



Are you leaving your clients up in the air?

[Click here to discover more >](#)

PLUS

Find out how you can win up to \$1,000 in shopping vouchers prior to Christmas

Bring the mobile world into your business success with Abacus Mobile



enquiries@sabrepacific.com.au



Travel Daily

First with the news

Monday 3rd December 2012



CLICK HERE TO FIND OUT MORE

Where are your clients?

TODAY'S *Travel Daily* includes a special 'cover wrap' posing the question of whether travel agents are "leaving their clients up in the air" - with an opportunity to win shopping vouchers just in time for Christmas - see the **front page**.

TA QF deal details revealed

TOURISM Australia has clarified the value of its marketing agreement with Qantas - controversially suspended last week by QF ceo Alan Joyce - which has been widely reported in consumer media as worth a hefty \$44 million a year.

That's not in fact the case, with QF's cash contribution to joint marketing with Tourism Australia under the deal worth just \$5 million annually.

A Tourism Australia spokesperson told **TD** that the \$44m figure is a three year cooperative marketing pact, with the figure including contributions from both TA and Qantas.

Each year under the deal, both Qantas and Tourism Australia provide \$5m in cash - totalling \$15m each over three years - with the balance of the \$44m figure provided in the form of Qantas flights to support famils and other events.

Tourism Australia also pointed out that the cooperative marketing is used for mutual benefit, with the ads strongly promoting Qantas flights.

Other carriers appear keen to step into the breach, with Virgin Australia ceo John Borghetti on Fri confirming talks with TA chair Geoff Dixon about expanding Virgin's existing partnership with Tourism Aust (**TD** breaking news).

It's understood that some programs, previously expected to be covered by the QF/TA deal, are already in the early stages of planning as joint Virgin Australia campaigns.

Tourism Australia has also confirmed approaches by other airlines including Air NZ, Etihad and Singapore Airlines about lifting their levels of partnership with the tourism organisation.

Two more for Viking

VIKING River Cruises has ordered two more 'longships' for delivery in 2013, taking its new-build ship total to be launched to 10.

Viking Baldur and *Viking Magni* will sail from Amsterdam to Budapest from Aug next year.



Cruising from Australia will never be the same again.

Celebrity Solstice arrives this week.

Celebrity X Cruises

Visit celebritycruises.com.au

viva! holidays
viva life!

Have your clients booked their school holiday trip?

Discover Vanuatu packages and more!

Hurry, availability is limited!



Click here for more information or call 13 27 87

*Conditions apply

New hotel for Sydney

NSW Tourism Minister George Souris has revealed the planned Sydney International Convention, Exhibition & Entertainment Precinct will feature a new hotel.

Speaking with **TD** yesterday, Souris confirmed talks are well underway for a new build hotel within the SICEEP project, with the property "approaching the 5-star [rating], as opposed to a certain 5-star."

Souris was unable to name any specific hotel brand linked with the project, but the SICEEP website indicates Hilton Worldwide as one member from a group of two, pitching for the redevelopment.

More Souris comments on **pg 7**.

Today's Travel Daily

TD today has seven pages packed with news & photos, a special **front full page** plus full pages of jobs: (**click**)

- AA Appointments
- Travel Trade Recruitment

MEGA FAMIL

100 PLACES TO EUROPE & ABU DHABI

- Exciting 12 day itinerary departing 7 Mar 2013.
- Visit London, Abu Dhabi + More
- Any booking made Trafalgar, Insight Vacations, Contiki Holidays & Creative Holidays between 8 Oct & 14 Dec 2012 will earn you an entry into the draw.
- Combine with an Etihad (Europe) or Virgin Australia flight for a bonus entry into the draw.

Click here for more information

INTRODUCING ABACUS MOBILE.

Sabre Pacific

Part of the Sabre Pacific service suite of products.

Stay connected to your customers during urgent or critical situations even when you are out of the office with a purpose built mobile point-of-sale solution available to all Sabre Pacific customers NOW!



Available now to all Sabre Pacific agents. Contact us to find out more enquiries@sabrepacific.com.au



Helpdesk Support Contract

- 6 month contract, Sydney CBD
- Starting immediately
- Galileo, CTE & Ticketing
- Salary \$47K + super

Contact: Ben Carnegie
02 9278 5100
ben@inplacerecruitment.com.au



[click here for details](#)

Travel Daily

First with the news

Monday 3rd December 2012

New Caledonia
Return airfares with Aircalin,
4 nights at Le Lagon Noumea,
return airport transfers

\$985 pp Call 131 222

Aircalin Creative Holidays
* Conditions apply [CLICK HERE](#)

Travel insurance focus

CONSUMER group CHOICE has released a review of selected travel insurance policies, and is urging consumers to ensure they read the "fine print" to ensure they are covered.

In particular CHOICE highlighted exclusions for pre-existing medical conditions and activities such as skiing which aren't covered under many policies.

A media release about the review also stressed that no policies provided protection for travel agent insolvency, with CHOICE reiterating that it "continues to campaign against the NSW and Victorian governments' push to abolish the Travel Compensation Fund".

