

Airfares are a big part of your business. So are you getting the right fares?



Watch video now

Sabre
pacific

Travel Daily

First with the news

Thursday 30th August 2012

TMS ASIA PACIFIC

CORPORATE TRAVEL CONSULTANTS

WANTED!

\$75K PACKAGE

CONTACT JESSICA TSOLAKIS
ON **02 9231 6444**
OR EMAIL
JESSICA@TMSAP.COM

JESSICA TSOLAKIS
RECRUITMENT ASSOCIATE

ISSN 1834-3058

A hospital pass?

AIR Tickets chief Russell Carstensen has had his role at Jetset Travelworld Limited expanded to also encompass the struggling travel management division which lost \$3.3m last year and is cutting staff by 20%.

It's understood that QBT general manager, David Hughes, will report to Carstensen under the new arrangement.

More industry appointments on **page five** of today's **TD**.

ATEC urges export readiness

AUSTRALIAN tourism businesses need to switch their focus from the domestic market and consider how they can begin working with inbound visitors, according to Australian Tourism Export Council md Felicia Mariani.

However, rather than tackling the burgeoning Chinese market, Mariani told **TD** that many operators would be well advised to target "easier" sectors such as traditional markets like the US and UK before gearing up for the Asian explosion.

By 2020, the domestic share of tourism spending is forecast to decrease to about 55% of the total market, with Mariani saying the "growth is all in inbound - operators focusing solely on the domestic market are battling over a slice of pie that is consistently shrinking".

She highlighted the relative low level of engagement in the international sector, with thousands of tourism businesses

operating across the country yet only a few hundred taking part in Australian Tourism Exchange or being part of ATEC.

Mariani urged operators to be more actively engaged in inbound tourism, working on how they can access international distribution and not necessarily focusing on China as a key priority.

She said that despite global economic conditions, there are still many "shockproof" people across the globe with the ability and desire to travel, and Australia is still a key aspirational destination.

Great Southern Land

TOURISM Australia has today officially launched a new video clip which celebrates the 30th anniversary of Australia's "unofficial anthem," *Great Southern Land* which was written by ICEHOUSE singer Iva Davies.

Davies himself launched the video last night at a function in Sydney, with the inspiring footage featuring people from around the country and Aussie musicians singing with stunning landscapes as a backdrop.

The video can be viewed by clicking on the logo or at www.traveldaily.com.au/videos.



SCENIC TOURS

EUROPE
RIVER
CRUISING
2013
EARLYBIRDS



ONE
MONTH
TO GO
(ends September 30)

EY raises Virgin stake

VIRGIN Australia has this morning confirmed an increased shareholding by Etihad, with the Abu Dhabi based carrier now holding 7.272% of Virgin.

The shares were purchased in a series of on-market trades over the last week.

Today's issue of TD

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment

Aerolinas on the Team

THE SkyTeam airline alliance has confirmed the accession today of Aerolinas Argentinas, which has become the group's 18th member.

The move adds 40 destinations to the SkyTeam network, with the alliance's country director, Rafael Despradel saying the move is particularly significant, boosting the alliance's presence in Australia to seven online carriers - with this set to further lift to eight when Garuda is inducted next year.

VIST
SABAH
Malaysian Borneo

Contact :
sabahinfo@bigpond.com
www.sabahtourism.com

YOUR CLIENTS GET AN EXTRA WEEKS HOLIDAY FOR \$1*

What would your clients do with an extra weeks holiday?

For more information visit www.qhv.com.au/agents
*conditions apply.

viva! holidays
viva life!

Time for Taiwan...



Taiwan
THE HEART OF ASIA

TTP-AD

Reservations Supervisor

- ▶ Unique and exciting product range
- ▶ Great team environment
- ▶ South Melbourne location
- ▶ Salary dependent on experience

click here for details

email:ben@inplacerecruitment.com.au

Travel Daily

First with the news

Thursday 30th August 2012

Turkey EARLYBIRDS
Click here



TTC coach discounts

THE Travel Corporation's Insight & Trafalgar brands have revamped their Early Payment policies, with savings of up to 10% available on all 2013 departure dates.

The savings are valid for tours booked and paid before 27 Dec, and are also combinable with past passenger discounts of 5%.

Trafalgar's 2013 Europe and Britain program, and Insight's 2013 Europe & UK brochures will be on agent shelves this week.

Air NZ predicts strong year

AIR New Zealand says its trans-Tasman alliance with Virgin Australia had exceeded its projections, with its 19.99% equity interest in Virgin Australia giving the carrier "economic exposure to its strengthening position in the domestic Australian market".

NZ this morning reported a 12% decline in annual profit to NZ\$71 million (**TD** breaking news) but said that it's now "well positioned to continue the growth trajectory that it was pursuing until 2008 when the world was gripped by financial crisis".

Chairman John Palmer said growth opportunities are "no longer suppressed" and the airline is also ahead of target in restructuring its international long haul network.

In the domestic market, NZ had continued to expand its network and fleet as well as improve productivity, with its fares now

lower than five years ago despite the exit of Pacific Blue.

A productivity program launched in Feb is now targeting \$250m in improvements, with a continued focus on overheads and ancillary revenue opportunities.

