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# Travel Daily

First with the news

Wednesday 19th December 2012

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## Virgin passengers up

**VIRGIN** Australia carried a total of 1.467m domestic passengers last month, up 3.2% year-on-year. However capacity was up almost 10%, meaning the revenue load factor dipped 2.7 points to 78.6%. Virgin Australia's international services carried 214,000 pax, up 5% on the previous corresponding period. The airline said the domestic increases reflected higher passenger volumes on transcontinental routes, with yield performance "consistent with the trend in recent months".

**MEANWHILE**, Air New Zealand also today reported its Nov stats, with overall carriage of 1.045m, up 0.1% on Nov 2011. Short haul passenger numbers dipped slightly, while the launch of 777 aircraft on AKL-PER drove higher Tasman/Pacific demand.

## MEL logical for Air Canada

**MELBOURNE** has emerged as a likely second Australian gateway for Air Canada, president & chief executive officer Calin Rovinescu has signalled. Speaking yesterday in Sydney at a Canadian Chamber of Commerce function, Rovinescu revealed to media that the Victorian capital was a "logical" choice, however services would be years away. "We know that there is a strong market and we know and truly believe in the evolution and the growth of the Canadian and Australian economies," he said, citing "countless transactions" from companies between both nations. "There's a lot of reasons to have destinations other than Sydney, [but] our challenge is aircraft." Rovinescu, who will take over as chairman of Star Alliance from Air New Zealand's Rob Fyfe on 01 Jan 2013, effectively eliminated Brisbane as a possible gateway. "Melbourne would be the logical next destination in Australia for us to consider," he confirmed, based on business needs. "The only way we would do it is as a nonstop, as that's where the

advantage would come," he said, adding a 'tag-on' flight to another Aussie city from Sydney had too many associated costs. Currently, AC's 777-200LR is the only aircraft capable of flying the route to Australia directly, and a limited stock of the jet variation is preventing growth here now. While shifting aircraft around to free up a Boeing 777-200LR is a possibility, Rovinescu said flights to Melbourne from Vancouver would realistically not come prior to 2016 after Air Canada takes delivery of its first long-range 787-9 Dreamliner aircraft. "The defining moment will be once we start getting our 787s - that represents a 'game changer' for us from many different perspectives, incl the possibility of adding new destinations." Air Canada will receive its first 787 jet of the -8 variation from Boeing in 2014, followed by -9s in 2015, however "realistically" not flying them to Melbourne until 2016, he added. **MEANWHILE**, AC's new low cost offshoot will be called Air Canada Rouge - more details on **page 3**.

## QF/EK Milan c'share

**QANTAS** has applied to the Int'l Air Services Commission to vary its 400-seat Determination on the Italy route, to enable it to codeshare on Emirates operated flights between Dubai and Milan. QF's existing determination to Milan is held with British Airways, operating via London. The variation is requested for the duration of the determination, through until Jul 2015.

## TCF deregistrations

**THE** Travel Compensation Fund yesterday wielded the axe on 13 travel agencies that failed to lodge annual financial returns. Among those non-voluntarily terminated by the TCF include Fly Downunder Destinations in Qld, Travelscene Dingley in Vic, African Departures in WA, Duck Travel in NSW & Sportsworld Travel in SA.

## Vale Robert Broadley

**THE** travel industry is mourning the passing of Robert Broadley earlier this week. Broadley's career included stints with P&O, Royal Viking Line, Seabourn and Wiltrans.

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## AirAsia committed to "all-in" pricing

**LOW** cost long-haul carrier AirAsia X says it never intended to mislead consumers by failing to display flight prices exclusive of taxes and charges (**TD** yesterday).

In a statement issued today in response to the \$200,000 fine issued by the Federal Court, ceo Azran Osman-Rani said the fine was only about a third of the amount being sought by the Australian Competition and Consumer Commission, which he said "reflected the Court's acknowledgement of the lack of any intention to mislead on the part of AirAsia".

"Nevertheless, AirAsia X understands the importance of providing consumers with 'all-in' pricing and we remain fully committed towards displaying all-in fares on our website.

"We wish to highlight that all of our advertising has always been on the basis of all-in fares which are inclusive of taxes and other mandatory charges," he added.

The proceedings related to fare displays on the airasia.com website for a number of so-called 'Fly-Thru' routes connecting to Australian points of origin which were newly added in 2011.

