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# Travel Daily

First with the news

Tuesday 13th September 2011

**Global Account Director**

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Contact **Stacy** or **Sally** at  
**TMS Asia Pacific T: 02 9231 6444**  
 or E: [sally@tmsap.com](mailto:sally@tmsap.com)



## RedQ mooted for QF

**QANTAS** has lodged a new trademark application for 'RedQ', 'RedSky' and 'OneAsia', which are being touted as possible names for its new Asia-based airline.

## Emelia visits agents

**EXPEDIA** is today promoting recent visits to Melbourne travel agents by its team of "Emelias" - see **page nine** for details.

**KEITH PROWSE**  
**NRL Grand Final 2011**



**NRL Grand Final 2011**  
 02 October 2011, ANZ Stadium  
[www.keithprowse.com.au](http://www.keithprowse.com.au)  
 1300 730 023

## Walshe revenue soars 18%

**THE Walshe Group** yesterday reported turnover of more than NZ\$8 million for the year to 30 Jun, up 18%, with the outbound division of parent company Southern Travel Holdings Limited also reporting a \$757,000 profit contribution for the 12 months.

However the Southern Travel inbound business, which includes tour operations from Japan, was heavily impacted by the Christchurch earthquakes and the Japanese tsunami, after previously being "on track to achieve a significant turnaround".

Japanese arrivals to NZ dropped in the key peak period, and in fact next year the company is expecting its Japanese clientele to Australia to be significantly greater than to New Zealand.

Overall the Southern Travel business reported a NZ\$601,000 pretax loss, a 44% improvement on the previous year.

"The outbound division, Walshe Group, continues to be profitable and provides consistent and stable earnings to the Group," the company said, with the current client base providing "excellent growth prospects".

Additions in 2010/11 included SriLankan Airlines, SAS and Brunei Tourism in Australia as well as IndiGo in Singapore, while more recently Walshe has added contracts for Japan Airlines in NZ, as well as Hahn Air and Airalin for Australia and NZ.

Walshe is targeting a small profit for the current year.

**Six pages of news**

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Expedia

## neoRomantica in Oz


**COSTA Cruises** is the latest international cruise company to announce an expansion of capacity in Australasian waters, with the newly renovated *Costa neoRomantica* to cruise locally in 2012/13 (**TD** breaking news).

The ship will join *Costa Deliziosa* down under, and as well as voyages from the Mediterranean to Australia and return via Dubai, Asia and the Indian Ocean, *neoRomantica* will also offer a three week Christmas holiday trans-Tasman sailing ex Melbourne on 13 Dec 2012.

Ports visited by the Costa ships will include Sydney, Melbourne, Darwin, Cairns, Brisbane, Hobart and Burnie in Australia, along with Auckland, Wellington, Dunedin and Tauranga in NZ.


The *neoRomantica* deployment was revealed in a global exclusive in this morning's issue of **Cruise Weekly** - subscribe free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

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# Travel Daily

First with the news

Tuesday 13th September 2011

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**ETIHAD**  
AIRWAYS

## New gm for TMS

**TRAVEL** recruitment specialist TMS Asia-Pacific has appointed Sally Matheson as its new general manager for Australia and NZ.

Matheson, who has worked for TMS in several roles previously replaces Fujio Shibata, who took on the Australasian gm role earlier this year (**TD** 27 Jan).

The new appointment comes as TMS launches its sixth annual Australian Travel and Hospitality Industry Salary Survey.

Matheson said it remains to be seen if employers or employees have the upper hand at the moment, as there are more jobs being offered than candidates in an ever-tightening market.

10,000 travel industry staffers across Australia will be invited to participate in the survey, with a \$250 cash incentive up for grabs. See [www.tmsap.com](http://www.tmsap.com).

## ICCA training dates

**THE** International Cruise Council Australasia is holding training sessions for agents in Mel (20-21 Sep); Per (05-06 Oct); Adl (11-12 Oct) and Syd (17,18 Oct).

To register visit [cruising.org.au](http://cruising.org.au).

## Questions over QF/SAA pact

**VIRGIN** Australia has warned the IASC against a five year authorisation of the codeshare arrangements between Qantas and South African Airways (**TD** 16 Aug), saying the pact has a "material influence" on the competitiveness of the route.

DJ's submission to the IASC also suggests that greater competition

could be injected by imposing conditions tied to the size of block space allocations by the airlines on each other's flights.

Virgin says the authorisation should also include a minimum frequency commitment.

Another submission, from a WA citizen named I. Cameron, says the codeshare has developed into a "cosy duopoly", highlighting significant cuts in SAA capacity on the Perth route since the most recent IASC renewal of the deal.

At the time SAA was operating 2,219 seats a week, but is now using smaller aircraft and one less flight, with 30% less seats overall.

Cameron also notes the huge seasonality of fares between PER and JNB, saying they show that "Qantas is capitalising on the lack of real competition on the Australia-South Africa route".

## Rail Europe results up

**RAIL** Europe is seeing continued growth in the sales of its rail tickets and worldwide passes for 2011 with a 33% year on year rise recorded for the first half of 2011.