Hyatt to exit Sanctuary

HYATT has announced the "amicable termination" of its Sanctuary Cove management agreement after 24 years, with the move effective 05 Dec.

Mulpha, the owner of the Gold Coast resort, said it would shortly announce a new "established international hotel operator" for Sanctuary Cove, with the companies working together to ensure a smooth transition.

It's another blow for Hyatt which had its management of the now Coolum Golf Resort terminated earlier this year by billionaire owner Clive Palmer.

New Starwood PR rep

STARWOOD Hotels & Resorts has appointed GTI Tourism as its public relations representative for Australia, with the hotelier saying it plans to announce two "major ventures" along Australia's east and west coasts in coming months.

GTI has been tasked with raising awareness of brands such as St Regis, The Luxury Collection, W Hotels, Le Meridien, Sheraton, Westin, Four Points by Sheraton, aloft and element.

GLOBUS

PRE-REGISTER EUROPE 2013

HURRY! OFFER ENDS SOON

EUROPE 2013 AT 2012 PRICES PLUS SAVE 10%

TO PRE-REGISTER CALL **1300 130 134**

*CONDITIONS APPLY
DOWNLOAD FLYER

travel counsellors

- ✓ 20 countries around the world
- ✓ Thousands of visitors
- ✓ Hundreds of dreams

The Dream Maker has already attracted thousands of visitors with hundreds of people sharing their personal stories of love, hope and inspiration. **All we're missing is you...**

Join in at Facebook and search for 'the dream maker'

Become a dream maker
1300 735 042
Email: recruitment@travelcounsellors.com.au
or visit www.travelhomeworking.com.au

VIEW & SHARE DREAMS

the Dream Maker

FREE FLIGHTS

on selected Asia cruises 2013 when booking an Oceanview stateroom

HURRY! FIRST 200 BOOKINGS ONLY

Click here for details

Terms and conditions apply

AZAMARA CLUB CRUISES
YOU'LL love WHERE WE TAKE YOU

issue ROUND THE WORLD tickets online in less than 80 seconds!

only with SmartTickets

click for details

air tickets

Vietnam Special
from \$1057* pp Twin share

Price includes:

- Return economy airfares with taxes
- 3 nights accommodation at Moonlight Hotel
- Daily breakfast

Hurry! Offer ends 30 Sep 2012

*Based on 2 adults sharing twin share, 10th class or above booked over. Book and pay by 28/09/12.

Hurry! Book now.
1300 309 117
www.vnholidays.com.au

VN Holidays
Vietnam, Cambodia & Laos Specialist

Travel Daily
 First with the news

Thursday 30th August 2012

BREAKAWAY
 International Travel Industry Club

الإتقاد
ETIHAD
 AIRWAYS

Ends tomorrow! Etihad industry rates to Europe, Middle East and Africa.
Short sale to 31 AUG 12.

From \$899* pp return plus taxes.
Conditions Apply. Taxes approx. \$120 - \$350*pp.

CLICK HERE for further details

Another strong year for CTM

CORPORATE Travel Management says 2011/12 was a year of strong organic growth which combined with its acquisition of ETM Travel, helped it achieve a record turnover (**TD** breaking news).

The company's overall TTV totalled \$681.3m, up 35.6% while net profit after tax was \$11.8m, 43% higher than in 2010/11.

MD Jamie Pherous said the firm's success continued to be based on three key drivers: retention of current business via outstanding service and return on investment for clients; generating new business via a compelling offering; and improving internal productivity and developing staff.

As well as the ETM deal, CTM acquired Denver-based Polk

Travel during the year, with key shareholder Matt Cantelo recently relocating to the US to work in the operation.

Other initiatives included the rollout of Resource Travel management and a significant technology upgrade including CTM's core operating system and its client-facing business intelligence software.

CTM declared a 6c per share final dividend, with Pherous saying 2013 would see the firm continue to leverage scale and efficiencies in product, systems and people.

Seats-to-Suit on Cooks

AIR New Zealand today announced the debut of its Seats-to-Suit fares on its direct flights from Sydney to the Cook Islands.

Lead-in "seat only" fares start at \$391 one way, while customers can select other options through to Works Deluxe which come with all the trimmings.

NZ Group gm Australasia, Bruce Parton, said the product had been very popular on other routes, prompting the move to extend the fare types to the direct Sydney-Rarotonga flights from 03 Nov.

TTC Darwin stopover

CREATIVE Holidays' Asia and Australia holiday packages (**TD** yesterday) include a 2-night stopover in Darwin and a Litchfield National Park tour.

QF and DJ partnership

QANTAS has today unveiled details of its new frequent flyer pact with David Jones (**TD** Tue), which will allow the department store's credit card holders to convert Rewards Points to points in either the QF Frequent Flyer or American Express Membership Rewards program.

The new redemption option is effective tomorrow, and all new David Jones American Express Cardmembers will be offered the choice of Amex membership rewards or Qantas Frequent Flyer when they join the program.

Both of the loyalty schemes also offer David Jones Gift Cards as redemption options.

Pax growth drives AKL

AUCKLAND International Airport today announced a 41.2% rise in after-tax profit, with an overall result of NZ\$142.3m.