APT adds small ships

APT has released its first ever small ship expedition cruising brochure, with the move following its recent investment in Noble Caledonia and its *Caledonia Sky* and *Island Sky* (TD 13 Jun).

The *APT Luxury Small Ship Expedition Cruises 2013-14* program includes *Caledonia Sky* cruises in the Kimberley, Papua New Guinea, Indonesia and Japan, while the *Island Sky* offers a Cuba circumnavigation - see www.aptgroup.travel.

Lots more brochures on [page 6](#).

Turkish hub trumps Dubai

TURKISH Airlines has flagged the possibility of reopening flights to Australia within the next three years as it begins taking delivery of new aircraft.

And President and ceo Dr. Temel Kotil has promised when TK does launch an Australian operation, it will offer an enhanced product than what's currently available.

Melbourne and Sydney are two "very important" cities Turkish Airlines wants to broaden its network, Kotil told *Travel Daily* exclusively at a Star Alliance event in China last week.

Kotil flagged 2014/15 as a likely launch window, saying right now the market is currently over-crowded with capacity.

"That coming together of Qantas and Emirates tells us there is no taboo in the airline business.

"Anybody could come together," the TK boss suggested.

"Their tie-up will bring better product to the market, and any potential build up [of capacity] will disappear," Kotil said, adding next year and most likely 2014 as already out of the reach for its own operation.

Perth may also be on the radar and serviced from Istanbul, with current aircraft in its fleet - such as the Boeing 777 - already capable

of flying the route non-stop.

The WA capital is however "less tasty, passenger wise," he said.

"If we started in any cities in Australia, if we were brave enough we'd start tomorrow," Kotil admitted.

He said Turkish Airlines would bring a better product to the table than what is offered by either Qantas and Emirates.

"Because we cover Europe so extensively, with flights to about 100 destinations - 3 or 4 times that of Emirates - it would mean if we flew there, we'd get results.

"But right now, we are too busy with other things," including the opening of new hubs in Mexico City and San Francisco.

"It could be in 2014/15 that we turn our attention to the east," he revealed to *Travel Daily*.

"When we come back we'll give the guarantee that our offer on all our spec will be better than all the others," Kotil predicted.

Delta, AF/KL eyeing VS

DELTA Air Lines is believed to be interested in taking a significant stake in Virgin Atlantic, after approaching Singapore Airlines about buying its 49% VS stake.

According to a report in the UK's *Sunday Times*, if DL succeeds in its bid there's speculation that DL's SkyTeam alliance partner Air France-KLM would purchase Sir Richard Branson's 51% holding in the carrier he founded in 1984.

New Cambodia record

CAMBODIA has welcomed 2.86m tourists in the first half of 2012 - a 24% year-on-year spike, the country's Ministry of Tourism has said, with visitation on track to hit a new record of 3.3 million by year's end.

A STAR ALLIANCE MEMBER

A reason for your clients to visit NZ right now:

\$150 off

return flights to **new zealand**

To book refer to your GDS

SALE ENDS 4 DEC

AIR NEW ZEALAND

Promo code, travel periods and conditions apply

Travel & Cruise Consultant (Reservations) - Sydney CBD

Travel the World Pty Ltd is a GSA and preferred sales agent for a great range of cruise and tour products.

If you are a motivated, sales focused person with excellent customer service skills who wants to:

- Be part of a focused, motivated team
- Take the next step in your travel career
- Always learn & be challenged

We'd love to hear from you!



If this sounds like you, please contact careers@traveltheworld.com.au by Thursday 6th December

WORKING FOR MYSELF MEANS MORE MONEY IN MY POCKET

KIM MASON

DISCOVER A NEW WAY OF WORKING IN THE NEW YEAR. CALL SUZANNE ON 1800 019 599 OR JOIN.TRAVELMANAGERS.COM.AU

Wishing you a Merry Christmas from **TRAVELMANAGERS** the smarter choice

The travel recruitment specialists

SENIOR TRAVEL CONSULTANT
 Sydney, Melbourne, Brisbane & Perth
 Reputable travel brand
 Personable office culture

traveldaily@camrecruitment.com.au

C&M TRAVEL RECRUITMENT 02 8272 5400

Now Recruiting
 National Account Manager TMCs - Sydney
 Corporate Sales Manager - Sydney

For more details:
 Click here




ABOVE: Captain Richard De Crespigny - the Qantas "hero pilot" who was in charge of the QF32 A380 when its engine disintegrated shortly after departing Singapore just over two years ago - was one of the inspirational speakers at the recent Jetset Travelworld Network conference in Las Vegas. Themed "Showtime," the event welcomed more than 400 delegates and was held at the trendy Cosmopolitan hotel, with Qantas one of the major sponsors of the gathering, which also featured a presentation from Captain James Lovell who was the commander of the ill-fated Apollo 13 space expedition.

JTN gm Julie Primmer is pictured above with Captain De Crespigny and Karen Tsolakis, Qantas head of Industry and Corporate Sales who was also one of the presenters.

Quick visa for the rich

A PRIORITY visitor visa approval process for wealthy Chinese tourists entering New Zealand in place with China Southern Airlines may be expanded to Air New Zealand, the carrier has said. Talks are underway, with PM and Tourism Minister John Key saying the govt is willing to talk to the carrier on establishing a similar agreement for Air NZ.