Australasia's sales revenue also rose by 25% for the year to 31 Aug, with over 60,000 Aussie pax.

Top performers this year were Spanish trains (+53%), TGV (+37%), Italian trains (+53%) and Eurostar (+33%) followed by Swiss passes (+25%) and Eurail passes (+13%).

## Qantas ok for Chile

**THE** IASC has granted Qantas its requested allocation of 1,119 seats per week to Santiago, Chile for a period of five years (**TD** 05 Sep).

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whole lot  
**Smarter!**

taking off  
**19 September**  
**2011!**

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First with the news

Tuesday 13th September 2011

**BREAKAWAY**  
International Travel Industry Club

Royal Caribbean  
INTERNATIONAL

Royal Caribbean Industry Rates -  
Valid for All Members

Interior cabin from \$304\* per person  
including taxes and prepaid gratuities  
\*Conditions Apply.

**CLICK HERE** for further details

## Travel Daily on location in Alaska

Today's issue of *TD* is coming to you on board *Disney Wonder* sailing in Alaska, courtesy of Disney Cruise Line & V Australia.

*Disney Wonder* is one of three luxurious ships in the Disney fleet and she's taking us on a 7-night voyage with exciting ports-of-call to the famous gold rush towns that dot the Gulf of Alaska.

Our Alaskan adventure began in Vancouver and all hands were on deck as the *Wonder* sailed gracefully out of the beautiful Canadian city. If Disneyland is the happiest place on earth, the *Wonder* would surely be one of the happiest ships afloat. She's built like an old steamliner of the 1930s, but her Master, Captain Thord Haugen told *TD* she handles like a sports car.

The *Wonder* carries some 2,700 passengers and nearly 1,000 crew who are joined by Mickey & Minnie Mouse, Donald Duck, Goofy, Pluto, Cinderella and all the beloved Disney gang.

Stepping aboard, you can't help noticing the Disney difference. Crew in their nice nautical uniforms applaud guests as they walk off the gangway - what a warm welcome!

Being Disney, there are kids, lots of kids not only with their parents but accompanied by a surprisingly large number of grandparents as well and they can hardly contain themselves mingling with the Disney characters.

*Wonder* is a ship full of family fun and there's more in store in tomorrow's *Travel Daily* as we sail to Alaska, the Last Frontier.

### New eCruising portal

**ECRUISEING.travel** has modified its consumer website with a new quick search facility to allow people to search by month, cruise line or destination, with real time results being shown.

The enhancements also make the site easier to view through Apple iPad and iPhone devices.

### RHG splits with Choice

**RENDEZVOUS** Hospitality Group has announced that its marketing relationship with the Choice Hotels Group will end on 30 Jun next year, as part of a "new development strategy".

RHG operates 14 hotels under the Rendezvous and The Marque brands, and has been part of the Choice franchise since 2003.

Singapore-based Rendezvous said the next phase of its growth would see it "build our brand and strengthen our presence in the Asia Pacific region," according to ceo Eric Teng.

### PG axes A350s order

**LAUNCH** client for the Airbus A350 wide-body aircraft, Bangkok Air (PG), has cancelled its order of four jets, as the carrier ditches plans for intercontinental growth over the next five years.

### MFS creditor payout?

**THE** liquidator of Octaviar, formerly known as MFS, has signalled that unsecured creditors of the collapsed travel and property development company could receive a payout.

A spokesperson for Bentleys Corporate Recovery says it is "reasonable for creditors to expect further returns" due to legal actions against "auditors, advisors as well as directors and officers of the failed group".

### Thredbo 2012 passes

**THREDBO** has launched its 2012 passes, incl the Ultimate Sale Platinum Pass for \$749, on sale until 10 Oct - [thredbo.com.au](http://thredbo.com.au).



## Window Seat

**BELIEVE** it or not, it only takes 30 seconds to build an A380 - according to a new commercial created by Emirates.

Screened at several industry events in the last few weeks, the ad shows a crew member pushing a trolley into the aircraft to stock up the onboard business class bar as the plane is constructed around him.

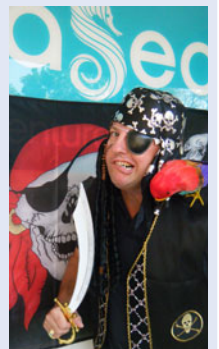
There's also a four-minute "making of" video, with the clips viewable by clicking on the logo at right or at [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

Shortly EK will begin taking delivery of three A380s a month.

**TRAVELLERS** on Fantasea Adventure Cruising trips to Reefworld off the coast of Qld next Mon will have a truly piratical experience, with crew set to celebrate "International Talk like a Pirate Day".

They will dress in their pirate best and there will be lots of A-Harr-ing, parrots on shoulders and wooden legs - while kids on board will also get to join the fun with free fairy floss and popcorn along with lots of free Reefworld activities incl semi-submarine and waterslide rides.

Fantasea pirate Remo Di Benedetto is pictured getting into the swing of things.



