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Lizard Island - Great Barrier Reef



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win a share of over \$300,000 worth of prizes.

The prize pool includes 16 holidays with accommodation at one of the Luxury Lodges of Australia and return flights with Qantas, Australia's premium airline. You can even enter a Holiday Dream Team and nominate up to five friends or family to take with you!

To enter visit
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All valid entries will receive a \$5 music download voucher for bandit.fm the newest Aussie music site courtesy of Sony Music.



True North - The Kimberley



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*Excluding taxes and surcharges. Offer duration: 15 September to 15 October. Travel period: 01 October to 31 March 2012

Win OOL V8 race tkts

WE'RE giving away Gold Coast 600 passes today - details on [pg 6](#).

SCENIC TOURS

EUROPE RIVER CRUISING 2012 EARLYBIRD ONE



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5 STAR LUXURY

ENDS NEXT WEEK!

(ends September 30)

Travel Daily

First with the news

Monday 19th September 2011

DL-VA codeshare on sale

V AUSTRALIA will relocate its operations in Los Angeles to LAX Terminal 5 from Nov, as the first key phase of its new agreement with Delta Air Lines comes into effect (**TD** breaking news).

The carriers have also released details of their Pacific codeshare operations which will see them jointly operate three flights a day

19 Carnival ships

CARNIVAL Australia will host a record 19 ships from across its various brands this summer, carrying more than 310,000 pax in Australian waters.

The "wave season" kicks off this Wed 21 Sep in Brisbane, when *Sun Princess* arrives for her first season of cruising from Qld.

Travel Daily TV has produced an exclusive video featuring Carnival Australia senior vp Jenny Lourey speaking about the record season - see traveldaily.com.au/videos.



Holiday Dream Team

TOURISM Australia is today promoting the next phase of the 'Nothing Like Australia' campaign (**TD** Fri) with over \$300,000 in prizes - see the special front full page of **Travel Daily**.

from 06 Nov, on sale from today.

Virgin Australia group executive Merren McArthur said since US govt approval in Jun, the carriers had "moved quickly to deliver the consumer benefits that are enabled by our joint venture".

She said departure times out of Sydney would be spread to improve connections, with the next move expected to be the expansion of codeshares on each airline's domestic network.

McArthur said Virgin Australia pax would have access to 250 destinations across the US, Canada and Mexico.

The expanded codesharing means customers of both airlines will accrue frequent flyer points and have lounge access for premium pax, regardless of which airline operates the flight.

APT adds Africa

APT has today announced the expansion of its global portfolio, with its first Africa brochure set to be released shortly.

The operator will offer small group tours (max 28 pax) in South Africa, Kenya, Tanzania and Egypt. "We have been driven in this direction by customers who have experienced our holiday style" in other parts of the world, said APT gm marketing, Debra Fox.

Savings of up to \$1600 per couple are on offer in a preview flyer - more brochures on [page 7](#).

SALARY SURVEY AUSTRALIA 2011
Take part in TMS Salary Survey before **07 October 2011** and stand a chance to win **AU\$250** cash
Prize will be drawn during the first week of November 2011

AUSTRALIAN SALARY SURVEY 2011 - click here

TMS ASIA-PACIFIC Recruitment and HR Solutions

What an issue!

TD today has eight pages of news, a **Tourism Australia** front full page, plus full pages: ([click](#))

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- inPlace Recruitment jobs
- Air Tickets

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Deb Duncan (GM),
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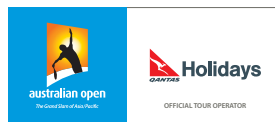
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First with the news

Monday 19th September 2011

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CZ to lift Sydney presence

AUSTRALIA is firmly in the long-term sights of Asia's biggest carrier, with China Southern Airlines in the process of buying its own building in the Sydney CBD to further entrench itself in the down under market.

"We're very committed to Australia and we hope to be operating out of our own premises shortly," said He Zong Kai, CZ Executive Vice President.

Speaking to **TD** in Guangzhou yesterday, Mr He said the carrier's \$600,000 sponsorship of the Sydney Festival (**TD** 25 Jul) was also a "bid to make Australians more familiar with our brand."

China Southern flies double daily ex-SYD and daily from MEL which will also go double daily soon.

It operates thrice-weekly ex-BNE and starting on 08 Nov it will inaugurate a Perth service.

"We're also looking at flying to Cairns, the Gold Coast and Adelaide," said Mr He.

He also revealed that China Southern wants to start a new Kangaroo route by flying the B-787 Dreamliner from Sydney to London, via Guangzhou.

Mr He said the journey would be a "short cut" to London, with flights via Guangzhou cutting 2 hours off the trip - and fares will also be lower, he promised.

The carrier is currently negotiating for slots at Heathrow Airport, Mr He confirmed.