The improved result was largely fuelled by growth in passenger numbers, said chair Joan Withers, with the performance coming despite difficult global economic conditions and "weaknesses in traditional long-haul markets such as Europe that continue to challenge most businesses, including those in tourism, trade and aviation sectors".

Passenger numbers grew across the company's portfolio which includes Auckland, Queenstown, Cairns and Mackay airports, with AKL setting long-term "ambitious targets" to grow volumes.



THERE'S no such thing as bad publicity - or at least that's the approach being taken by Las Vegas operators in the wake of the recent Prince Harry scandals which saw the young royal getting up to mischief including famously playing nude billiards.

Following the release of "those photos", the Nevada mecca has seen a doubling in online searches for holidays, and the city's tourism officials have launched a tongue-in-cheek campaign deploring the worldwide release of the pics, reminding everyone that "what happens in Vegas, stays in Vegas".

One of the more creative efforts is a new \$25 burger on sale at a Strip eatery entitled "The Exposed Prince".

THE US Transportation Security Administration has published some very helpful tips on "what not to say at the airport".

Real life examples quoted included a passenger at Honolulu Airport who told a ticket agent that he had a bomb in his bag.

When the staffer reprimanded him for the comment he then told someone else that he had a nuclear bomb in his bag.

"Law enforcement officers responded and arrested him on a state charge," the TSA said.

Another example was a passenger whose baggage was undergoing an explosive trace sample at Orlando airport, who said "I hope the residue doesn't show up on the test".

And another passenger at Charlottesville said he had a bomb in his shoe after he was asked to put his footwear on the X-ray belt.

"Statements like these not only delay the people who said them but can also inconvenience lots of other passengers if the checkpoint or terminal has to be evacuated," the TSA warned.

QUALITY VALUE CHOICE

BEYOND TRAVEL
WATERWAYS BEYOND
 SMALL SHIP CRUISES

2013

Russian River Cruises
 Ukrainian River Cruises
 European River Cruises
 Baltic Sea Cruises
 Adriatic Sea Cruises
 Aegean Sea Cruises

15

BROCHURE OUT NOW

GREAT VALUE SMALL SHIP SEA CRUISES

- 8 day Dalmatian Islands from \$880pp
- 8 day Greek Islands mega-yacht from \$1,850pp

Call 1300 363 554

BEYOND TRAVEL

discover more...

Surprising Moments

Click to PLAY

MACAU

MACAU GOVERNMENT TOURIST OFFICE
www.macautourism.gov.mo

TOUCHING MOMENTS EXPERIENCE **MACAU**



Oceania joins ICCA

THE International Cruise Council Australasia has today announced that its newest cruise line member is Oceania Cruises, which has joined as a full Category A member in its own right.

The move comes in the lead-up to the National Cruise Week which kicks off on Mon, with ICCA gm Brett Jardine saying Oceania would benefit greatly from its membership, particularly with *Marina* making its Australian debut next year.

More details, plus other cruise news in today's *Cruise Weekly*.

Capital cities strong for domestic

AUSTRALIA'S domestic tourism scene is showing positive signs of a recovery over a longer term, however the short term forecast remains subdued, according to the Deloitte Access Economics Tourism and Hotel Outlook Q3 of 2012, published today.

The report by the professional services firm has revealed a 5.4% jump in overnight trips and 6.1% spike in domestic visitor nights for the Mar quarter, with average occupancies reaching 65.8%, the first time the figure has surpassed

pre-GFC levels set in 2007.

Growth was restricted largely to major capital cities, with average figures pushed higher by results closer to 80% set by Sydney, Brisbane, Melbourne and Perth.

There was no mention of a slowdown in the mining boom affecting Perth occupancy rates, with new developments expected to maintain consistent figures.

The report found positive short term investment strategies in alleviating capital city room supply shortages at a rate of 1.2% per year, with demand continuing to exceed room supply to the tune of 1.9% per year.

Sydney was a particular concern, citing occupancy forecasts of 88% by Mar 2015 and prospects of Sydney hotels remaining "close to full several nights per week".

Signs of a slowdown in outbound international travel numbers from Australia carried with it concerns of the country's future reliance on international tourist expenditure, particularly from emerging Asian economies.

Key growth areas include China and India, while Malaysia and Indonesia were also identified as strong performers, with the latter forecast to grow by 7.1% per year over the next three years.

QATAR AIRWAYS RECRUITMENT

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

As one of the World's 5-star airline and fastest growing carriers, 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.

Sales Executive (Corporate) (PER based)

Sales Executive (Leisure) (PER based)

The successful candidate is ambitious, target driven, able to maximize commercial success, surpass allocated targets in his/her area of responsibility and create maximum awareness of Qatar Airways products and services.

We require 3 or more years of professional sales experience, preferably in the airline industry, with proven knowledge of MS Office application, negotiation and presentation skills. GDS system and ticketing skills will be an advantage.

Admin Assistant (PER based)

Representing the Perth office, the Administration Assistant is responsible for assisting the station in the day-to-day admin functions while promoting high standards of corporate values through correspondence, telephone and personal contact.

The candidate must have the ability to interpret a variety of instructions, maintain confidentiality and make independent judgments/decisions in absence of supervision.

We require a minimum of 2 year experience in an administrative role with excellent spoken and written English skills. Certificate in computer applications and administration services is preferred. Industry knowledge in reservations will be an advantage.