### E-Commerce Manager Sydney

Emirates, the award winning international airline of the United Arab Emirates is seeking a dynamic and revenue focused individual to manage our on-line Sales distribution channel.

The successful applicant will be responsible for the development, sales and marketing of all Emirates online products and services, including tactical offers, and developing relationships with other online travel and travel related services to drive online sales. In liaison with the National Accounts Manager & Regional Manager NZ&PI, develop a strategic business plan to achieve the Company's online sales targets.

For further details and a detailed job outline, please visit our careers website, [www.emiratesgroupcareers.com](http://www.emiratesgroupcareers.com). Only on-line applications will be accepted and applications close on 18<sup>th</sup> September 2011.

Only candidates that meet the minimum requirements will be considered and contacted.

Keep discovering

## Are you a travel product specialist? We'd love to speak to you!

Brisbane/Sydney: Our company is underpinned by ongoing technology and innovative solutions in the travel industry and is constantly expanding. We are now on the hunt for a Product Team Manager and Product Solutions Coordinator to support our growing team.

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(Recruitment Manager)



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# Insight delves deeper into Eastern Europe

**INSIGHT** Vacations has launched its largest collection of tours to Europe and the UK in its 32-year history, with ceo John Boulding going so far as to say its 2012 program offers the "biggest range in the world."

Next year's program sees 22 new itineraries offered (**TD** yest) among 108 options, some of which are to new destinations for Insight.

Tours in the Eastern European, Dalmatia, the Balkans & Russian regions have been ramped up, with nearly double the number of trips offered compared to 2011.

Among them is a 12-day Ukraine & Crimea tour, an 11-day Eastern Rhapsody, a 9-day Highlights of Poland and a 7-day Moscow & the Golden Ring itinerary.

Boulding told **TD** the expansion of the 2012 program was, in part, driven by passenger feedback which is seeking to explore "far away untouched regions" yet to be uncovered.

"This is our most striking range and we've really knocked off

## French forum tour

**INSIGHT** Vacations continues to use member feedback via its travel forum as a platform to help shape future itineraries.

In 2012 Insight has included a seven-day Easy Pace Channel Islands itinerary which is based on an exclusive tour that ran this year for forum members.

CEO John Boulding said the forum is "very active", with the online community coming up with "some great touring concepts."

"Last year they helped us design a Balkan tour, and next year there's plans afoot for a French itinerary," he told **TD** yesterday.

## Aus market on top

**THE** Aussie market continues its reign as Insight Vacation's main source, with chief executive officer John Boulding confirming that last year Aussies accounted for 38% of the firm's business.

Although specific pax numbers were not provided, Insight's Australia md Lorraine Sharp confirmed that numbers were well into the thousands.

The USA is Insight's 2nd biggest market, followed by Canada.

"Australia has stayed strong and will continue that way into the future," Boulding predicted.

Eastern Europe," Boulding told **TD**, highlighting that there's now only four countries/states of a possible 46 in Europe/UK that Insight doesn't explore.

Aside from new destinations, Insight is set to incorporate Welcome Dinner and Celebration (farewell) Dinners into its entire range of escorted tours in 2012.

The firm has stepped up a notch on the accom front, with hotel upgrades in 2012 seeing guests staying at chateaux, castles or other authentic properties.

"The biggest thing agents will see is our huge number of upgrades - 2012 is a watershed year for Insight," he claimed.

"We're using the best in the market, being location specific to the town," Boulding said, with the likes of Hilton and Sheraton-branded hotels being included.

There's also been a renewed focus on dining in 2012, which has seen Insight's Dine Around concept added to every tour, and more authentic lunches as well.

Insight is also making changes to its entire fleet of motorcoaches to provide clients with "business class like" legroom for the capped group number of 40 participants.

The brochure promotes that it's removed "excess seats to create up to twice as much legroom as coaches with other operators."

## Insight Gold beefs up

**ANOTHER** five escorted tours have been added to the existing five Insight Gold Luxury Tours & Cruises collection in 2012.

Introduced for the first time last year, Insight Gold is the operator's creme de la creme product range, where price is no object.

CEO John Boulding said the client reaction to the concept has "really blown us away", so much so "a major development" has seen Insight produce a stand-alone brochure for the product.

New Gold tours for 2012 include the 12-day Espirit de France, the 11-day Timeless Ireland & Scotland and the 10-day Alpine Harmony itineraries.

Gold tours stand apart from Insight's Premium touring by using top end hotels, such as those in the Leading Hotels of the World group, and feature epicurean delights, along with the highest level in service delivery.

Tuesday 13th Sep 2011

## Globus' best FC expo

**THE** Globus Family of Brands experienced its "best year for NSW/ACT" at Flight Centre's USA/Canada Expo in Jul with North America product up 96% on forward sales for 2012 which is on top of a 41% year on year growth.

Cosmos North America is also experiencing growth of 82% on 2012 bookings on top of a 22% rise on 2010.