Osman-Rani said the fares in question were manually entered, with procedures now rectified and automated to prevent the issue recurring in the future.

He insisted the contravention did not cause loss to consumers.

## Cover-More strikes back

**COVER-MORE** Travel Insurance has described accusations of misleading behaviour by rival SureSave (**TD** yesterday) as "unnecessary and meaningless".

Responding to SureSave's referral of Cover-More to ASIC, Cover-More group ceo Peter Edwards said the claim was "purely calculated to damage Cover-More's reputation," with the company's lawyers responding to concerns last week.

"They are upset about an internal staff training document we prepared in September which showed the significant advantages of Cover-More travel insurance against other products in the market," he said.

"It was factually correct at that point in time and was not intended for dissemination to travel agents," Edwards added.

He said that Cover-More "continues to set product quality benchmarks for others to follow,

and it is pleasing for resellers and consumers of travel insurance that competitors are attempting to emulate this standard through changes in their product offering".

Recently SureSave revamped its Product Disclosure Statement (**TD** 08 Nov) to "help agents sell insurance".

Edwards said that Cover-More had reinvested heavily on building value in the travel agency channel through initiatives such as its [askyouragent.com.au](#) website and a major marketing campaign referring consumers to agents.

"We have focused on ensuring the agency channel remains relevant against strong campaigns by online players," he said, urging SureSave to "find ways of creating value for agents and spend less time on costly, litigious pursuits of competitors".

## NSW events boost

**NSW** tourism minister George Souris has announced the successful applicants for grants under the 2013 round of the NSW Regional Flagship Events program.

37 events across NSW have received funding under the program which provides one-year grants of \$10,000 and three-year grants totalling \$60,000 to support the marketing of important events and festivals.

The successful events include Casino Beef Week, Hunter Valley Food and Wine Month, the Bathurst Autofest, the Byron Bay International Film Festival, the Shoalhaven Coast Winter Wine Festival, the Warbirds Downunder 2013 Airshow and even the Sawtell Chilli Festival.

Souris said the govt was committed to supporting programs which will help double overnight visitor spending by 2020.

## Skywest adviser

**PERTH**-based Skywest Airlines has appointed an Independent Financial Adviser, to advise directors in relation to making a recommendation to shareholders about the proposed acquisition by Virgin Australia (**TD** 06 Dec).

A proposed scheme of arrangement will see Virgin take control of 100% of Skywest, with a "scheme document" to be sent to shareholders in due course.

## Business Development Manager

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Multiple Business Development Manager roles exist within our Sales Team. With opportunities based in Perth, Adelaide and Auckland, we are seeking industry experts to develop long-term partnerships and drive new business to position Virgin Australia as the airline of choice.

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An ideal BDM will have excellent communication skills to understand the requirements of our customers within the corporate market and be able to liaise with various contacts at all levels across the industry. You will have a demonstrated ability to develop strong relationships with the right people on site with limited supervision. A background in the Airline or a Corporate Travel Agency would be highly regarded as would experience in responding to complex Requests for Tender (RFTs).

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## Air Canada ramping up in Oz



AIR Canada president and ceo Calin Rovinescu believes the Star Alliance carrier is lagging with the promotion of Canada as a holiday destination to the Australian market, despite arrival numbers surging 7% year-on-year in Oct.

According to Canadian Tourism Commission visitor stats released this week, the 10-month to Oct period has seen close to 225,000 Australian arrivals into Canada - up 6% on the year prior.

Speaking at a Canadian Chamber of Commerce lunch in Sydney yesterday, Rovinescu said one of his main objectives for this market was to tap into the Canada inbound vacation sector.

Air Canada holds a 34% stake of the transPacific market share at present, with load factors on its only Australian route, Sydney, sitting at 85% - 3 points above its system-wide average.

The world's 15th biggest carrier this week bumped up frequencies out of Sydney to Vancouver from daily to 10 weekly for a six-week period over the Northern Winter months to take advantage of

holiday traffic - a move expected to be repeated in future years.

Rovinescu also flagged the debut of a new Vancouver-Melbourne service by 2016 (pg1), which at around 16.5 hours flying time would be Air Canada's longest route on its global network.

The AC ceo said the past year has been "challenging" but sees Asia as a cornerstone for international growth with new routes and additional capacity coming, which will be serviced by new Boeing 777s, arriving from next year.

