

Want to go to Europe?  
Join the eXperts Academy famil!



Sell any two LH or OS tickets to EU by 31 July. Enter on eXperts for your chance to participate. It's that simple!

www.lufthansaexperts.com



# Travel Daily

First with the news

Tuesday 2nd August 2011

**Product / Supplier Relations Manager - Brisbane CBD**

- Australian, New Zealand and Pacific focus
- Develop and maintain client relationships
- Expanding global wholesale company with career opportunities and overseas travel

Contact **Brendan Grant**  
at **TMS Asia Pacific** T: 02 9231 6444  
E: [brendan@tmsap.com](mailto:brendan@tmsap.com)

**TMS**  
ASIA-PACIFIC  
BNE • MEL • PER • SYD  
BKK • HKG • SEA • SIA

ISSN 1834-3058

**OUT NOW**

Unlock the treasures of South America

**CLICK HERE**

**TRAFALGAR**

## Australia/NZ border move

**CUSTOMS** and immigration officials in Australia and New Zealand have moved one step closer to an "integrated border," with the launch of a Trans-Tasman trial of the SmartGate passport processing system.

"The New Zealand and Australian governments share the view that travelling across the ditch should be as much like a domestic experience as possible," said NZ Customs Minister, Maurice Williamson.

### Win a Mauritius trip

**THIS** month's amazing *Travel Daily* competition offers a major prize of a trip for two to Mauritius courtesy of Air Mauritius and Mauritius Tourism.

And it's a bit of fun too, because to enter we want you to send in a French-themed pic of yourself, showing how you imagine escaping winter for the warmth of Mauritius.

We'll announce the winner of Jul's Rocky Mountaineer comp later in the week.

For details of the Mauritius competition see **page nine**.

The trial will involve the integration of each country's SmartGate systems, allowing some pax to complete part of the Australian arrivals process before departing from New Zealand.

Running until Jul 2012, the trial will initially cover Australian and NZ ePassport holders aged over 18 who are flying from Auckland to the Gold Coast.

Those who pass through the SmartGate in Auckland do not need to complete the same formalities upon arrival in Qld.

Federal Minister for Home Affairs, Brendan O'Connor, said the trial would reduce queuing and create a "more seamless border processing experience.

"Both Australia and New Zealand have planned expansions of the program at several of their international airports," he said.

### Nine pages of news

*Travel Daily* today has nine pages of news and photos, plus full pages from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs

## Body scanners on trial

**PASSENGERS** passing through Sydney Int'l Airport can volunteer to be part of the trial of body imaging technology from today until 19 Aug (**TD** 25 Jul).

Minister for Infrastructure & Transport Anthony Albanese said the scanners are "perfectly safe" with low-energy waves producing a radio frequency 10,000 times less than a mobile phone call.

The machines are designed to pick up any metal, non-metal or potentially dangerous items under clothing, producing a stick-like image of the person.

Trials of the scanners were flagged 18-months ago (**TD** 02 Feb 2010).

\*\*\*\*

**KEITH PROWSE**

Emirates  
Melbourne Cup

**GREAT PACKAGES ON SALE NOW!**  
[www.keithprowse.com.au](http://www.keithprowse.com.au)  
1300 730 023

## Waiting to be enlightened?

Wait no longer. If you are a travel agent based in Australia, we are giving away copies of our Consumer Research Survey which reveals the changing face of today's travel consumers and the influences behind their decision making process

[Click here](#) for your copy and if you are really lucky, you might win an Apple iPad 2.

How good is that?

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



Travelport

## Canada Winter Wonderland 2011-2012

Flyer out now!



Holidays [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents)



earn points Trip

Brochures currently being distributed by TIFS



2011/12  
China Winter Specials brochure out now!



Wendy Wu Tours  
Just say 'Wu'

Call 1300 727 998

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

Lic No 2TA4792

**inPlace**  
RECRUITMENT

Call 1300 inPlace  
Or (02) 9278 5100

**Online Customer Service- Syd**

- ▶ 7 Nights on 7 Nights off!
- ▶ Surry Hills based, pkg \$46K inc super
- ▶ Top customer service position
- ▶ No CRS required!

click here for details

contact: [liz@inplacerecruitment.com.au](mailto:liz@inplacerecruitment.com.au)

# Travel Daily

First with the news

Tuesday 2nd August 2011

## Avoid Qs.

Etihad afares are now as simple as fare + tax.

Find out more @



## HWT 'dashboard' live

**HARVEY** World Travel has rolled out a new Financial Dashboard management tool for franchisees, with the launch covered at the start of its second round of state meetings for the year, held in Bali last weekend for WA/NT members.

The events also feature a session on succession planning sponsored by insurance broker Gow Gates, as well as the results of the latest round of Mystery Shopping and a review of the Phoenix incentive program.

Upcoming state meetings will take place in Qld on Wed, NSW/ACT on Fri, Vic/Tas on Tue 09 Aug and SA on Wed 10 Aug.

## TUI Marine Sydney office

**TUI** Marine, the parent company of the Sunsail and Moorings yacht holiday operators as well as European canal boat firm Le Boat, is set to establish a Sydney-based sales and marketing office.

The move signals a significantly increased focus on the Australian market, and follows the recent appointment of experienced marketer Mark Windsor as its local Head of Distribution (**TD** 29 Apr).