China Southern is the world's largest airline after American Airlines and Delta and employs 70,000 people, carrying 76.4m pax last year to 172 cities in 30 countries on its fleet of 420 planes.

One Ocean expands

ONE Ocean Expeditions this morning announced that the *Akademik Sergey Vavilov* will become its second polar expedition vessel, in addition to sister ship *Akademik Ioffe*.

Formerly operated by Quark Expeditions, the addition will join the One Ocean fleet from Nov 2012, configured for 92 pax after an extensive refurbishment.

One Ocean representative Active Travel described the *Vavilov* as "one of the finest expedition ships to sail the polar seas".

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Travel Daily

First with the news

Monday 19th September 2011



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THE FRENCH CONNECTION
EARLYBIRD DEALS!



Travellers Choice profit up 62%

TRAVELLERS Choice says a “network-wide focus on supporting strategic suppliers” has been a key factor in the \$1.18m pre-tax profit for 2010/11 announced by the agency group this morning (**TD** breaking news).

Member-shareholders will receive a 30c per share dividend, seeing more than 95% of the operating profit distributed.

In addition, members have

“received additional trading rebates and override commissions at source from more than 60 preferred suppliers,” said outgoing md Gary Allomes.

He said the trading environment over the year had been challenging, despite the strong A\$.

“This year’s result is therefore very pleasing because it is underpinned by our members’ disciplined approach,” he said.

“Given their efforts it is only appropriate that Travellers Choice members now receive the maximum possible benefit from the profit result,” he added.

CHC tourism priority

THE NZ Tourism Industry Association and Christchurch & Canterbury Tourism have urged Christchurch officials to prioritise rebuilding of accommodation in the earthquake-devastated city.


A joint submission to the Draft Central City Plan also urges the construction of a new convention centre “because that is the key to restoring business tourism in the city and a catalyst for hotel reinvestment”.

New MH chief exec

MALAYSIA Airlines has named Ahmad Jauhari Yahya as its new managing director, with the appointment effective from today.

The move follows the departure of Azmil Zahrudin, who left last month after the announcement of the major alliance between MH and Malaysian LCC AirAsia.

Ahmad Jauhari moves from his previous role as ceo of Premium Renewable Energy Sdn Bhd.





THIS WEEK'S FEATURE CRUISE

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Seats-to-suit to PER

AIR New Zealand has today rolled out its ‘Seats-to-suit’ fare offering on flights between Perth and Auckland, with the move coming in the lead-up to NZ’s 8th weekly PER-AKL flight which will operate from the end of 2011.

JTG set for selldown

MERCHANT bankers are believed to be pitching some big sales of shares in Jetset Travelworld Limited, with the current limits on trading by major shareholders set to expire 31 Dec.

Today’s *Financial Review* speculates that major shareholder UBS is keen to exit its stake, with possibilities even including “a complete re-IPO of the stock”.

Window Seat

WHERE’S the cheese?

Visitors to Wisconsin in the USA will be able to find out easily, with a new tourist map giving a guide to the state’s top dairy destinations.

More than 110 cheesemakers are featured on the map produced by the Wisconsin Milk Marketing Board, with next year’s version also set to feature yoghurt and ice cream too.

ONLY in Alaska?...

Flights at Juneau Airport in the biggest US state were delayed somewhat last week after two naughty black Labradors ran onto the tarmac.

Officials said they had tracked down the owner of the canine miscreants, who was issued with an official caution.

News service AAP reported that an animal control officer caught one of the dogs.

“Another dog matching the description was found in the area, but officials weren’t sure if it was the right dog,” the report added.



**CONTACT CENTRE/TICKETING AGENT
(12 MONTHS CONTACT)**

Virgin Atlantic Airways is looking for a dynamic Contact Centre Agent to join our Customer Service team in Sydney. We are recruiting for a Part Time position - 3 days per week (7.5 hours a day).

We are looking for a passionate and enthusiastic person with both reservations and ticketing experience to join our fun and growing team. This position is responsible for phone enquiries, sales and general airline ticketing.

Minimum 2 years travel industry experience; use of both agency and airline GDS models, computers literacy and a customer service background is a must.

**Expressions of interest should be put forward by
Thursday 29 Sept 2011 to maria.lopez@fly.virgin.com**

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5 ways to fly your clients Perth - Auckland direct







Seats to Suit and Business Class on sale now Travel periods and conditions apply

SALE ENDS 23 SEP

AIR NEW ZEALAND

Smart 'Fiji Me' portal

TOURISM Fiji Australia has introduced a dedicated smart phone friendly website, available at www.fijime.com.au.

The new portal showcases the South Pacific destination's product base and features easier to use 'connection buttons' accessible via iPhones, Blackberrys and other devices. "This smart phone website is a prime example of how we are embracing Web 3.0 platforms to engage and educate both our industry partners and consumers on precisely what Fiji has to offer," Tourism Fiji Regional Director Paresh Pant.