Reservations and Ticketing Agents (PER based)

The successful candidate is responsible to sell and serve customers professionally through telephone contact or in person. Exceed customer expectation, generate revenue, and deliver Qatar Airways renowned 5-star service.

We require a minimum of 2 or more years customer service experience in an airline / travel industry/ hospitality organization. IATA or airline basic tariff and pricing course as well as experience with Amadeus will be an advantage.

Applicants must have the right to live and work in Australia.

Please send your detailed CV to employment@au.qatarairways.com by 10 Sep 2012. Only those candidates that have made the shortlist will be advised.

WIN YOUR AMERICA FIX ON ROUTE 66 WITH COSMOS!

Share your celebrity moment with us & you could win a trip for two to America including a 16 day tour & flights, courtesy of Cosmos.

See facebook.com/traveldaily or traveldaily.com.au

for more details on this great prize and how to enter



Ashlee Simpson, Australian Travel Centre is pictured with the Packed to the Rafters stars
Terms & Conditions apply

Travel Daily on location in Vanuatu

Today's issue of *TD* is coming to you from Port Vila, courtesy of the Vanuatu Tourism Office.

TRAVEL Daily is this week on location on the enchanting island of Espiritu Santo, courtesy of the Vanuatu Tourism Office and Air Vanuatu for the annual Tok Tok roadshow for the destination.

Today, the delegates did some island hopping before flying to the nearby islands of Tanna and Espiritu Santo, in which *TD* joined in with the Santo group, the largest of Vanuatu's many islands.

At Luganville, the main town here, life is in the slow lane, so much so that there are no traffic lights anywhere on the island.

"We just use our eyes," laughed our driver.

It's a mecca for divers who flock here to explore ship wrecks and thousands of tonnes of war surplus that was dumped by US forces in World War II.

Divers boast the *SS President Coolidge*, a 22,000-tonne luxury liner which was sunk just off Santo's coastline, is one of the best marine sites in the area.

The island is only a 45min flight from Vila and also caters for non-divers, whose days can be spent enjoying a number of activities such as snorkelling, kayaking or exploring untouched rainforests, or of course lazing on miles of empty white sand beaches.

If you want to feel like Robinson Crusoe, the island of Espiritu Santo is perfect for you.



ABOVE: Cassandra Marshall from Omniche Holidays in Brisbane is "speared" on arrival into Espiritu Santo.



GRADUATION festivities took place last night at Sydney's Sofitel Wentworth Hotel for the NSW based agents who successfully completed the Rail Plus "Rail Expert and French Specialist Program" for 2012.

From 150 applicants, 35 were chosen to participate in the educational program, in which they were required to complete

eight modules over eight weeks.

This year, the course was sponsored by French Travel Connection, who provided three modules in the program; Emirates, who tested applicants with a module of their own; ATOUT France, who devised a module, and Rail Plus, who ran the program & quizzed applicants with a further three modules.

Over the four years the program has been operated, it has seen a 100% success rate and now boasts more than 140 Rail Experts around Australia.

Graduates of the program each receive a Eurail Global Pass to use for their own travels, a certificate of their achievement as well as the ability to promote themselves in their agencies as Rail Experts to handle their clients' rail bookings.

The top four point-scorers will be invited to join with sponsors to participate in an exclusive European rail famil in France in Nov, with an overall winner of two EK tickets to Europe & rail tickets announced in Brisbane tonight.

Five of the six members of the class of 2012 are **pictured** above (Sarah Pogson, Travelscene Kogarah was unable to attend), with course sponsors, from left in the back row is Ivette Velasco, Emirates; Greg McCallum, Rail Plus; Lea Granado, ATOUT France; Matt Symonds, Rail Plus; Melanie Birch-Inwood, Travelworld Newcastle; Jane Thistlethwaite, Harvey World Travel Bankstown; Kate Dickson, Flight Centre Groups NSW/ACT and Jessica Halliday, Rail Plus.

Front Row: Kellie Woodward, Reis & James Travel Associates; Camilla MacInnes, French Travel Connection and Jacqui L'hostis from New England Travel Centre.

WIN AN IPOD SHUFFLE!



Every day this week **Travel Daily** is giving one lucky reader the chance to win a 2GB iPod Shuffle, valued at \$55, courtesy of **Travel Trade Recruitment** - the recruitment specialists for the travel industry.

For your chance to win be the first person to send in the correct answer to the daily question below.

Name two training courses available with TTR?

Email your answer to TTRcomp@traveldaily.com.au
Hint! Visit www.traveltradejobs.com.au
Congratulations to yesterday's winner, Joe Seddon, from **RAC WA**.



Connecting for free

ACCOR will dump charges for in-room internet access in 500 of its European hotels, following survey results showing free access is a key factor in choosing a hotel.

Thursday 30th Aug 2012

Industry Appointments



inPlace
RECRUITMENT

For the top travel jobs

inplacerecruitment.com.au

THIS week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Hertz has announced the appointment of **Claire Flack** to the position of Travel Distribution Manager for Australia & NZ. Claire will assume the post soon to be vacated by Kevin Doyle, who will this week retire after 24 years with the company in the role of Int'l Sales & Marketing Manager.

