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Travel Daily

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Wednesday 13th July 2011

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ISSN 1834-3058

BW Fiji stay pay deal

BEST Western has launched a Stay 4, Pay 3 deal at its Fiji hotels (**TD 21 Jun**), valid until 30 Sep.

SA281/283
PER-JNB
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WEEKLY



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER

Jetstar links MEL to Beijing

JETSTAR will make Beijing its 9th hub in China this year, with the Qantas subsidiary confirming it plans to link Melbourne to the hub with a daily service, effective 24 Nov, subject to govt approval.

The route will operate via Singapore, with Jetstar Group ceo Bruce Buchanan saying "Beijing marked a significant step in the airline's Pan Asia growth strategy."

"Beijing builds on our low fare leadership position in Singapore, continuing the expansion of our successful Singapore hub," he said.

Vict. Tourism Minister Louise Asher applauded the move saying it will attract 4,000 inbound pax per week to the state.

Tourism Australia md Andrew McEvoy also praised Jetstar,

saying the new capacity would help achieve predicted growth from the Chinese market.

\$149 one-way launch fares for the new route go on sale today at 3:30pm (AEST) for two hours.

Everyday fares are priced from \$499, which the LCC says will put Beijing "within reach of budget conscious Australian families."

JTB Cairns closures

JTB Australia has shut two of its three offices in Cairns, with the destination management specialist closing its International Airport and Lake Street branches.

The JTB Australia tour desk at 61 Abbott Street is still open.

MEANWHILE, Aura Travel of Preston (ABN: 83 226 441 341) & Global Snow Tours of Blackburn (ABN: 38 106 132 530), both in Victoria, have closed, the Travel Compensation Fund has advised.

Voyager names COO

TRAVEL management company Voyager has today named Stuart Hunter as its new Chief Operations Officer, who will be based at the firm's Melbourne head office.

Record editorial pages

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

- AA Appointments jobs
- inPlace Recruitment jobs

True Grit winners

THANKS to the hundreds of **TD** readers who entered yesterday's Travel Alberta Competition to win a copy of the newly released **True Grit** DVD, in celebration of this week's Calgary Stampede.

The lucky first five correct entrants were: Tony Burns from Air NZ; Daniel Muston from Tour East; Andrew Smith from Virgin Australia; Alex Lee from Korea Travel Agency; and Nirav Kotak from Best & Less Travel.

New Cali rebranding

NEW Caledonia Tourism has launched a new website and is expected to announce details in Australia of its repositioning to the 'Pacific Heart' later today.

The new portal offers multiple languages - visitnewcaledonia.com.

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extra attention on
our mid-sized ships



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* For more information, click here



Worldhotels in Spain

THE Worldhotels group has added 12 new properties through a new agreement with Spanish hotelier Husa Hotels.

Barcelona-based Husa runs eight hotels in Spain, two in Morocco and one in Andorra, with a further German addition in 2012.

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Qantas engineer strike Fri

QANTAS isn't expecting much customer disruption from planned Protected Industrial Action by its engineers this Fri.

That's because, due to a legal intricacy, the engineers plan to stop work for exactly one minute.

The 60 second strike is calculated to keep the previously approved ballot for strike action active, because if the engineers don't act on the ballot before 21 Jul it will lapse.

The one minute work stoppage "may seem strange or a waste of time, however it has been designed to head off one legal avenue that the company may have chosen to exercise," said union chief Steve Purvinas in an update to members.

"If we take action, the campaign can continue indefinitely until an outcome is achieved," he said.

However the one minute walkout is just a taste of what the

engineers have planned, with Purvinas also warning about upcoming "real actions".

He said union members may be warmed by the knowledge that in the meantime Qantas is "paying a bunch of strike-breakers to sit in hotel rooms every single week this goes on".

QF employees yesterday received a bulletin on the engineers' plans as well as ongoing negotiations with pilots (**TD** yesterday), flight attendants and transport workers.

The carrier isn't expecting pilots to strike this week, with the Australian International Pilots Association required to provide three working days notice of any industrial action.

"We simply cannot agree to all of the union's demands," the staff update said, adding that "It's important that we all recognise that Qantas cannot stand still or revert to the past."

Skywest pax rise

PERTH-BASED Skywest Airlines has released its Jun passenger statistics, showing a 0.61% increase in scheduled numbers to 29,000 for the month.

The overall load factor was 58% and the carrier also operated 271 charter services during Jun.

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QATAR AIRWAYS القطرية

AirAsia shifts London base

MALAYSIAN low-cost long haul carrier AirAsia has announced a relocation of its operations in London from Stansted to Gatwick Airport, effective 24 Oct.

The airline will operate six weekly flights between Gatwick and Kuala Lumpur, with connections to Australia and NZ. "The decision to switch from Stansted to Gatwick Airport was

made to maximise commercial opportunities at Gatwick and drive increased traffic between UK and Malaysia," said AirAsia X in a statement last night.

"This includes the various key feeder markets within AirAsia's network in Asia Pacific which the airline has proven at Stansted".

Gatwick offers more choices for onward travel as well as domestic and international connections, as well as better public transport and accommodation.