MEANWHILE, Air Canada has this morning announced the name of its low-cost subsidiary (TD 04 Oct) as Air Canada Rouge.

The offshoot will launch in Jul 2013 and primarily fly to leisure destinations including Venice, Edinburgh and Athens in Europe and the Caribbean (Costa Rica, Cuba, Jamaica along with the Dominican Republic).

Rovinescu is pictured above left at the Hilton Hotel Sydney with Air Canada's Jeannie Foster, gm Australian and New Zealand and Chris Garton, gm Asia & Pacific.

## AW South America

ADVENTURE World has released its 2013 South America brochure, with new hotels, destinations and itineraries all featured.

A series of National Geographic articles offer a first-hand insight to readers through its relationship with the wholesaler.

To celebrate the launch of the new brochure, up to \$500 can be saved on the company's 20-day Highlights of South America tour, priced from \$9,228ppts.

For more info, ph 1300 320 795.

## El clears commission

IRISH carrier Aer Lingus has removed all commission payable to agents for tickets issued in Australia from 01 Jan next year.

The carrier has advised that all existing bookings must be ticketed prior to this date to be eligible for the current 5% commission rate.

## Super Europe savings

INSIGHT Vacations has extended the validity date of a \$750pp cut in the price of its massive 47-day UK & Europe Ultimate 2 special tour, which will operate via a single departure from Australia, leaving on 22 Jul next year.

Deposits are now open until 28 Feb for the all-inclusive journey, which will visit ten countries and is priced from \$16,899ppts.

## JW Marriott record

THE JW Marriott Marquis Hotel Dubai has officially been recognised as the world's tallest hotel by Guinness World Records.

The 355 metre high hotel is split between two 77-floor twin towers, and is just 26 metres shy of New York City's Empire State Building.

## Window Seat

MELBOURNE-based agency Travelrite is hoping for a social media explosion, after posting a video from the company Christmas party on YouTube.

It's based on the Carly Rae Jepsen hit 'Call me maybe' and was produced by a group of consultants at the Travelrite offices in Balwyn.

'Call Me Travelrite' is now live on Travel Daily TV - click on the logo or see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

A CHINESE man flying from Guangzhou to Kenya has been able to avoid an excess baggage charge by wearing all of his clothes during the flight.

According to the Guangzhou Daily he wore 60 shirts and nine pairs of pants, described as "looking like a sumo wrestler" when he boarded the plane.

DOES anybody have a rope?

Agents enjoying a Creative Holidays famil to Hawaii earlier this month were treated to a unique welcome upon arriving at Waikiki's Pacific Beach Hotel.

Approaching their table, the group noticed one of the hotel's staff waving & holding a welcome notice from within the hotel's 280,000 gallon Oceanarium.

The three storey fishtank is home to nearly 400 fish, and for the sake of this employee, hopefully no sharks were added without her knowledge.



## THAI TEMPTATIONS

Book/Ticket THAI by 28 Feb '13 & earn a share of the \$22,000 Apple Gift Voucher Prize Pool. to enter visit [www.thaiairways.com.au/temptations](http://www.thaiairways.com.au/temptations)

AGENTS INCENTIVE

## Air India to Dhaka

AIR India has implemented new daily nonstop services between Delhi and Dhaka, Bangladesh using Airbus A320 aircraft.

The service offers connections to London, Paris and Frankfurt.

## Hahn activates Linea

INTERLINE E-Ticketing firm Hahn Air has activated Bolivian carrier Linea Aerea Amaszonas (Z8) for sales on its domestic network and services into Peru.

## Evan update on Samoa

FLOODING in Samoa's capital of Apia in the wake of Cyclone Evan has resulted in a number of accommodation changes among hotels and resorts.

Current guests at Aggie Grey's Hotel are being relocated to Aggie Grey's Lagoon Beach Resort & Spa in addition to guests arriving in the near future also repositioned at no additional cost.

Coconuts Beach Resort & Spa has taken a larger hit and will be closed until the end of Dec for urgent repairs, along with the nearby Sa'Moana facility.

Samoa Tourism Authority is advising agents to check with wholesalers to reconfirm whether clients will need to be relocated following this week's cyclone.

## SQ beefs up MEL, ADL options

SINGAPORE Airlines has further cemented its commitment to the Australian market, late yesterday announcing another increase to Melbourne and Adelaide services.

