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# Travel Daily AU

First with the news

Mon 13 Sep 10

Page 1

EDITORS: Bruce Piper and Guy Dundas  
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## FJ boosts HKG

AIR Pacific will introduce a third weekly flight between Nadi and Hong Kong from 13 Dec, with the extra flight operating on Mon.

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Holland America Line

FIND CRUISES

## QF EY/DJ deal delay push

QANTAS has made a submission to the ACCC, urging it to not provide interim approval for the proposed alliance between Virgin Blue and Etihad Airways.

QF said that although it believes that immunised international alliances should be encouraged "given the antiquated bilateral regulatory regime under which international airlines are forced to operate," it is also very concerned that the alliance's "widespread price coordination" may extend to lucrative Australia-Europe routes.

In its submission on the Virgin/Etihad pact filed last Thu, QF General Counsel Brett Johnson said: "The consequences of such coordination should be fully analysed before the Applicants begin any cooperation."

He said that benefits cited by Virgin Blue and Etihad which include strengthening EY's "ability to compete in travel between Australia and the Middle East and beyond" represent a significant change to the dynamics of the relevant markets "which would not be easily corrected if final authorisation was denied".

Etihad and Virgin Blue have

urged the ACCC to provide a quick ruling - by last Fri in fact - with an indicative ACCC timeline showing that the Commission intends to make a decision on interim authorisation this month, before a draft determination in Nov or Dec.

QF says that it's also concerned that passengers may suffer "considerable harm and inconvenience" if tickets are booked on new services during an interim period of authorisation but final approval is denied.

The Qantas plea for delay says it would be "more appropriate to consider the proposed alliance in totality, including the implications of Australia to UK/Europe price coordination" before any move to grant interim approval to the pact.

## First 787 in Feb

BOEING is now expecting to deliver its first 787 aircraft to launch customer ANA in the middle of the first quarter of next year - more details on page 5.

## Today's Travel Daily

Travel Daily today has eight pages of news and photos, plus full pages from:

- AA Appointments
- Daydream Island

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## Discoveries revamp

TERRITORY Discoveries has today relaunched its travel agent website, which features live chat with NT experts, access to the latest campaign material and marketing collateral, as well as general destination information.

For more information go to agents.territorydiscoveries.com.

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First with the news

Mon 13 Sep 10 Page 2

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10 GOOD REASONS TO VISIT NEW CALEDONIA

**8 Exciting Nightlife**  
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[CLICK HERE FOR THE OTHER 9 REASONS](#)

## Regatta down under

OCEANIA Cruises will bring its flagship vessel *Regatta* to Australia, NZ and the South Pacific in 2012 for the first time ever.

National sales mgr Craig Owens told *TD* today that the Australian market is the largest outside of North America, and that the ship will visit Melbourne and Hobart.

## Jetstar Philippines plans

JETSTAR looks set to be planning a new operation in the Philippines, with the registration of a Manila-based subsidiary company.

The Philippines Securities and Exchange Commission has approved the establishment of a Jetstar operation there, with an initial authorised capital of A\$500,000, according to the *Philippines Star* newspaper.

Documents filed with authorities state that the new Philippines-based Jetstar company

### Vic funding push

THE Victorian Employers Chamber of Commerce and Industry will today launch a major tourism push in the lead-up to the state election in Nov.

VECCI has called for an additional \$20 million to be spent on tourism and events marketing in the southern state, focusing on the Indian and Chinese markets.

The organisation is also pushing for an expansion of business events into regional areas.

will "provide international air passenger, cargo, mail and luggage transportation to and from the Philippines".

It's not clear whether the Philippines operation would be a joint venture similar to Jetstar Pacific in Vietnam, or a wholly owned operation.

Jetstar Asia already operates flights between Singapore and Manila, having steadily increased capacity to double daily and further frequencies planned in the new year.

The carrier wasn't able to comment on the move before *TD*'s deadline today.

### Epstein leaving QF

QANTAS' head of corporate affairs, David Epstein, is reported to be departing the nation's flag-carrier at the end of this year, taking on the role of head of public affairs at BHP Billiton, according to *The Sydney Morning Herald*.

### A\$ still soaring

OUTBOUND travel is becoming still more attractive for Aussies, with the strong Australian dollar making overseas purchases cheaper than ever.

Against the US greenback the A\$ is threatening to break through the 93c level, while the Aussie \$ is also at unprecedented levels against the British pound Sterling (€0.60) and the Euro (€0.73).

Currency analysts say that there's continuing upward pressure on the Australian dollar with a spate of positive data leading to speculation of future interest rate rises.



## Window Seat

BOEING vice president of marketing, Randy Tinseth, this morning gave an insight into the tricky business of building planes.