TUI Marine Chief Operating Officer Cheryl Powell is in

Australia this week, and told **TD** she expects business out of Australia to more than double in the next few years.

And initial indications are looking healthy, with 2012 bookings for the Le Boat product out of Australia already up a whopping 80%.

Until now the company's sales operations have been run from the Sunsail base on Hamilton Island, but the new Sydney office is expected to be running by Oct.

"We're also looking at new distribution partners," she said, with wholesalers, brokers and specialist tour operators all in the niche company's sights.

New websites are also under development for the three brands, and Sunsail has fielded lots of enquiries over the last few days from its yacht exhibit at the Sydney Boat Show.

## Costa appoints NZ psa

**NEW** Zealand cruise specialist agency Travel Marketing Cruise World has been named as the sole Passenger Sales Agent for Costa Cruises in the NZ market.

The agency, which has been selling the line for some years, will now deal directly with Costa, rather than through Complete Cruise Solution in Sydney.

The move follows the recent "high level" decision by Costa and Carnival Australia to part ways (**TD** 01 Jul), with the separation effective from yesterday.

## PEAK Travel JV

**PEAK** Adventure Travel Group (**TD** yesterday) is a joint venture between UK travel giant TUI and Intrepid Travel.



# Warm up your Winter Sale

Summer cruising from \$999\*



Hot new prices  
Onboard credits\*  
Free upgrades\*

# Sale on now!

\*Click here for more

**DOUBLE YOUR REWARDS WHEN YOU SELL MH\***

EXPRESS TICKETING\*

CLICK HERE FOR DETAILS

**ezeego**

## The Website Who Loved Me

Win a \$1000 Travel Voucher by making a booking now

Find out more! >

**Win 1 of 10 seats on a spooky famil to Ireland**

Experience the magic of the biggest Halloween festival in the world!

To be in the running, simply book V Australia / Etihad Airways flights to Dublin and upload your details on [www.shamrockagents.com.au](http://www.shamrockagents.com.au)\*

So get booking and pack your costume!

\* For more information, click here

**Jumeirah**  
HIMALAYAS HOTEL  
SHANGHAI  
上海卓美亚喜玛拉雅酒店

Special Opening Rate  
Valid Until 31<sup>st</sup> October, 2011

From **RMB1,388**  
Subject to 15% service charge and availability

The first Jumeirah Hotel in Asia Pacific

Ancient China  
17 Days From \$3574

www.BookChinaOnline.com

CHINA HOLIDAYS

# Travel Daily

First with the news

Tuesday 2nd August 2011

**BREAKAWAY**  
International Travel Industry Club

**SOUTH AFRICAN AIRWAYS**  
A STAR ALLIANCE MEMBER

**South African Airways Industry Rates to Johannesburg - Agents Special!**

Sales to 29 Feb 12 - from **\$600\*** pp plus taxes  
\*Conditions Apply.

**CLICK HERE for further details**

## Tourism Australia social award

**TOURISM** Australia has received a significant advertising honour, with one of its campaigns being named overall Best of Show and also Best Social Media Marketing in the Interactive Advertising Bureau (IAB) awards.

The event was held in Sydney last Sat night, with Tourism Australia's advertising agency DDB winning for the "Making Tracks" campaign which utilised social media in the lead-up to the YouTube Symphony Orchestra at the Sydney Opera House in Mar.

"Tourism Australia's innovative use of social media as part of the Making Tracks campaign has successfully shown the world why 'There's nothing like Australia,'" said Federal Tourism Minister, Martin Ferguson.

"We know that marketing Australia to the world means harnessing the power of the internet," he added, with the YouTube collaboration enabling TA "to reach new markets by focusing on music and the arts".

Making Tracks involved videos of journeys across Australia in conjunction with musical

compositions of the YouTube Symphony Orchestra, and the four online segments generated more than 2.7 million views along with a significant increase in subscriptions to TA's dedicated YouTube channel.

The final YouTube Symphony Orchestra concert has been viewed by more than 33 million people across the globe - including 11 million streams during the live concert itself.

The campaign will now be entered into the IAB MIXX Awards in the USA.

**Travel Daily TV** is currently showcasing the campaign - click on the logo or see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## QH pushes WA in UK

**QANTAS** Holidays in Britain has launched a "fly free in Western Australia" offer for UK visitors, under which travellers who book return Qantas flights from London to Perth will receive a free flight to Broome or Exmouth, along with a five night stay at a selected property in either destination.

## Tasty Expeditions

**WORLD** Expeditions has launched a suite of new Gourmet Adventures, with each trip led by a "culinary mastermind."

Six journeys are on offer, with destinations including Peru, India, Bali, Morocco, Italy and Spain.

Each trip is limited to a small group of aficionados and includes authentic master classes with local chefs as well as dining in specialty restaurants - not to mention taking in the local iconic sights as well.

For more info call 1300 720 000.

## Marriott bonus

**MARRIOTT** Hotels is giving a free night's stay to new members of its Marriott Rewards loyalty program who enrol at the front desk of 97 participating hotels across the Asia Pacific region.

In order to achieve the free night, new members need only to make two stays within 120 days of enrolling in the program.

Marriott Rewards is free to join, and benefits also include free high speed internet access at all Marriott hotels in Australia and Asia-Pacific (**TD** 29 Apr).



