze put on his dancing shoes and kicked up his heels doing the tango.

Lacaze, who had earlier admitted to TD that he had been practising, was "randomly" selected from the crowd by a professional dancer to grace the floors of Paz Palace with poise and elegance (below).

*Dancing with the Stars* co-host Sonia Kruger, who was emceeing the event, would have surely scored Lacaze a 10 out of 10.



LEFT: Who, me? Really? What a surprise!



RIGHT: Peter 'twinkle toes' Lacaze displays his famously fancy footwork.

A TRIO of Spanish tourists in NZ have managed to avoid court by picking up poo in the streets of Te Anau, south of Queenstown.

The group were picked up by police after a member of the public reported them for public defecation in a residential street.

Officers found the man and two women staying in a rental van without a toilet, and they reportedly "volunteered" for community work after admitting they had been using an "outside toilet" after arriving after dark.

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## Renewed focus on TSAX marketing

TRAVELSCENE American Express will ramp up marketing projects from a range of angles to benefit members, Head of Marketing Adam Vance has said.

The refreshed marketing focus follows a recent poll that suggested not all members were totally satisfied with the level of support they were receiving from head office.

TSAX ceo Mike Thompson said that while the group's satisfaction 'Mood Survey' results (TD Fri) for franchisees was "very pleasing", feedback showed that marketing the brand needed more work.

In Buenos Aires last week, Vance outlined to TSAX Owners Managers a range of existing and new initiatives, some of which are set to launch imminently.

Projects for 2011 include co-branding of brochures with APT for Europe River Cruising and Bench International to Africa, and a new bi-monthly 8-12 page magazine style sales tool that features niche, unique and preferred products.

Vance said TSAX was exploring

other niche sectors where it could gain marketing share, including through its partnership with American Express.

Using its alliance with Amex, Vance said Travelscene could tap into databases for cardholders who had paid for shore excursions on a cruise, but who may not have actually booked the sailing with a TSAX agent.

Other Amex related strategies are targeting people who have paid for golf club memberships, private school fees, and the "decision making" 35+ aged women who have paid for magazine subscriptions.

### 2011 TSAX Medallion

TRAVELSCENE Amex is in the process of weighing up between two new taglines for its 2011 'Marketing Medallion', the TSAX head of marketing, Adam Vance revealed on Thu in Buenos Aires.

The options have been whittled down to two, with a decision to be made soon on either: 'Your Local Travel Experts' or 'You'll Never Travel Alone'.

## Who are those masked ladies?



ABOVE: TSAX hosted a fabulous Masquerade Party in Buenos Aires on Fri night (pg 9) to cap off its Owner/Managers Conference.

Pictured at Paz Palace *from left*: Dawn McKiernan, TSAX bdm VIC/TAS; Carole Sartori, Travelscene Wonthaggi; Karen McLeod, Sabre Pacific; Elisse Pope, Travelscene Macksville; Lyn McNaught, Travelscene at Lyn McNaught and Visnja Pearson, Travelscene Eltham.

### QH ski program

QANTAS Holidays is planning a new "major ski offering," JTG group wholesale general manager, Simon Bernardi revealed to TSAX delegates on Fri in Buenos Aires.

Bernardi also said the group was working on refining cruise options, exploring new rail opportunities and enhancing its Trip rewards program.



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# TSAX Office of the Year



ABOVE: Travelscene American Express celebrated its Awards Dinner for Owners-Managers last week in Buenos Aires, with a number of accolades presented.

State Quantum Awards were presented to: Travelscene at South West Travel, (NSW/ACT); Travel Extra (SA/NT), The Travel Studio (VIC/TAS); Travel Success (WA) & World Travel Professionals, Brisbane (QLD, Northern NSW).

The highest honour of the night, Office of the Year, went to Travel Extra in South Australia.

Agency owners Marcelo and Angela Buccella, told *Travel Daily* they were very excited to have achieved the recognition, which also came with 20,000 Quantum Points, \$6,000 worth of Qantas airfare credit, and more.

"We've implemented some

wonderful initiatives focused on niche areas, such as groups, weddings, honeymooners and VFR traffic, and this honour just caps off a great year" Marcelo told *TD*.

Marcello and Angela are pictured above with Travelscene American Express ceo Mike Thompson (left) and TSAX general manager, Jacquie Timmins (right).