Scrutiny on resort fee

FEDERAL trade regulators in the US have announced a crackdown on the disclosure of resort fees in popular tourist destinations. As a preliminary step, the Federal Trade Commission late last week sent a letter to 22 hotels and resorts across the country warning that their resort fees, which can top \$40 per day, may be in violation of deceptive advertising laws. "The concern is that consumers don't know the true price of the stay before they book," an FTC spokesperson said.

Pax demand stabilises

GLOBAL IATA passenger traffic results for Oct was down on Sep, yet still up 2.8% year-on-year. Passenger traffic in the Asia-Pacific region increased by 1.1% compared to Sep results. "Slowing world trade and weak business confidence are affecting demand for air travel, while Hurricane Sandy delivered a concentrated punch to US domestic & North Atlantic travel, with the impact felt globally," IATA director general Tony Tyler said.

PAL Canada boost

PHILIPPINE Airline has debuted its new route between Manila and Toronto via Vancouver, with the initial three times per week frequencies set to increase to daily effective from 17 Jan.



Window Seat

TRAVELLERS on the new Qatar Airways flights to the Serbian capital of Belgrade (**TD 21 Nov**) should pack extra garlic, after a council in the country's west issued a public health warning that a vampire is on the loose. Apparently an old ruined mill, a popular tourist attraction believed to have once been the home of notorious bloodsucker Sava Savanovic, collapsed recently and locals are worried this may have unleashed the wrath of the mythical creature. The mayor of Zarozje has told all villagers to put garlic above their doors to repel the creature.

WOMEN across Australia have undoubtedly spent this weekend celebrating as their men shaved off the moustaches grown during last month's Movember fundraising activities. However, Chris Ellis from Tramada Systems decided to create a lasting reminder of his mo-growing efforts, getting his NSW Drivers License photo taken while still sporting his cool mo.



Hurtigruten Antarctic Peninsula Expeditions

Experience Antarctica with the world leaders in expedition cruising, Hurtigruten, and Save up to 35% on select 2012/13 voyages!

From just \$4,943* pp/twin share for the 10 Day Classic Expedition including return flights between Buenos Aires & Ushuaia! Or our 13 Day Weddell Sea Expedition from just \$6,428* pp/twin share

LAST MINUTE SALE FARES ON SELECT VOYAGES



Discover the World Cruising | **HURTIGRUTEN**

Contact Discover the World Cruising
 your Hurtigruten Specialist 1800 OCEANS (1800 623 267)
 retailres@discovertheworld.com.au | discovertheworldcruising.com.au

*Prices based on guaranteed inside cabin, are inclusive of the 35% Last Minute Saving on select voyages between 02 Jan & 13 Feb 2013. Last Minute Fares are strictly limited and may be withdrawn without notice. Travel Agent License: 2TA06929 (Discover the World Marketing Travel trading as Discover the World Cruising)

Helen Wong's TOURS



- ✓ All inclusive touring
- ✓ Intimate group sizes
- ✓ Selected departures guaranteed
- ✓ 5 Star Quality at affordable prices
- ✓ Commission on air and land
- ✓ Free bonuses on group tours

Order your brochures with Brochure Flow or call 1300 788 328 or visit helenwongstours.com

Big fine for Airtrade

ONLINE ticketing agent Airtrade has been fined US\$150,000 by the US Department of Transportation for failing to disclose when flights are operated by codeshare carriers.

Hey big Chinese spenders...

A **CHINESE** tourist spent \$175,000 on a single meal last year, with figures shown at last week's ATEC convention confirming the potential big-spending predilections of the China visitor market.

The ATEC/NAB deal to offer the China Union Pay payment system (**TD** Thu) follows the signing of a formal Memorandum of Understanding between Tourism Australia and China Union Pay, which will make it easier for Chinese tourists to shop here.

Some have very deep pockets, with the NAB presenter at the ATEC convention revealing that the single biggest transaction by a tourist using China Union Pay so

far is a whopping \$1.4 million.

The CUP deal is important because it allows Chinese travellers to access significantly more money while overseas.

Outbound tourists from China are limited to exchanging US\$5000 per overseas trip and US\$50,000 per annum, and there are limited facilities to convert into Australian dollars.

By contrast, CUP offers direct RMB-A\$ conversion, has no spending limit at point of sale and is the preferred payment method for Chinese tourists.

Tourism businesses offering CUP as a payment option have already seen marked benefits in both number and size of transactions, with a case study citing Philip Island in Vic which saw a tenfold increase in Chinese New Year sales once UnionPay terminals were introduced.

ATEC md Felicia Mariani said Chinese visitors already spend an average of over \$7000 per trip.

Another Sun property

SUN International will open The Boardwalk Hotel and Spa in Port Elizabeth, South Africa this month.

The five star luxury Garden Route property facing the Indian Ocean has 140 rooms and suites.



Territory Discoveries
.com

Business Development Executive

Want to work with a dynamic team promoting Northern Territory holiday packages that you've only ever dreamed about? Territory Discoveries, the wholesale division of Tourism NT, is recruiting for a full time (*maternity leave contract*) **Business Development Executive** based in Melbourne.