MEANWHILE AirAsia X local head of commercial, Darren Wright, says the Gold Coast "remains a big part of our future" after details of a planned reduction in frequencies to the Queensland southern gateway were revealed (**TD** yesterday).

He said the change was due to "some softening in the market... which has prompted us to reconsider our daily schedule".

D7 has adjusted two of its remaining five weekly services from the Gold Coast to be night flights, allowing for increased connectivity in Kuala Lumpur on to India, Europe and China - while the schedule change will also allow redeployment of capacity onto other routes.

The Gold Coast was AirAsia X's inaugural route to Australia when it launched in Nov 2007.

"We'll be working closely with Gold Coast Airport, Tourism Queensland and Gold Coast Tourism to continue to promote the service," Wright said.

He said that subject to demand, AirAsia X would look to reinstate daily Gold Coast-Kuala Lumpur flights in the future.

ATEC - carbon tax will damage tourism

THE Australian Tourism Export Council says the government's proposed carbon price scheme provides "no assistance or support to an export industry highly vulnerable to competitive pressures and already operating on slim profit margins".

MD Felicia Mariani says tourism has been "left out of the equation again" - unlike other industries highly exposed to the new tax.

"Tourism contributes more than 4% to Australia's GDP, ahead of agriculture at 3% and is more than half the equivalent GDP of the mining industry, both of which are either exempt or compensated under this scheme," Mariani said.

Fuel dependent tourism operators such as dive companies on the Great Barrier Reef or transport operators will "face particular hardship under the new fuel taxes," she added, with no recourse to compensation.

Mariani also predicted that some domestic air routes would be closed, with a further flow on effect for regional tourism operators across the country.

Another QF top chef

QANTAS will launch its new epiQure wine and food community with the assistance of Danish celebrity chef Rene Redzepi, whose Noma eatery in Copenhagen was ranked Best Restaurant in the world in 2010 and 2011 by UK magazine *Restaurant*.

Redzepi will take part in the first epiQure event at Neil Perry's Rockpool Bar and Grill in Sydney on 19 Jul.



Window Seat

TRAVEL agents beware - you're not likely to be able to make bookings on a US carrier called CQ Air any time soon.

Officials in the US this week convicted Roger Sedlak of attempting to run a prostitution ring under the cover of the non-existent carrier.

According to the Harrisburg *Patriot-News*, Sedlak pretended to be an executive of the airline when he booked hotel rooms under false names, saying they were for CQ Air staff.

Instead the rooms were used by his "Diamond Escorts" service to entertain clients.

However his lawyer claimed that CQ Air may have at first been legitimate, saying that "it was only because his attempt to start an airline was failing...that he attempted to do this".

THE most commonly nicked item from upmarket hotel rooms is fancy soap, according to a survey conducted by US-based *Town & Country* magazine.

Popular brands include Hermes, Bvlgari, Acqua di Parma and L'Occitane, with the report describing the phenomenon as 'Hotel Soap Syndrome'.

AUTHORITIES in Spain are hailing the initial success of the annual San Fermin bull-running festival in Pamplona - because there were no actual gorings on the first day of the event.

Six enraged bulls chased runners through the streets, with the Red Cross reporting "minor injuries only".

NEW CALEDONIA



GO WITH YOUR HEART

'Pacific Heart', a new logo and tagline that have been adopted by the New Caledonia Tourism industry, will soon be synonymous with this exotic land.

A land which boasts magnificent and lavish nature, surrounded by the largest lagoon in the world now listed as a World Heritage Site. 'Pacific Heart' encompasses all that is New Caledonia - a country with heart, in the heart of the Pacific. www.newcaledonia.com.au



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Today's issue of *TD* is coming to you from the Victorian ski resort of Falls Creek.

VISITORS to Falls Creek in the Victorian Alps this week have enjoyed perfect timing, with the school holidays coinciding with significant snowfalls and cool temperatures ideal for fabulous skiing and snowboarding.

Most properties in the Falls Creek ski-in, ski-out village are at 100% occupancy, but despite this lift queues are minimal, with all areas of the mountain accessible allowing skiers to spread out across the terrain.

This week there are many visitors here from Western Australia who have flown across to experience the white stuff - along with those who have come here from Sydney or Melbourne.

The village has a wide range of accommodation on offer, with one of the best being Mirvac's Quay West Resort which is ideally located right at the base of the Express ski lift.

The five-star Quay West offers self-contained apartments plus a spa and gourmet restaurant.

See www.falls creek.com.au.

Wednesday 13th Jul 2011

Globus slashes prices

GLOBUS this morning announced price cuts of 16% on average across its entire Canada and USA tour program for 2012.

The company said it was capitalising on the strong Aussie dollar to offer its "best-value tour season in years".

There are over 40 itineraries available, and Globus is also offering a new range of discounts for early bookings, repeat travellers and small groups.

See www.globus.com.au.

EK name changing

EMIRATES has further amended its policy for name changes for tickets issued in Australia (*TD* 03 May) to also apply effective immediately to Emirates/Virgin Australia interline fares.

The change means that EK/DJ interline tickets do not need to go in for refund but can instead be reissued similar to EK-only sectors.

EK/DJ interline tickets can be reissued for name correction at least 3 days before departure.