At the Expo Cosmos' Canadian and Alaskan Masterpiece itinerary was "a firm favourite" said marketing manager Christian Schweitzer.

Globus' big performer during the promo was its Spirit of the Rockies tours.

The Special Events range was also popular with pax offered discounts by adding tours together.

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

**\$1AUD = US1.032**

**PLUMMETING** global financial markets have seen the Australian dollar dip as much as US3c in the last week.

That's nothing compared to the Euro, which has been in freefall against the US greenback as well as dropping to its lowest level against the Japanese Yen since 2001 - meaning the A\$ is still providing great travel value.

*Wholesale rates this morning:*

US	\$1.032
UK	£0.650
NZ	\$1.247
Euro	€0.755
Japan	¥79.32
Thailand	฿31.14
China	¥6.51
South Africa	R7.55
Canada	\$1.018
Crude oil	US\$88.17

**SINGAPORE AIRLINES**



## Marketing Executive - Distribution (Sydney)

An exciting opportunity exists for a highly motivated individual to join the Singapore Airlines marketing team in the position of Marketing Executive Distribution. This is an entry level marketing position with strong potential for career progression.

### Key areas of responsibilities include:

- Manage relationships with national consortia agents
- Assist in development and management of national incentive agreements
- Assist in developing and managing cooperative marketing initiatives with national agents
- Assist in development and implementation of National marketing strategies
- Monitor and report on competitor activities
- Monitoring and monthly reporting of national agent performance
- Development and management of distribution cost reduction programme.
- Ad-hoc projects as required

### To be successful in this role you will require:

- Tertiary qualifications within a relevant field
- Knowledge of national retail and corporate travel markets
- Understanding of SIA products and services
- Experience in development and implementation of sales & marketing strategies
- High level written and verbal communication skills
- Strong analytical, statistical and numerical skills
- Strong interpersonal and negotiation skills
- Ability to work under pressure and to meet deadlines
- Strong organisational and time management skills
- Ability to interact and manage relationships at all levels
- High Standard of personal presentation and professional deportment
- Sound public speaking and presentation skills
- Well developed Microsoft Office skills

Starting Salary is \$57,227 p.a plus super.

**To apply please forward your resume to Dale Woodhouse, Manager Passenger Marketing Australia, Singapore Airlines either by email to [Maria\\_Bernardo@singaporeair.com.sg](mailto:Maria_Bernardo@singaporeair.com.sg) or by mail to Locked Bag A3008, Sydney South NSW 1235**

Applications close Wednesday September 21, 2011.

## Daxing opening in '15

**BEIJING** Daxing Int'l Airport, the Chinese city's third airport, is expected to become the world's biggest when it opens in 2015, featuring nine runways.

## Bill's 50 yrs in the travel game

**MOBILETRAVELAGENTS** last week helped celebrate the career of staffer and of the industry's real-life personalities, airfare gurus and all round gentleman, the inimitable Bill Lee, as he marked 50 years in travel.

Lee began his travel career half a century ago with Thomas Cook in the UK, writing rail tickets by hand, before moving to Australia and working with airlines and in retail travel management.

He's pictured (right) celebrating the achievement at MTA's HQ.

MTA's md Karen Merricks said if you'd like to congratulate Bill personally on his milestone email him at [bill@mtatravel.com.au](mailto:bill@mtatravel.com.au).



## IV pricing remains flat

**TOUR** pricing on some of Insight Vacations' 2012 itineraries have come in cheaper than this years, despite considerable upgrades in product offering (see **page four**).

According to Insight ceo John Boulding, pricing has remained mostly flat for next year, but "Insight has never been sold on price - our tours are what they are, and our guests know they get what they pay for."

Managing director Australia Lorraine Sharp told **TD** forward bookings for Europe 2012 already accounted for 20% of sales.

## Mirvac on Facebook

**MIRVAC** Hotels & Resorts has launched interactive Facebook pages that enables fans to access special deals and discounts at four of its Australian properties.

Offers include Mii Spa discounts and savings on golf sessions, food and beverages.

The Facebook pages are "part of a wider rollout of the group's social media involvement and we're excited to be part of the online conversation," Mirvac ceo Stephen Burt said.

The Facebook sites have been created for Sea Temple Resort & Spa Port Douglas, Quay West Resort & Spa Falls Creek, Quay Grand Suites Sydney & Quay West Resort Magenta Shores.

## 50% off Topdeck

**TOPDECK** is offering a 50% discount off its nine-day Egypt Express tour when booked in conjunction with a 2012 Anzac Day tour - see [topdeck.travel](http://topdeck.travel).

## New SQ 777-300 First

**SINGAPORE** Airlines has released an online video to showcase its newest 8-seat First Class cabin which it is rolling out on new Boeing 777-300 aircraft.

The luxurious cabin features an exclusive cabin ambience, 23" LCD screens, 35" seats (which SQ says are the widest in the sky), height adjustable tables and "the largest fully flat bed with dedicated sleeping surface."

The new First Class cabin will be offered on select flights to Dubai, Beijing, Shanghai & New Delhi.