## TSAX global promo

TSAX is close to signing an 'exclusive' world first global campaign for a "unique expedition" taking place around Dec next year.

GM Jacquie Timmins was unable to disclose details of the event, but said the new opportunity will provide brand exposure for the network for about 10 months, beginning around Feb 2011.

## Manager of the Year

TRAVELSCENE American Express has awarded its inaugural Manager of the Year award to Lisa Byers of The Travel Authority, WA. Byers prize included \$2,000 worth of Qantas air travel and an APT Mekong River Cruise for two.

## TSAX preferred partner message

ONE of the key messages to emerge from management at this year's TSAX Owner/Managers Conference has been the need for consultants to concentrate on selling only preferred suppliers.

GM Jacquie Timmins told delegates in Buenos Aires that the collective group has further opportunities to expand the amount of preferred product sold.

"This is critical for us to grow our footprint in the market and to further strengthen our worth with our suppliers," she said.

Head of marketing, Adam Vance repeated the sentiment, telling delegates by selling non-preferred products directly impacts on the marketing dollars TSAX has to play with for brand awareness through marketing campaigns.

Sean Skilton of Travelscene at South West Travel, one of the group's top sellers, said during an open session at the Conference that part of his job when a client wants to book non-preferred, is to "shift their mindset".

Skilton said part of his job is to direct clients to the same, or a very similar product, through a preferred partner, to the benefit of his and the group's bottom line.

Travelscene currently has about 65 preferred agreements in place and has "more partners to come", Timmins advised.

The push for improved preferred compliance was flagged earlier this month (*TD* 08 Oct) by new JTG ceo Peter Lacaze and cfo Elizabeth Gaines, who said they were keen to see more franchisee business directed through preferred deals to boost the overall group's profitability.

## Sabre Red roll out

SABRE Pacific says it's already seeing increasing efficiencies and revenues following the launch of its new travel agent platform, Sabre Red.

Speaking in Buenos Aires to TSAX delegates, general manager Leisure Sales Carl Frier, said the past year has been one of the technology partners' best ever.

Frier said agents have reported being more productive due to time savings using the platform, giving consultants more readily available tools at their fingertips.

To date, 80% of Sabre Pacific connected offices have been upgraded to the Sabre Red system since it debuted in Aug.

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## AOT online reservations upgrade

AOT Holidays has announced a range of enhancements to its travel agent online reservations system, including the incorporation of direct feed of dynamic rates from a number of suppliers.

The move means the system will also offer live availability and specials, with deals and dynamic rates to be released progressively over the coming months.

Other changes to the AOT system include the ability to produce eVouchers on demand 24/7 for all finalised bookings, for printing or emailing to clients.

Online bookings and quotes are also now available for travel inside three days, so that agents can now book instant confirmation services for clients just before departure.

## QF Shanghai boost

QANTAS is planning to operate four supplementary services between Sydney and Shanghai in Jan, in the lead-up to Chinese New Year, according to GDS.

The extra flights will operate 18, 25, 29 and 30 Jan.

The upgraded system also includes a new advanced search facility enabling accommodation to be found according to budget, star rating, room type, amenities and accommodation style.

AOT Group gm of eCommerce, Tom Hodgkinson, said the changes were in response from agents and the AOT operations team.

"We are confident that these upgrades will significantly improve travel agents' day-to-day interaction with our system," Hodgkinson said.

## QF CBR tax rises

QANTAS has advised it will be lifting its passenger service fee on domestic flights (QR tax) for tickets ex Canberra to \$15.96, effective 29 Oct.

The levy was previously \$8.45.

## Novotel St Kilda shows off



ABOVE: Novotel Melbourne St Kilda recently held a function to launch the \$150,000 upgrade of its ballroom, just in time for the party season.

The refurbishment topped off

## Geckos to Africa

GECKO'S Adventures has announced it will offer tours to West Africa for the first time, beginning in 2011.

The tour company has priced its 24 day Wild West Africa Adventure at \$2575ppts plus a local payment of €400 (A\$566) including accom, transfers, safari vehicle transport, guide, driver, cook, camping equipment, entry fees and some meals - details at [www.geckosadventures.com](http://www.geckosadventures.com).

## A&K Tassie deal

ABERCROMBIE and Kent has a stay 3/pay 2 deal at The Lair in Tasmania - the island state's newest private self-contained residence, overlooking Great Oyster Bay.