French Connection eb

THE French Travel Connection is offering a \$300pp earlybird (eb) discount for bookings on its 17-day French Connection trip when travelling in May, Jul, Aug & Sep 2012, if deposited by 22 Dec.

More at frenchtravel.com.au.

Sweet Mauritian deal

BENCH International and Air Mauritius have a five-night family of four getaway to Sugar Beach, priced from \$5,800, for travel 01 Oct to 15 Nov 2011.

The package includes one adult and the two children staying at the West coast resort for free.

It's valid 01 Oct to 15 Nov 2011.

NCL adds sushi to fleet

NORWEGIAN Cruise Line has now extended its sushi a la carte menu (that's only been available on *Norwegian Epic*) fleetwide.

HINN Express Phuket

INTERCONTINENTAL Hotels Group will introduce its first ever Holiday Inn Express beach resort property in early 2013 when the Holiday Inn Express Phuket Patong Beach Central launches.

The hotel will feature around 280 rooms and be located 100m from the Patong beach front.

How can we create the most appealing Australia of tomorrow together?

Find out at Tourism Australia's free tourism industry briefings in each State and Territory starting 17 October 2011.

Visit www.tourism.australia.com/industrybriefings to register for the industry briefings.



The holiday dream team?

ABOVE: Tourism Australia chairman Geoff Dixon, Tourism Minister Martin Ferguson and TA ceo Andrew McEvoy had lots to smile about at last week's launch of the next phase of the 'Nothing Like Australia' campaign (**TD** Fri).

The trio were celebrating the upturn in domestic visitation reported in the National Visitor Survey last week, as well as the new campaign which encourages Australians to get involved by

nominating their favourite Aussie experiences and who they'd like to share them with.

"Australians continue to demonstrate they are passionate about holidaying in Australia, and sharing their holiday experiences with others," Ferguson said.

The promotion is being backed by Qantas, Sony and Luxury Lodges of Australia - see the special front full page of today's **Travel Daily** for details.

europearlybird



The sun has risen on V Australia's earlybird fares to Europe - available now. V Australia can offer your clients special earlybird fares to the most romantic destinations across the 'Old Continent' including London, Athens, Paris, Milan, Frankfurt, Munich, Istanbul, Geneva and many other European destinations.

London from **\$1925*** Athens from **\$1800*** Paris from **\$1810***

economy return with our partner Etihad Airways

For more information about earlybird fares to Europe, just visit us at vaustralia.com.au or contact your account manager.

*Departing Sydney. Conditions apply.

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Stud among the Fillies



A GROUP of premium Broome & The Kimberley agents attended the Broome Cup recently.

Called the 'social event of the Kimberley Calendar', the group experienced all the races have to offer while drinking Veuve Champagne at the Pinctada Tent on the sidelines.

While in the region the agents stayed at Pinctada Cable Beach Resort and Spa and visited Willie Creek Pearl Farm and Matso's Broome Brewery.

Pictured at the Broome Cup

from left are: Karlein Morgan, Jetset North Balwyn; Gemma Smith, Broadway Travel & Cruise Centre; Kelly DeBomford, Flight Centre Mundaring Village; Bernard Whewell, md, Broome & The Kimberley Holidays; Joy Zulic, Lifestyle Travel; Louisa Clare, Claremont Cruise & Travel Centre; Rhonda Whitby, Harvey World Travel Booragoon; Nicole Booker, Mary Rossi Travel Lindfield; and Anna Loucas, Regional Industry Sales Manager WA/SA - Virgin Australia.

Lowestfare DOT fine

US-BASED online ticket agent Lowestfare.com has received a US\$50,000 civil penalty from the US Dept of Transportation for not disclosing codeshare flights.

Last week the DOT issued notice to Amadeus that it was going to charge the GDS US\$95,000 for the same error (**TD Fri**).

Hertz Global Sale

THE Hertz Global Sale has now entered its final week, offering renters the chance to save up to 33% on vehicles in 80 countries.

Discounts are available based on location & vehicle type, the period of travel (weekdays and weekends), and based on travel from now until 15 Dec

QHols domestic push

QANTAS Frequent Flyers are being offered 5,000 Bonus Points when they book a combined air & land package through Qantas Holidays in New South Wales.

The bonus is on top of the 1 point per \$1 spent and valid for travel from now until 31 Mar, when booked by 30 Sep.

The deal is part of the \$4m pact between JTG & Destination NSW.

Scenic Antarctica deal

SCENIC Tours is offering couples discounts of up to \$1000 on its 15 day Antarctica cruise packages aboard *L'Austral* and *Le Boreal*, now priced from \$15,995ppts for departure on 05 Feb 2012.

China Air upgrading J

CHINA Airlines has announced upgrades to the Business class product onboard its fleet of B747-400 aircraft, as it prepares to become the latest SkyTeam alliance partner on 28 Sep.