## Window Seat

**WE'VE** heard of a seafood dinner, but this is ridiculous.

Guests recently staying overnight at Fantasea Adventure Cruising's unique ReefSleep experience in the Whitsundays had an unexpected friend drop in - just in time for a quick bite.

'George' the Giant Queensland Grouper gatecrashed their meal in the amazing underwater viewing observatory on Hardy Reef (below), which is located 51 miles off the coast of Airlie Beach - and luckily one of the guests in the floating accommodation had a camera to capture the moment.

George is about 3 metres long and weighs about 400kg - meaning he'd make a tasty fish dish for about 1000 people.



## Join the World's Leading Airline.\*

**Corporate Sales Manager positions based in Sydney and Melbourne**

Are you looking for a new career challenge? Along with the chance to work for one of the world's fastest growing airlines? We now fly to over 65 destinations around the world. And, as the World's Leading Airline\*, we are looking for Corporate Sales Managers to join us on our journey.

For more details and to apply, please visit: [careers.etihadairways.com](http://careers.etihadairways.com)



\*2010 & 2009 World Travel Awards

## PEUGEOT SPECIAL EXTENDED!

Save over \$550 when leasing a Peugeot 3008 for 21 days.

Choice of 2 models, both with GPS and glass roof.

Book & pay by 30 Sep 11 for collections prior to 31 Dec 11.

\*Conditions apply. Saving based on the 3008 Premium Pack 1.6 HDI 112CV model collecting and returning in France.



Call 1300 363 500 or go to [www.driveaway.com.au](http://www.driveaway.com.au)

ABN 67 107 041 912  
Lic No. 2TA6087



## WHY JOIN OR REFER A FRIEND TO WORLD REWARDS?\*

WE'LL GIVE YOU **500** REASONS...INSTANTLY.

Join or refer a friend to Australia's leading travel agent reward program and be instantly rewarded with 500 points\* to spend on a huge range of quality reward products.



Visit [worldrewards.com.au](http://worldrewards.com.au) today and be rewarded.

\*Conditions apply.

EXPERIENCE INCREDIBLE INDONESIA

Sell Garuda Indonesia from 18 July to 15 August 2011 and you could

WIN AN INCREDIBLE HOLIDAY TO INDONESIA!

PLUS! RECEIVE COLES & MYER GIFT CARDS




CLICK HERE FOR MORE INFORMATION AND TERMS AND CONDITIONS

## Look - it's the Bunnik bunch!



**ABOVE:** Bunnik Tours hosted an agent function in Adelaide last month, with Uniworld and MSC Cruises showcasing their products in the ballroom at Bunnik House.

**Pictured** above from left: Robin Duggan, Craig Owens and Joni Cottrell of Bunnik Tours with Anastasia Agius from Uniworld.

## Tiger to play in Syd.

**THE** Accommodation Assoc. of Australia says accom providers in NSW and across the country are to benefit from the appearance of Tiger Woods at the Aust. Open being played in Sydney in Nov.

The adulterer competed in the 2009 & 2010 Aust. Open in Melb.

## Viator adds member discounts

**ACTIVITY** specialist Viator has joined the deal frenzy, with the addition of new Member-Only Deals in selected markets.

The company says that unlike group buying sites, its deals are only visible to Viator members who are logged in - and not to search engines, helping to preserve pricing integrity.

Tour operators can use the Viator platform to serve up date- and time-specific specials in real time, allowing them to manage inventory to keep tours filled during slower periods.

"This do-it-yourself system eliminates the issues that can arise through other 'deal' distributors, such as when the identical deal is sold to hundreds of travellers and the tour operator must then try and accommodate specific reservation requests or manage crowds," Viator said.

Member-only deals soft launched earlier this year are now

available in 25 markets including Sydney, Cairns, Auckland, Las Vegas, Munich, New York, Paris, Rome and San Francisco.

Viator Member-Only deals can be booked from 60 days through to a few hours in advance, and because they offer deep discounts on normal prices are non-refundable and non-transferable.

See [www.viator.com](http://www.viator.com).

## More US ski flights

**AMERICAN** Airlines is set to boost services between Dallas Fort Worth and another US ski hotspot over the upcoming northern winter period.

From 15 Dec AA will operate daily 757 services from DFW to Jackson Hole - boosting from the previous three per week last year - with the move following the announcement of AA's new daily winter flights from Dallas to Aspen, Colorado (**TD** Fri).



give a star performance in sales, get the star treatment in L.A.

The five travel agencies with the highest number of V Australia bookings in July and August will win one of five star-studded trips to LA for four members of staff.

**Click here** to find out how to enter.

| AMADEUS USERS       | SABRE USERS              | GALILEO USERS         |
|---------------------|--------------------------|-----------------------|
| SKVALAVA-CALIFORNIA | 3OSI VA VALA. CALIFORNIA | SIVA*VALA. CALIFORNIA |

california™  
FIND YOURSELF HERE  
[visitcalifornia.com.au](http://visitcalifornia.com.au)



international airline of  australia

Please note that entries are only accepted once the PNR has been ticketed.

## V Australia flights to the US near capacity

**VIRGIN** Australia's long haul offshoot V Australia is leading the way in terms of passenger loads across the Pacific to the USA, according to the latest govt data.

Bureau of Infrastructure, Transport & Regional Economics figures released last week indicate that VA's outbound services to the US during May 2011 had a seat utilisation rate of 93.2%.

