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# Travel Daily AU

First with the news

Fri 24 Sep 10

Page 1

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

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## S7 oneworld in Nov

RUSSIAN carrier S7 will become a full member of the oneworld airline alliance on 15 Nov, completing an 18 month process of integration which commenced last year (TD 24 May 09).

The move will "substantially expand the alliance's network throughout Russia and the rest of the Commonwealth Independent States," oneworld said.

Qantas frequent flyers will be able to earn and burn points on S7 services, with the addition adding 55 destinations in nine new countries to oneworld's map.

## DJ/NZ Christmas hopes

THE Australian Competition and Consumer Commission is now set to deliver its final ruling on the proposed trans-Tasman alliance between Virgin Blue and Air New Zealand in late Dec.

The ACCC has agreed to a request from the carriers to extend the deadline for responses to its draft determination rejecting the deal (TD 10 Sep).

Virgin Blue and Air NZ have also offered to have a confidential meeting with the ACCC "to provide further information in relation to certain issues raised in the draft determination".

The initial ruling stipulated that

## Disney set for big consumer campaign

TRAVEL agents should brush up on their knowledge of Tinkerbell, Mickey Mouse and The Little Mermaid, with Disney set to launch its first ever consumer advertising in Australia next year.

Disney's head of sales for Asia Pacific, Claire Bilby, yesterday confirmed that the TV and print campaign would aim to drive awareness of Disneyland Resort in California, with Australia the number one long-haul source of visitors to the attraction.

"We've seen double digit growth out of Australia," she said, attributing the performance to the strong Australian dollar, expanded flight options and "strong trade support" - with Australia a stand-out performer through the global slowdown.

Disney is also investing heavily in expansion of the California resort, with a US\$1b three-year program to add new attractions including the World of Colour which has proved wildly popular since launching earlier this year, and the upcoming Route 66-themed CarsLand (TD 15 Jun).

For more details on Disney's big plans see page five.

the carriers had two weeks to respond, but they have asked for this to be extended to 11 Oct, with a suggested revised timeline which would see the ACCC make its final decision by 20 Dec.

DJ and NZ say they need more time to "consider the econometric fare analysis undertaken by the ACCC" and as well as the private meeting request say they will also "fully participate in appropriate public consultation processes".

On Wed this week NZ ceo Rob Fyfe said if the ACCC rejects the deal this would actually stifle competition rather than promote it, with the alliance enabling the airlines to compete more effectively with Qantas/Jetstar.

MEANWHILE Etihad has welcomed the interim approval of its pact with Virgin Blue (TD yesterday), saying this means that from next Fri EY and Virgin Blue will "offer customers a new combined global flight network, connecting passengers between Europe, the Middle East, Asia, Australia and North America".

EY ceo James Hogan signalled that the alliance is just the beginning of cooperation between the airlines, issuing a statement confirming that "we will look to expand the partnership further over time".

## Club Med deals

CLUB Med is reminding agents that its special all-inclusive deals at selected resorts, offering savings of up to 40%, are only available until 30 Sep - see page nine for details.

## QH Tassie out

QANTAS Holidays has released its new Tasmania brochure, with a range of hotels, sightseeing, touring and transfers in the Apple Isle for travel 01 Oct 2010-30 Sep 2011 - details on page eight.

## Today's Travel Daily

Travel Daily today has six pages of news plus full pages:

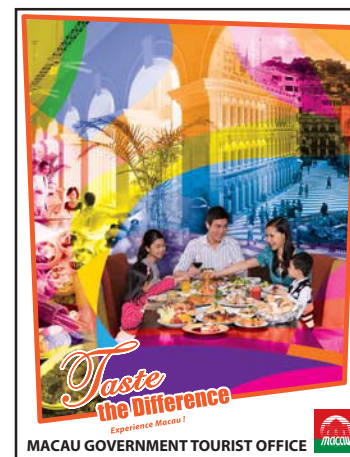
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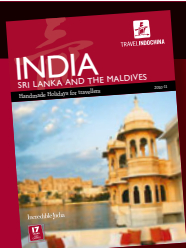
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Page 2

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

**3 A Gourmet Paradise**

"One of the best French gourmet experiences outside of France"

Gabriel Gaté

**Aircalin**  
International Airline of New Caledonia

CLICK HERE FOR THE OTHER 9 REASONS

## TD's snow update

HERE are the latest snow falls, depths and ski lifts in operation across the region:

- Falls Creek - 100cm / 13 lifts
- Perisher - 161.3cm / 17 lifts
- Thredbo - 161.2cm / 11 lifts
- Selwyn - 30cm / 3 lifts
- Mt Buller - 71cm / 13 lifts
- Mt Hotham - 94cm / 10 lifts
- Coronet Peak - 130cm/0 lifts
- The Remarkables - 195cm/0 lifts
- Mt Hutt - 200cm / 0 lifts

## Earlybirds out early

SINGAPORE Airlines has stolen a march on its rivals by this morning launching a range of very attractive 2011 earlybird airfares to Europe (*TD* breaking news).