The airline is to become the 15th member of the global airline group which also includes Air France, Delta Air Lines & KLM.

China Airlines currently operates four times weekly between Sydney and Taipei,

YourSingapore app

THE Singapore Tourism Board has unveiled its YourSingapore Guide application which offers destination information to travellers and a pre-paid card option to access unlimited data.

The YourSingapore StarHub Preferred Tourist Prepaid Card retails at S\$15 (A\$11) offering unlimited data access to the Guide, 30MB free local data access to the internet and free IDD 018 calls to 18 destinations.

For more info on the prepaid card visit starhub.com/visitsg.

Qantas strike action

QANTAS outlined this morning that it expects around 7,000 pax to be impacted by both the TWU and engineers union strikes which are being held tomorrow (**TD** breaking news).

28 Qantas flights have been forced to be axed and a further 27 are expected to be delayed by the TWU action, with repercussions possibly flowing for two days.

QF said it would be contacting pax affected by cancelled flights or those on flights delayed by over 15 minutes.

Customers wishing to get the latest flight information should visit www.qantas.com.

QATAR AIRWAYS RECRUITMENT

Strive for Excellence with One of the World's Fastest Growing Airlines!

As the Airline of the Year 2011 and one of the World's 5-star airlines, Qatar Airways is dedicated to excellence and continuous improvement. We apply this same philosophy towards our people where we provide diverse career focus, continual development and training.

We invite applications for the following positions:

Sales Executive (Sydney CBD) - responsible for maximising and ensuring the commercial success of the airline in the area of responsibility. Generating passenger revenues in the assigned areas and surpassing the allocated targets.

Part-Time Reservations and Ticketing Agent (Sydney CBD, 5 days a week, 5 hours a day, total 25 hrs weekly) - Assist making and confirming reservations for passengers and selling tickets for the airlines through telephone or in person in order to achieve excellent customer satisfaction, to generate revenue, and take all possible measures to avoid loss of revenue.

Applicants must have the right to live and work in Australia. Please send your detailed CV to ssaw@au.qatarairways.com by COB 5 Oct 2011. Only those candidates that have made the shortlist will be advised.

World's 5-star airline. qatarairways.com



"IT'S LIKE HAVING A CUP OF TEA WITH GOD."



- Up to 50% off on 2012 sailings
- Prices valid until 30th November
- New group policy - 1 FOC with 5 Sold

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ATEC group at WYSTC

THE Australian Tourism Export Council will lead its delegation of 15 Aussie backpacker and youth supplier businesses (**TD** 12 Sep) at the three-day World Youth & Student Travel Conference in Barcelona, which starts on Tue.

"This is a valuable opportunity for members, and other Australian suppliers, to engage with promoting Australia's fantastic tourism product in a highly visible and valuable international forum," said ATEC md Felicia Mariani.

Tourism Australia is represented at the WYSTC too, showcasing products from 60 delegates.

WIN 5x V8 SUPERCARS CHAMPIONSHIP PASSES



This week **Etihad Airways** and **Travel Daily** are giving you the chance to win five *V8 Supercars Armor All Gold Coast 600* passes for you and four mates.

Playing on the '8' in V8, keep an eye out for eight clues that will be given to you from Mon - Thu.

On Friday, eight questions will be asked and the first person who send in correct answers to all questions will win 5 passes to the *V8 Supercars Armor All Gold Coast 600*.

The passes are a **3-day circuit admission passes that give access to Friday, Saturday and Sunday (21-23 Oct 2011)** of the event¹.

Clue # 1:

Etihad Airways – the World's Leading Airline* is one of the fastest growing airlines in commercial aviation history. With the introduction of services to Nairobi, Kenya in April 2012 and Düsseldorf, Germany in December 2011, Etihad will have 71 ports on its global network. See Etihad's recently launched Earlybird fares for great deals to these and many more destinations.

¹Accommodation & airfares are not included



BA UK/Euro fare blitz

BRITISH Airways has launched a five-day sale offering fares from Sydney to London priced from \$1,899 in World Traveller, or to Paris priced from \$1,862.

To take advantage of the fares, which are in partnership with oneworld partner Qantas, travel must be between 04 Oct-25 Nov and 16 Jan-31 Mar 2012.

The promo ends at midnight 21 Sep - more info at www.ba.com.

NRL footy comp scores

THE latest standing in **TD's** NRL Footy Tipping comp following last weekend's games sees Qantas' Nicola McAuliffe maintaining her lead, with 293 points, ahead of Anthony Butt on 289 points and Brad Pearce of Figtree Travel Centre now in 3rd place.

Tippers are vying for an amazing holiday for two to Dubai and Abu Dhabi, courtesy of Emirates and Jumeirah Hotels & Resorts.