Of the carriers operating non-stop across the Pacific, VA was 5 percentage points up on its nearest rival, Qantas (87.2%) and about 10 points clear of United Airlines (83.1%).

VA's trans-Pacific partner Delta Air Lines operated at a fraction over four-fifths full, at 82.6%.

However, the lion's share of pax carried was held by Qantas on its 195 flights, transporting 48,722 pax which is more than double that of VA which moved 20,864 pax on 1/3 less (62) services.

Qantas had the fullest planes coming into the country in May, with a load factor of 84.5%, narrowly pipping out V Australia by half a point, at 83.9%.

DL's seat utilisation into Sydney was 76.8% while UA's Australia bound flights offered the best option to spread out with a load factor of just 69.8%.

## Aussies stampede for Calgary



**ABOVE:** Calgary Stampede and Travel Alberta hosted a group of Australian tour operators and journalists to a taste of western hospitality at Canada's richest outdoor rodeo last month.

Next year's Calgary Stampede, to be held 06-15 Jul 2012, promises to be bigger than ever, marking the event's centennial, with bookings open from 01 Oct.

**Pictured** here from left are: Rob McFarland, Trevor Campbell, Fairmont Hotels & Resorts; Monika O'Reilly, APT; Monique Morrison, Tourism Calgary; Todd Bell, Qantas Holidays and Lizzie Doyle, Travel Alberta.

## Inland NSW expands

**THE** newly formed Inland NSW Tourism organisation is growing, with the Capital Country region joining founding members New England Northwest and Outback.

The new addition ensures cooperative funding commitments of \$3.3 million have been secured which "will permit Inland NSW Tourism to create wide-reaching industry and operator inclusive marketing campaigns aimed at reversing the trend of declining visitors to the area".

Five councils have also joined, incl Gilgandra, Dubbo, Narromine, Warrumbungle and Coonamble.

**Money**

**WELCOME** to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US1.095**

**AFTER** a record-breaking week, the Aussie dollar slipped back slightly overnight after the resolution of the US political impasse which was threatening a default on the nation's debt.

Currency traders are today waiting with bated breath for this afternoon's Reserve Bank interest rate announcement, with the high inflation rate last week suggesting rates may rise which could push the dollar even higher.

*Wholesale rates this morning:*

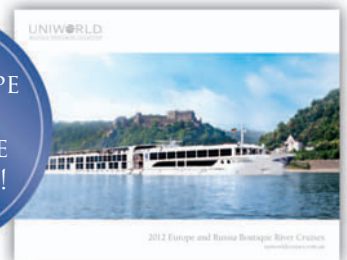
|              |           |
|--------------|-----------|
| US           | \$1.095   |
| UK           | £0.671    |
| NZ           | \$1.25    |
| Euro         | €0.767    |
| Japan        | ¥84.47    |
| China        | ¥6.95     |
| South Africa | R6.26     |
| Canada       | \$1.04    |
| Crude oil    | US\$95.30 |



# Unparalleled luxury. Uncompromising value.

Uniworld Boutique River Cruises are as much about the sights within the ships as they are about the scenery beyond. As Uniworld cruises to the most picturesque destinations, your clients will be treated to award-winning service onboard ships with the finest furnishings, inspiring original art, and modern luxuries.

UNI WORLD  
THE WORLD'S ONLY  
AUTHENTIC BOUTIQUE  
CRUISE LINE™



**UNI WORLD**  
BOUTIQUE RIVER CRUISE COLLECTION™  
[uniworldcruises.com.au](http://uniworldcruises.com.au)

**Great Earlybird Savings**  
of up to \$3800 per couple

Join us on [facebook.com/uniworldcruisesaustralia](https://facebook.com/uniworldcruisesaustralia) to **WIN a European Cruise!**

## SLH on show in Sydney



**ABOVE:** Small Luxury Hotels of the World is this week conducting a roadshow in Australia, with a number of hoteliers visiting Sydney and Melbourne to showcase their products.

SLH now has more than 520 member hotels in 70 countries (including ten in Australia and nine in New Zealand), with recent developments including an enhanced 'The Club of SLH' customer recognition program - featuring three levels of membership: Special (entry level), Loved (achieved after one stay) and Honoured (five stays or more).

Benefits, depending on the membership level, range from room upgrades and free

breakfasts right through to complimentary bonus nights and late check-out.

SLH has also just announced the addition of the boutique 80-room Scarlet Hotel in Singapore.

**Pictured** above at a Sydney event yesterday, from left are: Ralph Lim from the Eskaya Beach Resort & Spa in the Philippines; Eleanor Yeung, Lanson Place Hotel Hong Kong; Sukes Windyarini, Oberoi Hotels & Resorts Bali and Lombok; Somjai Tungko, Twin Palms Phuket; Bryony Gammon, Small Luxury Hotels; Brandon Chan, Small Luxury Hotels; and Tiratas Pongsurayamas from the Pimalai Resort & Spa in Krabi, Thailand.

## EK Spain sponsorship

**EMIRATES** has announced a new five year sponsorship deal with the Real Madrid football club.

The agreement gives the airline "international brand visibility" at the club's home ground in Madrid as well as worldwide promotional and hospitality rights.

The move comes a year since EK first launched flights to the Spanish capital, with Real Madrid one of the top teams in the world, having won the UEFA Champions League a record nine times.

EK also supports other European soccer teams including Arsenal in the UK, AC Milan in Italy, Greece's Olympiacos, German team Hamburger SV and Paris SG from France.