Exclusive use of the property for two couples over a three night midweek period before 30 Nov costs \$2200 (\$550 per person), a saving of \$1100, with the deal including a complimentary bottle of French Champagne on arrival.

See [abercrombiekent.com.au](http://abercrombiekent.com.au).

## Tennis ace for SAA

SOUTH African Airways will once again sponsor the Medibank International tennis at Sydney Olympic Park in Jan.

The tournament, part of the ATP competition, will be played from 09 Jan 2011 with the finals on 14 and 15 Jan.

the \$8m 2009 revamp of the property's 11 other conference spaces, 211 guestrooms, lobby, reception, restaurant and bar.

Entertainment included a champion Latin Dance couple who got the guests up and taught them how to dance a 'Cha-Cha'.

The property is situated on the St Kilda Esplanade with views across St Kilda Beach and Port Phillip Bay - more info at [www.novotelstkilda.com.au](http://www.novotelstkilda.com.au).

Pictured above from left are: Georgie Wilkinson and Samantha Dove, of Venues Selector; with Novotel GM Erkin Aytekin.

## Poppy's bonus meal

POPPY'S on the Lagoon in Vanuatu is offering a free lunch for bookings of five nights or more, for stays until 31 Mar 2011.

The deal, available to book until the end of Nov, can be combined with the resort's stay pay deals, including the Stay 7, Pay 5 or the Stay 10, Pay 7 nights.

## Air Vanuatu growth

AIR Vanuatu says it's working with regulatory authorities to introduce more destinations for its newest aircraft, an ATR72-500 which was delivered late last year.

Thus far the 68-seat plane has been used to boost capacity on current domestic routes as well as to New Caledonia.

Approval is being sought to operate between Vanuatu and Fiji, as well as further domestic island destinations within Vanuatu.

The ATR72 turboprop has the ability to land on airstrips as short as 1100m and just 14 metres wide.

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MTPA  
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## Agents win business awards

TWO NSW Harvey World Travel stores have achieved community recognition, winning trophies at this year's Sutherland Shire Business Awards and Hills Shire Times Business Achiever Awards.



Pictured above from Harvey World Travel Winston Hills with the 2010 Business Achiever Award at the Hills Shire Awards are Dallas Bendt, Scott McGlynn and Cathy Tees.

And at right are Vivien Davies and Sonia Antilla from HWT Sylvania who took home the 'Holiday and Travel' category in the Sutherland Shire awards.



## Amadeus revenue

AMADEUS has launched a new IT solution that enables Altea Inventory airline customers to "maximise revenues across multiple channels" by applying sophisticated business rules.

'Active Valuation' uses sophisticated business logic to adjust the yield of an airline product and can also incorporate cost considerations into the availability decision process.

The new solution will complement the existing 'Revenue Availability' being contracted by Lufthansa, Air Baltic, Singapore Airlines, TAM and Etihad.

## California in NSW

FERRARI experience operator Prancing Horse is introducing a brand new 2010 Ferrari California vehicle - valued at more than half a million dollars - for its Ferrari Overnight Escape product, which takes participants along the Grand Pacific Drive between Sydney and Wollongong.

During the two day experience guests also get to drive a collection of other Ferraris in the Prancing Horse stable, as well as enjoying an overnight stay at the Bellachara Boutique Hotel.

The package cost \$2980 per couple - 1300 30 70 50.

## AF back to PNH

AIR France has announced it will return to Phnom Penh, Cambodia after a 35 year hiatus.

Effective 28 Mar a new thrice weekly AF service from Paris CDG will fly via Bangkok on an A340 - 300, switching to a three class 777-200ER from 09 May 2011.

## QH's USA points

QANTAS Holidays is offering Qantas Frequent Flyers a bonus 10,000 rewards points on air and land packages to the USA (excl Hawaii) when flying on QF/JQ.

The rewards points are in addition to the one point earned on every \$1 spent, valid on bookings deposited from 22 - 27 Oct and for travel 01 Feb to 31 Mar 2011.

Four night packages to San Francisco staying at the Adanta Hotel incl breakfast and QF flights ex SYD are priced from \$1519ppts - [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents).

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## AFTA careers push

THE Australian Federation of Travel Agents will ask the industry to support a new initiative which aims to make the sector more appealing to school leavers.

Speaking at the TSAX conference in Buenos Aires, ceo Jayson Westbury confirmed the move in partnership with the Australian Tourism Export Council.