Key Responsibilities:

- Achieve sales targets
- Proactively service & grow all facets of the business with the retail travel sector
- Provide training, attend trade & consumer shows and contribute to the overall implementation of the Territory Discoveries' Business Plan

If you are an energetic & committed team member who has outstanding sales skills and enjoys working in a results driven team – **APPLY NOW**.

Base salary plus incentive scheme.

For a copy of the Job Description and Selection Criteria visit

ONLINE: www.territorydiscoveries.com/careers or

www.tourismnt.com.au/about-us/careers.aspx

ENQUIRIES: Call Alison Conroy on (02) 8281 9620 or 0407 105 072

To Apply: Please forward a current CV and Selection Criteria to recruitment.tourismnt@nt.gov.au with position number listed on the job description, no later than **10 Dec 2012**.

Time to graduate from TIME



THE Travel Industry Mentor Experience, also known as TIME, last week saw the graduation of its seventh crop of young industry professionals and leaders of today and tomorrow collecting their certificates of achievement.

TIME's course sees experienced business leaders plying their skills in the travel industry paired up with the aspiring movers and shakers of tomorrow to impart their wisdom and guidance to help them realise their potential.

Over a period of six months, mentees meet fortnightly with volunteer mentors for two hour structured guidance sessions.

Guest speaker for the graduation ceremony was The Travel Corporation ceo John Weeks,

who offered his congratulations and words of encouragement to the graduating group of mentees.

The latest group of graduating mentees, **pictured** above holding their recognition certificates, consisted of Kelly Toohey, The Travel Corporation; Debbie Ky, Virgin Australia and Leanne Ralston from Spencer Travel, with mentors Ron Rosalky, Andrew Drysdale, Graeme Meacock, Debbie Collins, and TIME Chair Penny Spencer of Spencer Travel.

AC/TK codeshare deal

STAR Alliance member carriers Air Canada and Turkish Airlines have announced plans for a new reciprocal codeshare agreement on the Toronto-Istanbul route.

The arrangement is expected to be rolled out in the second half of 2013, and follows the signing of a letter of intent between the carriers while in Shenzhen last Fri.

Air Canada will place the 'AC' code on Turkish Airlines' flights between Toronto-Istanbul and on to multiple destinations beyond domestically in Turkey and to the Middle East & Africa.

Pending govt approval, the TK code will also be placed on Air Canada's new thrice weekly Toronto-Istanbul service that is expected to launch soon.

The partnership will also allow members of each carrier's loyalty scheme to earn and burn miles on TK and AC services.

CELTIC TREASURES

PORTSMOUTH
to PORTSMOUTH
8 NIGHTS | MAY 25, 2012
Aboard VOYAGER

FROM
\$1,845
PER PERSON



£100*
ONBOARD CREDIT!
NORTHERN WATERS • THE BALTIC
THE MEDITERRANEAN • BLACK SEA

**CLICK HERE
FOR DETAILS**

Voyages
of Discovery

www.voyagesofdiscovery.com

*TERMS & CONDITIONS APPLY

PQQ set for upgrade

PORT Macquarie Airport will this week launch a six-month upgrade works project to improve the destination's tourism marketability and boost regional aviation.

Works will include strengthening and widening of the runway, apron and taxiway systems to accommodate B737 & A320 jets, expanding aircraft parking facilities and the relocation of heliports.

The Federal Govt is helping to fund the upgrade to the tune of \$15m, with \$18.45m contributed by the Port Macquarie Council.

DNSW China strategy

NSW Tourism Minister George Souris has launched a new China Tourism Strategy aimed at the doubling of visitation numbers to the state by 2020, in line with the Federal Govt's Tourism 2020 plan.

Funded by \$15m over four years, the plan will see an increase to the scope of marketing in China, which will spread into regional areas of the nation; supporting the development of new routes in conjunction with major airlines and improving the range of experiences & attractions in NSW.

T/port Android app

TRAVELPORT has released its Mobile Agent 2.0 software on Android smartphones and tablets, with the app now downloadable on the Google Play Store.

Agents still beating the net

DESPITE a growing appetite for social media and travel-related benefits available through its use, more than 48% of consumers polled in a new social media survey prefer to have their travel booked and planned by a licensed agent, according to results shown.

The study was conducted by the Text100 Digital Index - Travel & Tourism and surveyed 4600 people from 13 countries on their social media use and how it related to their booking of travel products.

The survey found that more than 72% of travellers in the Asia-Pacific region used social media to source at least one part of their most recent holiday.

Australian consumers ranked last (30%) in terms of how quickly they adopted social media to help make holiday decisions, while China took top spot, saying online bloggers and reviewers helped 71% of consumers select their next holiday destinations.

Although traditional bricks and mortar agents scored highly, they were outranked by travel TV programs, which 57% of survey respondents said was their main influence in booking their travel.

Six of the countries from which people were surveyed were in the Asia-Pacific region, and included Australia, China (incl Hong Kong), India, Malaysia and Singapore.

French court clears CO

UNITED Continental Airlines has been absolved of criminal blame for the Jul 2000 crash of an Air France Concorde jet at Paris Charles de Gaulle Airport, which eventually grounded the fleet.