Thomas Cook UK hit

ONE of the UK's biggest travel companies has warned of a significant hit to its profitability due to a number of factors including the "ongoing political unrest in the Middle East and North Africa".

Thomas Cook Group overnight issued a trading update, which also warned of difficult trading conditions in its UK business.

Peak season business to key destinations including Egypt, Tunisia and Morocco has seen much lower demand and reduced margins than expected, while in the UK consumers continue to face pressure on their disposable incomes due to the economy.

The Thomas Cook board has announced a "fundamental strategic and operational review of the business" as a result of the expected poor UK performance.

Meriton BNE specials

MERITON Apartments has a range of pre-opening specials on offer at its new Brisbane property which is set to open on 26 Sep.

The Soleil building property will offer 464 apartments bringing a "fresh option to Brisbane for both corporate and leisure travellers".

See <http://t.co/d4aGswZ> and use promo code TW25BNE.

WIN CAMILLA FRANKS' 'SINGAPORE WEEKENDER BAG'



This week, *Travel Daily* is giving away Camilla Frank's

'Singapore Weekender Bag' to one lucky reader, courtesy of Singapore Tourism.

Australian fashion favourite Camilla Franks has created her first ever bag, inspired by her self-confessed "home away from home", Singapore. The stylish travel bag, called the 'Singapore Weekender Bag', offers enough room to pack all your essentials for at least a 96 hour break, along with some extra space for all your Singapore shopping treasures!

For your chance to win, email your answer to the question below by COB on Friday to: singapore@traveldaily.com.au

In 50 words or less, tell us what your perfect trip to Singapore would involve?

The most creative entry will win this fantastic prize and their name will be announced in *TD* on Monday 18th July.



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Qantas and British Airways are giving you the chance to win the ultimate luxury trip to London. You and a friend could win return Business Class flights, 5 nights accommodation at Dorchester Collection properties, West End Theatre Tickets, a traditional High Tea, a Black Cab Tour of the city and passes to the London Eye. Plus, consolation prizes of iTunes vouchers will be awarded each week of the promotion. Simply book and ticket 5 separate bookings that include Qantas or British Airways JSA flights via Singapore, Bangkok or Hong Kong between 12 July and 5 August 2011 (for departures until 30 June 2012) and complete the entry form by telling us in 25 words or less "What you love most about flying to London". For full details, and to enter, visit qantas.com/agents and click on the competition banner.

Wednesday 13th Jul 2011

CZ A380 flying locally

CHINA Southern Airlines is planning to deploy its first Airbus A380 on domestic routes from around Sep, according to reports.

CZ is understood to be looking at operating the aircraft on daily Beijing-Guangzhou and Beijing-Shanghai Hongqiao services, the first non-int'l A380 routes.

Anantara goes cruis'n

UPMARKET hotel firm Anantara Hotels, Resorts & Spas has moved into the luxury cruising market, launching Anantara Cruises.

The group is now offering two-night sailings from Bangkok on a restored hundred year old rice barge, named *Anantara Song*.

The 20-metre long *Song* has the capacity for four couples and operates on the Ayutthaya Adventure, or can be chartered.

Anantara Dream allows a maximum of two couples and is being used on two two-night voyages - the Ayutthaya Thousand Golden Temples Tour or Ang Thong Mystic River Tour.

Crowne solo at top

ROY Morgan Research data released yesterday puts Crowne Plaza hotels in Australia as the standalone most satisfying hotel group for the year ending Apr.

Crowne Plaza received a 90% satisfaction score over the period, but was followed closely by Mantra (89%) and Hilton (88%).

For the year ending Mar, Crowne and Mantra shared equal top billing in the poll (**TD** 06 Jul).

Sheraton and Westin hotels rounded out the top five in the latest survey, on 87% and 86%.

Marriott has seen its satisfaction level rate decrease from 88% to 85% over the past year.

InterContinental has recorded an eight percentage point drop in the poll year on year, sliding to 82% and now sitting on par with Quest, Golden Chain and Grand Mercure, just inside the top 10.

Kumuka fancy famil

KUMUKA is reminding agents of its Fancy Famil to China which is available to agents who make sales to the value of \$50K on its Tailor Made Tours between 01 Feb 2011 and 31 Jan 2012.

The 11-day China trip is valued upwards of \$5,500, including flights, and will travel from Beijing through to Shanghai.



ROCKY MOUNTAINEER

To celebrate the release of Rocky Mountaineer's 2012 brochure we are giving one *Travel Daily* reader and a friend the opportunity to win a trip to spectacular Western Canada.

The prize includes two return economy airfares from Sydney to Vancouver flying Air New Zealand and a Classic First Passage to the West vacation including two days on board the Rocky Mountaineer with GoldLeaf service and pre and post accommodation in Vancouver & Banff.

For the first time, the Rocky Mountaineer brochure includes pricing in Australian dollars. To order your copy of the 2012 brochure, visit: www.rockymountaineer.com

To enter, compile all 21 answers and send by July 31, 2011 to: RockyMountaineer@traveldaily.com.au.

Reader with the most correct answers and the most creative response to the final question will win this fantastic prize.