MEANWHILE, Chris Daniels from Pan Australia Travel is still leading **TD's** exclusive travel industry AFL tipping competition, sitting on 315 points.

In 2nd spot is Sommer Pasquale from The Travel Corporation, who is on 314 points, while John Williams of Jetset Rowville, Jay Messer of Virgin Australia and Aaron Parish from American Express Centurion are tied on 309 points in joint 3rd place.

The winner in this year's **TD** AFL footy tipping comp will win a trip for two to Europe, courtesy of Emirates, Adina Apartment Hotels and Rail Plus.

AAA backs TA promo

THE Accommodation Assoc. of Australia has thrown its support behind the next phase of Tourism Australia's *Nothing Like Australia* campaign (**TD** Fri).

AAA ceo Richard Munro said he hoped the latest campaign, which aims to get people to share their holiday experiences, would entice Aussies to think locally rather than overseas.

He said Aussies should "think ahead & plan to visit a destination within Australia during the school holidays, on a long weekend, over the Christmas-New Years period or when they go on leave."

The AAA will also encourage accom providers to get onboard with the campaign, so guests can share their holiday experiences.

Corporate Korean A380 famil



KOREAN Air hosted a group of corporate agents on a famil which showcased one of its new A380s, with participants experiencing KE's Business class product between Seoul and Hong Kong.

The three day educational was collaborated with Korea Tourism Office, the Hong Kong Tourism Board, the Grand Hong Kong and Grand Kowloon hotels.

Pictured sampling Korean Air's A380 Business class product from left are: Timothy Morrell, Luxury Travel; Rafael Despradel, sales & marketing manager Korean Air and SkyTeam coordinator MCCC-Australia; Stephen Grolimund, BCD Travel; Andrew Farquhar, Travel Beyond; Theresa Reynolds,

Travelforce; Lyre Visorro, Spencer Travel; Antoinette Moulay, Sanford International Travel; and William Lan, World Business Travel.

AF/KLM fleet renewal

THE combined Air France/KLM has placed its first joint long-haul aircraft order, with the provisional fleet plan including 43 Airbus A350-900s and 30 Boeing 787-9s.

There are also options for another 60 aircraft.

The first 787 *Dreamliner* will be operated by KLM in 2016 and the first A350 by AF in 2018.

The jet order will be used to replace 200/350 seat aircraft currently being used by AF/KLM.

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We are currently seeking a Travel Account Manager, to be based in our Sydney Sales office. This position will see you responsible for managing a travel portfolio in NSW along with promoting Avis products and services, developing and retaining travel agency business and building effective business relationships throughout the industry. Reporting to the National Agency Sales Manager, key accountabilities of the position include;

- The management of existing Avis travel accounts
- Obtaining and developing new business
- Initiating and implementing sales promotions
- The accurate recording of sales information
- Providing feedback and analysis on current market trends

The successful candidate will be a motivated self-starter with demonstrated travel industry experience and a commitment to customer service. Excellent negotiation and communication skills are essential.

Avis offers an attractive salary package, which includes a base salary, incentive bonus, fully maintained company car and other benefits.

Please forward your application to:

Jenny Lorkin
National Agency Sales Manager
Avis Australia
Level 2, 15 Bourke Road, Mascot NSW 2020
Fax: (02) 9353 9080
Email: Jenny.lorkin@avis.com.au

Applications close: Friday 23 September 2011



Fantasea's new role

FANTASEA Adventure Cruising has named Remo Di Benedetto as its new Relationship Manager, a role that will see him responsible for the firm's business partnerships.

Virtuoso gong for Travel Phase



VIRTUOSO held its largest Travel Mart in Las Vegas last month with 3,641 luxury and corporate travel delegates in attendance including 51 Australian and New Zealand travel advisors and owners. The five-day event included

plenty of time for networking and training sessions and a Gala awards evening.

At the Awards Gala two Aussie agencies walked away with accolades, including Fay Cohen from Sydney's Travel Phase who was named as Most Admired Advisor, Australia/NZ, while Melbourne's etm Travel received Top Virtuoso Production in the region.

Pictured above at the annual Travel Mart from left are: Kristi Jones, coo Virtuoso; Matthew Upchurch, ceo Virtuoso; Fay Cohen, Travel Phase and Claudia Rossi Hudson, Mary Rossi Travel and Member Advisory Board.

BW Premier for Hue

BEST Western International is to expand its presence in Vietnam by Q4 2011, with the 222-room Best Western Premier Indochine Palace in the city of Hue, Vietnam.

Thai Tiger abandoned

THAI Airways International has terminated its pact with Singapore's Tiger Airways which would have seen the formation of Thai Tiger (*TD* 02 Aug 2010).

The decision was made after TG failed to extend its contract with the budget carrier, following a delay of approval from the transport ministry.

The Thai carrier said its new wholly owned regional airline, Thai Smile, is not affected.



Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Qantas Holidays - Experience more in NSW

The new Experience More in New South Wales campaign is offering a number of new packages for families as well as in luxury and discovery. The 8 page flyer is offering deals for sale until 31 Oct for select dates from 15 Oct to 31 Mar. Trip members who book the packages will earn double points plus 5000 bonus points for every Europcar booking deposited by 16 Sep-31 Oct for travel 19 Sep -31 Dec.



Scenic Tours - Europe and Britain 2012/13

Due to an increase in demand Scenic has developed its own UK Europe brochure to showcase itself as a tour operator in its own right. Featuring a number of brand new tours including the Normandy and Loire Valley 11- day tour and the Floriade and Chelsea Flower show tour Scenic runs its itineraries on new coaches. A range of new accom has also been introduced on some of the tours. For more details phone 1300 723 642.



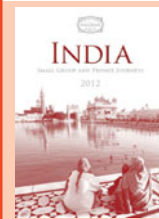
Tempo Holidays - India, Sri Lanka and Maldives 2012

The Maldives have been added to the 2012 brochure and seven new itineraries introduced throughout India and Sri Lanka. The brochure features eight 4 and 5 star resorts in the Maldives as well as six new India tours and the new 10 day Hidden Treasures of Sri Lanka itinerary. A broader range of tours have been added in both North & South India - tempoholidays.com.



Seabourn - The Cruise Collection 2012-2013

Seabourn's brochure features cruises to Australia onboard *Seabourn Odyssey* and *Seabourn Quest*. Voyages from 7 to over 100 days are showcased in the new 148 page booklet offering six Seabourn ships sailing throughout the year in 2012 incl the new *Seabourn Spirit* 10 day cruise from Venice to Adriatic and Dalmation coasts. New ports include Lemnos and Chania in the Greek Isles and Cesme, Sinop and Iskenderun in Turkey. Larnaca in Cyprus is also to be added. More info at seabourn.com.



Cox and Kings - India 2012

The brochure consists of seven luxury private tours, 10 small group journeys and dedicated pages on its luxury train experience, the Maharajas' Express. New for 2012 is the 27-day Passage to India luxury private journey, an itinerary which takes in the very best of India's north & south. The brochure also features three Maharajas' Express Signature Journeys - coxandkings.com.au.



Bentours - Antarctica 2012/13

Eight voyages are featured in the new Antarctica brochure for Bentours including a new itinerary the 19 day Classical Antarctica and Argentina tour onboard *MS Expedition*. Also included are two Latin America extensions - the four day Focus on Buenos Aires and three day Discover Iguazu Falls priced from \$670 and \$669 respectively - bentours.com.au.



French Travel Connection - France 2012

The new 80-page program features new tours, hotels, cruises and value-add offers as well as private catamaran charters, helicopter flights into Monaco and a fun cooking school in a medieval village. French Travel Connection's biggest ever France brochure has introduced 20 new properties and 10 new touring experiences and is an effective tool for agents to sell the product. For more information visit www.frenchtravel.com.au.

MAKEOVER
your
Cruise Business

Complete Cruise Solution presents:
Building Better Cruise Sales & Margins

P&O PRINCESS CRUISES Carnival

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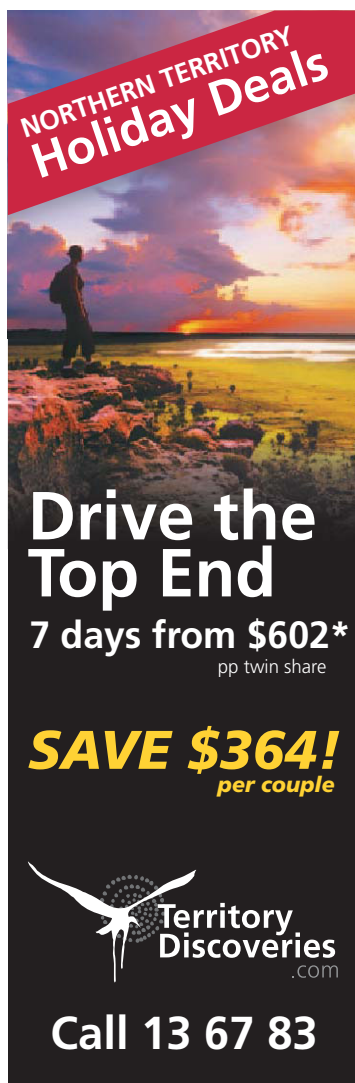
Complete Cruise Solution

CT Partners TAAP pact

CT PARTNERS Australia has signed a preferred agreement with Expedia Travel Agent Affiliate Program with individual members having access to the entire range of Expedia inventory and services.

Ian Edwards, GM CT Partners said the partnership makes sense so "we continually demonstrate to our clients we are competitive and relevant as they travel to an ever diverse list of destinations".

CT Partners includes Travelforce, which was recently sold to Expedia's corporate business, Egencia.