To watch the SQ video click on the TDTV logo or visit [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## Accor adds Blue C

**BLUE C** Apartments Coolangatta is the latest addition to Accor's Queensland portfolio, joining the Grand Mercure Apartments brand this month.

Renamed as Grand Mercure Apartments Coolangatta, the property has 45 one-, two- or three-bedroom units located opposite Coolangatta beach.



## AFTA UPDATE

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

**HAVING** attended the ASTA conference this week in the USA and for those that may have missed the link to a fantastic news story run in the USA in Friday's **Travel Daily**, you should take a look at it - [bit.ly/tdliberty](http://bit.ly/tdliberty)

As it has been explained to me today while at the conference, the story was actually prepared in June by **ABC News** but had not been run. You may have also spotted the commentary that occurred in the US travel industry when the US President made a reference to people using the internet to book travel rather than travel agents.

From that firestorm, **ABC** modified the intro to the story and ran it post the comment by Barack Obama. (It shows just how much the news cycle feeds off every word the man that leads the United States says).

For travel agents, this was an excellent story as it really identified and explained that travel agents, or traditional travel agents, or real travel agents - as they are referred to in the USA - are demonstrating their value every day. Interestingly, a great many in the consumer media in America got behind the travel agent and supported the notion that it is not true that everyone books online.

The other really important point about this message, and one that I think in Australia we are already thinking about, is that the notion of us and them, online or offline and traditional or internet has to go.

Travel is sold by a number of channels and the consumer is picking who they deal with, and when they deal with them. The consumer has also decided when they want to use the different channels for their different travel needs.

Notwithstanding the notion that all channels make up the travel industry, the story I have referred to did get a standing ovation at the ASTA conference and brought many smiles to the delegates present. Not to mention several travel industry association CEO's attending.



## Business Development Executive

**Location:** Brisbane

**Vacancy reference number:** 55735

**Remuneration:** \$72,347-\$78,672 + Super

**Closing date:** 5pm Monday 26 September 2011

**Apply online:** [queenslandrail.com.au/careers](http://queenslandrail.com.au/careers)

Queensland Rail Travel develops, manages and sells long distance rail services, holiday packages and corporate travel. Sales channels include online, call centre, Queensland Rail Travel Centres and retail/wholesale agents—both in Australia and overseas.

We now have a rare opportunity for a Business Development Executive to join our Sales team to manage domestic retail, wholesale, direct and group business servicing the Queensland and Northern NSW sales territory. You will play an integral role in developing Queensland Rail Travel's business through high level account management and identifying opportunities for growth.

This role offers you plenty of variety and will also see you responsible for building relationships, creating your own sales cycles, managing marketing activities and liaising with internal and external stakeholders.

This role is best suited to candidates with passion, enthusiasm and ambition who are self motivated and enjoy working autonomously. A minimum of two years prior sales and account management experience in the travel and tourism industry is essential. There is a high travel component with this role in addition to after hours and weekend work.

This is a unique opportunity for you to combine your passion for the travel and tourism industry with your commercially savvy sales attitude.

Apply to the above position visiting our website and submitting a cover letter and resume providing. To learn more about this opportunity, call Beth on (07) 3235 5159.





Tuesday 13th Sep 2011

## Egypt entry visas

**THE** Egyptian govt has dropped plans to tighten visa restrictions for tourists just days after approving reforms, following warnings from officials that the changes would cripple tourism.

The rules would have made it necessary for FIT travellers (not with an approved tour operator) to obtain a visa prior to arrival.

## NSW camping promo

NSW Caravan and Camping holidays will be featured in a number of campaigns planned to be released in Feb 2012, following a \$300,000 partnership with the NSW Government and the Caravan and Camping Industry Association of NSW.

Minister for Tourism George Souris said the Mid North Coast, South Coast and Northern Rivers regions are the top three camping destinations in the state.

Campers injected \$1.5m and spent 10.3 million nights in the state for the year ending 31 Mar, an increase of 13% on last year.

## TalkSA Sydney workshop



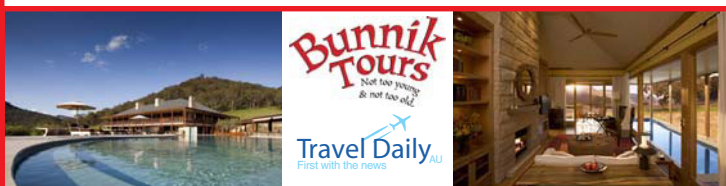
**ABOVE:** Last week the South Australia Tourism Commission held its annual TalkSA workshop at Sky Walk Sydney, attended by over 60 buyers.

Over 30 South Australian operators had the opportunity to meet with ITOs, online travel agents and domestic wholesalers in a 'speeddating' type format.

**Pictured** at the workshop from left are: Fiona Fei, Auga Travel Service; Marc Leopold, SATC;

Irene Scholz, Gawler Ranges Wilderness Safaris; Mary-Anne Kennedy, A Taste of SA; and Paul Brown, Kangaroo Island Wilderness Tours.