Speaking at a briefing in Sydney he said that the aircraft manufacturer is always keen to consult with its airline clients.

However this often means there's a hotch-potch of differing requirements which Boeing has to pull together - which Tinseth pithily expressed as: "Working with customers to develop a new airplane is a lot like making sausage - you don't want to know what happens behind the scenes."

AND during his presentation he also highlighted a range of technological advances which have been implemented in the new 787 *Dreamliner*.

These included the cryptic "eyebrow deletion" - but don't expect to see pilots with shaved foreheads anytime soon.

Eyebrow deletion refers to the removal of "eyebrow windows" from cockpits, which in earlier aircraft were used by pilots to look up, Tinseth explained.

COMING to a hotel near you?

Italian mattress manufacturer Sogniflex has created a bed specially designed for sex.

Features include "straps and handles" for couples to hang onto, along with specially reinforced bouncy springs.

The maker's ceo Paolo Tonelli said the new mattress was vital "because most beds are designed for sleeping, not making love".

## Philippines on Sale!

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Mon 13 Sep 10

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

**QATAR** AIRWAYS   
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## Delta ace agents to tennis



ABOVE: Delta Air Lines recently took this group of top national Flight Centre achievers on a five star VIP fam to New York City.

The trip included five nights at the NY Palace Hotel, a twilight session at the US Open tennis featuring Roger Federer and Venus Williams, and VIP seating at a Broadway show.

They also visited the Empire State Building, the Rockefeller Centre's Top of the Rock and the famous Buddakan restaurant as seen on *Sex and the City*.

Participants included Marney Silinzieds of Flight Centre Berry Square; Rodney William Lees, Escape Travel Lindfield; Georgina McShane, Flight Centre Artarmon; Anthea Carey, Flight Centre Gladesville; Fiona Baker, FCM Travel; Brylee Gilbertson, Student Flights Newtown; Sharon Therese Dalitz, Flight Centre Newtown; Kirsten Leslie, Corporate Traveller; Susanna Hines, Flight Centre Indooroopilly Shoppingtown; and Shaun Cody Hudson, Flight Centre North Rocks.

## Wet'N'Wild coming to Sydney

THEME park specialists Village Roadshow Ltd have announced plans to build a new \$75 million water park in Sydney's west, not far from the site of the former Australia's Wonderland attraction.

Wet'N'Wild Sydney will feature the latest waterslide technology and be home to the country's first surfable wave pool and one of the world's biggest man-made beaches.

Positioned on a 25-hectare site at Prospect, the thrill park will be near Sydney's arterial roadways, the M4 and M7, about 45 minutes from the heart of the city.

Village Roadshow's latest concept is hoped to open in the summer of 2013/2014, pending finance and planning approvals, and lure around one million visitors/year, including domestic and overseas tourists.

"We are very excited about the opportunity to bring our highly successful water theme park concept to Sydney, this is a huge step forward for one of our

foundation businesses," said Village Roadshow Chairman Robert Kirby.

The project will also invest about \$5.2m into upgrading roads in the area ahead of its launch.

Rides planned include the Abyss, The Python, Rattler, Constrictor and Viper.

## Air China's 4 more

AIR China has placed an order with Boing to purchase four more 777-300ER aircraft, for a total of US\$1.15 billion.

The new aircraft are planned to be delivered to Air China between 2013 and 2014.

## Skywest traffic up

WA-BASED carrier Skywest Airlines has reported an 8.45% year on year rise in passenger numbers carried during the month of Aug to 34,000.

Revenue passenger kms and seat load factors also increased, 7.8% to 27.83 points and 1.64% to 58.5% respectively in Aug 2010.

## TRAVEL2

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## Clearwater cleared

PEPPERS Clearwater Resort near Christchurch Airport has advised it is up and running following last week's earthquake and aftershocks.

The property suffered minor cosmetic damage in the quake, but is now "open and trading to full capacity."

## NT overseas push

THE Northern Territory Tourism Minister will this week meet with trade and airline partners in the Middle East and Europe in a bid to boost tourism to the Top End.

"My visit is timely given the prolonged effect of the global financial instability in these regions and I will be emphasising the Northern Territory's standing as Australia's leading nature and culture holiday destination," said Malarndirri McCarthy.

On her list of appointments are talks with Etihad ceo James Hogan and Emirates' senior vp Richard Jewsbury, to determine how the NT govt can lift the destination's joint marketing in Europe.

## ATEC's Health & Wellness speakers

THE Australian Tourism Export Council has named its two keynote speakers for its upcoming second Health & Wellness tourism conference, being hosted at the Sofitel on the Gold Coast.

Josef Woodman, president of Healthy Travel Media and Pauline Sheldon, professor from the University of Hawaii, will discuss the global role of medical travel tourism and shed light on how Australian businesses can benefit in this growing tourism sector.