The carrier said it was for the first time expanding the earlybirds to also include fares to Istanbul, the Middle East, Africa and Japan - coinciding with the launch of SQ's 31 Oct launch of double daily Haneda services.

"Our customers have never had it so good," said SQ regional vice president Subhas Menon, with the deals including a 30kg baggage allowance and a free one night stopover in Singapore - plus a \$390 optional New York add-on.

Singapore Airlines Holidays also has a range of earlybird packages with deals to the UK from \$2009pp including air ex SYD and two nights accommodation, with extra commission also available - details 1300 767 227.

## More agent fraud attempts

THE scammers who have already taken down one Australian travel agency (*TD* 06 Sep) are continuing their attempts to defraud the industry.

Stella's Air Tickets consolidation operation has intercepted a number of attempts by agents to ticket fares on behalf of the fraudsters, who are continuing to use purported Australian phone numbers and providing seemingly legitimate credit card authority forms with matching passports and drivers licences.

The "clients" have in some cases attempted to book flights ex Australia to reinforce their legitimacy, but the majority of flights requested are reportedly to or from Africa.

Air Tickets has implemented a firm policy in an attempt to address the scam, with ex Africa tickets not issued on credit cards or based on email communication.

As previously exclusively revealed in *Travel Daily*, the fraudsters make contact with agents by phone and provide local

numbers including 02 8003 4062 and 07 3121 3322 - which they answer when agents call them back to verify their legitimacy.

Aliases used include the name Mark Ellis, and agents who have dealt with one of the alleged fraudsters say he's often insistent on having tickets issued while he's on the phone.

Credit card providers have washed their hands of the matter, advising agents to contact the US-based issuing bank, while police also appear to be powerless.

Agents are advised to ensure that they do not issue tickets to unknown clients unless they are confident of their bona fides.

## More Timor flights

AIRNORTH has announced two additional weekly flights between Darwin and Dili.

The extra Wed and Thu services to Timor-Leste add more than 300 seats per week on the sector, "to further support flexible options for business and leisure travel to and from... Australia's closest neighbour," said Airnorth ceo Simone Saunders.

She said the route was now entirely operated by Airnorth's new generation E170 jets - more info [www.airnorth.com.au](http://www.airnorth.com.au).

## bmi to launch Libya

BMI has announced a new daily London Heathrow-Tripoli service, with the A319 services set to commence from 01 Dec.

## Window Seat

ABERCROMBIE & Kent came up with an unusual travel industry giveaway at last night's Sydney launch of its 2011 brochure (p3).

Rather than the usual corporate souvenirs handed out at such events, A&K instead emphasised its philanthropy by providing guests with name tags featuring different coloured leaves.

Those who had a green leaf turned out to have donated the planting of 10 trees, while those with a yellow leaf educated a child for one year at the Deepalaya school in India.

Blue leaves designated a well in Cambodia dug on the guest's behalf, while red leaves signified the donation of 20 HIV tests in Uganda.

AND the Disney dignitaries visiting Australia this week (p5) will be pleased to hear the results recent election in Sweden, which found that some constituents believed Donald Duck would be the best leader for the country.

Swedish polls allow hand-written ballots, and the final list of votes published by the state election authority this week showed that more than 120 people wanted to see Donald Duck take power.

That was a lot more than Mickey Mouse, who only managed one vote.

## business events and groups leader.

Reporting to the Manager, Sales Operations and based in Brisbane, you will be responsible for leading the Business Events & Groups Team by providing performance guidance and ensure the department runs efficiently and achieves revenue targets in line with the Virgin Blue growth and business plan.

You will be experienced in managing an operational team, preferably in the Group Travel field, conducting revenue and product analysis, collating data, identifying trends, developing commercial strategies to maximise group revenue and profitability and your ability to work autonomously, communicate effectively and be pro-active is integral to the success of this role.

You will have had a minimum of 3 years experience in the travel industry, have used reservation systems and experience with fares and ticketing. You will also have had experience in managing people and prior Leadership and Management training is desirable.

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## manager, sales operations.

Your role as Manager, Sales Operations will be based at the Virgin Village in Brisbane where you will manage and oversee Sales Operations. Your accountabilities will be to provide ongoing support, motivation and performance guidance to your team.

The focus of your role will be on achieving revenue targets in sales channels as set in the strategic sales plan and design new ways of managing internal and external operational B2B requirements. You will also be required to develop and implement innovative and cost effective initiatives that will benefit Virgin Blue Group.