## WIN A LUXURY WEEKEND AT WOLGAN VALLEY



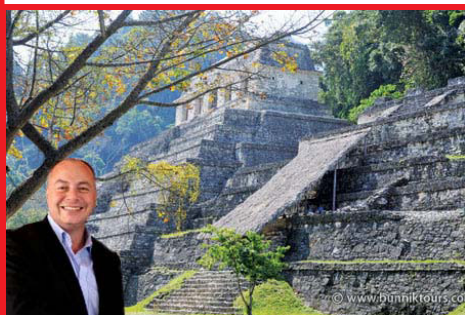
During September, **Travel Daily** is giving travel consultant readers the chance to win a luxury weekend for two at the Emirates Wolgan Valley Resort, courtesy of our friends at **Bunnik Tours**.

Renew yourself at Wolgan Valley Resort & Spa. Feast on the freshest seasonal, regional produce, relax in unsurpassed luxurious comfort, and soak up the breathtaking beauty of this natural sanctuary.

Enjoy two nights in a Heritage Suite including a bottle of sparkling wine on arrival, gourmet breakfast, lunch and dinner daily, non-alcoholic beverages, a select range of local wines and beer with meals, two on-site nature based activities per day and two 60-minute spa treatments.

In the first three weeks, **Travel Daily** will be featuring a photo of Bunnik's National Sales Manager Craig Owens ('Captain Craig') enjoying a different Bunnik Tour. In the final week readers will be asked to come up with a caption to match the last photo. The subscriber who correctly answers all weekly questions and comes up with the best caption for the final photo will be the winner of this fantastic prize.

**Click here for full terms & conditions.**



**Week 2:  
Captain Craig is  
discovering  
Mexico & Cuba.  
Where is he and  
how much did he  
pay?**

Send your answers to: [bunnikcomp@traveldaily.com.au](mailto:bunnikcomp@traveldaily.com.au)

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

## LV attraction bookings

**TICKETS** for Cirque du Soleil attractions in the USA are now able to be secured locally, with the appointment of Daniel Kay Marketing & Sales as the exclusive local representative for Cirque du Soleil Las Vegas.

Shows on offer include Mystere, "O", Zumanity, Ka, LOVE, Criss Angel Believe and Viva Elvis in Las Vegas, as well as Iris in LA, La Nouba in Orlando and Zarkana in New York City.

The service gives travel agents, incentive organisers and PCOs access to shows up to four months in advance - a month earlier than the normal on sale period of three months.

Daniel Kay is also the Australia and NZ booking agent for the Dig This attraction in Las Vegas (**TD** 06 Sep) which allows big boys to use heavy earthmoving equipment.

Info [daniel@danielkay.com.au](mailto:daniel@danielkay.com.au).

## Hertz Tom Tom deal

**HERTZ** is now offering the latest version of its satellite navigation product, NeverLost 4, for vehicles rented in Europe, after partnering with TomTom.

3,500 NeverLost 4 units will be rolled out over the next 2 years.

## Air China plots Saipan

**AIR** China has requested rights to launch new twice weekly flights from Beijing to Saipan in the Marianas (located in the Western Pacific Ocean), from 26 Oct 2011.

## VX signs with AMEX

**AMERICAN** Express cardholders will be able to transfer points into Virgin America Elevate points and redeem them on any VX flights in North America from 05 Oct.

## Carnival Breeze debut

**CARNIVAL Breeze** is set to launch in Venice in Jun 2012 with its inaugural season starting with a 12-day Mediterranean voyage.

The sailing will include port calls in Dubrovnik, Athens, Izmir, Messina, Sardinia, Rome, Livorno, Monaco, Marseille & Barcelona.

**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).

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# High Achievers Wanted!

Career Opportunities for Top Talent



**Hot Jobs (Australia) - September 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 Frappe

## Travel Industry Temporary Assignments

- Travel Consultants - Sydney
- Flexible Lifestyle
- Great rates of pay plus great incentives

**Hot jobs - apply now!!!!!!**

- 1 x retail consultant
- 1 x airline reservations
- 1 x retail consultant
- 1 x retail consultant

North West Sydney  
Sydney CBD  
Pacific Island  
Sydney CBD

Galileo - 1 week  
Amadeus - 5 weeks  
Galileo and Cross Check - 6 months  
Galileo and Cross Check - 6 months

Working flexible hours for a more balanced lifestyle. Access to a large variety of temporary work ie. Retail, Corporate, Wholesale & Airline opportunities. Preferred hourly rates with some of the leading travel companies. Wages deposited directly into your bank account & pay slips mailed weekly. Payment of employee tax, superannuation and workers compensation. Assistance with an IATA Card / "Breakaway" Travel benefits. TMS Asia Pacific Team Incentive - bonus of up to \$700. Permanent Placement Opportunities. Access to Sales and Product Training, either through our offices or with our preferred suppliers. Referral money or vouchers (a spotters fee). Quarterly Newsletter. TMS Asia Pacific Educational trips as a reward to our loyal temp staff - International & Domestic destinations.