Set to take effect from 01 Jul next year, a new evening flight from MEL - SQ208 - will depart at 1810, arriving into Singapore at 0005 the following day.

The increase will see SQ's weekly mainline operation from Australia boosted to 121 services from five major cities, with regional carrier SilkAir continuing from Darwin.

Adelaide will see its direct flight access to SIN boosted nearly to double-daily, with two extra services from the SA capital taking the total to 12 weekly.

SQ Regional vp for South-West

Pacific Subhas Menon said the new flights would expand travel options for Victorian customers.

"In the last 12 months we have added 17 weekly flights to Australia and combined with the roll out of our alliance with Virgin Australia, our customers will be delighted with the added convenience and choice on offer".

MEANWHILE, SQ carried an additional 136,000 passengers on mainline services in Nov - a jump of 9.7% year-on-year, according to figures released yesterday.

Capacity increases failed to keep up with demand, pushing load factors up 2.5% to 77.7 overall.

Regional offshoot carrier Silkair saw loads drop 4.6% due to a 19.1% capacity jump.

## Flower show tkts sale

KEITH Prowse has launched a series of ticket & accommodation packages for the 2013 Chelsea Flower Show in London, taking place from 23-25 May 2013.

Packages start from \$320ppts for one night accom and a full day ticket to the horticulture exhibit.

For details call 1300 730 023.

## Andaz head to Japan

HYATT Hotels will open its first Andaz-branded hotel in Japan in Tokyo by the end of 2014.

The group's lifestyle brand will occupy the top six floors of a new build 52-storey skyscraper under construction in the Japanese capital, which will include 164-rooms, restaurants and a spa.



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- Strong project management, negotiation and conflict resolution skills.

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For more information or to submit an application please contact Tim Stewart at [tim.stewart@europcar.com](mailto:tim.stewart@europcar.com) quoting ref no. ACT 08/12.

## The Mousetrap catch Mantra



TOURING Australasia as part of a global celebration of its 60th anniversary in production, Agatha Christie's iconic "The Mousetrap" stagemusical has formed a partnership with Mantra Hotels as its official Australian hotel group.

The show's cast and crew will stay at Mantra Southbank, the third time the show has stayed at a Mantra property during its run in Australian theatres, following seasons in Melbourne & Canberra.

As the tour prepares to begin its final season in Brisbane from 28

Dec at the QPAC's Playhouse Theatre, Mantra has released a theatre and hotel package priced from \$180pp for the Mantra on Queen hotel in Brisbane city.

Pictured above on the set during rehearsals is Mantra National Sales Manager Beau Keller with Sales and Marketing Executive Michelle Doyle-Jones with cast members Christy Sullivan, Gus Murray and producers Linda Bewick and Louise Withers.

Info at [www.bit.ly/manmouse](http://www.bit.ly/manmouse).





**ABOVE:** This group of agents recently visited South America courtesy of Chimu Adventures and Aerolineas Argentinas.

Taking in Brazil and Argentina, the group was led by native Peruvian Julio Padilla, with more than half of the participants from the TravelManagers network.

They're pictured a "few steps short of the fast way down

Corcovado Mountain" in Rio de Janeiro, back row from left: Rossemarie Nunez, Austral Tours Vic; Sue Rigby, Jetset Warners Bay NSW; Hugh Tilley, Black Rock Travel Vic; Carolynne Cannon, TravelManagers WA; Manuela Marques, TravelManagers WA; Matthew Tabone, G.E.T. Vic.

Middle row: Rosemary Kates, TravelManagers NSW; Julie Lunn, TravelManagers WA.

In front is a frisky Julio Padilla, Chimu Adventures on top of Danielle Fisher, Vic; and Karen Seto, Corporate Traveller SA.

## Concierge BT afloat

**CONCIERGE** Business Travel will be part of the team on board *Occasional Coarse Language Too* during next week's Sydney to Hobart yacht race.

## Resort green credits

**KINGFISHER** Bay Resort on Qld's Fraser Island has launched a Conservation Credit scheme where guests receive discounted tours and spa treatments as a reward for conserving energy.

Guests choosing not to have their room serviced are rewarded with \$15 per day which can be put towards the price of salon & spa services or a full-day Fraser Island eco-tour, with credits redeemed on services at checkout.