Your ability to effectively multi-task and prioritise will be well utilised in this role as no day is ever the same as an immediate response can be required to some of the issues that come up in Sales Operations.

You will come from the travel industry and have extensive knowledge with travel related systems and also have had experience at managing a team. You will also have project management capability and experience with setting targets and managing budgets and developing and analysing reports is highly desirable.

If you would like to take your career to the next level and be part of our success story, we'd like to hear from you! Visit our website [virginblue.com.au](http://virginblue.com.au) or click 'Apply Now' below!

Applications Close 28th of September 2010.





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## A&K's Inspiring team



ABERCROMBIE and Kent launched its Inspiring Journeys 2011 brochure last night at a function in Sydney.

The big news of the night was the introduction of four regional guides, with *India, Orient and Europe* due out in Oct; *Arabia and Africa* in Nov; *South America and Antarctica* plus *Australia, New Zealand and Papua New Guinea* both scheduled for release in Feb.

A&K md Sujata Raman said her team had listened to agent feedback over the past years and changed the format accordingly, with exciting new destinations including Mahale, Selous, Syria, Lebanon, Israel, Mexico and the white desert in Egypt.

Beth Ellicott, regional sales manager Australia also told *TD* that A&K has plans in the pipeline to open an office in China within the next 12 months.

The Inspiring Journeys brochure offers 95 pages and has been "designed to impart the style" Raman said, with the separate regional guides providing full trip details with day to day itineraries, scheduling, hotel information and more.

Overseas office representatives were present last night to update the industry with what is new in their region and emphasise the exclusivity of the A&K product, that hosted 25,000 guests in 2009 on either a tailored private journey, brochure itinerary, family holiday, luxury yacht charter, cruising on the *M.S Yangzi Explorer*, or concierge rail.

Ian Mackinnon, South America regional sales manager spoke of two new boutique hotels scheduled to open in Chile next year - the La Reve hotel and the Australian owned Aubrey Hotel, as well as the Libertador Paracas Hotel chain due to open in Peru for easy access to the Nasca Lines.

Andrew Gallagher, Sales manager, Europe spoke about the Guardian Angel experience, A&K's expert multilingual and multinational guides, and the exclusive experiences available throughout Europe.

Pictured above from left at the function are: Ian Mackinnon, Sujata Raman, Christopher Yuen, Sanctuary *MS Yangzi Explorer* sales manager, China; and Andrew Gallagher.

## Put TIME aside!

THE Travel Industry Mentor Experience has organised a series of high profile guest speakers for its upcoming series of networking evenings.

On 28 Oct, Orion Expedition Cruises md Sarina Bratton will speak along with Tempo Holidays founders Gary and Susan Hearst, while on 02 Dec the presenter will be former Creative Holidays md Justin Montgomery, now Virgin Blue head of sales.

And at the graduation ceremony for current mentee intake on 09 Feb 2011, the speaker will be Virgin Blue ceo John Borghetti.

Anyone interested in attending the events at Blue Hotel Sydney can contact TIME on

[time@travelindustrymentor.com.au](mailto:time@travelindustrymentor.com.au).

## PNG travel advice

THE Department of Foreign Affairs and Trade has issued a warning for travellers to Papua New Guinea after an increase in violent crime along the Highlands Highway.

The level of advice for the country remains at the mid level 'High degree of caution'.

## Pullman adds two

ACCOR's upscale Pullman brand has added two new projects to its portfolio in Vietnam.

The Pullman Danang Beach and Pullman Hai Phong Flamboyant Island Resort are set to open in 2011 & 2013 respectively.

## Florence invite

THE Italian Government Tourist Office will hold a presentation on Florence for tour operators on 20 Nov at the National Gallery of Victoria in Melbourne.

The event will feature the city's Deputy Mayor, Dario Nardella, who will speak about Florence, as well as introducing the Italy vs Australia rugby match - more info 02 9262 1666.

## Mirvac agent rates

MIRVAC Hotels and Resorts has released travel agent rates for 47 hotels in Australia and NZ, with prices from \$99 at Citigate, \$129-\$149 for Sebel, Quay West and Sea Temple, and \$199 at the Como Melbourne and Hotel Lindrum.

More info at [mirvac-hotels.com](http://mirvac-hotels.com) - enter code INDUSTRY and code type ACCESS to obtain the deals.

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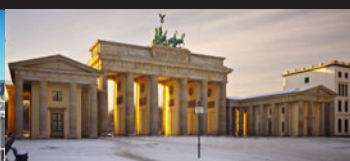
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## Carlson adds USA

CARLSON Hotels has signed an agreement to manage a 501 room upper scale hotel at the Mall of America in Minneapolis, The Radisson Blu Hotel.