## New Wolgan tour

**WOLGAN** Valley Resort & Spa has released a new year-round package which includes a private guided touring transfer through the iconic Blue Mountains.

The *Blue Mountains Experience* is priced from \$2890ppts incl three night's luxury accom, all meals, beverages, internet, two on-site nature-based experiences per person each day, and the tour which takes in Katoomba and the Three Sisters - 02 9290 9733.



## Rd 21 Winner

CONGRATULATIONS

### Graham Smith

from *Jetstar*

Graham is the top point scorer for Round 21 of *Travel Daily's* NRL industry footy tipping competition and has won a High Tea Cruise for two people, courtesy of **Captain Cook Cruises**.



## Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai & Abu Dhabi, courtesy of **Emirates** and **Jumeirah Hotels & Resorts**

**2nd Prize:** 4-night holiday to Kuala Lumpur & Penang in Malaysia, courtesy of **AirAsia** & **Parkroyal**

**3rd Prize:** Apple iPad 2, courtesy of **Compass Car Rental**



[emiratesagents.com/au](http://emiratesagents.com/au)

# Stay in style. On us.

Enjoy complimentary hotel nights in Dubai.\* Fly Emirates. Keep discovering.

When your clients fly Emirates First or Business Class return, to or via Dubai, they can experience up to two nights in a luxury Dubai hotel, on us. What's more, depending on where they choose to stay, they can also enjoy complimentary entry to At the Top in the Burj Khalifa, or Wild Wadi Waterpark. Giving them the perfect reason to extend their trip.

Complimentary access to At the Top or Wild Wadi Waterpark# | Offer valid between 1st August and 30th September

**Air Transport World 2011 Airline of the Year.** \*Valid for travel between 1st August and 30th September 2011 and subject to availability. Offer excludes passengers who redeem Skyward Miles for flights or to upgrade to Business or First Class. Emirates reserves the right to cancel or change the offer. Emirates is unable to accept any responsibility for loss, damage or expense incurred by customers due to unusual or unforeseeable events beyond Emirates' reasonable control. First Class customers can stay two nights at either The Armani Hotel or the Jumeirah Zabeel Sarey and Business Class customers can stay one night at The Address Dubai Marina or Jumeirah Emirates Towers on one of either the outbound or inbound sector of the itinerary. Complimentary accommodation must be booked prior to commencing outbound sector of the itinerary. #Fast track access to "At the Top," Burj Khalifa, only for customers staying at The Armani Hotel or Address Dubai Marina. Free access to Wild Wadi Waterpark only available for customers staying at Jumeirah Zabeel Saray or Jumeirah Emirates Towers. For more information visit [emiratesagents.com/au](http://emiratesagents.com/au), contact your Emirates Sales Team or call the Emirates Customer Service Centre on 1300 880 599. © Rugby World Cup Limited 2008. EMI1319

**More EY cities to come**

**ETIHAD** Airways is expecting to ramp up services to Sydney and Melbourne in the not too distant future, according to National Sales Manager Wayne Borland.

Borland made the remarks in Melbourne at last weekend's Travelscene American Express National Consultants Conference.

"2011 has been a quiet year for new destinations" for Etihad, Borland said, but added that with the carrier's fleet of 70 aircraft to be doubled in coming years, more new destinations will be added.

EY has 100 firm aircraft orders, incl A380s, & another 100 options.

Borland also reiterated that EY was looking to launch services to Perth, as flagged by ceo James Hogan last year (**TD** 23 Mar 2010).

**Fare rule clarification**

**CHANGES** to the stopover rule on select **oneworld** and Qantas fares (**TD** yesterday) apply to the Global Explorer & **oneworld** Circle Pacific Explorer, not the **oneworld** Circle Trip Explorer Fare.

**New NZ cycle touring**

**THE** first of a series of new bike road touring routes in New Zealand is set to officially open this month, expanding the existing New Zealand Cycle Trail project.

The first three touring routes will be from Tamarunui to New Plymouth; from Taumarunui to Whakahoro; and from Taumarunui to Ongarue, linking to a number of off-road cycle trails.

Appealing to a broad range of cyclists, the routes aim to help encourage tourists to stay longer and spend more; reinforce NZ's "clean green" image; and take cyclists off busy routes onto "beautiful and unique 'Kiwi' back country roads," according to program manager John Dunn.

**Special EK RWC fares**

**EMIRATES** is offering special prices on flights to New Zealand for pool matches in the upcoming Rugby World Cup next month.

Flights to Auckland ex BNE, MEL and SYD lead in at \$227 one way or \$410 return, with CHC services priced from \$223 one way or \$406 return, all including taxes.

The deal is valid for bookings by 31 Aug and travel 06 Sep-02 Oct - perfect for those wanting to watch the Wallabies cream Italy in their first match in Auckland on 11 Sep.



**AFTA UPDATE**

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

It's great to see Hayman back in the game with the reopening yesterday of one of Australia's tourism icons. After what I am sure has been an exhausting process to put things back in place and indeed upgrade and improve what is on offer, it's wonderful to have Hayman once again available to us all. Hayman has always been a great supporter of the travel industry and travel agents and I am sure that you will all be most pleased to see what is on offer at Hayman. Congratulations to all the team at Hayman for their uncompromising efforts during the closure. I am looking forward to taking a look soon myself.