Tammy Marshall has last week announced she will join **Carnival Australia** as the company's new Senior Vice President. Marshall will be responsible for driving commercial operations when she joins from Oct.

Sunshine Coast Destination Ltd will next week welcome **Jan Foletta** to the role of Trade and International Manager. Foletta joins SCDL on a temporary basis, filling in for Gemma O'Brian who is on maternity leave.

Emirates has welcomed two new members of its Sales Team, with **Byron Caygill** joining as the airline's new Sales Executive in Canberra, and **Kate Hunter** on board as Corporate Sales Executive, based in Sydney. The carrier has also appointed a new District Manager for SA and NT in **Paul Jury**, who has been with the carrier for ten years, based in Melbourne.

Iconic Blue Mountains restaurant **Darleys** has inducted a new head chef in **Lee Kwiez**, who brings a European flavour to his new role from experience working in restaurants across the continent.

Halekulani Corporation, which operates the luxury Hawaiian property bearing its name in addition to the Waikiki Parc, has named **Ulrich Krauer** to the general manager position of the Halekulani.

Former aerospace engineer John Wojick has been appointed by **Boeing** as its new Senior Plane Salesman, tasked with outselling arch-rival Airbus.

Canberra's boutique **East Hotel** has a new general manager in **Todd Handy**, an American native who joins, bringing a background in US hotels.

The World Travel and Tourism Council has a new Business Development Manager in former Manchester Airport marketing director **Caroline Plant**.

Ahead of its 15 Sep opening, the **St Regis Mauritius Resort** has appointed its Director of Guest Experiences and Butler Services in **Amaud Glannes**.

TRAVEL TECH

**\$549 + GST
GREAT VALUE**

FOLLOW THE MONEY

Sydney, Friday, September 7.

● Compelling Program ● Excellent Speakers ●
Great Networking ● TRAVELtech Amadeus Web Awards

VISIT WWW.TRAVELTRENDS.BIZ FOR INFO & BOOKINGS
OR CALL BLUEWATER PRESS ON (02) 9882-1575

Fly in to Machu Picchu

PERU'S President Ollanta Humala has signed legislation to earmark land for the construction of a new airport near Cusco, near to the popular tourist hotspot of the Machu Picchu Inca ruins.

The current airport is only able to handle daytime flights, with the government set to contribute £290m (AU\$442m) towards the new facility.

Accor defies markets

ACCOR has reported a 10.1% year-on-year jump in first half EBIT results of €212 million.

The group saw the highest growth in budget properties, with a 4.5% spike in revenues, flying in the face of global market worries.

Results were heavily shaped by the acquisition of Mirvac, which saw 141 hotels, or 20,700 rooms added to the group's inventories.



Associate Market Manager

The Associate Market Manager is a Sydney based role responsible for building revenue growth and developing and sustaining strong hotel partner relationships within their assigned markets.

Required Experience:

- Related industry experience and college degree; or equivalent degree in Hospitality or Revenue Management

Critical Competencies:

- Relationship Management: Establishes and builds healthy working relationships with partners.
- Passion for Results: Driving high standards for individual, team, and organizational accomplishment; tenaciously working to meet or exceed challenging goals; deriving satisfaction from goal achievement and continuous improvement.

To apply, please email your CV to Aiko Leung at aileung@expedia.com

HK Wine with Wendy

WENDY Wu Tours has formed a partnership with the Hong Kong Tourism Board to create a special itinerary focusing on the Hong Kong Wine and Dine Festival, taking place in Nov.

The 4-day package, dubbed "Hong Kong in Focus", is priced from \$525ppts and includes three nights accom and two days of sightseeing at a time when many hotels will be holding food and wine promotion and festivals.

For details, phone 1300 727 998.

New Princess keel laid

PRINCESS Cruises has started construction on the second of its new generation of vessels with the keel laying ceremony taking place at the Fincantieri shipyard in Italy overnight.

The new 3,600 passenger, 141,000 tonne vessel will be named *Regal Princess* and is set to debut in the first half of 2014.

Aerolineas DOT fine

THE US Department of Transport has fined Aerolineas Argentinas US\$50,000 for failing to include government taxes in local airfare price advertising.

Airfares advertised in the US have been required to include all fees & taxes from 26 Jan this year.

Qld hosts Indian trade

QUEENSLAND is hosting 39 travel industry representatives from India over the next two weeks, showcasing a variety of regions to the delegation.

Ahead of often-announced resumption of Air India flights to Australia, the groups will visit Brisbane, the Gold Coast, Tropical North Qld and the Whitsundays.

Aussies up to Canada

CANADIAN Tourism Commission has reported a 7% increase in Aussie visitors to the country through 2011 in its official stats report, released late yesterday.

Approx 216,000 Australians headed to Canada last year, while unsurprisingly, the US was the number one int'l visitor market.

Numbers from the UK and Korea declined, while Japanese arrivals plummeted due to a lack of travel overall due to the Mar tsunami and earthquake.

Silversea adds ports in 2013

SILVERSEA will introduce 10 new ports of call including Port Arthur, Tasmania; Fukuoka, Japan; Sabang, Northern Sumatra; Laipeda, Lithuania; Saaremaa, Estonia and Soller de Majorca, Spain in its 2013 program.