The US\$130 million Radisson Blu branded hotel will be the second to be built in the USA, and is scheduled to open in late 2012.

MEANWHILE Carlson will also open its first Asia Pacific Radisson Blu brand hotel next Mon.

The 400 room Radisson Blue Hotel Cebu is located in the Philippines second largest and oldest city, catering to both business and leisure travellers.

## AirAsia still wants to fly DRW-DPS

AIRASIA Indonesia has confirmed that it is still "actively looking at launching a Bali-Darwin service before the end of the year," but looks unlikely to start operations in Oct as previously announced (TD 17 Jul).

The low cost carrier initially said it was planning to operate four A320 flights per week between the cities from next month, but it appears to be taking longer than expected to obtain the necessary approvals.

## BA deal gets closer

SPANISH carrier Iberia has confirmed that after reviewing British Airway's "pension recovery plan" it will not be exercising its right to terminate the merger agreement between the airlines.

The announcement removes a key potential impediment to the deal, with the UK flag carrier currently carrying a £3.7b deficit in its staff superannuation plan.

The next stage is approval of the deal by shareholders, expected in Nov, with the merger set to form a new International Airlines Group which is 56% owned by BA shareholders and 44% by investors in Iberia.

## Amadeus forecasts

AMADEUS says that face to face travel agents are "set to become more highly valued" in the coming years, in a major report into the future of the travel industry over the next decade.

'The Travel Gold Rush 2020' has been developed by the GDS firm in partnership with Oxford Economics, and urges airlines and agents to "explore new models that take a more comprehensive view of the total travel experience."

"As travellers increasingly try out new experiences and destinations, it is likely that face to face agents may be able to play to their strengths...they are likely to focus on industry niches/deep expert advice," the report says, with Asia also a clear area of industry growth.

CLICK HERE for the full report.

## Globus froths it up

GLOBUS yesterday held a function to launch its 2011 Italy and Spain brochure.

Italy is a key destination for Globus, comprising 15% of its European offering and strong interest from Aussie travellers.

In fact it's the only standalone destination brochure offered by Globus, with the first time addition of Spain this year providing further options for repeat travellers.

Globus marketing mgr Christian Schweitzer told TD the Madrid-based itineraries are ideal for agents to promote in conjunction with Emirates' new daily services to the Spanish capital.

The brochure offers 17 Italy, Spain and Portugal tours overall, including a new 'Northern Italy's Highlights and Cinque Terre' 10 day departure from Milan, while the popular Ciao, Italia! tour is a seven day trip with activities such as pizza-making, gelato tasting and Venetian mask making.

Pictured above at yesterday's coffee-themed launch are baristas Christian 'Cappuccino' Schweitzer and Globus product coordinator, Kate 'Flat' White.



## Japan to Brazil

ANA and TAM will operate a codeshare route between Japan and Brazil via London Heathrow, effective 15 Oct.

TAM will fly between London and Sao Paulo, while the Narita-London sector will be served using ANA aircraft.

## Aircalin appoints

NEW Caledonia's Aircalin has appointed Brett Walsh as its new Sales Manager for Australia, moving from his previous role of senior leisure sales executive for THAI Airways International.



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## Disney dynamos down under



SENIOR Disney executives are in Australia this week to promote the brand and its rapidly growing portfolio of attractions across the globe.

As well as major expansion at Disneyland Resort in California (see page 1), Disney is moving on several fronts including a new Disney cruise ship, new rides and areas in its Florida resorts, the ongoing development of Hong Kong Disneyland and the new Disney Resort in Hawaii.

New for Disneyland California next year is a relaunch of the popular Star Tour ride, which will be completely reworked with new technology to offer 54 varying experiences - meaning every ride is effectively unique.

The ongoing renovation of the Disneyland Hotel will be finished by 2012, while California Adventure will have a new Buena Vista main street and a planned Little Mermaid "undersea adventure" due for completion in the first half of next year - before the 2012 opening of the new CarsLand area.

Hong Kong Disneyland will next year run a year-long 'Celebration in the Air' promotion as part of its 5th birthday, kicking off with Chinese New Year.

A three year expansion plan for Hong Kong includes Toy Story Land next year, followed by Grizzly Trail in 2012 - an area encapsulating a town overrun by bears with a new roller coaster.

And in 2013 Mystic Point will be added in Hong Kong, meaning the park will offer over 100 attractions by 2014.

The Grizzly Trail and Mystic Point areas will be exclusive to Hong Kong for five years.

Australians will also be much more in focus for Disney Cruise Line, with the arrival of the new *Disney Dream* next Jan which will cruise out of Florida - meaning that *Disney Wonder* will be permanently deployed on the US West Coast with six months of cruising in Alaska ex YVR and the rest of the year based in LAX cruising the Mexican Riviera.