As with all things Queensland the re-opening of Hayman is a strong reminder of the drama and challenges faced earlier in the year by so many in the Queensland tourism industry. I know when AFTA led a delegation to Queensland to look at ways the travel industry could help, the simple answer was to book clients to Queensland. That is something that agents have been doing and while the numbers holidaying in Queensland have not returned completely, it is a good time to remember that they still need help.

Queensland Tourism won the Best Tourist Office National as voted by travel agents at this year's NTIA, so that further indicates that agents like how the state operates and engages with the industry. It is also another good reminder about the past troubles in New Zealand.

New Zealand won Best Tourist Office International, again voted by travel agents, so that is a demonstration of the support agents gave NZ and I am sure continues as people return to holiday there. Reports that I have are that they are now having a bumper ski season this year, so all good reasons to remember to support both Queensland and NZ.

Having said that, it would be remiss of me to not mention Japan. Hard to imagine that in the past six months so many horrible natural disasters have taken place and all of these places are really looking for the support of bookings to help them re build their tourism industry. As we get busy in our everyday lives, sometimes it is a good idea to stop and remember some of these things.

The re-opening of Hayman is a good thing to remind us of these things but in a very happy and positive way.

Again, welcome back Hayman.



VOTED "WORLD'S BEST RIVER CRUISE LINE 2011"  
BY THE READERS OF TRAVEL + LEISURE MAGAZINE

**TAUCK** 



**9-NIGHT BELGIUM & HOLLAND FEATURING FLORIADE**  
Brussels to Amsterdam or vice versa from \$3,930\*  
(9 Breakfasts, 7 Lunches & 9 Dinners)

\*Conditions apply

# North America is so hot right now!

**TRAVEL** to North America is set for a major boom, if the response to Flight Centre's Canada, Alaska and the USA Travel Show in Sydney last weekend is any indication. Supplier stands, including wholesalers, tour operators and airlines, were literally swamped during the all day Darling Harbour event on Sun - not to mention the hordes of Flight Centre, Escape Travel and Student Flights consultants who were kept very busy taking bookings.

**Travel Daily** popped into the event and took these exclusive pics.

**RIGHT:** Wholesalers present naturally included Infinity Cruise and Rail, with Duncan Rogers and Leigh Pugsley pictured.

**RIGHT:** Hawaiian Airlines' Sherilyn Robinson and Mary Karagiannis did a roaring trade.



**ABOVE:** The Contiki Tours team at the expo: Jessica Ferrington, Erin Drummond, Monique Di Gregorio and Amie Tickner.

**RIGHT:** Helping visitors find their way around the expo were Claire Morgans from Flight Centre North Ryde and Cassie Godfrey from FC Bridgepoint Mosman.



**ABOVE:** The delightful Donna Crowe and Carol Kirchner from Infinity Holidays.

**RIGHT:** Dominican Republic Tourism was represented by Stephen White and Korean Airlines sales and marketing manager Rafael Despradel.

See [traveldaily.com.au/photos](http://traveldaily.com.au/photos).



**BELOW:** For the first time ever, the Visit USA Organisation Australia took part in the show. Pictured are Arthur Haddad and Mike Lillee along with Monique Roos from the US Consulate.

## ONE APPOINTMENT THAT'S JUST THE JOB



**TRAVEL RECRUITMENT**  
C&M

C&M Travel Recruitment's Recruitment Open Evening

4pm to 7pm at  
Parkroyal Darling Harbour  
150 Day St. Sydney

Secure your place today by calling  
0287055428 or email

[Sydney@candmrecruitment.com.au](mailto:Sydney@candmrecruitment.com.au)  
[www.candmrecruitment.com.au](http://www.candmrecruitment.com.au)

**cruiseeco**  
The Cruise Specialists

### ASSISTANT MARKETING MANAGER

Travel marketing experience a definite benefit, this busy department is looking for a candidate with exceptional written skills, a creative flair & an eye for detail.

For more details & to apply contact Amber Wilson, National Marketing Manager [amberw@cruiseeco.com.au](mailto:amberw@cruiseeco.com.au).



Tuesday 2nd Aug 2011

## RCI summer sale

**ROYAL** Caribbean International has launched a summer sale on voyages in the South Pacific, Australia and New Zealand.

There are 13 cruises discounted for travel between Oct and Mar next year, with prices on the Sydney to Tropical Queensland cruise priced from \$999pp.

The deal is available for new bookings made before 31 Aug.

## All You Can Jet Blue

**US** airline JetBlue has introduced a new flight pass which offers customers unlimited travel for three months.

The 'BluePass' is an updated version of a similar product last year, but unlike the 2010 pass (which included the airline's entire network) this year it covers flights from Boston and Long Beach in the north-eastern USA.

The carrier is targeting business travellers with the move, with passes priced from US\$1299 for flights from Long Beach to nine cities including Chicago and San Francisco; moving to US\$1999 for a pass giving unlimited flights from Boston to 54 JetBlue ports.

## D7 CHC Fly-Thru rise

**AIRASIA X** has added Hong Kong, Macau, Phuket and Ho Chi Minh City as new destinations available on its Fly-Thru services from Christchurch.

The move means passengers can enjoy the convenience of a single check-in and baggage transfer in Kuala Lumpur.