Showcased yesterday at an intimate lunch at Quay restaurant in Sydney, Karen Christensen, gm and director of sales marketing Australasia, announced the release of the 2013 Silversea Voyage Atlas and for the first time, a dedicated Expedition brochure.

The standalone 43-page Expedition booklet features descriptions of 27 cruises across over 28 ports to some of the world's most remote destinations, onboard the *Silver Explorer*.

The classic cruises onboard *Silver Cloud*, *Silver Wind*, *Silver Shadow*, *Silver Whisper* and *Silver Spirit* feature more than 200 sailings to over 450 destinations across seven continents.

Christensen said "We are constantly searching for new and secluded harbours to visit, which are inaccessible to other large cruise ships," a trait that keeps the repeat guest numbers high, currently at 62%.

"The Mediterranean and Northern Europe remain our biggest sellers, but Alaska is also a sell out each year... we have noticed growing interest in South American cruising, South Africa and Northern Asia... [but] the big hit is expedition cruising" Christensen added.

"2012 has been a very successful year for Silversea passenger growth from this market, and advance bookings are already on track for a rewarding 2013."

The 'ultra luxury' cruise line has introduced lower solo traveller fares across more destinations and sailings in 2012/13; onboard spending credits are now available over every sailing in the classic fleet and additional culinary arts and wine series voyages are being offered in 2013.

Pictured above with Karen Christensen are Silversea's Marketing Executives, Carla Oscuro and Kim Salt.



E-Marketing Executive

Tourism Ireland markets the island of Ireland overseas as a tourism destination. We are currently looking for an E-Marketing Executive to manage Tourism Ireland's online strategy, website management and new technologies for Australia & New Zealand and have responsibility for initiating and implementing marketing projects.

This position is based in Sydney and the salary scale is AUD\$80,142 - AUD\$90,711.

Interested?

Please find Role Profile and Application Form on our website www.tourismireland.com/jobs.

Screening is by Application Form only. Completed applications should be forwarded to Jennie Devlin at jdevlin@tourismireland.com.

CLOSING DATE for receipt of applications is 12.00 noon (GMT) on Friday, 14th September 2012. Late applications will not be accepted.

Scoot to lift China

SINGAPORE-based LCC Scoot is set to boost its network in China, with the launch of flights to Qingdao and Shenyang expected to be announced shortly.

Yum cha with China Southern



LAST night China Southern Airlines once again showed off its new Sydney digs, with a special Yum Cha celebration showcasing Cantonese food and the airline's rapidly growing local operation.

Four floors of the office at 120 Clarence Street are occupied by the carrier, which has space for significant expansion.

CZ currently has more than 100 staff in Australia and NZ, with 38 weekly flights and a target to grow this to 55 which will be achieved through expansion of services at existing ports (SYD, MEL, BNE, PER, AKL and shortly CNS) as well as "possibly new destinations," according to Bill Bryant, CZ mgr corporate affairs.

Australia is a key focus for CZ, with the carrier's Guangzhou-

based president citing the operation here as the model for its global expansion.

GM Henry He told guests last night that the carrier "gets a little better every day" as it continues its evolution from a VFR-focused operation to that of one carrying increasing numbers of westerners.

The strong growth is coming despite China Southern this week reporting that profits for the first half of 2012 plummeted 85% to \$64m, compared to a \$419m result for Jan-Jun 2011.

The carrier blamed a weakening economy, increased competition and higher fuel prices, and said it expects conditions to persevere for the second half of the year.

Pictured above from left at last night's event are Anthony Haworth, Captain Cook Cruises gm with Henry He and Bill Bryant of China Southern.

New Far East portal

SINGAPOREAN hotel group Far East Hospitality has launched its new website in Australia, and for a limited time will offer 40% off its Best Available Rate for room reservations processed online between 28 Aug - 03 Sep, for stays from 01 Sep to 03 Mar.

See www.stayfareast.com.au.

WIN A TRIP FOR TWO TO MAURITIUS

Throughout August, **Travel Daily** is giving readers the chance to win a fabulous Mauritius holiday package for two valued at \$5300, courtesy of **Beachcomber** and **Air Mauritius**.

The prize includes two return economy class tickets flying Air Mauritius ex Perth; six nights twin share accommodation in a Superior room at the 4½ star Le Victoria Hotel; breakfast and dinner daily at the resort; selection of free water and land sports including water-skiing, sailing, wind-surfing, pedal boats, snorkelling & glass bottom boat trips, tennis, gymnasium; nightly entertainment; travel wallet and documentation.

Every day **Travel Daily** will ask a different Mauritius-related question – just read the issue and email us your answer. There will be 23 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Mauritius holiday.

Email your answers to: mauritiustrip@traveldaily.com.au

Q.22: What award did Air Mauritius achieve at the 2012 World Travel Awards in Qatar?

Hint! Visit www.beachcomber.com.au/airmauritiustrip



[Click here for more information](#)



AA lawsuit upheld

ORBITZ, Sabre and Travelport have had a request to dismiss an antitrust lawsuit filed by American Airlines rejected.

The carrier has lodged papers accusing the trio of operating a monopoly in how its flights and fares are distributed to agents.