Other speakers include Michael Curtis, Gold Coast Airport; Sharon Kolkka, Gwinganna Lifestyle Retreat and Karen Goudge, chair Australia Spa Association.

"Australia has incredible potential in the Health and Wellness sector - unique natural attractions and experiences, a vibrant tourism, spa and resort sector, and excess capacity in our excellent private healthcare facilities. We just need to put the pieces together," ATEC md Matt Hingerty said.

He said the event will be one of the first steps to see Australia emerge as a "key partner in the global health travel market."

The conference is being held on 23 Sep 2010 - to register go to [www.atec.net.au/715183.html](http://www.atec.net.au/715183.html).

## NZ on track for RWC 2011

WITH the help of a building-sized football and a Haka, New Zealand, took over Sydney last Friday night at the official 'One Year to Go' Rugby World Cup celebration.



Staged inside the Giant Rugby Ball at the Passenger Terminal at Circular Quay, the event gave organisers a chance to inform guests on all the latest developments regarding Cup preparations.

"Operationally, we are in great shape, all the stadiums are on track" said acting chairman of Rugby NZ 2011, Brian Roche.

"500,000 tickets were sold in phase one of ticketing, 100,000 of which went to international buyers," he added.

Speaking exclusively to *TD* at the event, ceo of Rugby NZ 2011, Martin Snedden revealed that there was a "fantastic response" from Australia to the first phase of ticket sales, with Aussie Rugby fans snapping up 30% of the total international ticket sales.

"We've seen a very strong response for Australians booking tickets to Australian matches in particular," he said.

The second phase of ticketing, which sees fans able to buy tickets to individual games rather than the phase one game package offering, is on sale now, and the team at Rugby NZ 2011 is "confident" that ticket sales will remain strong.

"To be a part of it, you have to be here [NZ]," said Snedden.

"Visitors should also use this opportunity to not only see the games but to explore NZ," he added.

In terms of the recent earthquake and its effect on Christchurch stadium Snedden said that it survived and is in "great shape", adding that "given the spirit of Christchurch, they'll be in a strong position for 2011".

Also revealed at the event, is the drive for a 5,000 strong volunteer team, of which Australians are more than welcome to apply to be a part of (although being a volunteer will not guarantee tickets).

Volunteers will be stationed not only at stadiums, but around the country and at tourist hot-spots, to help visitors get the most out of their trip.

"We are confident that NZ will be able to look after all of our overseas guests," said Snedden.

"And to Australians we say, come and visit, this will be a truly special tournament," he added.

Pictured above with the real Rugby World Cup from *left* are Brian Roche with NZ World Cup 2011 Ambassador, David Kirk.

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## DJ's 10th anniversary

VIRGIN Blue Airlines celebrated its tenth anniversary in a hanger at Melbourne Tullamarine Airport yesterday, which included the likes of Virgin Founder, the one and only Sir Richard Branson and DJ's ceo John Borghetti.

## Boeing: local fleet to double

US aircraft manufacturer Boeing is predicting that the number of aircraft operating in Australia, NZ and the Pacific will more than double in the next 20 years.

At an industry update in Sydney this morning, the company's vice president of marketing, Randy Tinseth, outlined Boeing's forecasts which see the Oceania fleet increasing to more than 900 planes by 2029.

He said the company was encouraged by signs of recovery in the global economy, with Australia faring better than most.

"Oceania air travel growth [is] expected to be about 6 percent annually, compared to a world average growth of 5.3%," he said.

## HWT prefers Kumuka

HARVEY World Travel has signed a Preferred Supplier Agreement with Kumuka Worldwide that will allow HWT consultants to offer clients extensive knowledge about the Kumuka product.

## EK boosts Jeddah

EMIRATES will increase A380 frequencies between Dubai and Jeddah to a whopping 12 superjumbos per week from 11 Jan, according to GDS displays.

Other capacity adjustments across the EK network include the operation of the second daily Houston flight by a 777-200LR.

Boeing is predicting that across the globe airlines will require 30,900 new planes valued at US\$3.6 trillion by 2029.

He also highlighted the uniqueness of the Australian market which has been characterised by "intense competition and innovation by airlines".

His presentation also provided a unique insight into market shares of airlines across the Australian economy, and how these have changed since 2000.

In terms of total capacity the Qantas group share of domestic and international traffic has increased from 47% ten years ago to 53% now, while Boeing estimates that Virgin Blue accounts for 25% of seats in the market now - lower than Ansett's 32% in 2000.

The figures also show Emirates, Singapore Airlines and Tiger Airways all with a 4% market share in terms of seat numbers.