## NYC DVD winners

**CONGRATULATIONS** to Pam Palumbo of Phil Hoffmann Travel Glenelg and Kris Grand of Harvey World Travel Gordon who were Fri's winner of the *Visions of New York City*, courtesy of Acorn Media.

## Foothills expansion

**FOOTHILL'S** Conference Centre in Mooroolbark, Victoria has expanded its meeting space to cater to up to 250 delegates.

The property says it also plans to increase its 54 guest rooms to over 100 as part of the upgrade.

## Frontier ancillaries

**US LOW** cost carrier Frontier Airlines is to become the first carrier to begin displaying its range of ancillary services via Travelport and Amadeus GDSs.

The move follows last week's announcement that Frontier had signed a multi-year deal with Travelport to display its fares and seat inventory (**TD** Wed).

## WIN A HOLIDAY TO MAURITIUS



Throughout August, **Travel Daily** is giving readers the chance to win a fabulous Mauritius holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius and Beachcomber Tours.**

The prize includes:

- ◆ Air Mauritius return economy flights for two from Sydney, Melbourne or Perth to Mauritius
- ◆ Five nights twin share accommodation in a luxurious Junior Suite at the 5-star Trou aux Biches Resort & Spa - set in a tropical garden and fronted by a pure white sand beach
- ◆ Daily breakfast & dinner for two

All you need to do to enter the competition is to **send in a picture of yourself dressed in a French theme and showing how you imagine yourself escaping winter for the warmth of Mauritius.**

Email your entries to: [mauritiuscamp@traveldaily.com.au](mailto:mauritiuscamp@traveldaily.com.au)

[CLICK HERE](#) for terms & conditions



## Utell adds Artmore

**ATLANTA'S** Artmore House has joined Utell Hotels & Resorts, and can now be booked through the group's preferred partnerships with TMCs & online distributors.

## Ezeego1 incentive

**AGENTS** making online Ezeego1 bookings & paying for them in Aug will go into the draw to win 1 of 4 \$100 ezeego1 vouchers, or a \$1K voucher for just using the site.



**\$55-\$60k – Part time 3 ½ days !!**

**This is not a mis-print!**  
**Bayside Melbourne**  
**Permanent Part time Position**

One of Melbourne's premier travel companies servicing the travel demands of an exclusive clientele, is seeking to add to its complement of highly successful part time travel consultants.

We are seeking applicants from candidates with extensive travel consulting experience, consultants who have the highest professional standards who aren't intimidated by big ticket bookings.

In return you will be rewarded with an extraordinary hourly rate and entitlements, the best family and educational benefits being offered, plus easily attainable targets to earn hefty bonuses.

To apply for this position in complete confidence contact Richard Kellaway on 03 94194399 or email [richardk@crctraveljobs.com.au](mailto:richardk@crctraveljobs.com.au)

**OUR NATIONAL BUSINESS PARTNERSHIP MANAGER WILL HELP YOU BUILD YOUR BUSINESS AND IMPROVE YOUR HANDICAP.**

Meet the team behind TravelManagers, Australia's leading mobile consulting network. Contact **Suzanne Laister** on 1800 019 599 or visit [join.travelmanagers.com.au](http://join.travelmanagers.com.au)



**Travel Daily** is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at [www.traveldaily.com.au](http://www.traveldaily.com.au).

PO Box 428, West Ryde, NSW 1685  
Phone: 1300 799 220 Fax: 1300 799 221

**Travel Daily** is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Contributors:** Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson  
Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

**Travel Daily Group:**



**Advertising and Marketing:** Lisa Maroun (Manager), Lisa Martin and Magda Herdzik  
Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

# You're One Click Away From A Great New Job!

Enter A World Of Career Opportunities

**Hot Jobs (Australia) - July 2011**



Sydney – 02 9231 6444 – [nswjobs@tmsap.com](mailto:nswjobs@tmsap.com)  
Melbourne – 03 9602 1809 – [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane – 07 3221 9916 – [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth  
– 02 9231 6444 – [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions – 02 9231 6444 – [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive – Alex and Jane  
– Sally Frape



**JOB OF THE WEEK!**

## Business Development Executive Melbourne

- Newly Created Role
- leading Australian hotel Group
- MICE focus

This company, one of the Australian leading Hotel Group, is now looking for a strong Business Development Executive for the Melbourne Market. This company, one of the fastest growing brand in Australia and New Zealand, a well recognised and respected brand throughout Australia, now require a Business Development Executive to join the group due to continued expansion. As a key hunter, you will be responsible for new business growth and acquisition, through self generated leads, networking and referrals. You must be a hunter, hungry for new business and not afraid of cold calling or knocking on doors. Additional accountabilities include developing and implementing sales strategies and value propositions, presenting and tailoring solutions to meet individual client's needs, managing strong internal / external stakeholder relationships, building and managing a pipeline of opportunities aligned with business objectives and sales targets, finally achieving set KPIs based around activity and revenue. The successful candidate has a proven track record in business development. A strong communicator, you will confidently build relationships with clients and present detailed solutions tailored for the individual companies needs. A results driven professional, you will enjoy meeting and exceeding targets and building a diverse client base into the conference market. You must have proven ability in winning new business and hunting new opportunities. An experience in the Melbourne Hotel market will be highly desirable and may suit a Sales Executive looking for the next step in your career. We will consider a business development executive with a strong knowledge with conferences, tours... The opportunity is to work for a leader in the hospitality market with a possible opportunity for career development in the national sales team.