A US Federal Judge agreed with American Airlines in that it had adequately alleged that the three defendants had "engaged in a conspiracy to protect their market power".

Spokespeople for the companies said they would continue to "vigorously defend [them]selves against these baseless and meritless claims".

AAPA Jul growth no's

TRAFFIC figures for the month of Jul have been released by the Association of Asia Pacific Airlines, showing continued growth among the region's carriers, who flew 18.5m pax, up 4.9% year-on-year.

Capacity grew by 3.5% thanks to increased services by some airlines on shorter, regional routes, which led to a marginal decline in load factors, down 0.3% to 80.6%.

Aussies loving Kenya

KENYA has posted a 10.4% rise in Australian visitor numbers for the first half of 2012, propping up the country's total figures, which posted a 2.9% increase overall.

Supplier Updates

WELCOME to *Supplier Updates*, **Travel Daily's** new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.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.

PO Box 1010, Epping, NSW 1710
Phone: 1300 799 220 Fax: 1300 799 221

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

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

Travel Daily Group:

CRUISE
WEEKLY

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

Travel Daily TV

Pharmacy
DAILY

HOT ROLES OF THE WEEK

Support Travel Consultant Brisbane, QLD	\$38,000 - \$42,000 + Super	CLICK FOR MORE
Corporate After Hours Consultants Brisbane, QLD	\$30,000 - \$35,000 + Super	CLICK FOR MORE
Senior Travel Consultant Brisbane, QLD	\$44,000 + Commission + Super	CLICK FOR MORE
Corporate State Sales Manager Brisbane, QLD	\$80,000 Base + Fully Maintained Vehicle + Commission + Super	CLICK FOR MORE
Corporate Business Development Manager Sydney, NSW	\$70,000 - \$75,000 + Super	CLICK FOR MORE
Assistant Team Leader - Corporate Travel (Groups & Events) Sydney CBD, NSW	\$60,000 + Super + Commission	CLICK FOR MORE
Ticketing Supervisor Perth, WA	Up to \$50,000 + Super	CLICK FOR MORE
Retail Travel Consultant Perth, WA	Up to \$50,000 + Super (\$90,000 OTE)	CLICK FOR MORE

CASUAL ROLES

Corporate Travel Temp Sydney CBD, NSW	Up to \$27 per hour + Super	CLICK FOR MORE
Retail Travel Consultant Brisbane Inner Suburbs, QLD	Up to \$25 per hour + Super	CLICK FOR MORE

TMS... A SUCCESS STORY SINCE 1994



 Head Office: Level 10, 109 Pitt Street, Sydney, NSW, 2000

 NSW/WA/TAS: (02) 9231 6444 • QLD/NT: (07) 3221 9916 • VIC/SA: (03) 8495 2179

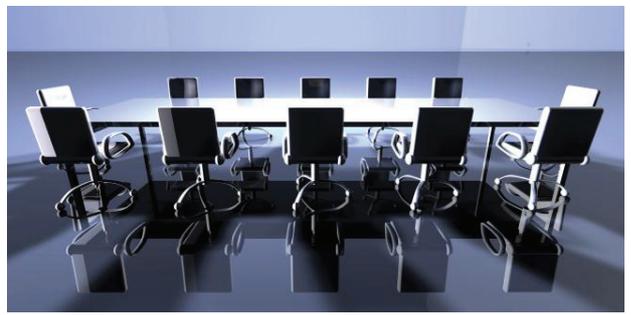
 nswjobs@tmsap.com

 www.tmsap.com

 Linked Us

 Like Us

 Follow Us



EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

EARN WHAT YOU DESERVE

CORPORATE BUSINESS DEVELOPMENT

BRISBANE - SALARY PACKAGE OTE \$130K - \$170K+

Our client is willing to pay for your skills and ability so don't delay! You will need to be at the top of your game in business development and have a strong background in developing key pipelines, tender presentation and securing those large business wins. If you have what it takes speak to AA today about getting the right salary for your expertise. A leading brand that ticks all the right boxes for you!

PRODUCT EXTRAORDINAIRE

PRODUCT MANAGER

SYDNEY – GREAT SALARY

Looking for a new challenge with an exciting new company that offers loads of career development? This product role will be suited to a key negotiator who has a strong commercial focus and a background in closing agreements. You will need in depth experience in contracting, excellent analytical skills and high level communication skills. Great salary and company benefits on offer to the right person.

INVENT OUTSTANDING EVENTS

PROGRAM/EVENT MANAGEMENT

MELBOURNE – PKG TO \$85k

Don't look any further; this is the role you will want to secure. Working for this first class operator will be a highlight on your CV. You will have responsibility for creating and managing small and large programs throughout the year where you will be directly responsible for client management and ensuring the program implemented is the clients' requirements. Onsite travel is required and Events Pro system knowledge.

EVENTS - TAKE THIS TOP SPOT

EVENT DIRECTOR

SYDNEY – SALARY PACKAGE OTE \$100k

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. Experience with offshore destinations is essential.

BUILD THOSE LASTING RELATIONSHIPS

CORPORATE ACCOUNT MANAGER - TMC

MELBOURNE- SALARY PACKAGE \$100K+

On the lookout for an account management role which has an edge of difference? With a blend of both account management and sales, you can dabble on both sides but mainly focusing on client relationship and retention. You will be able to facilitate all your clients' needs and resolve issues which may arise. A small part of your role will entail driving new business and presenting to potential clients.