The project includes a "Discover Travel" website, which is well down the track of development, and will "bring travel agents front and centre and offer a broader agenda on what a travel career has to offer," Westbury said.

"We want to start making some noise with government.

"We're trying to design a new qualification to appeal to students leaving year 12, which tells them there is a genuine career to be made in the travel industry," he added.

MEANWHILE Westbury also told attendees at the TSAX conference that it's hoped the long-awaited Ministerial Council on Consumer Affairs-commissioned report by PricewaterhouseCoopers into consumer protection in the travel industry was likely to be released before the end of the year.

The report was delayed due to the snap federal election.

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EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## New hotel brand

ANDAZ Wailea Resort and Residences, is scheduled to open on Mokapu Beach in Maui at the end of 2012.

The 255 room hotel is part of a joint venture with affiliates from Hyatt Hotels Corporation and Starwood Capital Group, with an estimated cost of US\$90 million.

## Rocky extension

ROCKY Mountaineer has extended its Early booking bonus to 30 Nov, offering credits of up to CAD\$1400 per couple that can be used for add-on experiences.

The Early booking bonus is for 2011 departures, with the full credit amount available on seven night plus packages in GoldLeaf service; or for four nights in Gold Class a CAD\$600 credit is available per couple; bookings need to be paid in full by 14 Feb - [rockymountaineer.com](http://rockymountaineer.com).

## Metallica winners

MACAU Tourism and TD have chosen the lucky winners to the 10 Nov Metallica Concert, after huge interest each day last week.

Congratulations to the following people who will get to headbang the night away in MGTO's VIP suite: Anthony Allardyce, Travel Makers; Carolyn Burgmann, Travel Managers; Craig McCann, Harvey's Choice Holidays; Dan Thompson, Qantas; Mareesa Florek, Travel Counsellors; Rebecca Cushing, FCM Travel Solutions; and Ria Wolf, Corporate Traveller.

## 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](mailto:brochures@traveldaily.com.au).

### Compass Cars - Worldwide 2011/12

This new worldwide rental brochure incorporates cars, motorhomes, and Renault Leasing in major countries. Offering features and benefits in a clearly labelled and factual manner. The firm can offer instant confirmation and up to the minute prices on its website [compasscarrental.com.au](http://compasscarrental.com.au).

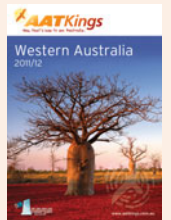


### P&O Cruises - World Cruises and Worldwide Adventures 2012

Australian travellers will have the option of four World Voyages onboard the *Aurora*, *Oriana*, *Arcadia* or *Adonia*. Visiting 162 ports of call in more than 50 countries, there are a range of long and shorter sectors available for purchase. There are also earlybird deals & onboard credits valid on bookings made by 31 Dec 10 - [completecruisesolution.com.au](http://completecruisesolution.com.au).

### AAT Kings - Western Australia 2011/12

This new WA program offers Earlybird specials and guaranteed departures, as well as a range of extra optional add on experiences. AAT Kings' exclusive 'You are Invited' additions have been extended to allow guests to enjoy unique dining experiences in local family homes and working establishments. The brochure also encompasses Premium and Cost Saver touring products - see [aatkings.com.au](http://aatkings.com.au).



### Adventure World - Africa 2010/11

Twenty new products are featured in this new Adventure World Africa brochure, including a three night Legend Golf and Safari Resort and six night Madagascar Island Hopping Tour. Also showcased are in-depth tailor made journeys to Africa, Mauritius, Reunion, Seychelles and Madagascar, featuring Lonely Planet destination introductions. Available through TIFS.

### Cunard - World Cruises 2012

Details of Cunard Lines' 2012 world voyages on the *Queen Elizabeth* and *Queen Mary 2* are detailed in the brochure. The world voyages' Australia ports will include Brisbane, Cairns, Darwin and Melbourne on the *QM2*, while *QE* will stop in Brisbane and Port Douglas. Early booking discounts and onboard credits are available on select cruises. More information at [cunardline.com.au](http://cunardline.com.au).

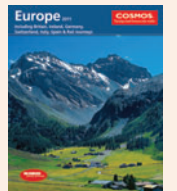


### Topdeck - Europe Summer 2011

Topdeck is offering 92 European trips in 2011 including EuroHotel, EuroClub, EuroCamping and Explorer trip styles with 97% of the trips priced 10-17% lower than in 2010. New for 2011 is the 49 day EuroClub trip visiting 15 countries incl trip leader, accom, some meals and activities priced from \$6990pp - more at [topdeck.travel](http://topdeck.travel).