A French appeals court overturned the original involuntary manslaughter conviction, but upheld a €200,000 fine, ordering the carrier to also pay €1m in damages to Air France.

"This was a tragic accident and we support the court's decision that Continental did not bear fault", UA said, some two years after another French court found a UA mechanic guilty of the original charge (**TD** 07 Dec 2010).

An engine on the Air France Concorde flight exploded after it sucked in a titanium piece that fell from a Continental flight that took off on the same runway shortly beforehand, resulting in the death of 113 passengers.

Airline & hotel loyalty programs were the least influential in helping consumers decide who to fly with and where to stay.

"Widespread Asia-Pacific enthusiasm for social media is definitely not a signal for the travel industry to invest solely in digital," Text100's regional director for APAC Anne Costello said.

"Standalone promotions and loyalty programs, for example, don't seem to be resonating with consumers any longer [and] they need to be part of an integrated communications approach."

Asia-Pacific respondents held a clear lead over the rest of the world, who collectively scored a poor result by comparison of 51%.

Interestingly, a whopping 89% of APAC travellers use travel apps on their smartphones to source information on local attractions at their destinations, the poll found, while 61% said they would be more likely to use travel-related apps on holiday if they had access to free wi-fi at their destinations.



**TRAVEL
INDOCHINA**

Share the Experience

"Leaders in real Asia travel experiences"

ROLE DESCRIPTION

Role Title: Business Development Manager
Responsible To: National Industry Sales & Marketing Manager
Location: Sydney CBD, New South Wales

- A new opportunity exists for an experienced Business Development Manager to join Travel Indochina in New South Wales
- Become part of Australia's most respected and successful Asia travel wholesaler

Are you a savvy leader, ready to take on the world of travel?

Travel Indochina has a fantastic opportunity for an experienced Business Development Manager to join our trusted brand.

The primary purpose of this role and its unique and highly differentiated product offering is to identify, qualify and capture new business for Travel Indochina. You will play an important role in our exciting growth strategy and wider business plan.

This role is ideal for a personable sales expert, with travel industry experience who is highly likeable and quick to form business relationships with potential clients. In addition, excellent business acumen is a must, combined with high persuasion and influence skills.

Travel Indochina is seeking motivated and self-driven individuals with the desire to be successful and achieve, enabling them to excel in the role. Most importantly, you will be looking for your next career - not just another job.

In return for your hard work and dedication you will enjoy a competitive salary package, bonus scheme, motor vehicle allowance, laptop, phone and Asia travel.

If you are ready for the opportunity to play an integral role in the growth of the business, consider Travel Indochina for your next career move.

Please apply by email with a covering letter and a full Curriculum Vita to steve.brady@travelindochina.com.au by close of business Friday, 14 December 2012.

Only short-listed candidates will be contacted.

WIN A COPY OF "DARK HEART"



Each day this week, Swagman Tours and Travel Daily are giving readers the chance to win a copy

of Tony Park's latest novel, "Dark Heart".

Amidst the indestructible majesty and beauty of Africa, yesterday's merchants of death are dealing in a new currency - illegal traditional medicine and the barbaric live trade in endangered African wildlife.

To win a copy of the book, simply be the first reader to email the correct answer to the question below to: darkheart@traveldaily.com.au

How many non-fiction books about Africa has Tony Park written?

SWAGMANAFRICA
EXPERIENCE DISCOVER EXPLORE

Sofitel Dubai boost

ACCOR will open two Sofitel branded properties in Dubai next year, with a 361-room hotel on the city's famous Palm, and a 350-room downtown property.

HRG partners with Citi

CORPORATE travel services company Hogg Robinson Group has formed a preferred agreement with Citi Commercial Cards to develop & market travel solutions.

QR pushes Perth in UK

TOURISM Western Australia has launched a new promotional campaign in the UK in conjunction with Qatar Airways' daily flights to the WA capital from Heathrow and Manchester, via Doha.

The pitch will include a heavy trade presence with famil trips, partnerships with UK media and digital advertising on traditional, online media and social platforms.

Painting the WA capital city as "must visit" will form the focus of the cooperative campaign.

EK suspends Syria

EMIRATES has shelved flights to Damascus, the capital of Syria, with immediate effect due to the deteriorating security situation, joining Etihad, which suspended the destination in late Aug.

Brochures of the Week

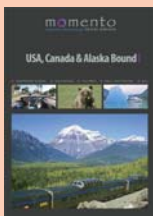
WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature.

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.



Abercrombie & Kent - Latin America 2013

Nearly thirty exciting itineraries are lovingly detailed in a brochure which instantly strikes the reader with its amazingly colourful cover before a page is even turned. Destinations such as Peru, Ecuador's Galapagos Islands and Brazil are just some featured, with tours taken at a leisurely pace, with knowledgeable guides immersing the guest through visits to attractions & stories to keep pax entertained.



Momento Travel Services - USA, Canada & Alaska.