ACCOUNT MANAGEMENT RUNNING HOT

CLIENT RELATIONSHIP MANAGERS – CORPORATE TRAVEL

SYDNEY- SALARY \$85k plus

Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be paramount for these top level clients along with your negotiation skills to be able to offer solutions and formulate reporting requirements. With a portfolio of interesting clients to manage you will love this role for you today in Sydney.

SET WAVES CRASHING

CRUISE MARKETING COORDINATOR

BRISBANE – SAL PKG to \$55k + BONUSES

As a highly skilled senior cruise professional you will have the ability to work alongside the National Manager responsible for delivering and distributing national marketing campaigns for this brand. Playing a key role in delivering on excellence and setting the brand apart you will know how to manage multiple relationships and be able to implement unique campaigns to drive business further forward

REPRESENT THIS SUPERIOR PRODUCT

SALES EXECUTIVE

SYDNEY – SALARY PACKAGE TO \$70k + benefits

Be quick to snap up the role that everyone wants! This superior product is the reason you joined sales. Your agents will always be warm and welcoming with this product in your hands. With your ability to manage a NSW territory along with your counterparts you will be confident presenting at expos, info nights and conferences. Brilliant travel benefits and overseas trips come with this role.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Anna Veitch
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



Working in partnership with the Australian Travel Industry

Wholesale Travel Consultant

Brisbane - \$Competitive + Super + Bonus - Ref 2222A

A niche travel wholesaler in the CBD is looking for a travel industry professional to join their team. You will ideally have good international travel knowledge and a keen enthusiasm for this industry. You will be working in a wholesale environment, working towards sales targets and offering excellent customer service. In return a competitive salary, plus super and bonus is on offer to the successful candidate. Apply with your CV today or call me for a confidential chat.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

International Travel Consultant (Junior)

Sydney - \$32.5-35K + Super - 2265-NCR

We are looking for an exceptional junior candidate, who has just finished studying travel and tourism and is looking for their first big break! Ideally you would have some experience - anything would be considered but you MUST speak Italian. This could be a full or part time role for the right person. This is a fun office focusing on Europe- hotels, tours and cruise! Exceptional customer service skills are needed and also need full work rights for this role.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

International Travel Consultant

Canberra - \$DOE+ Super + Targets - Ref 2264-NCR

We have some exceptional corporate and retail roles available in Canberra for all levels of experience. Our clients are looking for sales focused candidates with exceptional customer service skill. Strong GDS with fares and ticketing would be needed as well as amazing product knowledge, including hotels, tours and cruise. You would also need to be an amazing team player and have exceptional communication skills, both written and verbal.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Worldwide Travel Consultant

Adelaide - \$40-45K + Super + Incentives - Ref 5067

Do you have great all-round destination knowledge, especially European? If you are passionate about travel and want a role which offers variety, this is for you! Selling face to face and over the phone, you will work to targets for an established, reputable travel company, whilst utilising your GDS skills. You'll be able to meet deadlines, be organised and want to create a suitable itinerary for your leisure clients. Great basic and incentives offered.

For more information, please call Claire on (02) 9113 7272 or click [APPLY](#)

Senior Travel Consultant

Gold Coast - \$40-50K + Super + Bonus - Ref 3117A

Do you have extensive travel industry experience with long haul, high end and luxury bookings? Yes, then this could be the role you have been waiting for. A niche travel agency on the Gold Coast is looking for an experienced Senior Travel Consultant to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me confidentially to discuss your next career move and this rare opportunity in the Queensland travel market.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Corporate Business Development Manager

Sydney - \$Negotiable + Super + Targets - Ref 220

Climb the corporate ladder today! If you are an experienced Business Development Manager in the travel industry, have acquired new travel business and have worked to sales targets, I want to hear from you! You will implement strategies and develop relationships with leading corporate clients. The hungry sales professional will have solid experience sourcing new business, building relationships and want to work for this leading and global travel company!

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Senior Travel Consultant

South Melbourne - \$50K + Super + Targets - Ref 198

Get more out of your retail agency career! This reputable and leading travel agency is looking for a Senior Travel Consultant to join their busy team. Located in South East Melbourne, you will book international and domestic travel for walk in clients and offer outstanding customer service skills. The ideal consultant will have solid CRS skills, good fares experience and have excellent worldwide destination knowledge. You can expect a competitive salary and rewards.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Reservations Consultant

Perth - \$40-45K + Super + Incentives - Ref 5067

Are you driven by targets and earning \$\$\$ for your sales? Do you want to work in a face-paced, great team atmosphere? We are looking for Travel Consultants who want to be part of a rapidly expanding successful travel company! You will sell a variety of holidays, with enquiries generated from the website, to earn a highly competitive basic salary as well as super and with a realistic OTE of \$55K to \$90K pa!

For more information, please call Claire on (02) 9113 7272 or click [APPLY](#)

**Find your ideal travel job at www.TravelTradeJobs.com.au
or download your FREE Travel Trade Jobs App
(Available on Apple & Android Smartphones)**