**JOB OF THE WEEK!**

Contact Jane Dearden on +612 9231 6444 or email [jane.dearden@tmsap.com](mailto:jane.dearden@tmsap.com) or apply online now!

### Business Development Managers - Corporate Travel SYD CBR

- Great earning potential
- Large travel company with fantastic management and support

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, strong work ethic, be confident and highly self motivated.

Contact Brendan Grant T: +612 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

### Leisure Travel Consultants - Various Sydney Locations Multiple positions available now.

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end international and domestic travel management for leisure sector. This is a great opportunity for experienced retail corporate/ retail consultants. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

Contact Brendan Grant T: +612 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

### Retail Reservations Consultants, Sydney

- Sydney Location
- Great salary
- Immediate start

Are you looking for a new challenge? Our client, a Sydney based forward moving travel business is seeking experienced retail reservations consultants to join their expanding team. Applicants must have the ability to work flexible hours and have knowledge of working with worldwide destinations. In return our client offers an attractive salary package and travel incentives. For more information about these exciting opportunities

Contact Jane Dearden T: +612 9231 6444 E: [jane.dearden@tmsap.com](mailto:jane.dearden@tmsap.com)

### Corporate Solutions Manager NSW

- Do you have experience in new business generation the B2B sector?
- Do you know car rental or a related industry?
- Salary \$80K + super + commission + company car

On behalf of our client - a well-known globally present company - we are currently looking for an experienced BDM to grow the business. This role is suitable for a real hunter - someone who has the drive, motivation and passion for Sales. You will have solid experience in new business generation ideally in car rental or related industry and a proven track record of reaching and exceeding KPIs. You must be comfortable with cold calling. You will have superior negotiation and communication skills. You also must be available to travel in designated territory - NSW. Our client is offering very competitive salary package including a company car. Interviewing now!

Contact Anna Wachowiak T: +612 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

### Wholesale Reservations Consultant, Sydney

- 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: +612 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

### Area Sales Manager x 2, MELBOURNE & AUCKLAND

- Work for a Leading Global Organisation
- Generous Salary Package
- Global Career Progression and Training Provided

Our client is a global powerhouse in the serviced office and professional services space. With over 200 locations worldwide, they are the leaders in providing serviced office solutions, business centre capabilities and advanced integrated teleconferencing facilities. We are currently seeking two full time sales manager roles based in Sydney and Auckland. You will be responsible for targeting, attraction and securing of clients in the corporate sector for the provision of these services. An ideal background would involve sales experience in hospitality, real estate or procurement of corporate services or office products. The ideal candidate must be a positive-minded individual who can sell a solution to a wide range of discerning clients; from PAs to CEOs you can't have any fear in cold calling or networking to build your portfolio.

Contact Brendan Grant T: +612 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com)





**NEED CAREER DIRECTION?  
CALL AA FOR ADVICE**

**FOR ALL THE LATEST VACANCIES VISIT [www.aaappointments.com](http://www.aaappointments.com)**

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MELBOURNE - 1/167-169 Queen St - (03) 9670 2577 - [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

BRISBANE - 13/97 Creek St - (07) 3229 9600 - [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

ADELAIDE & PERTH - (03) 9670 2577 - [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au) & [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au)

**3 MONTH CONTRACT: TEMP NOW UNTIL XMAS!  
CORPORATE CONSULTANT - SABRE/GALILEO/AMADEUS  
SYDNEY CBD - EXCELLENT HOURLY RATE + SUPER**

Searching for an enjoyable Temp role where you are made to feel part of the team? Seeking a challenging environment with professional like-minded people? We have just the role for you! If you come from a retail or corporate travel background and have proficiency with any GDS, you could be selected for this amazing corporate travel role. Full training & support provided! Training starts on MON 19SEP, so you must be available to start on this date. Apply today.

**WHOLESALE WORLDWIDE RESERVATIONS!  
CALYPSO SKILLS A MUST - TEMP UNTIL THE NEW YEAR!  
EXCEPTIONAL HOURLY RATE (DOE) + 9% SUPER**

It's hard to believe, but it is only 16 weeks away until the new year! This is your chance to secure a long term travel temp role with this well known, award winning wholesaler. You can rest assured that will earn top wages through the Xmas season and then enjoy a summer break! Essentially our client requires an exceptional candidate with Calypso reservations skills & great attention to detail. If you fit this description, call us today!

**HERE IS YOUR CHANCE ADELAIDE  
CORPORATE CONSULTANTS  
ADELAIDE - SALARY PACKAGE TO \$55K**

We have a rare and exciting role in Adelaide... now is your chance to make the move! If you want the opportunity to join a company that provides ongoing training and support, and allows you to work in a fun team with no weekend work, then this is it! This exciting corporate role won't last long, so if you have a minimum of 12 months international corporate travel experience then we want to hear from you! APPLY today!