Contact Remi Descamps on +61 2 9231 6444 for an informal discussion.

### Marketing Executive, Hotels (Sydney)

- Well known hotel group in Australia
- Salary to \$50K + super + benefits

We are looking for marketing executive or coordinator with 2 years experience in handling PR, communications and collateral. Our client is a major player in the industry and is seeking the services of a talented up and comer for this important role. Working closely with the Director of Sales and Marketing, this role is responsible for overseeing the positioning of brand in local and national media, website traffic and networking with traditional marketing channels. Previous experience in hotels or related industry would benefit.

Contact Fujio Shibata T: 02 9231 6444 E: [fujio@tmsap.com](mailto:fujio@tmsap.com)

### Corporate Sales Appointer - Nth Sydney

- Monday – Friday only with inhouse travel benefits
- Great Career progression and training

A large and established travel company is seeking a sensational and dynamic sales appointer. This company has a wide portfolio of clients including top companies and major global brand names. You will be responsible for setting appointments for business development managers. Great career opportunities in corporate travel and client relationship building.

Contact Brendan Grant T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

### Account Manager Hotels – Sydney

- Work for the market leader in online hotel reservations
- Bring your experience, skills and motivation

Our client is a leading online hotel reservations company with offices throughout the world. They are currently looking for an experienced Account Manager or Market Manager to join their team in Sydney. The role will see you working with hotels to optimize revenue, improve conversion and drive growth in the designated territory. You will be responsible for acquisition of new hotels, creating strategic plans, progress reports and advising hotels on their internet strategies. Ideally you come from a hotel sales background or an online travel environment. You have at least 2 years of experience in a similar role. You will demonstrate strong knowledge of Australian hotels and online distribution markets. You will bring existing network of contacts within the hotel industry. You are a self-starter and results-oriented. You have exceptional analytical, communications and commercial skills. You have a min Bachelor degree. You will be rewarded for your hard work with a solid base and a bonus system.

Contact Anna Wachowiak T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

### Wholesale Reservations Consultant

- Sydney CBD Location
- Exciting international product

Come and join this leader in wholesale travel and be part of this dynamic reservations team. This company is renowned for its funky culture and 'family' feel. With a large array of destinations and tours to sell, this company is constantly evolving and expanding to meet client demands. A rare opportunity exists for an experienced wholesale reservations consultant to be part of this winning team. On a daily basis you will be liaising with travel agents and direct passengers on all aspects of promotion of this product. You will utilise your strong customer service skills and outgoing personality to convert quotes into bookings and build long standing relationships internally with staff and externally with clients. To be considered for this role, please bring your previous CRS experience and Wholesale Reservations background; outgoing personality and friendly nature; strong customer service skills and self motivation and commitment. Competitive salary and exciting travel benefits are on offer for the right candidate.

Contact Anna Wachowiak T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

### Product / Supplier Relations Manager - Brisbane CBD

- Australian, New Zealand and Pacific focus
- Develop and maintain relationships with major suppliers
- Great Career progression and overseas travel

A large and established global travel wholesale company is seeking a sensational and dynamic product/supplier relations manager. This company has a wide portfolio of clients including top Australian hotels and major global travel brands. You will be responsible for securing both B2B and B2C contracts and be experienced in developing and maintaining client relationships. A high level of destination knowledge will be needed while understanding hotel product pricing, allotment and availability. The ability to travel throughout Australia and internationally is essential.

Contact Brendan Grant T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

### Travel Temps

- City, Northern Beaches and Central Coast
- Short and long term assignments
- Great rates, great lifestyle and variety

Travel consultants needed for a variety of temporary and contract roles in the City and the Central Coast. Some consulting and GDS knowledge is essential. If you are in between roles, returning to work, looking to temp as a lifestyle choice or on a working holiday or student visa contact us now.

#### Current temp roles available:

Consultants with sabre and current airfare knowledge – 3 months or longer – start now  
Consultant – Central Coast location – start now  
Retail consultant – CBD – 3 weeks – start mid August  
Ticketing role – North Sydney – start now

Contact Jane Dearden T: 02 9231 6444 E: [jane.dearden@tmsap.com](mailto:jane.dearden@tmsap.com)



# AA: 12TH ANNUAL CONFERENCE



## \*AA IS EXPANDING\*

**TRAVEL RECRUITMENT CONSULTANT X 2  
SYDNEY & MELB BASED  
SALARY PKGE ote \$60K - \$90K+**



Love being a part of the Travel Industry yet hungry for a new challenge? Why not start the new Financial Year in a brand new Career within the AA Team?



Given this is our **BEST YEAR ON RECORD**, our national offices are in desperate need of additional, talented individuals to service our key accounts. There has never been a better time to make the switch!



As part of our successful team you will be responsible for managing all client recruitment needs, whilst also assisting candidates find their perfect next role.



Fantastic perks include an uncapped salary package, up to 5 weeks paid annual leave per year, & amazing team rewards including a luxury Annual AA Conference (This year held at the Fiji Resort - Hilton)



This is your ideal opportunity to use your travel knowledge, passion, sales ability and customer service skills in a whole new career direction!



**TO APPLY - EITHER EMAIL YOUR CV**  
apply@aaappointments.com.au  
**OR RING US ON DIRECTLY (02) 9231 6377**  
For more information on this role or other great career opportunities please visit



**www.aaappointments.com**