Tinseth gave little further insight into the oft-delayed 787 program, saying Boeing is still expecting to deliver its first commercial Dreamliner "in the middle of the first quarter of 2011".

However he also warned that "things can come up," and "you cant anticipated the unanticipated".

## Thank you & farewell Bangu



IT'S been a very busy couple of weeks for the team at South African Tourism (SAT) hosting the travel trade showcase (TD 09 Sep) and the IMBIZO events for the MICE industry across the country.

However the biggest challenge for the close-knit team was having to farewell their fearless leader of five years, Bangu Masisi, last Fri night.

Bangu's close industry friends gathered in the Orbit Lounge at The Summit Restaurant in Sydney to celebrate her time as gm of SAT Australia, and bid farewell to her as she prepares to take on her new position as country manager of South African Tourism in the Netherlands.

SAT regional director: Asia & Australasia, Evelyn Mahlaba, paid tribute to Bangu's hard work in increasing arrivals, awareness and positivity to South Africa.

"When we posted Bangu to Australia in December 2004, SAT was an office of one, arrivals to South Africa were 45,000 and awareness was 57%. Today, SAT here has an office of six people, arrivals are in excess of 110,000 and awareness is 82%", Mahlaba proudly told guests.

An emotional Bangu responded saying, "I believed in my country and saw the potential to turn things around from Australia".



She thanked the airlines, wholesalers, suppliers, media and especially her "strong team", for helping her throughout the journey and deliver on successful programs including preparations for the World Cup.

Bangu will finish up at the SAT Australian office on Tue 28 Sep.

"My time in Australia has been great...but I will be back", Bangu reassured her friends.

Bangu is proudly pictured *above* next to her team - Rob Gurr, Tommy Linblad, Margot Abrahams, Connie Phalakatshele and Eric Lewanavanua.

During the night the team presented Bangu with a pearl necklace and customised book featuring a collection of photos during her time at SAT Australia with space for guests to write their personal thank you messages to her.

Bangu shows of her personal book *inset* which depicts a story of her Australian adventure.

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[andrew\\_gould@travelctm.com](mailto:andrew_gould@travelctm.com) (Recruitment Coordinator)



## SAS right on time

SCANDINAVIAN Airlines is claiming the title of the world's most punctual airline, after Aug figures showed that 92.82% of its 15,607 flights across the globe arrived on time "putting SAS far ahead of its European and American competitors".

The carrier pointed out that only three Asian airlines - Korean, ANA and JAL - managed a punctuality record above 90%.

## Delaware North adds new casino

DELAWARE North Companies, which operates a number of the former Voyages Resorts properties in Australia, has announced the purchase of Jumer's Casino and Hotel in Rock Island, Illinois USA.

The US\$180m deal expands Delaware North's gaming operations, with the Jumer's property described as "one of the leading destination casinos in the Midwest".

Other Delaware North casino venues include properties in New York, Florida, Arkansas and West Virginia.

## Giddy up for the new SkyRider seat

A NEW seat is set to be unveiled at the upcoming Aircraft Interiors Expo in California which pushes the concept of seat pitch to extremes.

The 'SkyRider' seat, pictured below, is described by *USA Today* as giving pax "an experience akin to riding horseback", with travellers perched on saddle-shaped stools which allow spacing between rows of just 58cm (23").

The concept has been created by Italian aircraft design firm Aviointeriors, with spokesman Dominique Menoud saying that although there are no orders yet, he's "extremely confident that this concept will have great appeal to airlines for economic purposes."

"For flights anywhere from one to possibly even up to three hours this would be comfortable... cowboys ride eight hours on their horses during the day and still feel comfortable in the saddle".



## Eurostar pax up

EUROSTAR has announced a 50% increase in Australian passenger numbers for the first half of 2010 compared to the same time last year.

Jason Tarabo, Eurostar's Aust/NZ account manager said "Aussies are smart travellers and, like the locals, know that taking the Eurostar with its city centre to city centre service is the most convenient and best way to travel between the UK and the continent".

## Samoa visitors down

SAMOA Tourism Authority has announced an overall 4% decrease in visitor numbers for the second quarter of 2010 compared to the same time last year.

Australian travellers visiting Samoa during Apr and Jun stood at 4,673, a drop of 15% compared to the 5,503 pax visiting last year.

## Tiger's Cairns sale

TIGER Airlines is offering sale fares on its Melbourne to Cairns route, priced from \$98.95 one way, on sale until 16 Sep and for travel 12 Sep to 31 Aug 2011.

Other routes on sale depart from Melbourne's Tullamarine and Avalon, and Adelaide.

## U Chiang Mai deal

U CHIANG Mai in Thailand has a 'Stay 3, Pay 2' deal priced from BHT 7,198 (AU\$251) in a superior room or BHT 9,198 (\$321) for a deluxe room, valid until 31 Oct.