Disney senior vp Claire Bilby said the organisation was expecting a major uptake for the west coast cruises in the Australian market, with ongoing discussions with several wholesalers about the product.

Walt Disney World in Orlando is set to expand too, with a new Fantasyland to open in 2013 and the development of its 26th property, Disney's Art of Animation Resort, which as a value property with rooms that sleep up to six people is expected to be ideal for the Aussie market.

Also coming up is Disney's new Aulani Resort on Oahu, which is already available for booking and is scheduled to open on 29 Aug 2011, with two 15-storey room towers, a four hectare lagoon, a huge spa and a range of themed water activities.

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**Bunnik Tours**  
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## Beyond Croatia

BEYOND Travel is offering discounts up to \$1000 off per couple on its Croatia tours, for bookings deposited by 31 Dec.

The 18 day Croatia and Slovenia by Land and Sea tour is priced from \$4800ppts, the 10 day Best of Croatia and Dalmatia Cruise is from \$2550 and 16 day From Greece to Dalmatia itineraries at \$3780 - call 1300 363 554.

## JetBlue plans wi-fi

US low-cost carrier JetBlue has announced plans to create "the industry's best in-flight broadband for commercial aviation".

The satellite-based system will be installed on all 160 JetBlue aircraft, with the move to begin by the end of 2012.

JetBlue already offers live TV on its flights, with the same system utilised in Virgin Blue's Live2Air in-flight Foxtel service.

## Fijian sellout

NEW Zealand-listed Tourism Holdings Limited (THL) has announced an agreement for the sale of its businesses in Fiji.

The company said Tourism Transport Fiji and Feejee Experience had been sold to "Fijian business interests" and will be merged into Coral Sun (Fiji) Limited "creating Fiji's largest and most comprehensive tourist transportation operator".

THL ceo Grant Webster said the deal was likely to settle at the end of the month once relevant approvals are obtained, with the sale price based on net assets of the businesses.

He said it was an "exciting opportunity" for the Fijian businesses, with the new owner having strong Fiji ties and long-term business interests.

## 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. Applications close 8 October 2010.

All applications and contact will be treated as confidential.

**GOLDMAN**  
TRAVEL CORPORATION  
INCORPORATING URSULA KING TRAVEL

**Travel Daily**  
First with the news  
AU

Fri 24 Sep 10 Page 5

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

## HA sells HND tiks

HAWAIIAN Airlines has received authorisation from Japan's Ministry of Land, Infrastructure, Transport and Tourism to operate its new Honolulu to Tokyo Haneda flights, effective 17 Nov.

Tickets for the daily services are now available for booking.

## Aviation honour

AUSSIE aviation safety expert Dr Rob Lee will receive the Australian Bicentennial Award for 2010, from the London-based Court of the Guild of Air Pilots and Air Navigators.

The award recognises an outstanding individual contribution to Australian aviation, with Dr Lee having a distinguished career in human factors, systems safety and research in organisations working to reduce risk in aviation.

## Travel Special of the Week



**2 Rhapsody of the Seas specials - Tropical QLD 11 nights from \$1199 departs 16 Oct ex Syd. Pacific Island Christmas Cruise 9 nights from \$1299 departs 18 Dec ex Syd- Valid all members plus family & friends**  
**CLICK HERE FOR MORE!**

**VIRTUOSO MEMBER**

## 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.18: Which hotel am I? I am an intimate 'boutique' hotel located in the heart of Waikiki. I have a beautiful south-east Asian influence, saltwater pool with waterfall, jet spa & sauna.... and only 1 1/2 blocks to the beach**

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

Hint! Visit [www.hawaii-tourism.com.au](http://www.hawaii-tourism.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: **Marni Whittington** from **Jetset Rose Bay**.

[Click here for competition terms & conditions](#)



## DJ Aug statistics

**VIRGIN** Blue domestic passenger numbers rose 6.3% year on year during Aug, while its international figures were up 27.7%.

On time performance during the month was 2.8 points lower, with an 82.5% result.

## ATAC Travelpport deal



ABOVE: The Australian Travel Agents Co-operative (ATAC) has appointed Travelpport as its preferred GDS provider, with the move effective immediately and following on from a dual preferred arrangement.

Travelpport and ATAC have worked together for 23 years, and ATAC's decision to appoint Travelpport follows an exclusive long-term agreement with Stella which was announced last year.

Stella provides consolidation facilities for ATAC, while the group is also aligned with the Concorde Agency Network for service and ticketing assistance.

"This announcement confirms the strong partnership that already exists between ATAC and Travelpport, with our members benefiting greatly through Travelpport's comprehensive suite of products and high level of customer service and support," said ATAC gm Michelle Emerton.