### Cosmos - Europe 2011

European tours with Cosmos have been advertised with savings up to 17% off the normal price and 15% off last years prices due to the strong Aussie dollar. The brochure features 61 tours in 33 countries incl Britain, Scandinavia, Italy and the Mediterranean. Earlybird discounts are available on bookings made by 15 Dec offering savings up to \$300 per couple on tours 16 days or longer - [cosmostours.com.au](http://cosmostours.com.au).



## Leisure Travel Consultant

Goldman Travel Corporation has a fantastic opportunity for a proactive individual with strong selling skills and product knowledge to join our team. Your expert knowledge in leisure travel, coupled with your exemplary client service will see you succeed in this exciting role.

Key responsibilities will include booking international and domestic leisure travel packages. You will have a minimum of three years leisure experience in travel. We are looking for someone with Sabre experience who is well travelled, has excellent knowledge of upmarket hotels and tour suppliers.

If you believe this role is right for you or request further information send through your resume or contact David Goldman, at [david@goldmantravel.com.au](mailto:david@goldmantravel.com.au) or (02) 8333 7700.

All applications and contact will be treated as confidential.



## 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



### LAN reduces Tahiti

LAN Chile is halving flight frequency between Santiago and Papeete, Tahiti and Easter Island, from twice weekly to just a single weekly service, effective 01 Jan.

According to travel agent GDS displays, the route will only be operated each Wed next year.

### Accor Super sale

ACCOR is offering up to 50% off 750 hotels in the Asia Pacific region, during a three day sale beginning on 29 Oct for stays from 12 Dec to 12 Feb.

Accor brands included in the sale are Pullman, MGallery, Grand Mercure, Novotel, Mercure, Ibis and All Seasons - [accorhotels.com](http://accorhotels.com).

### US ski debut

THE 2010-11 ski season has officially kicked off in the US, with Loveland in Colorado yesterday becoming the first ski resort to open to the public.

### Manila special

PHILIPPINE Airlines has released a 'Spot Special to Manila' for travel on specific dates in Dec and Jan, valid for sale from today until 30 Nov.

Fares lead in at \$988 gross including 5% comm ex SYD/MEL.

## Unisys baggage deal for Qantas

IT FIRM Unisys has been confirmed as the provider of an "innovative Baggage Reconciliation System" for Qantas under the carrier's Next Generation Check-in initiative.

The system will use Radio Frequency Identification (RFID) technology to track and verify bags from next month, once the system is implemented at the Qantas domestic terminal at Sydney Airport (TD Thu).

The four year deal with Unisys will see the company provide rollout, implementation and application hosting services at its Sydney data centre.

The first stage will see pax able to print bag tags with an

identifying barcode at check-in kiosks before delivering the luggage to a Bag Drop station.

At the Bag Drop the barcodes are linked to the Q Bag Tag RFID chip and passenger itineraries, and pax will also be able to purchase additional baggage allowances on the spot or beforehand via the internet.

Unisys already provides baggage reconciliation services for 44 international airlines operating in Australia.

### Patagonia debut

AUSTRALIAN small group eco tour operator Gecko Canoeing and Trekking is for the first time offering a 14-day tour through remote Patagonia in South America next year.

The 14-day tour travels along the recently upgraded Ruta Cuarenta (Route 40) which connects Argentina from north to south parallel to the Andes.

The trip departs 23 Feb 2011 and is priced from \$5200pp including airfares, transport, accom, guiding, breakfasts and some meals, with highlights including spectacular landscapes, wildlife and the Puerto Moreno Glacier - [gecko@nttours.com](mailto:gecko@nttours.com).

### APT on Sun nights

APT domestic product will be highlighted each Sun night in the third season of channel 10's 'Places We Go' travel show (TD Fri), with the first segment featuring yesterday.

### TT SYD-BNE boost

TIGER Airways this morning announced an expansion of its flights between Sydney and Brisbane, with double daily services to operate from 07 Feb.

The move follows Tiger's fleet expansion (TD Fri) which will see it operate 12 aircraft here by early next year.

'Tiger Raw' fares on the route are now on sale from \$38.95 one way, if purchased online using a Mastercard debit card issued by an Australian financial institution.