Prices include accom, breakie for 2 pax, free WiFi, and free bike hire - see [www.uchiangmai.com](http://www.uchiangmai.com).

## CX traffic figures

CATHAY Pacific and Dragon Air have announced an increase in passengers up 9.7% year on year to 2,423,444 during Aug, and pax load factors were at 84.4%.

## Two new AF routes

AIR France has announced two new routes from Toulouse to Germany, with six times weekly services being introduced to both Dusseldorf and Hamburg.

## WIN A YEARLY BREAKAWAY MEMBERSHIP



*Travel Daily* has teamed up with **Breakaway Travelclub** this week and is giving 5 lucky readers the chance to win a yearly Breakaway Travelclub Membership each day.

If you are a member already Breakaway Travelclub will extend your membership by one year **Free of Charge!**

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Due to our recent appointment as GSA for a South Asia airline in Australia. The Walshe Group is seeking motivated and committed individuals with a successful track record in the travel industry to fill the following vacancies;

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Details of the requirements of the positions are available in the employment section on our website;  
[www.walshgroup.com](http://www.walshgroup.com)

Applications should be sent via email to [applications@walshgroup.com](mailto:applications@walshgroup.com) by Friday 17 September 2010.



## VX 36% increase

VIRGIN America has released its second quarter results with revenue sitting at US\$184 million, a 36% increase compared to the same time last year.

VX's operating results were up 92% on last year, but were still at a loss of US\$430,000.

## Hyatt Floriade deal

HYATT Hotel Canberra is offering accom packages priced from \$315 per night including accom in a Park Room, brekkie, two Floriade cocktail drink vouchers and use of the hotel's Clubhouse Fitness Centre.

It's valid for travel 11 Sep to 10 Oct - [canberra.park.hyatt.com](http://canberra.park.hyatt.com).

## AA codeshare GOL

AMERICAN Airlines has launched a codeshare agreement with Brazilian carrier GOL on flights operating between Sao Paulo and Salvador, Belem, Brasilia, Curitiba, Fortaleza, Manaus, Natal, Porto Alegre and Recife, as well as from Rio de Janeiro to Porto Alegre.

## Brochures of the Week

### Adventure World - Fez Travel Anzac Day 2011

Fez Travel operates a range of year round tours to Gallipoli and the rest of Turkey, including Anzac Day trips that take in the Anzac Day Dawn Service at Anzac Cove, Gallipoli and the Australian Service at Lone Pine Memorial. The eight day Corporal package priced is available priced from \$749.00. For details go to [www.adventureworld.com](http://www.adventureworld.com).



### Albatross Travel - ANZAC Tours 2011

This 2011 brochure features Anzac tours on the Gallipoli and the Western Front. Tours range from 4, 5 and 10 day tours to Gallipoli. The five day 'Essential Anzac' tour to Gallipoli is priced from \$989ppts. More information and brochures are available at - [www.albatrosstravel.com.au](http://www.albatrosstravel.com.au).



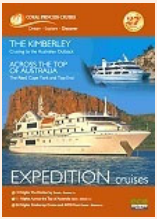
### MSC Cruises 2010-11

Itineraries offered in this brochure cover the Caribbean, South/North America, Norwegian Fjords & Baltic Cities, South Africa & the Mediterranean. The *MSC Magnifica* and *MSC Fantasia* explores Turkey, Malta, Tunisia, France, Spain, Greece & Croatia. And, *MSC Musica* and *MSC Splendida* take in Corfu, Santorini, Mykonos, Piraeus & Dubrovnik.



### Coral Princess - Kimberley Expedition Cruises

This new 2011 brochure features Earlybird specials of 15% off selected departures between 08 Apr and 06 May on all cabin categories. The special contains 36 departures between Darwin and Broome. The 10 night Kimberley cruise starts from \$5908ppts onboard *Coral Princess* and \$7183ppts on *Oceanic Discoverer*. See [coralprincess.com.au](http://coralprincess.com.au).



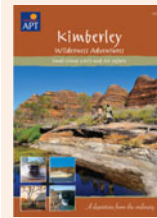
### French Travel Connection - France 2011

The new brochure features earlybird deals, and new product. New for the upcoming year are escorted tours in Loire Valley, Brittany, Normandy, Bordeaux, Atlantic Coast and Dordogne, a variety of River cruises in Paris, Normandy, Burgundy, Provence and more, 3-, 5-, and 10-day Anzac tours and itinerary extras. Brochures available via TIFS.