**NORTHERN TERRITORY
Holiday Deals**

Drive the Top End
7 days from \$602*
pp twin share

SAVE \$364!
per couple

Territory Discoveries
.com

Call 13 67 83

Adventure 30yr deals

ADVENTURE World has unveiled its "biggest sale ever" with 30 deals on offer - one for every year of operation - valid for travel from Oct to Dec.

Savings of up to 50% are being offered on product including Ski and Cruise for destinations globally - adventureworld.com.au.

Sportsnet Mix&Match

SPORTSNET Holidays is offering a number of packages to the 2012 Australian Open priced between \$479pp and up to \$3033pp - see sportsnetholidays.com for info.

Insight archeology site

INSIGHT Vacations is sponsoring a new project to the site of the Battle of Mont Saint-Quentin that the University of Glasgow's Centre for Battlefield Archaeology is currently excavating.

MD Lorraine Sharp said the partnership "is providing new understanding to the actions of Australian troops who played such a significant role in the final defeat of the Germans and the Western Front during WWI."

Mercure Gladstone

CONSTRUCTION has begun on Accor's newest build on Qld's Capricorn Coast, the 60-room Gladstone Mercure Hotel.

The property is being built on the site of Yaralla Sports Club and is expected to open in Sep 2012.

OA/KLM codeshare

KLM and Olympic Air have launched a new codeshare pact for connecting flights between Amsterdam Schipol and Athens International effective 12 Sep.

The deal sees both airlines gain eight cities in Greece & Europe.

Biggest Travel Deal

A **NEW** group buying company called Biggest Travel Deals has launched, with partners including TA Fastrack's Adrian Caruso and Excite Hols' George Papaioannou.

Rockford appoints

THE Rockford Adelaide has appointed Kerry Willard to the role of Business Development Manager, to look after its Corporate, MICE and Leisure markets and promote the brand throughout South Australia.

QBT gets the Chair

JTG subsidiary QBT has qualified as a member of the Chairman's Circle of UNIGLOBE, after its first full year in the TMC alliance.

The Chairman's Circle is recognition of top members of the group worldwide.

BA/Mastercard savings

BRITISH Airways & MasterCard are offering its World, Platinum and Gold cardholders purchasing First or Club World Business class fares discounted companion fares to Europe, on bookings made by 31 Dec & travel to 31 May.

Savings of up to \$10,113 are being offered on F Class seats to MAD - mastercard.com.au/world.

Taj sparkle deal in Syd

BLUE Sydney is offering a Sparkle Cupcakery package priced from \$350/night incl accom in a Deluxe Pier view room & a Sparkle pack.

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 3:
Captain Craig is on a discovery of South America. What's the name of the tour and how long does it go for?

Send you answers to: bunnikcomp@traveldaily.com.au

Hint! Visit www.bunniktours.com.au

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

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A REGIONAL ROLE WITH A GLOBAL PLAYER

ACCOUNT DIRECTOR ASIA PACIFIC
SYDNEY – SALARY PACKAGE OTE \$130K++

Take your high level sales & account management skills, combine them with your advanced knowledge of GDS and online products, and bring them to an exciting global organization that will give you responsibility for key customers in retaining and growing their business. You will be energetic, goal-orientated, ambitious, and motivated by achieving targets. Join a progressive organization and drive your career forward.

FLY HIGH WITH THIS AWARD WINNING AIRLINE

CORPORATE CLIENT RELATIONSHIP MANAGER
MELBOURNE – SAL PKG TO \$80k - \$100k

Due to rapid expansion, this globally recognised airline requires a talented account manager from a TMC background to nurture and grow existing corporate accounts. As part of their award winning team you will be responsible for the day to day management of client activity, including cost analysis and growth strategies. This is your chance to take centre stage at the negotiation table.

PAST, PRESENT AND FUTURE ONLINE

GLOBAL ACCOUNT DIRECTOR
SYDNEY – SALARY PACKAGE TO \$120K + bonus

Be responsible for developing & implementing a global strategy to retain key accounts and capture new business. You'll have experience in managing large, key client relationships providing high level support to optimize service levels and maximize opportunities from the business. Large market and OTA experience is essential along with high level negotiation & presentation skills.

HUNTING SEASON IS OPEN

CORPORATE BDM FOR LEADING TMC
PERTH - SALARY PACKAGE \$100k - \$130k OTE

Love the thrill of the hunt? You can drive your career forward within this awarding winning TMC. Use your influencing skills to build relationships and enhance this corporate company's client list! This fabulous organisation is looking for a "go getter" with the drive and determination to succeed. Using your winning sales approach, your sales achievements will be rewarded with a lucrative salary package & bonuses.

IS CRUISE PRODUCT YOUR PASSION?