Outgoing Sydney Airport ceo Russell Balding said: "the Sydney-Brisbane route is one of the busiest in Australia, so passengers will benefit from the additional choice that Tiger Airways provides".

## I ♥ MY JOB

A great opportunity to join the TravelEdge Corporate Travel team in Circular Quay.

We're bold and do things a little differently - that's why our people love it here. Continued growth means we're looking for brilliant individuals to join us.

#### Online Consultant

In our Online team customer service is key. If you consider yourself reasonably tech savvy, patient and can answer the phone with a smile you'll fit right in.

#### Corporate Consultant

If you have corporate travel experience, ideally Sabre and Tramada skills, and a passion for amazing customer service we want to hear from you!

#### National Account Manager

We are looking for a self-motivated National Account Manager responsible for customer retention and growth. You will deliver exceptional account management with a proactive client solutions focus. You will also build and maintain client relationships and work closely with our operations team to develop and implement processes that exceed expectations. Prior experience in a similar role desired.

If you've got what it takes to be part of our team, please submit your application in writing to [careers@traveledge.com.au](mailto:careers@traveledge.com.au).

[www.traveledge.com.au](http://www.traveledge.com.au)





# TSAX Masquerade Party in Buenos Aires

TRAVELSCENE American Express ended its 2010 Owner/Managers Conference, being held in the capital city of Tango (Buenos Aires) on Fri night, with around 400 members, wholesalers, tour operators, airlines and partner industry officials with a Masquerade Party.

Held at the stunning Paz Palace, the spectacular black-tie event saw a number of strange, scary, unusual and interesting disguises on show.

Pictured on this page are a collection of exclusive images taken by *Travel Daily*, with names left to right.



LEFT: the delightful Jacqui Timmins, TSAX GM, with Master of Ceremonies, Channel Seven's Sonia Kruger.

RIGHT: Virginia Stace, PBT Travel; Lindy Dupree, Travelscene Gloucester and Olga Shrewsbury, Exclusive Tours & Travel.



RIGHT: Peter Egglestone, general mgr Commercial STS/JTG; Andrea Slark, Stella Corporate Affairs mgr; Peter Lacaze, ceo STS/JTG and Nicole Follas, Stella Foreign Exchange mgr.

BELOW: A couple of real charmers - Tom Goldman, Goldman Travel and Digby Warren, Journey Masters.



LEFT: Julie and Brett Barns of Travelworks.

BELOW LEFT: Debra Cox, APT; Nicola Busby-Davies and Richelle Kelly of Sun City Caloundra and Susan Haberle, APT.



BELOW: Jayson Westbury, AFTA ceo, Kate Cameron, TSAX Corporate and Jeremy Martin, Travel Together.



LEFT: Tango extraordinaire: Bettina Barker, Qantas Holidays; Adrienne Witteman, Trendsetter Travel; and Pauline Phillips, Travelscene Belose.



BELOW: Mike Thompson, TSAX ceo; Geoff Fairall, Atlantic Pacific; David Padman, TSAX corporate and Brennan Thomas, Atlantic Pacific.

RIGHT: Mary Damic, Qatar Airways and Melissa Rudd, Kumuka Worldwide.

RIGHT: Hayley Thomas and Lydia Ozich of Reho Travel, Sydney and Melbourne.



BELOW LEFT: Kevin Manuel and Elizabeth Gaines, Stella/JTG cfo; Nicole Hague, TSAX; and Simon Bernardi, Group GM Wholesale STS/JTG Group.

RIGHT: Sarah Baxter, Kumuka Worldwide and Sean Skilton, Travelscene at South West Travel.



BELOW: Joanne Harding-Smith, Travelscene Samford; LJ Loch, Republic PR; Vanessa Galvin, Travel Impressions and Maggie Heffernan, Duck Creek Mountain Hotel.



ABOVE: Andrew Moloney and Vivian Allen, Travelscene Tweed City with Aurelie Pesty, Travelscene Tweed Valley.





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

**MD FOR A DYNAMIC TOUR OPERATOR**

**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.

**EVENT MANAGEMENT AT ITS GLOSSY BEST**

**OPERATIONS TEAM LEADER - EVENTS**

**SYDNEY – SALARY PACKAGE TO \$90K**

This position is available now for an experienced hands-on events & groups manager who can inspire & give direction to a team and develop skills. You'll have experience in concept, design and delivery of unique corporate events and have a passion for exceeding client expectations. Initially this is a 1yr management role stepping back in to the team after this time. You'll be happy to stay within this fantastic organization.