## TIME contact details

**PROSPECTIVE** applicants for the new round of Travel Industry Mentor Experience scholarships (**TD** yesterday) are invited to email [time@travelindustrymentor.com.au](mailto:time@travelindustrymentor.com.au).

## Digital training for NT

**TOURISM** NT will next year run a free, half-day digital marketing course for tour operators in the Northern Territory to offer insight into how to generate new bookings and reach new markets.

To gauge the interest level among local operators, interested parties are being encouraged to complete a short survey by visiting [www.bit.ly/NTmark](http://www.bit.ly/NTmark).

## Azura gastro outbreak

**P&O** Cruises in the UK has had another of its vessels struck by a norovirus outbreak, with around 10 pax aboard *Azura* while on a recent Iberia cruise coming down with a gastrointestinal illness.

Last week, 160-odd passengers fell ill with a gastro-bug aboard a 10-day Baltic voyage on P&O Cruises UK's *Oriana* (**TD** Thu).

## Accommodation Updates

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



Located just off Lonsdale Street in the CBD, the newly opened **Fraser Place Melbourne** offers 112 studio-style residences with living, dining and kitchen areas aimed at business travellers and those seeking a longer stay. Boasting a European inspired design, each of the self-contained apartments offer an oversized work desk, washing machine/dryer & integrated media system.



Centara has added the **Centra Coconut Beach Samui** to its portfolio, located on the south-west tip of the Thai holiday island. Newly added during a renovation is a new Cense by Spa Cenvaree & fitness centre, while a swim-up bar & outdoor seating has been added to the main pool.



Ascott has expanded its Middle-Eastern reach with the opening of its first serviced apartment complex in Doha, Qatar with the 229-unit **Ascott Doha**. Located close to the business precinct and near the Corniche waterfront, a selection of one-, two- and three-bedroom apartments are available, with full kitchen, separate dining and living areas and wireless internet & iPod docking.

## Carriage up at Cathay

**REDUCED** capacity, along with smaller, more fuel-efficient aircraft operating longer sectors saw load factors on Cathay Pacific and Dragonair services in Nov climb by 0.7% to 79.2%, with a total of 2.3m pax carried, up 3.8% year-on-year.

## TSA relaxes screening

**THE** Transportation Security Administration in the USA has eased airport security screening processes on children under 12 and the elderly (over 75s), now letting them keep their shoes on and minimising 'pat-downs'.

## MH racks up a ruby milestone

**MALAYSIA** Airlines recently held a special event to celebrate the relaunched direct route between Perth and Kota Kinabalu, as well as the carrier's 40th anniversary.

With dignitaries representing Tourism Malaysia & Sabah Tourism in attendance, the

event took place at the Royal Freshwater Bay Yacht Club, with more than 300 guests.

Presentations on the history of the carrier & future expansion were detailed, including its A380 which in the short term will fly on routes to London Heathrow and Paris, although operation to Australia have been earmarked



for the future.

Induction into the **oneworld** airline alliance from 01 Feb next year will also kick off 2013 on a positive note for the carrier.

**Pictured** at the recent function are some of the guests (from left): Mason Adams, Asia Escape Hols; Fiona Axford, Sabre and Richie Raneiri from Holiday Wizard.

## 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](mailto:advertising@traveldaily.com.au)



**Celebrity cruise sale**

**CELEBRITY** Cruises will launch a two-day 'Summer Solstice' sale on Thu offering bonus onboard credits of between \$50-\$300 per stateroom, for sales to Apr 2014.

**Agents visit sunny California**



**ABOVE:** Air New Zealand, Flight Centre and Gate 7 teamed up to reward nine top achieving Air NZ incentive winners based on ticket sales to California with a Dream California Driving famil in Nov.

The group drove from LA to Santa Barbara and enjoyed unseasonably warm Californian winter sun while taking in a city tour in a stretch open topped Hummer, and savoured the tastes of the farmer markets.

The drive continued up the Californian Coast with the group taking in Hearst Castle and sea lions lazing by the beach, before arriving into San Francisco where they rode cable cars and took a ferry cruise on the Bay.

Highlights of the trip included an evening of outdoor ice skating, visits to apple orchards with cider offerings, a winery tour and a gold mine exploration.

**Pictured** front row from left are: Rochelle Foster, FC Tuggeraonong; Jen Trupiano, Santa Barbara Convention and Visitors Bureau; Corinne Norrie, FC Port Macquarie; Erion Keech, FC Crows Nest; Kiah Douglas, FC Salamander Bay and Nomi Percival, FC Cammeray.