Question 9: Air NZ offers an International Airline "....." service on all their flights to and from North America



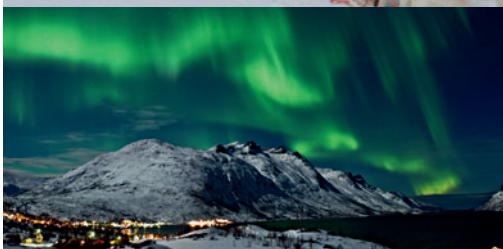
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Hurtigruten additions

EXPEDITION cruise company Hurtigruten is increasing sailings to Antarctica in 2012, with five itineraries sailing from Nov to Feb roundtrip from Buenos Aires.

Other new trips include a 19-day transatlantic crossing from the Canary Islands to Argentina and a 14-day National Park Expedition in Greenland.

Tahiti Travel training

TAHITI Travel Connection recently sent two of its staff members on an educational to visit 22 resorts to update their product knowledge.

Pictured below are two of the TTC staff who were lucky enough to get a spot on the famil.

Anna-Marie Miccoli (left) and Cassandra Nee are pictured in front of the Sofitel Moorea la Ora Beach Resort, and also visited the newly refurbished Le Meridien Bora Bora on the trip.



Wednesday 13th Jul 2011

787 validation ready

BOEING and launch customer for the 787 Dreamliner, ANA, have announced the "service ready operational validation" of the state-of-the-art aircraft.

Over the past week or so, All Nippon Airways and the aircraft manufacturer validated over 100 procedures across Japan, such as towing the plane, conducting fit checks of ground support equipment and other maintenance actions, they said.

300 TravelManagers

THE TravelManagers mobile consulting agency group has marked a milestone with the recruitment of its 300th member, Jean-Pierre Boutefeu.

Hunter mid-week deal

MERCURE Hunter Valley Gardens has a mid-week 'Dinner Date' package priced from \$269 per couple that includes accom and a two course dinner.

It's available from Sun to Thu up until 31 Aug - call 02 4998 2000.

Tasman carrier in waiting

A NEW 'value-based' airline is plotting to begin flights between Wellington and Australian east-coast capitals, offering "a niche-market, low fare value style" of passenger service.

According to the website of the fledgling, Jumpjet Airlines Limited intends on launching a single-class product to Sydney, Melbourne and Brisbane from it's NZ North Island gateway.

Jumpjet says it will target "the cost conscious leisure & business market" and provide pax with "more value than they expect from a typical low fare airline."

"Jumpjet business modelling proposes to launch an Early Stage local company into our own markets to promote regional economic development," the www.jumpjet.net website says.

It's been developed by a team of "determined, professional and entrepreneurial people" and aims to foster growth of regional international markets, "with a distinct focus on tourism."

It says it wants to provide additional competition and choice for consumers.

Specific details of a launch

date and the aircraft it would operate are very sketchy, but the airline's portal bares an artist's impression of Jumpjet Airlines' livery and the cabin interior of a Boeing 737 (pictured below).

The start-up airline has already addressed concerns about the Virgin Aust./Air New Zealand trans-Tasman alliance (pg 9), and is seeking "investment support to lift status from Early Stage."

It's not the first time Jumpjet has voiced an opinion on Tasman alliances, as it flagged concerns about the tie-up between Qantas and Air NZ proposed in 2003.

Interestingly, the same airline name was also planned for a LCC that was to debut in the US about four years ago.



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Volaris gets MX routes

THE US Dept of Transportation has given Mexican carrier Volaris approval for a minimum of 12 months to operate services on three new US routes.

The extra-bilateral relief allows Y4 to service flights from Mexico City to Las Vegas and Los Angeles and from Morelia to Chicago, routes previously operated by oneworld's Mexicana Airlines.

However, Volaris has been advised that should the bankrupt Mexicana be revived it may be asked to give up the routes.

DriveAway a Peugeot

DRIVEAWAY Holidays has a \$500 saving on a 21-day lease on a Peugeot 3008 Premium Pack 1.6L in Europe, when booked and paid in full by 30 Sep and for collection prior to 31 Dec 2011.

Canadian Signature Experiences Collection

THE Canadian Tourism Comm. has unveiled the latest stage in its 2011 marketing strategy, with Australia one of the first four key international markets targeted.

The Signature Experiences Collection showcases a range of Canadian businesses offering unique products, with the first wave of members tallying 48 and plans to have that number swell to 100 by the end of the year.

The program aims "to capture the attention and imagination of consumers around the world, and to entice them to visit Canada now," the organisation says.

Some members already signed up include Fondue with a View: Chocolate Mountain High in Alberta; Birds, Bear and Belugas in Manitoba; Lobster Tales in New Brunswick; Tidal Bore River Rafting and Mud Sliding in Nova Scotia and Aurora Wonderland by Dogsled in Northwest Territories.

NYC 9/11 memorial tix

TICKETS are now available to order for the 9/11 Memorial site - see www.911memorial.org.

Firms cover new taxes

THE Travel Corporation's touring brands, Trafalgar, Insight Vacations and Contiki Holidays have today said they will absorb the new Florence and Venice accom taxes (TD 25 May & 24 Jun).

The firm's say pax will be exempt from the charges,"thus honouring the original brochure prices."

DFAT UEFA warning

THE Australian government is warning of the potential for "localised violence" in Belgrade surrounding the UEFA Champions League Match this week.