PRODUCT ANALYST
SYDNEY – SALARY PACKAGE OTE \$70k depending on exp.
This newly created role is working with luxury international product and is responsible for building, analyzing, and creating gorgeous Cruise packages to the travel trade. Previous experience in product loading, analysis, pricing & packaging and a knowledge of distribution channels will secure you this exciting position. Located in the most beautiful office in town this role won't remain vacant for long, so please apply now.

THE WORLD IS YOUR PLAYGROUND

MARKETING EXECUTIVE
SYDNEY – SALARY PACKAGE TO \$60K Negotiable on exp.
If you have 2 years proven Trade Marketing experience and a passion for travel this well recognized wholesaler has a desk waiting for you. You'll be working with a motivated team and gaining valuable experience within a large organization that will ultimately benefit your career. Central city location, exciting benefits and a fun team environment are awaiting your arrival. Apply now to avoid disappointment.

THE LEADER OF THE PACK

TEAM LEADER CORPORATE TRAVEL x 3
PERTH - SALARY PACKAGES TO \$75K
Feeling like you have no prospect to progress in your current company? Then its time to venture out, where a world of opportunity awaits! With 3 top management roles available in the Perth corporate travel market this is your best chance to succeed. Managing small teams, you will require strong product & fares knowledge as well as key leadership skills to develop teams and be a strong support to your consultants.

LOVE THE LIFE OUT ON THE ROAD

BUSINESS DEVELOPMENT MANAGERS
SYDNEY – SALARY PACKAGES OTE \$80K+
Working in Sales can mean many things, and here are 2 unique Sales roles that offer complete diversity of product, people and styles. If you're an experienced BDM used to finding new leads and winning new business, we've got a role for you. If you're more in to niche market product that requires knowledge of China and/or North America there's a great role for you too! Please contact us to find out more.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
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in travel recruitment

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Ben Carnegie

Travel IT Product Account Manager

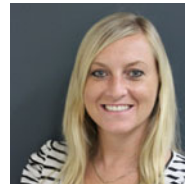
Our client, being an Employer of Choice, is always looking to improve the use of their travel IT products. In an effort to maximise the usage of each in-house system, in this role you will analyse the current company usage and develop strategies along with the Product Development Manager on how to best implement changes and increase awareness.

▶ Vendor relationship management

▶ **Sydney or Brisbane**

▶ Salary from \$80K+ super

Click here for more details or call Ben.



Liz Vibert

Asia Pacific Account Director

Our client offers a range of innovative products for organisations that need to connect. They focus on reliable, advanced and easy to use technology, offering an online system that results in obvious cost savings! In this role you will manage the sales & relationships with customers in the Asia Pacific region to achieve sales and service targets.

▶ Work closely with colleagues abroad to grow the customer base

▶ **Sydney CBD**

▶ Salary up to \$130K package + super + bonus

Click here for more details or call Liz.

Res Agent - Groups/Weddings/Special Interest

Calling all Bali lovers!! Our client is seeking an experienced Groups Reservations Consultant to manage all bookings for the weddings and special interest market for Bali. Previous experience consulting for group travel is essential as are strong organisational skills. Groups can vary from 15-100 people. Sabre and Calypso are helpful but not essential. To help you on your way, an educational trip is already planned for the successful candidate.

▶ South East Asian packages, strong focus on Bali

▶ **Sydney North Shore**

▶ Salary from \$35K + super

Click here for more details or call Ben.

Corporate Travel BDM - Perth

Addicted to the thrill of sales? Are you a born hunter and love the corporate travel market? Get yourself in front of the right people and succeed! As the Business Development Manager for this leading global corporate travel agency you will possess superior sales and negotiation skills gained in the travel industry. You will be contributing to the development and growth of this global corporate travel business by delivering new accounts.

▶ Exceptional support & career progression with this co.

▶ **Perth based**

▶ Salary up to \$100K + super + incentives

Click here for more details or call Liz.



Kristi Gomm

Marketing Executive

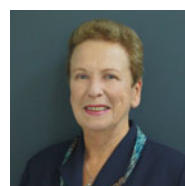
Join Australia's most respected Asian Travel Wholesaler. This fantastic opportunity has just become available and will be highly sought after. Supporting the National Sales & Marketing Manager you will be involved in the development and implementation of promotional campaigns, sales & marketing strategies, email campaigns & sales reporting.

▶ Design and creative experience highly regarded.

▶ **Sydney CBD**

▶ Salary up to \$50K + super

Click here for more details or call Kristi.



Sandra Chiles

Client Relations Coordinator

Investigate and resolve client concerns, recommend compensation. If you truly believe in providing exceptional customer service, read on... This is a great opportunity to join this dynamic global online travel company. The objective of this role is to assist with increasing and retaining the customer base and building customer loyalty.

▶ Join this well established online company

▶ **Inner Sydney city location**

▶ Salary up to \$50K package

Click here for more details or call Sandra.

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