Expanded to 62 pages this year, Momento's guide to the North American continent sees the inclusion of the Alaska Bound product for the first time. Specialising in both independent and group touring, the company's offering includes car hire, rail tickets and passes, coach touring in regions such as the Yukon territory & Alaska, motorhome rental and self-drive itineraries. Alaskan product includes small-ship cruising, bear viewing and rail adventures.



Bunnik Tours - Asia including India & Sri Lanka 2013

Asia is a continent best seen at a slower pace, allowing time to take in the sights and the culture available, and this is the mantra adopted by Bunnik Tours, whose range of Asian tours range in length from 13-27 days. For those who crave more, extensions of up to six days can be enjoyed, with Thailand, China, Vietnam, Japan, Cambodia, India and Sri Lanka covered in detail, with cruising options on the Mekong and Yangtze also available.



Beachcomber Mauritius 2013

More than sixty compelling pages offer one of the most comprehensive guides to the Indian ocean islands of Mauritius, Reunion, the Seychelles and Africa. Featuring QR codes that can be scanned to view bonus content, the brochure is laid out in an easy-read format with dedicated pages for honeymooners, families with kids, and couples. Africa is featured more extensively, offering new products for viewing wildlife, including Migration Tours.



P&O Cruises - 2014 Winter

With departures from Sydney, Brisbane, Melbourne and Auckland in 2014, P&O's new guide features 75 cruises, leaving no shortage of options available. During the season, cruises will make their first stops ever at new ports including Port Lincoln, Robe and Kangaroo Island in South Australia. Strong demand ex Brisbane has seen the company sending a second vessel to operate from, while Qld's Moreton Island & Papua New Guinea also feature.



Cox & Kings - India 2013

Featuring seven independent itineraries, eight small group tours and a selection of 12 hotels available to book as part of an FIT stay, the guide focuses on quality over quantity yet still provides a plentiful selection. The range of structured tours incorporate everything from the Taj Mahal to traditional villages; spice lands of Kerala to jungle safaris to the Blue City of Jodhpur. Desert camps, palaces and festival itineraries are also detailed.



Wendy Wu Tours - Wendy's Collection 2013

In only the second year of its operation, Wendy's elite, five-star collection of personally designed itineraries has been warmly received by the travelling public. Where available, Wendy's Collection tours specialise in offering flexibility in meal options, stay at carefully selected hotels and offer private transfers throughout to ensure the memories guests take home of their visit to China, India and Indochina are of the highest calibre possible.



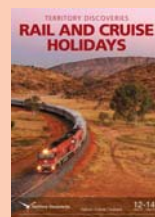
Swagman Tours - Africa 2013

The offering from Swagman Tours is not a guide as such, but a "Book of Suggestions" as the company describe it themselves. That being said, the available "suggestions" are larger and more varied than ever before, across a larger variety of countries and offering a range of different encounters with African wildlife, all under the guidance of the expert Swagman team.



Silversea Cruises - Alaska 2013

To be operated on the all-suite luxury *Silver Shadow*, Silversea will operate 15 departures between May and Sep 2013 from Anchorage, Vancouver and Seward to allow guests to take in the wonders of Alaska from the intimate surroundings of the small-ship experience. Ports to be visited will include Ketchikan, Juneau, Sitka & Skagway, along with the Tracy Arm Fjord & Sawyer Glacier. Itineraries also offer land add-ons with train & floatplane rides.



Territory Discoveries - Rail & Cruise Holidays 2012/14

Full of itineraries valid for travel until Mar 2014, the inaugural launch of a dedicated rail & cruise brochure into the Northern Territory highlights the suitability of the destination for a unique style of holiday. Featuring journeys aboard The Ghan through to cruising ex DRW and from the Kimberleys, a number of special offers are contained within, including fly free deals valid for booking up to 24 Dec. Dozens of hotel options are also featured.



CIT Holidays - Italy, with the best of Europe 2013

Featured on the front cover is Renaissance Florence, one of the endless highlights available in northern Italy. CIT has significantly enhanced its accom options throughout the country, in hotspots such as Rome, Lake Como, Liguria and Venice, along with new tour options in Sardinia and Tuscany. The new guide details Italy by region, making itinerary planning easier than ever, along with a wide range of touring and transportation options.



Vodkatrain - Group Travel for Individuals 2013

For a youth-oriented group tour for the 18-35 crowd with a difference, Vodkatrain is a creatively titled access pass to some of the lesser explored regions of the world, including the Trans Siberian Railway, central Asia, Mongolia and into Russia on equally creatively titled itineraries such as "Holy Cow" and "The Ruski Huski". Groups are led by the fun "honchos" which take the hassle out and add to the fun, ensuring the trip runs smoothly.

Supercars heat up in Sydney



DESTINATION NSW hosted VIPs at its trackside marquee at the Sydney Telstra 500 V8 Supercars at Homebush last weekend, with guests treated to the best seats on the street circuit, located directly above pit-lane.

NSW Tourism Minister George Souris referred to the race - now in its fourth year - as a "flagship event" on the motor racing calendar, which has been greeted warmly by the state.

"We invest in it because it brings tourists who end up staying an extra night in Sydney," the Minister said.

Souris told *Travel Daily* NSW will begin renegotiation talks with race organisers before the start of the 2013 race, with a view to retain it as a regular fixture.