The deal means ATAC members will have access to Travelpport's Universal Desktop when it launches, Emerton said.

Pictured above from left are: Gary Harford, National Account Manager Australia Travelpport; Michelle Emerton, General Manager ATAC; and Sean Cummins, Country Manager Travelpport Australia & NZ.

## Polar programs

**QUARK** Expeditions has unveiled its Arctic 2011 and Antarctica 2011-12 itineraries, which include two trips to the North Pole and the Northeast Passage in celebration of the operator's 20th anniversary - see [www.quarkexpeditions.com](http://www.quarkexpeditions.com).

## IE adds 4th HIR-BNE

**SOLOMON** Airlines has announced a new Sunday service between Honiara and Brisbane, increasing the service to four times weekly, effective 05 Dec.

## EK A380 reduction

**EMIRATES** will slightly reduce capacity on its flights from Dubai to Hong Kong via Bangkok, with the incumbent A380 services replaced with a 777-300ER each Wed and Thu from 03 Nov-18 Dec.

## Travellers new digital Choice

**TRAVELLERS** Choice has unveiled its new digital marketing strategy enabling members to feature centrally loaded product on their individual store websites.

The new 'Site Builder' technology will contain deals and offers populated by head office, while agents will also be able to load their own specials and include individualised images & blogs to target niche markets.

TC md Gary Allomes said it was important for agents to have an effective online presence.

"Each member will then be free to respond to all online enquiries with personalised service and advice, ensuring the website delivers tangible benefits to their business," he said.

TC said further details would be unveiled for members of the group at their upcoming Shareholders' Conference in Melbourne during Nov, with the service set to include TC Direct & the Travellers Choice Cruise Club.

## RCC sale with QH

**QANTAS** Holidays has confirmed that it will be offering Royal Caribbean cruise packages during RCC's three day WOW sale which kicks off on Sun.

Deals include onboard credit up to US\$200 for cruises of 10 nights or more, plus a 50% reduction on the deposit.

Clients booking via QH can earn 1 Qantas Frequent Flyer point for every \$1 spent on bookings combined with air when flying with QF and JQ, while agent members of the Trip loyalty program can also earn Trip points.

## Berlin to New York

**ONEWORLD** member-elect Air Berlin has announced plans for non-stop services between Berlin and New York JFK.

The services will operate four times per week using A330s from May next year, with ceo Joachim Hunold saying the carrier will from Nov offer codeshares with AA.

"For us, it therefore was another important step to further develop the long-haul market."

## SPECIALIST HOLIDAYS

### NOW EMPLOYING

Specialist Retail Consultants experienced in selling Fiji and the South Pacific. Must have min 3 years experience in retail travel sales and possess a passion for Fiji and the Pacific. The right candidate will have access to an attractive base salary plus a commission structure.

If you have exceptional communication skills, a commitment to customer service and are a high achiever send your resume to [gmsales@specialistholidays.com.au](mailto:gmsales@specialistholidays.com.au) before 30th September 2010.





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### **SHOW STOPPER**

**MULTI SKILLED CORPORATE CONSULTANTS IN DEMAND  
SYDNEY – SALARY PACKAGE TO \$65K OTE**

Are you sick of being treated like a number? Want to feel like you are a valued member of your current organization. We have positions available for one of the most sought after boutique agencies in Sydney NOW! You will have at least 2 years corporate consulting, have used a CRS system and have exceptional airfare knowledge. If you want to finally be paid what you are worth, then send your resume today!

### **ROCK ON!**

**VIP LEISURE CONSULTANT  
SYDNEY – SALARY PACKAGE TO \$60K**

Do you love your high end products, first class tickets, 5 star hotels & cruises? Here's your chance to sell LUXURY daily. Our client require consultants with at least 2-3 years travel experience to join their prestigious team based in the CBD. You must have exceptional customer service skills, have sold high end product and have used Sabre or Galileo. You will be rewarded with an extremely good salary and definite career progression for those wanting to move up!

### **LEAFY LIFESTYLE**

**SENIOR RETAIL TRAVEL CONSULTANT  
MELBOURNE (OUTER NE) – SALARY PACKAGE TO \$65K (OTE)**

Our client is looking for a senior retail travel consultant that can work autonomously & within a team. Taking on management duties occasionally, you will be confident in your own abilities & have a proven sales history. If you have a minimum 3 years experience & would like to join this leafy suburban street front agency, apply now. With cafes, bars & a shopping centre in walking distance, this position will make you see the light! This is your chance to achieve that rare work life balance!