DFAT last night said a heavy police presence is expected at the stadium for the 13 Jul game, in updates for Serbia and the former Yugoslav Republic of Macedonia.

Certain "sporting events can also trigger violence," DFAT said.

Rezidor UAE takeover

REZIDOR Hotel Group has taken over management of two UAE-based properties, formerly managed by JAL, the 471-room Radisson Royal Hotel, Dubai and the 257-room Radisson Blu Resort, Fujairah Dibba.

Wednesday 13th Jul 2011

ATEC's business sense

BUSINESS travel and corporate performance go hand in hand according to a new report by the World Travel and Tourism Council, that shows 50% of potential customers can be converted with a face to face meeting.

In the report, nine out of 10 Chinese executives said a face to face meeting has the potential to increase future sales, which is "significant for Australian businesses as China is a "booming market for their products", said Australian Tourism Export Council MD Felicia Mariani.

Win a North American Tour!

Globus and Cosmos North America 2012 brochures have arrived! To celebrate, we're giving you the chance to win a Globus Family of Brands tour.



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To enter, complete the crossword on the travel agent section of the Globus Family website before 19 August.

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*For full terms & conditions go to http://accor.optin.com.au/accor/woa2011/sydney/woa2011sydney_tcs.html. Open to NSW residents over 18 years of age. Promotion starts at 10:01am 04/08/11 and closes at 7pm on 04/08/11. The 'lucky key event' will take place at 7:20pm at Level 3, 61-101 Phillip St. Sydney NSW 2000. Prizewinner's name will be published in The Australian on 11/08/11. Promoter is AAPC Limited (ABN 87 009 175820) of Level 30, 123 Pitt Street, Sydney NSW 2000. Authorised under Permits: NSW LTPS/11/05274.

Sabre to South Africa

SABRE Travel Network has announced its debut in the South African market, with the establishment of a new office in Bedfordview, Gauteng.

The new operation is being launched in partnership with African-based Rogers Aviation and EmQuest, which is part of the Emirates Group.

"The travel industry in South Africa has grown in recent years, and travellers have a burgeoning appetite for new tools such as mobile services and social media," said Dean Bibb, vice president of sales for Sabre in Europe, Middle East and Africa.

Sabre will launch its Sabre Red 'total travel solution' in South Africa, which will also be the first country to launch the new graphical view in the Sabre Red Workspace.

Sabre also yesterday announced a full content agreement with South African Airways.

Expedia daily deals

THERE'S been a major move in the online travel deal world in the US this week, with the start of a partnership between online giant Expedia and Groupon, the pioneer of the "group buying" concept which has taken off like wildfire in Australia recently.

On Mon Groupon started offering 'Groupon Getaways' - vouchers for travel which can be redeemed within a certain period.

Expedia ceo Scott Durchslag said the partnership "gives us access to what we think is a new large market, spontaneous travellers".

Early offers on the site have so far been for hotels, but car rental and even airline tickets are planned in the coming weeks.

London hotel special

RADISSON Edwardian Berkshire Hotel London has a summer special with King or Twin Deluxe rooms for the price of a Double or Twin standard room, valid for stays between 29 Jul-11 Sep.

The package is priced from £179 (AU\$269) and includes brekkie, early check in, late check-out & more - whittys@radisson.com.

Bowled over by Hawaii



ABOVE: This funky Hawaiian team was judged the "Best Dressed Bowlers" at the second annual Visit USA Organisation 10-pin bowling night to celebrate Independence Day on 04 Jul.

The Sydney event saw some serious competition from some of the front liners of the retail travel sector as well as industry reservations teams, US suppliers, destinations and wholesalers.

The evening was such a success that it may be expanded to other Australian capital cities in 2012, according to Visit USA President Geoffrey Hutton.

Pictured above in their Hawaiian garb are, from left:

Claudia Spiewak, Hawaiian Airlines; Verity Jones and Tash Ali, Flight Centre Town Hall; Rick Monk, Flight Centre Potts Point; James Rakus, Flight Centre Galleries; and Meredith Salotto, Hawaiian Airlines.

Journey of Discovery

TRAFALGAR, Insight Vacations, Contiki Holidays, Busabout and Uniworld Boutique River Cruises will promote products to 3,500 agents at 48 events around the country, from 12 Sep to 31 Oct.

For view the date/venue list go to www.ttcagent.com/travcorp/savethedate//Savethedate.pdf



SALES EXECUTIVE Perth

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

The successful candidates must be able to:

- Achieve and build sales of the Company's products and services by developing solid relationships with Travel Industry partners and Corporate accounts.
- Take a strategic approach to developing and maintaining brand awareness and recognition.
- Take a proactive approach towards the achievement of pre-determined sales / growth targets.
- Demonstrate superior presentation / communication skills in order to educate travel industry partners on market leading products and services.
- Enhance relationships and develop trust and rapport with key industry contacts & Stakeholders within designated regions and/or portfolios.
- Represent the organization at Corporate after hours events.

Preference will be given to candidates with the following:

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

We offer an attractive salary package and benefits associated with the airline industry. For further details, and on-line application process, please visit our web site www.emiratesgroupcareers.com, Job Reference: SE/CJ/18433

Telephone and postal applications will not be entertained. Applications close Wednesday 20th July 2011. Only candidates that meet the minimum requirements will be considered and contacted.