Pictured from left are John Conde AO, chairman, Homebush Motor Racing Authority, Destination NSW; James Strong, chairman, V8 Supercars Australia; George Souris; David Malone, ceo V8 Supercars Australia and Bryan Hardman, ceo Homebush Motor Racing Authority, Destination NSW.

Scenic WA/NT brox

ALL-INCLUSIVE tour operator Scenic Tours has launched its 2012-13 program for Western Australia & Northern Territory, offering itineraries taking in some of the regions top attractions.

The 2013 guide includes a number of new hotels, luxury outback lodges and an enhanced *Scenic FreeChoice* activity range.

EK move to A380 port

DUBAI International Terminal has opened its dedicated A380 terminal, with Emirates already moving its superjumbo operation to the new facilities.

The terminal offers its own shopping, restaurants, hotel and spa facilities, with the remainder of the airport accessible by shuttle buses and the Airtrain system.

MEANWHILE, EK has kicked off A380 services to Singapore and Moscow, using its fleet of 27 superjumbos which is set to add four more by the end of the year.

IHG launches app for 8

INTERCONTINENTAL Hotels Group has become the first global hotel company to launch an app designed for the new Windows 8 operating system.

The group's Holiday Inn brand will front the app, which will allow users to find and book rooms at any IHG hotel worldwide.

NSW trialling Opals

A NEW electronic ticket system, dubbed the Opal card, is to be rolled out progressively on the Sydney public transport network over the next three years, aimed at improving access to Sydney.

Tourists are set to benefit upon the full roll-out of the system, with unlimited travel on Sydney's trains, buses, ferries & light rail to cost no more than \$15pp from Mon-Sat and \$2.50pp on Sun.

Monday 3rd Dec 2012

Trump Punta del Este

THE Trump Brand has inked a deal for a new luxury residential property in Uruguay, South America, slated to open in 2016.

The 23-storey Trump Tower Punta del Este features 129 residences, marketed as a premier hotel.

Hertz portals revamp

HERTZ Corporation has rejigged the functionality of its mobile and tablet device online portals to be consistent with PCs.

The move aims to make Hertz the "fastest & easiest" car rental company in the world.

NZ in your cinemas

TOURISM New Zealand will screen a commercial promoting the country as a destination port to every screening of *The Hobbit* for the first month of its Australian cinema release from Boxing Day.

The advertisement will focus on New Zealand's "100% Pure Middle Earth" marketing campaign.

UPDATE **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

WIN TWO NIGHTS IN AT FRASER PLACE MELBOURNE!





"It's beginning to look a lot like Christmas."

Travel Daily's popular Christmas photo competition is back!

Fraser Place has arrived in Melbourne with the launch of the brand new studio suite accommodation in a quintessential Melbourne city laneway.



*Our good friends at **Fraser Place Melbourne** want to celebrate the festive season with the travel industry, and are asking you to send in your work Christmas party photos throughout December.*

At the end of the month, the judges will select their favourite photo and the person who submitted this will win two nights accommodation for two guests in a brand new Studio Deluxe Suite, buffet breakfast for two on both mornings, complimentary internet and midday check-out.

*Bonus points will be awarded for photos that include a copy of the *Travel Daily* issue.*

So get into the spirit and start snapping, then email your festive photos (including names of the people pictured) to:

ymasphotos@traveldaily.com.au

<p><i>Travel Daily</i> 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.</p> <p>PO Box 1010, Epping, NSW 1710 Phone: 1300 799 220 Fax: 1300 799 221</p> <p><small><i>Travel Daily</i> 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 <i>Travel Daily</i> 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.</small></p>	<p>Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas Contributors: Matt Lennon, Chantal Housler, Jenny Piper and Barry Matheson Email: info@traveldaily.com.au</p> <p style="text-align: center;">Travel Daily Group:</p>	<p>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</p>
--	---	--



CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA

ANALYST AND REPORTING SUPERSTAR NEEDED COMMERCIAL ANALYST MANAGER –MAT LEAVE SYDNEY –PACKAGE TO \$110K

Bring your analysis, reporting and management skills to this great mat leave role. You will be managing the analysis and reporting of this company's commercial performance. You will have exceptional excel skills, hands on reporting experience, and have strong people management experience. You will be working closely with key internal stakeholders so a high level of communication is required

SENIOR ROLE TO SINK YOUR TEETH INTO GENERAL MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE ON OFFER

Our client is a leading brand with global operations and a clear vision for excellence in client satisfaction and business performance. This outstanding executive opportunity is available now based in Sydney. This position heads up a thriving business that is looking for inspirational leadership and a clear path for future success. Ring for a confidential chat today.

SECURE A ROLE IN BRISBANE BEFORE THE RUSH INDUSTRY SALES EXECUTIVE BRISBANE – SALARY PACKAGE TO \$70k

Love being on the road with this product in your hand! Agents will welcome you and want to learn more from your fun loving personality. You will enjoy being out and about and know how to put the hard yards in when it counts. Be rewarded here with superb famil trips for you to enjoy and bonus schemes. Everyone loves this brand which is growing bigger & better every year.