**FANTASTIC TEAM ENVIRONMENT  
RETAIL CONSULTANT  
MELBOURNE (SOUTH) - PKG TO \$55K OTE**

Our client is one of Melbourne's most successful retail agencies and they currently have an opening for dedicated individual. If you would like to join a friendly, social team close to home, you can not go past this! Not only will you have a great base salary, you will have the opportunity to earn more in commissions PLUS fantastic family and great working hours, not to mention the thrill of working in a shopping centre.

**NOW IS YOUR CHANCE TO SHINE  
CUSTOMER SERVICE CONSULTANT  
MELBOURNE (CBD) - SALARY PACKAGE TO \$45K + BONUSSES**

Sick of being in a front line sales role? Looking for a larger brand name to work for? Join this outstanding company in a customer service capacity where you will be responsible for assisting clients over the phone with regards to airfare queries & website support while processing changes, reissues and ticketing requirements. This role requires flexibility with shifts and previous knowledge of a GDS pref. Galileo... Apply NOW!

**NO MORE FACE TO FACE  
WHOLESALE CONSULTANTS  
MELBOURNE AND PERTH - SALARY PACKAGE TO \$70K OTE**

Sick of dealing with clients face to face? We have a fantastic opportunity on offer with one of the world largest wholesalers, work behind the scenes in creating the perfect itinerary and reap the benefits. This global company offers discounted gym memberships, financial planning, lots of social events, rewards and incentives! There is no limit on how much you can earn, what are you waiting for?

**FRESH OUT OF THE OVEN!  
HOT DOMESTIC CORPORATE ROLES  
BRISBANE CBD & INNER SUBURBS - SENSATIONAL \$\$\$\$**

Are you an experienced consultant? Wanting more work/life balance? Looking for a fresh start? Well get your steaming hot roles here! Working for these leading TMCs you will be rewarded with a generous salary, great working environment and great corporate accounts. Your CRS & Industry skills need to be of the highest standard. These roles will not stay fresh for long! DON'T DELAY - APPLY TODAY

**I FEEL THE NEED FOR SPEED!  
AIR PRODUCT SPECIALIST - 6 Month Contract  
BRISBANE CBD - SALARY PKGE \$50K pkg pro rata**

If you have been looking for a role that provides you with an exciting and challenging work, then look no further! You will love the thrill of working in this fast paced environment. Sourcing the hottest fares and his team works like a well oiled machine & need someone like minded to jump on board. You will ideally be proficient in Galileo, possess a good understanding of fares, self motivated & thrive under pressure. Rarely does an opportunity such as this come along.



# Expedia's Emelia gets Melbourne Motivated with the "Tell us why you Like us" campaign

"I was just making a hotel booking and thought OMG the enhancements are great. It was oh soo quick and easy so I just thought I would let you know that I liked the new enhancement" - Robyn Lawley, Managing Director, WOW! Travel & Cruises.

Agents meeting the Emelias as they visited Melbourne last week....

**RIGHT:** Emelia with Melissa and Mike from Harvey World Travel, Collins Street.



**BELOW:** Tracy from Cloud 9 with Emelia's Expedia flyers.



**RIGHT:** Emelia and Robyn from Holiday World Travel.



**BELOW:** Gloria from Merlin Travel with Emelia.



**BELOW:** Emelia visits the team from Travel Talk International.



**EXPEDIA TAAP SPRING BONUS**  
**\$100 BONUS**  
 ON TOP OF COMMISSIONS,  
 ONCE YOU'VE BOOKED \$2000.

**PLUS "TELL US WHY YOU LIKE US"**  
**AND YOU CAN WIN**  
**YOUR SHARE OF \$850 IN**  
**TRAVEL VOUCHERS**

TO BOOK AND TO JOIN EXPEDIA TAAP NOW GO TO [WWW.EXPEDIA.COM.AU/TRAVELAGENTS](http://WWW.EXPEDIA.COM.AU/TRAVELAGENTS)

- In 25 words or less Agents must comment on, "Why I Love Expedia TAAP".  
 ~ Entries should be emailed to [expedia-au@discovertheworld.com.au](mailto:expedia-au@discovertheworld.com.au)  
 ~ Subject line must read "Why I Love Expedia TAAP".
- The promotion period is between 5 September and 7 October 2011.  
 ~ First Prize is \$500 credit to your Expedia User account (that is, your email address used to make your Expedia bookings)  
 ~ Second prize is \$250  
 ~ Third Prize is \$100



**Join the Expedia TAAP today at**  
[www.expedia.com.au/travelagents](http://www.expedia.com.au/travelagents)

Three great entries in the "Tell us why you like us" competition so far...

• I love Expedia Travel Agent Affiliate Program because the rates are the best around, inventory is always stocked and I get rewarded well - Angela Hatzirodos, Manager/Owner of Travel by Ange

• Expedia is fast, huge range of products, instant purchase, instant documents, good commission paid regularly; as an agent I cannot ask for anything more - Josie Hanney, Goldman Travel Corporation.

• Instant, reliable fabulous rates set out clearly and well supported by the agency support team. Has helped us when traditional wholesalers cannot. Thankyou Expedia - Kathy Veech, Travelworld Inglewood