Keep discovering



MARKETING COORDINATOR Australia, New Zealand & Asia

Maternity Leave Contract until March 2012

World Aviation Systems, GSA for LAN Airlines, is seeking an organised, dynamic and self motivated individual to join our Sydney office.

You will be responsible for supporting the Marketing Manager in the development and implementation of LAN's promotional campaigns, branding strategy, sales and email campaigns. You will work closely with designers/printers to manage brochure and ad production; assist with organisation of trade events, expos and other events; coordinate the writing of brochures, web pages, letters and email communication; liaise with media to place online and print ads; maintain marketing tracking documents and reports with online/offline campaign activity and other duties as required.

The role requires a minimum of 2 years marketing coordination experience, strong communication and organisational skills, attention to detail, strong computer skills (MS Office and GDS) and appropriate travel qualifications. Fluency in Spanish is highly desirable. Salary range is mid \$40,000.

Please email your resume to vesna.ilic@worldaviation.com.au by close of business on Friday, 20th July 2011.

Only successful applicants will be contacted.

Bench cuts supplement

BENCH International has cut the single supplement on its four-day Selinda Canoe Trails itinerary in Botswana, with the reduction valid for departures to 31 Oct.

Jumpjet: DJ,NZ,SQ 'web of alliances'

NEW Zealand's Jumpjet Airlines says the trans-Tasman alliance between Virgin Australia and Air New Zealand has been altered due to DJ seeking a partnership with Singapore Airlines.

Jumpjet is one party responding to the DJ/NZ request to amend capacity to Christchurch due to the Feb earthquake and drop in demand for seats (**TD** 22 Jun).

The start-up carrier (pg 6) has raised concerns about the entire Virgin Grouping and its equity and marketing alliances.

It told the Australian competition watchdog that Virgin Group's 20% stake in AirAsia X, as an example, has the "potential to manipulate capacity and market power" within the Single Aviation Market.

In a submission to the Australian Competition and Consumer Commission lodged last week, Jumpjet said Singapore Airlines' tie up with Tiger Airlines, and proposed linking with Virgin Australia, is creating a "web of

alliances" that is "structuring to gain dominance in the market.

"We fervently object to this alliance," Jumpjet's managing director Nick Kile told the ACCC.

The airline did however agree with the requested variation to capacity, saying it is "reasonable under the circumstances."

"Demand has been impacted unfavourably, which has significantly reduced load factors for all operators," Kile said.

Two other parties have also made submissions to the ACCC regarding the planned variation to Christchurch capacity by DJ/NZ.

Among the points of concern raised by Peter Wakeman are; capacity cuts may lead to higher pricing on the seats available; the possible adoption of stand-by fares on trans-Tasman routes; and the need for more seats since AirAsia X may bring some additional traffic.

Greater Wellington Regional Council also made a submission, but had "no specific comments."



Accommodation Updates

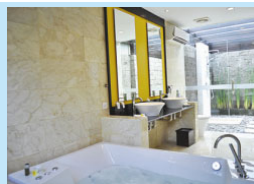
WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



The Westin Resort Nusa Dua, Bali recently completed a US\$13 million revitalisation of its guestrooms. Over the last 12 months the resort has seen major changes including 334 fresh new look rooms and suites with a distinct tropical edge. The Conference rooms have been set up with the latest AV entertainment ports, iPod connectivity and high speed internet connection, so leisure guests can enjoy extra space, ergonomic room set ups and a functional "trendy" bathroom.



Hilton Worldwide has announced new tech-savvy, customised equipment options for more than 1,000 hotel fitness centres around the world. Features include touch screen consols, iPod compatibility, ePub readers, pre-loaded sample exercises, internet connectivity, integrated television and personal TV screens. The brands portfolio include Waldorf Astoria Hotels & Resorts, Conrad Hotels & Resorts, Hilton Hotels & Resorts, DoubleTree, Embassy Suites, Hilton Garden Inn, Hampton, Homewood Suites & Home2 Suites .



Legian Beach Hotel has released its next stage of upgrades. The hotels deluxe pool bungalow has been renamed as the deluxe pool villa has had its bathroom upgraded to feature double sinks, large jacuzzi for two, separate toilet and outdoor like shower.



Marriott International has plans to open its first hotel in Iraq. The company has signed an agreement to manage two new properties set to open in 2014. The Group will manage a 200 room Marriott Hotels and Resorts branded hotel and a 75 unit deluxe Marriott Exclusive Apartments property and will be part of a mixed use project called 'Empire World' located in Kurdistan in the northern part of Iraq.

Account Manager NSW

Budget is a global leader in the commercial business travel market, offering a diverse range of challenging and rewarding career opportunities. Competitive remuneration, incentives and excellent staff discounts are just some of the ways we look after our valued staff. Enjoy a supportive and fun team environment, with a focus on exceptional customer service that has seen us become Australia's most popular Car Rental Company.

Based at our NSW Sales Office at Sydney Airport, this key sales role is responsible for managing relationships with Budget corporate and government accounts within NSW. The primary function of the role is to maintain close relationships and achieve profitable revenue growth from an existing customer base whilst identifying, targeting and securing other major business opportunities for Budget within the NSW market.