### APT - Kimberley Wilderness Adventures

This new 2011 brochure features wilderness lodges and camps in remote Kimberley and Kakadu areas. The lodges offer crisp linen, ensuite bathrooms and private balconies. Companion Fly Free deals are incl on 13 and 15 day tours with discounts up to \$500 per couple on select departures and itineraries - [aptgroup.travel](http://aptgroup.travel)



## Market Coordinator – Sydney



ZUJI, the 'Best Online Travel Agent' in Asia Pacific is dedicated to bringing market leading value and choices to travellers within the region by offering inspiring holiday rates online.

We are currently seeking a highly customer focused Market Coordinator with systems knowledge and analytical skills to join our dynamic Market Management team based in North Sydney. In this role you will provide support to the team in order to assist in the maximisation of revenue to Travelocity's Hotel Program.

Reporting to the Regional Manager, your key responsibilities will be to:

- Support the Market Manager/s in the region by training partners on the extranet, building promotions and assisting with problem resolution for Travelocity's hotel partners.
- Liaise with Hotel Operations and manage the contracting process from contract receipt, coordinating training, and making properties live on the websites.
- Liaise with suppliers to obtain any additional information to ensure database integrity and to assist in building leading supplier relationships at all levels.
- Assist the Market Management team and monitor rate and inventory reports to gain an in-depth understanding of partner performance and identify any issues that need to be resolved.

This role requires a minimum 2 years of operations and/or sales coordinator experience in the hotel, wholesale or travel distribution industry. The ideal candidate will be a fast learner with the ability to be flexible and work independently, proactively and efficiently in a fast paced and changing environment. A Strong attention to detail is also required along with excellent interpersonal and communication skills.

Now is your opportunity to join a global organisation that offers a challenging and rewarding work environment and where you will be supported to be the best that you can be. If your background meets the criteria outlined above, please send your cover letter and resume to [scott@absolutedge.com.au](mailto:scott@absolutedge.com.au) or call 02 8204 2624 for a confidential discussion. Applications close Wednesday 22nd September 2010.

### Creative Holidays - Vietnam & Cambodia 11/12

This new brochure offers unique experiences, flexible options and product to suit all budgets and styles. New accom options have been included such as the five-star Intercontinental Asiana Hotel in Saigon and three-star Medallion hotel in Hanoi as well as sightseeing tours. Also incl is a four night In Depth Angkor and Cambodian Culture independent tour. More information at [www.creativeholidays.com](http://www.creativeholidays.com).



## Senior Event Manager / Team Leader

Sydney

A great opportunity to join one of Australia's largest independent event management companies.

We're bold and do things a little differently. Our people shape their work environment and the direction of our business. Living our values is core to our success - we believe in developing our people personally and professionally and in providing work/life balance. We never work on our birthday, have fresh fruit all week and lollies on Fridays.

Our continued growth means that we need to expand our Events Team and we're looking for a brilliant individual to join us.

We are seeking an highly experienced, proactive, self-motivated professional with strong Event Management and Leadership skills. Your main responsibilities are to manage your own events, while overseeing and assisting our small team of very capable Event Managers with their Events.

You will also be responsible for client liaison, reporting to management and assisting the GM with all Operational Activities.

Ideally, you will have 5+ years of Event Management experience and recent Leadership Experience.

If you've got what it takes to be part of our team, and if you would like to have a voice in the way that your company is managed then please submit your application and covering letter in writing to Belinda Keys. Team Leader at [belinda.keys@absolutedge.com.au](mailto:belinda.keys@absolutedge.com.au)

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



## Mirvac on Minder

ONLINE hotel distribution channel manager SiteMinder has signed a deal with Mirvac Hotels & Resorts, enabling it to link its 47 properties in Australia and New Zealand through its Opera Central Reservation System.

## KL's Golden Palm opening



KUALA Lumpur now has its very own beach resort with the 392-villa Golden Palm Tree overwater property, jutting into the Straits of Malacca (inset below), opening in Malaysia about six weeks ago.

At the moment 300 rooms at Golden Palm Tree have opened, with the remainder scheduled to be ready by Dec this year.

The resort features five villa types, varying in size from the 52sqm Travlers Palm Villas to the 232sqm Royale Palm Villas.

It offers guests a range of water and land-sport activities, and features its own Escapade Spa.

Golden Palm Tree is more than a resort, it's tipped to be one of Kuala Lumpur's most recognisable landmarks, to rival the cities Twin Towers.

General manager Francis Lee and director of sales & marketing

Keith Chan were in Australia last week, updating the trade on KL's newest landmark, and to organise tactical marketing campaign with local wholesalers, to launch late Oct/early Nov.

Lee told *Travel Daily* on Fri in Sydney that the property is a one of a kind in Malaysia, and delivers big on the "wow factor".

At 75 minutes from downtown Kuala Lumpur, and 35 mins from KL Airport, Lee says the five-star resort will appeal to travellers wanting a beach holiday as it's much quicker to access than flying onto another Malaysia beach destination, such as Penang.