**8.30AM - 4.30pm + 6 WEEKS PAID LEAVE!  
DOMESTIC CORPORATE CONSULTANT  
PERTH (COASTAL) – SALARY PACKAGE TO \$55K**

No role can get better than this! You get to work in a boutique co, with a friendly team environment, flexible Manager, Monday to Friday hours (8.30am to 4.30pm), 17.5% leave loading, 4 weeks annual leave & 2 weeks paid educational leave, uniform provided & staff parking! The staff retention rate in this long standing travel company is sensational & the working environment is even better! Apply now & increase your enjoyment level.

### **TAKE CENTRE STAGE**

**SENIOR CORPORATE CONSULTANT  
GOLD COAST – SALARY PACKAGE TO \$50K ++**

This national corporate agency are a leader in their field and they are looking for the crème de la crème of corporate consultants to join their prestigious team. This company offers the best of bonuses and one of the most supportive agencies in travel and roles are rare! As these are true corporate consulting roles, only the best will do! You must have a corporate travel background specializing in domestic OR in multi skilled consulting. Call us now!

**\*\*\* EXCITING NEW ROLE AND OPPORTUNITY\*\*\*  
PRODUCT COORDINATOR**

**BRISBANE CBD – SALARY PACKAGE TO \$56K OTE**

Are you an expert in fostering and maintaining relationships? Love the South Pacific? This market leader is looking for a product coordinator to join their amazing team. Specialising in South Pacific product you will work closely with product managers in establishing and maintaining contracts along with training consultants of new product and changes. Enjoy great \$\$, career development, discount holidays and much more. Apply now to avoid missing out!



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P3 Reserve Fan Package Tickets  
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in Sydney Mon 13 Dec 10  
The lucky winner will be announced in  
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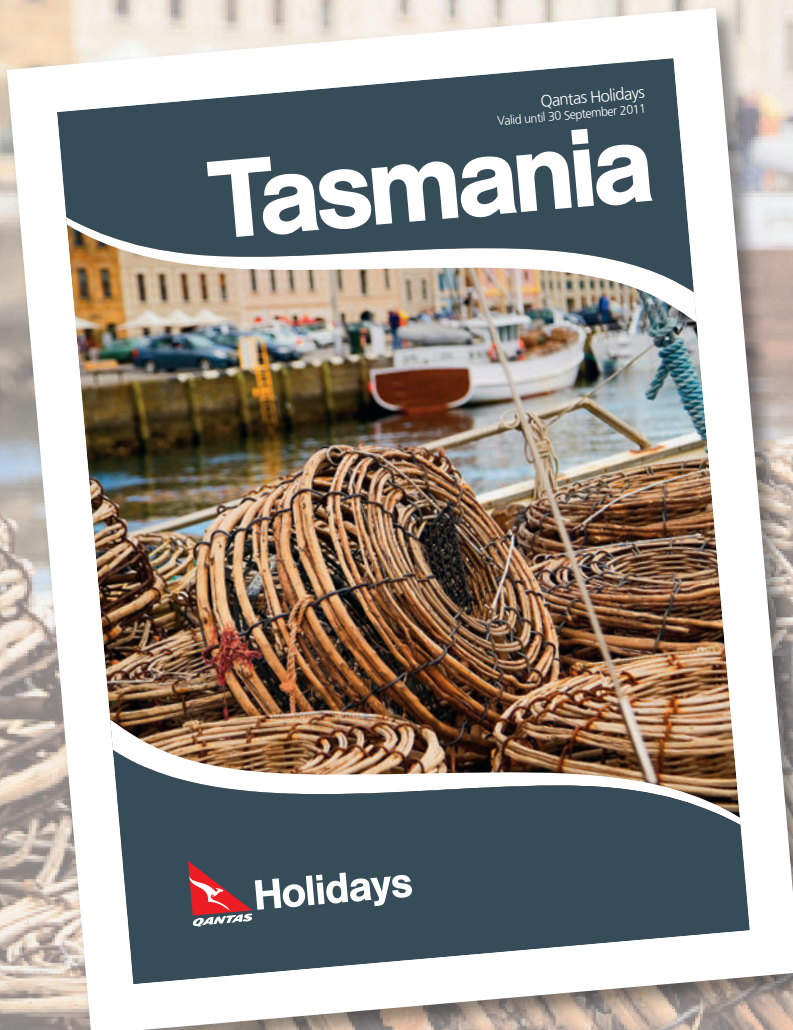




# Holidays

Valid until 30 September 2011

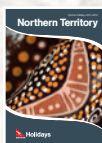
# OUT NOW!



Qantas Holidays are excited to announce the release of our fresh, new, easy-to-read Tasmania brochure (for travel 1 October 2010 to 30 September 2011) incorporating a large selection of hotels, sightseeing, touring and transfers.