TAKE THE NEXT STEP IN YOUR SALES CAREER NATIONAL SALES MANAGER SYDNEY –EXCELLENT SALARY PACKAGE

Make the move you won't regret! We're looking for a strong sales professional who has experience with national management. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a strong brand, this role is for you.

NEED A CHANGE OF SCENERY? REGIONAL OPERATIONS MANAGER –ASIA HONG KONG – EXCELLENT SALARY PACKAGE

This rare opportunity with a Global travel provider will see you working on high profile accounts. Your role will be to ensure service consistency, continuous improvement and driving operational projects. You will be a senior operations manager with exceptional people management skills and the ability to question current practices to seek improvement. A great salary with a relocation package is on offer.

SOMETHING DIFFERENT IN CORPORATE CORPORATE PRODUCT COORDINATOR SYD SALARY PACKAGE TO \$70k

This sought after TMC have a vacancy within their sales and marketing team looking after key suppliers and building strong relationships. You will be the primary contact for suppliers working with them to ensure contract benefits are maximized. You will have a strong travel background with excellent excel skills and a strong commercial understanding. Great opportunity to start 2013 with something different.

BUILD STRONG RELATIONSHIPS CORPORATE ACCOUNT MANAGER PERTH– SALARY PACKAGE TO \$85k + INCENTIVES

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

DON'T LET THIS ONE SAIL ON BY OPERATIONS MANAGER (CRUISE) SYDNEY – SALARY PACKAGE \$100K+

This role is now available as a result of exciting growth within this large organisation. As an Operations Manager for this growing division your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures, budget control, good knowledge of cruise product and passion and drive.

AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Ph: 02 9231 2825 Email: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com



Finding talent within the Australian Travel Industry

Ski Reservations Consultant

Brisbane - \$35-40K + Super + Bonus - Ref 6334E

Do you love skiing? Have you travel industry work experience? Want to pull these two passions together and excel in your career? Then this is the dream role for you. Selling international and domestic ski packages in both a retail and wholesale environment commission is waiting to be made with great earning potential in this role. Work with likeminded people and put your expertise in this field to good use. For a confidential chat call me directly today.

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

Japanese Speaking Travel Consultant

Sydney - \$DOE - generous package - Ref 333

Konnichi - wa, Watashi wa...私は旅行が大好きです! Seeking a Japanese speaking Travel Consultant with at least one years experience to join a friendly, well established travel agency within Sydney CBD. You will be selling all the wonders of Japan to all different types of clientele; you must be keen to provide the best travel experience for your customers. Travel booking experience and Japanese speaking essential. GDS knowledge a bonus.

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

Accountant - Sydney

Sydney - \$DOE + Super - Ref 0349

Work for this fantastic niche wholesaler managing all aspects of their finances within this wholesale travel company. Be well supported with a fantastic manager and wonderful work colleagues with a team atmosphere. A fantastic role for a working mother or a candidate with a few years experience. You will have some flexible work hours - so a wonderful work life balance is guaranteed. This is a wonderful niche wholesaler with a fantastic reputation of looking after its staff!

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

Corporate Travel Manager

Perth - \$50-60K + Super - Ref 347

Are you a Corporate Travel Consultant with a drive to aim higher and step up the career ladder? An experienced Corporate Consultant is needed with at least 1-3 years experience in a similar role. You must be able to issue your own tickets and used a GDS (Amadeus preferred). The ideal candidate will offer good customer service both over the phone and face to face. Work Monday to Friday only. May also suit a Senior Retail Consultant with ticketing experience.

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

Cruise Consultant

Brisbane - \$40-50K + Commission + Super - Ref 2117D

Want to become a cruise expert and specialise in this niche travel product? If you have a passion for cruising and for travel sales then apply now. You will be working towards targets and earning an uncapped commission in return within in a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Long term career progression and a CBD location are perks to this role.

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

Product Loader - Temporary Role

Sydney - \$Excellent Rate Per Hour - Ref 0353

Now is the time to apply to work in this fantastic temporary role and earn some extra cash in time for the Silly Season! If you are looking for a fantastic temp role, Mon-Fri, and have experience in loading for the Calypso system, this is the role for you! This well established and respected company is getting ready for the busy season and needs experienced temp staff. Ideally you would be available now till Christmas with the opportunity to extend into the New Year!

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

Retail Travel Consultant

E Melbourne - \$45K + Super + Targets - Ref 282

Have you solid retail travel experience? This reputable travel agency is looking for a Retail Travel Consultant to join their busy team. Located in the Eastern Suburbs, you will book tailor made groups, tours and cruise travel for walk in clients. Your outstanding customer service skills will be key in this role. The ideal consultant will have solid CRS skills, good fares experience and have excellent worldwide destination knowledge. You can expect a competitive salary plus targets.

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

Reservations Consultant

Perth CBD - \$DOE + Super - Ref 330

To all Reservations Consultants in Perth! Join this fun team and work Monday to Friday!! Located just 5 minutes from Perth CBD, this reputable and expanding company seeks an experienced Reservations Consultant. You will sell worldwide destinations and use your outstanding customer service skills to convert bookings. You will have at least 1 year experience within an Australian Travel company and have used a GDS before. Call me today for a confidential chat.

For more information, please call Joana 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)