**SET YOUR SIGHTS ON THE AIRLINES**

**ACCOUNT MANAGER**

**SYDNEY – SALARY PACKAGE TO \$75K**

If you're widely recognized for your high level Account Management skills and have good knowledge of GDS distribution and online, you can now experience the benefits of working for a global operation which is dynamic, successful, and vital to the travel industry. You must be able to demonstrate your success in strategically managing large key accounts achieving growth and leveraging new business.

**SALES IS A BREEZE WITH A BEAUTIFUL PRODUCT**

**INDUSTRY SALES MANAGER**

**SYDNEY – SALARY PACKAGE TO \$80K**

Drive the ongoing growth in sales of this beautiful global product through your extensive travel industry relationships and proven experience in growing key accounts. You will be conducting road shows, product training, hosting famils and driving increased sales. We need a dynamic, self-motivated and highly driven individual who can deliver results and have fun doing it. Join a great team and a growing organization.

**YOU KNOW WHERE ALL THE BEST EVENTS ARE**

**BUSINESS DEVELOPMENT MANAGER – EVENTS**

**SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$100K+**

Are you hungry for a high profile sales role where you can make use of your extensive network across the MICE market? Join the country's leading event management company in a BDM role that will elevate your career to a bigger stage. If you can sell, know the Events market, love achieving targets and being rewarded for your success, join a team of like-minded professionals and pump the life back in to your sales career.

**GREAT WITH NUMBERS, GREAT WITH PEOPLE**

**REVENUE PLANNING MANAGER**

**SYDNEY – SALARY PACKAGE TO \$100K**

Play a critical part in the on going growth & profitability of this successful organization and have an impact on the team. You'll be an experienced Revenue Manager who enjoys analyzing data and making the numbers perform better. Your strength in leadership will inspire your team and encourage an environment of team spirit and great fun. Your product? It's gorgeous, and your benefits include discounted travel.

**A VERY CLEVER CAREER MOVE**

**ACCOUNT MANAGER**

**MELBOURNE – SALARY PACKAGE OTE \$80K**

This position needs an experienced Account Manager who can facilitate internal and external relationships and consolidate complex data in to concise useable information that benefits your clients. With a diverse portfolio of academic & corporate clients, your role will be to analyze client spend and make educated recommendations as required which positively affect revenue, profitability, and client savings.

**A CAREER IN GDS WILL MOVE YOU FORWARD**

**PRODUCT SUPPORT MANAGER**

**SYDNEY – SALARY PACKAGE TO \$85K**

Be the product expert and central liaison point within the business while engaging with customers to ensure their needs are being met. If you've got a head for I.T. and a great working knowledge of travel technology in a practical sense this new role offers you an exciting new career direction with a global organization. You'll be a part of a motivated team and be rewarded with a great salary + benefits.

**CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM**

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Kate Dalrymple  
OLD & NT  
Ph: 07 3229 9600

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

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)

**"A GREAT WAY TO FLY"  
Sell & Reap the Rewards**

Simply issue Singapore Airlines tickets with Consolidated Travel between 15 October-15 November 2010 and you could be Reaping the Rewards!

**1st Prize: The Top producing Agency will win 2 return Business Class tickets Europe\***



**2nd Prize: 2 return Economy Class tickets to Europe\***

**\$30 David Jones voucher awarded for every return Economy class ticket\***

**\$50 David Jones voucher awarded for every return Business/First class ticket\***

**\*Conditions:** Valid for tickets issued by Consolidated Travel or via Quikticket between 15 October –15 November 2010 on 100% SQ itineraries to Europe, Japan, Western Asia & Africa (including Earlybird fares) plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Voucher eligibility will be restricted to a minimum sell of 4 tickets during the promotion. Child, Infant, Group Sales, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or withdraw the promotion at any time. Vouchers will be capped & prize winning tickets do not include taxes or surcharges. Vouchers will be distributed upon completion of the promotion & claims will only be accepted by COB 22 November 2010.