[Click here to take a look!](#)

## Qantas Holidays 2011/2012 brochure range



To find out more call 13 27 87 or [www.qantasholidays.com.au/agents](http://www.qantasholidays.com.au/agents)



**ONE PRICE  
ALL-INCLUSIVE  
PACKAGE**

=



Transfers

+



Twin Share Superior  
accommodation with option  
to upgrade

+



All-day Dining on sumptuous  
buffet and gourmet cuisine

+



Open bar & snacking served  
during the day and night

+



Sports and leisure with expert  
tuition

+



Supervised activities and  
childcare for the little ones at  
selected resorts

Lindeman Island



Nusa Dua, Bali



Albion

Kani

**Save up to 40% per person\***  
At selected Club Med Sun resorts

**SAVE  
up to  
30%\*  
on Asian  
resorts**

**7 Night All Inclusive Land Stay Packages start from\***

	Adult (12+)	Child (4-11)	Savings per adult	Savings per child
✓ Cherating Beach - Malaysia	\$1462	\$861	<b>\$580</b>	<b>\$349</b>
✓ Phuket - Thailand	\$1575	\$929	<b>\$628</b>	<b>\$376</b>
✓ Nusa Dua, Bali - Indonesia	\$1580	\$934	<b>\$628</b>	<b>\$376</b>
✓ Bintan Island – Off Singapore Coast	\$1586	\$962	<b>\$580</b>	<b>\$349</b>
✓ Kani - Maldives	\$2198	\$1314	<b>\$882</b>	<b>\$529</b>

**and  
Mauritius**

**5 Night All Inclusive Land Stay Packages start from\***

	Adult (12+)	Child (4-11)	Savings per adult	Savings per child
✓ La Pointe aux Canonnières	\$1380	\$816	<b>\$540</b>	<b>\$324</b>
✓ La Plantation d'Albion	\$1629	\$964	<b>\$648</b>	<b>\$389</b>

**SAVE  
up to  
40%\*  
on  
Lindeman  
Island**

**6 Night All Inclusive Air Packages start from\***

Departure from:	Adult (18+)	Teen (12-17)	Child (4-11)	Savings on Adult	Savings on Child/Teen
✓ Brisbane	\$1388	\$1021	\$886	<b>\$612</b>	<b>\$367</b>
✓ Sydney	\$1546	\$1179	\$1044	<b>\$612</b>	<b>\$367</b>
✓ Melbourne	\$1546	\$1179	\$1044	<b>\$612</b>	<b>\$367</b>
✓ Canberra	\$1678	\$1236	\$1176	<b>\$612</b>	<b>\$367</b>
✓ Hobart	\$1748	\$1381	\$1246	<b>\$612</b>	<b>\$367</b>
✓ Adelaide	\$1748	\$1381	\$1246	<b>\$612</b>	<b>\$367</b>
✓ Perth	\$1946	\$1579	\$1444	<b>\$612</b>	<b>\$367</b>

Sydney Trade: 02 8584 630. Trade in other areas: 1 800 801 823.  
[www.clubmed.com.au](http://www.clubmed.com.au)

\* Offer valid for Australian residents only. Offer valid for all Club Med Sun resorts in Asia Pacific. Prices based on Superior twin share accommodation and departure date 1 March 2011 except Phuket 5 March 2011. Offer valid for sale until 30 September 2010 and for travel until 30 April 2011. For the following high season: 18 September-10 October 2010, 1 January-21 January 2011, 9 April-26 April 2011, only 20% discount for all resorts, except Bintan and Kani with no discount from 2 October to 11 October 2010. For the school holidays: 18 December-31 December 2010, only 20% discount on Lindeman Island, only 10% discount for Albion, La Pointe, Phuket, Bali and Cherating, and no discount for Kani. For travel to Kani from 1 August to 31 October 2010, only 25% discount. For the following high season: 24 December-3 January 2011, no discount for Bintan. For the following high season: 29 January-5 February 2011, no discount for Bali, Bintan, Cherating, Phuket and Kani. Further black out dates may apply. Minimum 6 nights consecutive stay at Club Med is required for Lindeman Island, 5 nights for Albion and La Pointe, and 7 nights for Kani, Cherating, Bali, Bintan and Phuket. Save 40% applicable on Land Stay only. Offer valid for all ages, for new bookings only, for all room types, subject to availability and may change without notice. Not valid for Group travel and not valid in conjunction with any other offer. Teen's Club Facilities (11-17 years old) in selected resorts and opening times are subject to school holidays. Open bar and snacking service is within bar opening hours, excludes some premium alcoholic brands. Compulsory Club Med membership fee is included in price and valid for 1 year at time of booking. Spa at selected resorts. Petit Club Med (2-3 years) at selected resorts and subject to availability. Extra cost: Room upgrade, Spa, Petit Club Med (2-3 years) and Baby Club Med (4-23 months) in selected resorts.

Date of Issue: 23 September 2010