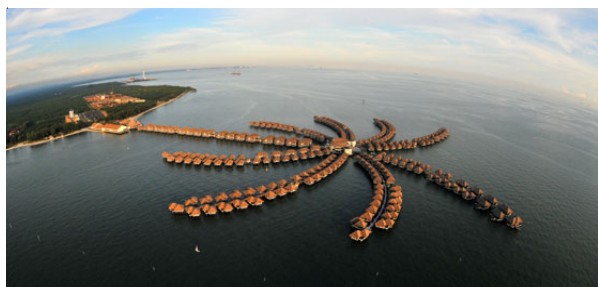
"Agents will find it an easy sell as it saves clients money on flying and its not too close to the city," Lee told *TD*.

He said that the average length of stay for Australian travellers is expected to be around 3.5 days.

The resort will be marketed towards the FIT sector, but aims to also appeal to the MICE market from Australia (for groups of 30-50 people), family markets, as well as the wedding and honeymoon sector, with a wedding chapel in the pipeline.

It's conference facilities can cater for events and conventions for 100 to 900 delegates.

Australia will be the first international markets targeted,



and will be available through most wholesalers.

Rates will lead in at around \$250 per room per night, with full board meal packages an extra \$180, covering five meals/day and all beer, wine and spirits.

And this is just Phase One of the Golden Palm Tree project, with Lee telling *TD* the resort has plans to add other palms or overwater structures to its 22km stretch of beach over the next 15 years.

Pictured above in Sydney from left are Julie Alderson, Hotel Representation Australia; Golden Palm Tree's Keith Chan and Francis Lee, and Craig Davies, HRA.

## WIN A HOLIDAY FOR TWO TO HAWAII



During September, *Travel Daily* is giving readers the chance to win an incredible seven-day holiday to Hawaii, courtesy of **Hawaii Tourism, Hawaiian Airlines and Aqua Hotels and Resorts.**

This fantastic prize includes return economy airfares from Sydney to Honolulu with Hawaiian Airlines, six nights accommodation at your choice of an Aqua property in Waikiki and return transfers with a lei greeting.

Each day *Travel Daily* will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.

**Q.9: Which Aqua Hotels & Resorts' 'boutique' hotel is a short stroll to the beach, Ala Moana Shopping Centre, the Hawai'i Convention Centre & Marina? You'll also find their spa facilities onsite!**



Email your answer to: [hawaiicomp@traveldaily.com.au](mailto:hawaiicomp@traveldaily.com.au)

Hint! Visit [www.hawaii.com.au](http://www.hawaii.com.au)

Plus, a daily prize of the new Jack Johnson CD - *To The Sea* (pictured to the right) will be awarded for the first correct entry received, thanks to **Universal Music Australia.**

Congratulations to yesterday's lucky winner: **Adriana Sardelis** from **travelmax.**

Click here for competition terms & conditions



## DL wants MEM/MEX

DELTA Air Lines is seeking authority from US regulators to begin a once weekly seasonal direct service between Memphis and Mexico City, effective 08 Jan.

## QHols QLD Islands

QANTAS and Viva! Holidays have launched their Queensland Islands & the Whitsundays product range for 2011-2012 - for details see [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents).



**CONTACT CENTRE AGENT (12 MONTHS CONTRACT)**

Virgin Atlantic Airways is looking for a dynamic Contact Centre Agent to join our customer service team in Sydney. We are recruiting for a full time position.

We are looking for a passionate and enthusiastic person with both reservations and ticketing experience to join our fun and growing team. The position is responsible for phone enquiries and sales. We offer extensive training and development.

Minimum 2 years travel industry experience; use of both agency and airline GDS models, computers literacy and a customer service background is a must. Mandarin/Cantonese language would be a bonus.

Applicants should forward in confidence to the Human Resources Coordinator by email to [maria.lopez@fly.virgin.com](mailto:maria.lopez@fly.virgin.com) by close of business Wednesday 22<sup>nd</sup> September 2010.

Applicants not responded to within 2 weeks after the specified closing date, assumes that you have been unsuccessful in securing an interview.





## NEW POSITIONS AVAILABLE NOW FOR TALENTED EXECUTIVES

### LEAD THE CHARGE TO BE AN ONLINE GENIUS TEAM LEADER ONLINE AGENCY SERVICES SYDNEY – SALARY PACKAGE TO \$80K + BENEFITS

This exciting new role with a global technology provider requires proven leadership skills in addition to experience within an online environment plus strong GDS skills. You will lead a Customer Service team engaging with industry clients, trouble-shooting problems, managing performance, and ensuring service SLA's are being met. You'll need great fares & ticketing knowledge and a highly flexible attitude to succeed.