**To receive your vouchers, please complete the details below & fax OR email to the Consolidated Travel Sales Team by Monday 22 November 2010.**

**Agency Name:** \_\_\_\_\_

**Consultant:** \_\_\_\_\_

**Ticket Numbers:** \_\_\_\_\_  
\_\_\_\_\_

**Claim Date:** \_\_\_\_\_

**Melbourne**  
Telephone: 03 9251 5044  
Facsimile: 03 9663 2095

**Sydney**  
Telephone: 02 9394 1402  
Facsimile: 02 9247 7907

**Brisbane**  
Telephone: 07 3334 2000  
Facsimile: 07 3221 3771

**Adelaide**  
Telephone: 08 8203 8001  
Facsimile: 08 8231 1220

**Perth**  
Telephone: 08 9442 6000  
Facsimile: 08 9481 0590

ABN 60 004 692 791

# Tasmania Brochure Product Available Now

Tasmania is a destination of diversity - this island will surprise and inspire you with its spectacular beauty and opportunities for self drives, adventure, relaxation, rejuvenation, exploration and indulgence. Whatever type of holiday you're looking for, you'll find it in Tasmania with its great range of accommodation including boutique properties.

## Our view:

*"Tasmania is a must-see destination! This unique island will captivate all visitors with its fantastic food and wine, great adventure activities and of course spectacular natural landscapes stretching from coast to coast"*



**Qantas Holidays & Viva! Holidays** are excited to announce the release of our 2010 - 2011 Tasmania product range (for travel 1 Oct 2010 - 30 Sep 2011) incorporating a large selection of

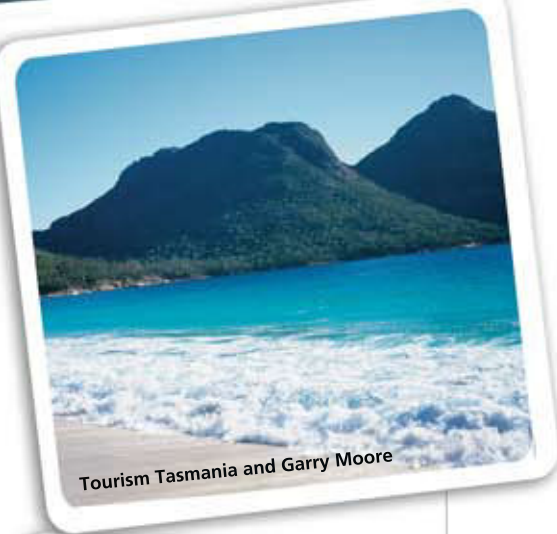
- Hotels
- Sightseeing
- Touring
- Transfers

## Product Range

Qantas Holidays offers a huge selection of product options including luxury resorts, tours and more. Our range will suit any budget or preference throughout Tasmania.

### NEW TASMANIA PRODUCT INCLUDES:

<b>Bothwell</b>	<b>The Priory Lodge</b>	▲▲▲▲▲
<b>Coles Bay</b>	<b>Saffire Freycinet</b> <b>Freycinet Lodge</b>	▲▲▲▲▲ ▲▲▲▲
<b>Cradle Mountain</b>	<b>Cradle Mountain Lodge</b> <b>Cradle Mountain Chateau</b> <b>Lake St Clair Lodge</b>	▲▲▲▲▲ ▲▲▲▲▲ ▲▲▲▲
<b>Hobart</b>	<b>The Henry Jones Art Hotel</b> <b>Mercure Hobart</b> <b>The Maria Island Walk</b>	▲▲▲▲▲ ▲▲▲▲ ▲▲▲▲
<b>Launceston</b>	<b>Country Club Tasmania</b> <b>Hotel Charles</b> <b>Mercure Hotel Launceston</b>	▲▲▲▲▲ ▲▲▲▲▲ ▲▲▲▲
<b>Strahan</b>	<b>Strahan Village</b>	▲▲▲▲



# WIN 1 OF 4 TRAVEL VOUCHERS VALUED AT \$2,000

Make any quote or booking with Adventure World, Coral Seas, Creative Cruising, Value Tours or Royal Orchid Holidays this week until Friday 29 Oct 2010 and go into the draw to win a 1 of 4 Travel Vouchers Valued at \$2,000!

Valid for quotes & bookings made 22 Oct 2010 - 29 Oct 2010.



PHONE  
1300 363 055



PHONE  
1800 641 803

**VALUE TOURS**

PHONE  
1300 391 583



PHONE  
1300 362 599



PHONE  
1300 369 747

Terms + conditions: Voucher valid for 12 months from date of draw. 1 voucher per brand + vouchers are non-transferable.