To be successful in this role you must have excellent communication and skills, as well as computer literacy skills including Word, Excel and PowerPoint. A proven track record of account management and account acquisition is required.

To find out more about these exciting opportunities please submit your resume to john.ayton@budget.com.au

Budget
Car and Truck Rental

www.budget.com.au

HRG

HRG Australia - A leading global travel management company currently has a fantastic opportunity for an experienced, driven and focused Business Manager to join our dynamic Account Management team based in Sydney.

Business Manager

This role will be suited to a person with extensive industry expertise and high level analytical and communication skills. You will be highly organised and disciplined with an in-depth understanding of industry technologies and the benefits they can bring to travel programs. You will have the ability to build strong relationships and a proven track record of successfully managing corporate accounts. This role will give you the autonomy to make decisions and ensure that your clients travel program remains at the cutting edge.

For more information, or to apply for this role please visit the HRG Australia website at www.hrgworldwide.com/au.

Applications close Friday 15 July 2011

Travel industry celebrates 2011 NTIA

HUNDREDS of photos from last Sat night's National Travel Industry Awards are online for viewing on the *Travel Daily* website at www.traveldaily.com.au, with a selection of these photos featured below. Also, don't forget our exclusive video from the industry's night of nights which can be viewed by clicking on the logo to the right or visiting traveldaily.com.au/videos.



LEFT: Who's this lucky man with his bevvy of beauties? It's Zaia Bazi from Jetaround Holidays of course, with staffer Natasha Hargraves and Angelya Vassiliadis-Balaguer from WorldStrides Casterbridge, all striking a pose on the red carpet prior to the awards ceremony.



ABOVE: The Virgin Australia crew certainly know how to bust some moves. They're pictured here on the dance floor at the Afta party.

RIGHT: What a stunning bunch! Michael Shaw from Amadeus with Hannah Moore and Peter Hosper from The Travel Authority.



BELOW: Three cheers for Mel! Melinda Brown, responsible for organising a hugely successful NTIA is pictured with Virgin Australia's Gary Manuel and Andrew Kelly from Travel Management Solutions.

BELOW: Amazing Accor! Accor was awarded Best Hotel/Resort Group on the night. Category sponsor, Oman Tourism's Mona Tannous is pictured here with Rebecca Maitland of Accor Hotels proudly holding the plaque.



LEFT: Go Kat, Go! Congratulations to the Rookie - Agent of the Year, awarded to Katrina Tasker from Escape Travel Chatswood, pictured with Sean Cummings of Travelport (sponsor).



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.

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

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

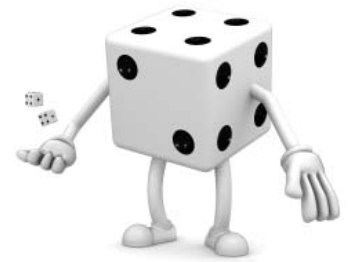
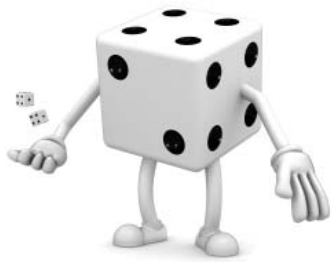
Travel Daily Group:



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



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SYDNEY – SALARY PACKAGES TO \$55-\$60k ++

Do you love your high end products, first class tickets, 5 star hotels, luxury cruises? Why not sell this every day?

Our client requires consultants with at least 2-3 years consulting 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 a CRS. You will be rewarded with an extremely good salary and definite career progression for those wanting to move up!

WANT TO WORK FOR A LUXURIOUS CRUISE LINE?

AIR/CRUISE CONSULTANT

SYDNEY – SALARY PACKAGE \$45-\$55K PLUS SUPER (DOE)

Here is your chance to work directly for a cruise line based in their Sydney head office. They are searching for an experienced retail consultant that has excellent airfare knowledge and current CRS skills. You will be dealing with direct passenger and travel agents in relation to air reservations for passengers of this cruise line. Be rewarded with a great salary and the chance to work for something truly special.

CALLING ALL LEISURE TRAVEL CONSULTANTS

RETAIL / LEISURE TRAVEL CONSULTANTS

MELBOURNE & PERTH – SALARY PACKAGES TO \$63K (DOE)

Currently Melbourne & Perth have numerous leisure consulting roles available to competent and service driven consultants. If you are feeling a little stale in your current role & are not too sure what your next step is, contact AA Appointments today & we can assist you with this dilemma! Great working environments are on offer, not to mention lucrative salary structures. Min 12 months international consulting exp req'd.

EASTERN EXCITEMENT

DOMESTIC TRAVEL CONSULTANT - ONLINE SUPPORT

MELBOURNE (EAST) – SALARY PACKAGE TO \$46K

This is the ideal role for any talented travel consultant looking to move behind the scenes. Working for this highly regarded corporate travel company will not only see you working closer to home, you will have many career advancement opportunities on offer. Assisting with all online domestic business travel requests you will enjoy the Monday to Friday hours & social environment. Galileo experience preferred.