### DRIVE THE DELIVERY OF AMAZING SERVICE CUSTOMER SERVICE MANAGER SYDNEY – SALARY PACKAGE OTE TO \$120K

Our client is part of a global organization providing products & services to the travel industry, and there is now a spare desk in the Manager's office waiting for you to claim as your own. Your role will be to drive continuous improvement whilst creating a happy working environment for the team. Previous call centre management experience with reporting & analysis and full accountability is essential.

### ARE YOU THE MISSING LINK? BUSINESS DEVELOPMENT EXECUTIVE SYDNEY – SALARY PACKAGE \$75K + BENEFITS

Be the crucial link between Brand and Agency. If you're passionate about driving sales and seeing your Agents succeed you'll love this new role. You'll be responsible for a designated sales territory, managing a call cycle effectively and providing support for your portfolio of agents. You'll be an adaptable, professional and knowledgeable sales person with previous on-the-road experience in the travel industry.

### UP, UP AND AWAY AIRLINE SALES MANAGER BRISBANE – SALARY PACKAGE TO \$60K

This is a fantastic opportunity for an enthusiastic self starter with on the road experience, travel industry contacts and a "can do" attitude! You will be "jack of all trades" raising the profile of this widely recognized airline, conducting famils, servicing corporate and leisure clientele and assisting the executive management team with the implementation of their sales and marketing strategies. Call today!

### SHARP OPERATOR WANTED CORPORATE TRAVEL TEAM OPERATIONS MELBOURNE – SALARY PACKAGE TO \$80k

Do you have the ability to carve out a productive team who can work together cohesively while delivering service levels within agreements? This is your chance to take the leadership role and manage this large team to effectively perform. You will be a strong communicator with the ability to gain the best from your team and have strong supervisory experience preferably from a corporate travel background.

### TAKE YOUR STATE TO THE NUMBER ONE SPOT STATE MANAGER VIC/TAS MELBOURNE – SALARY PACKAGE TO \$90k INC CAR

Hold this top regional spot overseeing a team of BDM's responsible for servicing the VIC/TAS market. You'll be able to drive results across your region ensuring your team performs and increases sales. At this senior level you will be able to manage key relationships at the highest level and have a solid background within a Sales management role within the leisure travel industry. A sure fire way to heat up your career.

### SCALE NEW HEIGHTS IN PERTH TODAY RETAIL TRAVEL MANAGERS X 3 PERTH – SALARY PACKAGES TO \$65k + +

We have secured 3 great NEW Retail Travel Manager roles. You will be at the top of your game with extensive knowledge & skills in travel management and be ready to take your career to the next level. Stepping in to one of these top spots you will earn a lucrative salary with benefits & bonuses for your hard work and have a leading Brand behind you. Previous leadership experience preferred, training can be provided.

### TAKE IT FROM THE TOP WHOLESALE TEAM LEADER BRISBANE CBD – SALARY PACKAGE OTE \$80K

Tired of playing second fiddle? This is a fantastic opportunity for an enthusiastic professional to make their mark and reap the financial rewards! You will be assisting an established team reach their full potential and provide fantastic service to a captured market. Previous experience in supervising teams and a background in the travel industry is essential. Don't miss this amazing opportunity to progress your career!

## 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 Heberton  
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)





# Spring onto Daydream

for a true tropical Island holiday experience!



**BONUS**  
 50% off\* discount  
 voucher for children's  
 Great Barrier Reef  
 Adventure Cruise with  
 Cruise Whitsundays.  
\*Must be booked in  
 conjunction with a full fare  
 paying adult.

**Spring onto Daydream** from **\$580\*** per person, twin share

- 4 nights in a luxurious Garden Balcony room
- Scrumptious full buffet breakfast daily
- Return luxury catamaran transfers with Cruise Whitsundays
- **PLUS** 1 day FREE snorkel hire
- Children stay FREE of charge
- Over 20 FREE guest activities including catamarans, kayaks, open air cinema (Mon, Wed, Fri), fish feeding show, gym, rainforest walk and much more!

For more information and bookings contact reservations on **1800 075 040** or your Travel Professional.



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**daydream**  
 island resort and spa  
 Great Barrier Reef ~ Whitsundays ~ Australia

[www.daydreamisland.com](http://www.daydreamisland.com)

Conditions apply. Subject to availability. On sale until 19/09/10, for travel 01/09/10 - 31/10/10. Extra night rates available on application. Up to 2 children 0-14 years inclusive stay free of charge when sharing a room with parents/adults and utilising existing bedding. Cots can be provided free of charge but are included in the max room capacity. Max capacity of 4 people per hotel room/suite; max capacity of 8 people per family room. Additional price applies for children's transfers.