FROM RIO TO PATAGONIA AND BEYOND

SOUTH AMERICAN TRAVEL SPECIALIST

MELBOURNE (CITY) - SALARY PACKAGE TO \$54K (DOE)

Have you travelled extensively through South America and believe you have the enthusiasm & knowledge to sell this amazing destination full time? This travel specialist is seeking a well travelled & highly enthusiastic travel consultant to join their well respected team. Working Monday to Friday business hours, you will love the varied travel requests that come through this office! Unbelievable families on offer too!

THE SALARY POTENTIAL IS UNLIMITED HERE

ONLINE TRAVEL CONSULTANTS

PERTH (CITY) – SALARY PACKAGE TO \$70K+ (OTE)

If you have strong retail travel consulting skills & are looking for a “behind the scenes” role which will see you earning the salary you deserve, this is your ideal role! With a great set salary & bonuses in abundance, this is a sensational opportunity for the sales driven retail consultants out there. Minimum 6 months retail travel consulting experience required. Optional paid overtime on offer too!

CHASE THE SUNSHINE

RETAIL TRAVEL CONSULTANTS

MACKAY & ROCKHAMPTON – SALARY PACKAGE \$50K OTE

Sick of the rain, wind and cold weather? Why not move north and work where the weather is always pleasant and the sun is shining. We currently have opportunities to join well established agencies in Mackay and Rockhampton. With a strong client base and fantastic reputation in the local areas you will never have a quiet day. A top salary package is on offer along with fantastic bonus schemes and incentives in place. Throw away your coats and gloves – move north today!

ESCAPE SALES TARGETS AND COMMISSION

RESERVATIONS SUPPORT

BRISBANE (CBD) – SALARY PACKAGES \$42K - \$46K

Here is your chance to earn a great salary and escape the worry of sales targets. This reputable travel company is known in the industry for creating exotic and adventurous travel packages. As a reservations consultant you will support sales consultants in creating itineraries, confirmation packs, finalising payments, visas and more. A high attention to detail and strong time management will be a must. Enjoy a fun team environment along with top travel discounts.



Hot Jobs this week



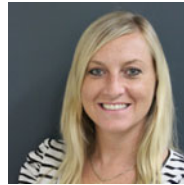
Ben Carnegie

Business Relationship Manager

This Melbourne based position with a Corporate Travel Management company is a great opportunity for those who love to focus on client retention and relationship management. You will be helping the existing portfolio of clients improve their services, products and technology by making recommendations based on data you have analysed. Competitive salary and great support.

- ▶ This role offers a great launch pad for future senior roles
- ▶ Located in Melbourne
- ▶ Salary up to \$70K + super

Click here for more details or call Ben.



Liz Vibert

Business Manager - Corporate

Do you have a high level of motivation? Are you resilient and have a strong customer focus? Join this dynamic Corporate Travel Agency as a Corporate Travel Business Manager. Bring your previous account management experience to nurture existing corporate business and develop professional working relationships with clients and internal business units.

- ▶ Min 2 years corporate account management experience ideal
- ▶ Sydney
- ▶ Salary up to \$100K + super

Click here for more details or call Liz.

Business Travel Technology Specialist

We are looking for a GDS and back office guru! Regardless of whether you have knowledge of Galileo, Sabre or Amadeus and any of the various back office systems, we want to hear from you. We are seeking someone who has a minimum of 2 years experience using a system to help implement systems with new clients and improve technology for existing clients. You will also get out on the road for sales calls with the sales team.

- ▶ Advance your career with this global Corporate Travel Co.
- ▶ Sydney CBD
- ▶ Salary up to \$55K + super

Click here for more details or call Ben.

Fares Analyst - 8 month Contract

This organisation is focussed on providing innovative product and service solutions for travel agents in Australia, New Zealand and the South Pacific Islands to enhance their businesses and offer added value to the traveller. You will engage with internal, external, agency & airlines customers to gather, analyse and document fare filing requirements. A working knowledge of ATPCo is essential for this role.

- ▶ Contract role with possibility of permanent position
- ▶ Sydney CBD location
- ▶ Salary up to \$60K pro rata + super

Click here for more details or call Liz.



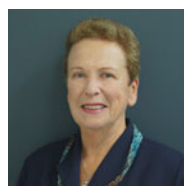
Kristi Gomm

Inbound Consultant

This boutique Inbound agency, known for their excellent reputation seeks an experienced Consultant to join their multi lingual team. You will be arranging group land content around Australia. For this role you will need experience in the Australian Inbound sector preferably dealing with European markets plus strong domestic product knowledge.

- ▶ Tourplan is essential, 2nd language highly advantageous
- ▶ Sydney CBD location
- ▶ Salary range \$40-\$48K DOE

Click here for more details or call Kristi.



Sandra Chiles

Corporate International Consultant

We are looking for multi skilled Corporate Consultants who would like a change from working with a corporate TMC where you are just a number, or Retail Consultants with at least 2 years experience who would love to move into the corporate arena. Join award winning TMC's that offer their clients a higher level service and the personal touch.

- ▶ Amadeus, Sabre, Galileo
- ▶ Sydney CBD locations
- ▶ Salaries up to \$60K DOE

Click here for more details or call Sandra.

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.