Back row: Elle Benjamin, FC St Ives, Brooke Nicols, SF Chatswood; Gemma Smythe, FC Weston; Rick Monk, FC Liverpool Street and Meredith Salotto, Gate 7.

**CTM goes mobile**

**CORPORATE** Travel Management has today released a new CTM Mobile smartphone app which allows clients to push all of their itinerary details to their mobile phone.

It includes one-click access to travel information, flight updates, check-in, seat maps, destination specific information and SMS messages such as risk advisories.

**Accor partners RSL**

**RETURNED** Services Leagues club members will have access to a range of special rates at 3,500 Accor properties globally in a new partnership signed between the two organisations.

Under the deal, Accor will also support RSL fundraising and promotional initiatives.

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**WIN TWO NIGHTS IN AT FRASER PLACE MELBOURNE!**



Pictured above left to right at Donna Barlow Travel's Christmas party are: Carla Chidiac, Yvette Bortolussi, Kimberley Neville, Tara de Andrade, Sarah Hackett, Donna Meads-Barlow, Christy Summerhill, Marc Randall, Brian Meads-Barlow, Stephanie O'Keil, Luke Rodley, Samantha Bartels, Vanessa Dal Busco, Joanne Wall, and Jim Thompson.



**RIGHT:** Scarlett O'Hara (Carolyn Wilson) at Travelport's Mystic Masquerade Christmas Party.

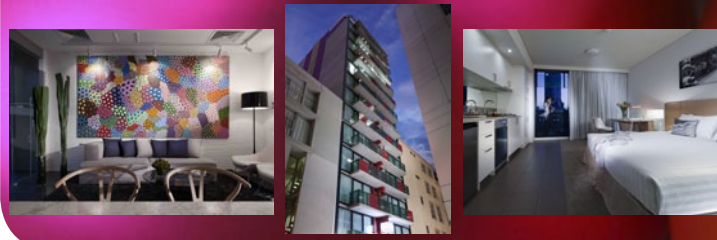


Fraser Place has arrived in Melbourne with the launch of the brand new studio suite accommodation in a quintessential Melbourne city laneway.

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.

So get into the spirit and start snapping, then email your festive photos (including names of the people pictured) to: [xmasphotos@traveldaily.com.au](mailto:xmasphotos@traveldaily.com.au)





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(03) 9670 2577 - recruit@aaappointments.com.au

QLD & NT: 13/97 Creek St, BRISBANE  
(07) 3229 9600 - employment@aaappointments.com.au

[www.aaappointments.com](http://www.aaappointments.com)



### GROUP TRAVEL AND EVENTS CONSULTANT SHORT TERM TEMP ROLE - START 7 JAN 2013 SYDNEY CBD - GREAT HOURLY RATE \$

Start 2013 off with a new temp role working in Group Travel, Conferences and Events. Based in Sydney CBD with close access to public transport, you will be assisting the travel team with pre and post event bookings using Events Pro. Your strong travel related background in Events will set you apart from the rest. GDS knowledge is essential for the role and being able to work Monday to Friday is preferred. You must be available to start 7 JAN 2013

### PRODUCT LOADERS IN DEMAND 3 MONTH TEMP ROLE - CALYPSO A MUST SYDNEY INNER - HOURLY RATE DOE.

Everyone wants to get into product and now is your chance! Work with a friendly travel team in a relaxed and casual environment. Modern offices located in the inner west. This is a 3 month temporary role where your previous experience in a similar inventory and/or product role is essential as minimal training is provided. You must be able to start ASAP and have amazing loading skills in using Calypso.

### WESTERN WONDER RETAIL TEAM LEADER / OFFICE MANAGER MELBOURNE (WESTERN) - SALARY PACKAGE TO \$60K

Our client is seeking an experienced retail travel manager with a minimum 4 years travel industry experience. This successful office in Melbourne's western suburbs is growing strength to strength and you could be an integral part of their ongoing success. With a great work life balance and a sensational salary package, you will be thrilled to secure this amazing role. The successful applicant must have management experience.

### DO NOT MISS THIS UNBELIEVABLE OPPORTUNITY LUXURY WHOLESALE CONSULTANT MELBOURNE (CBD) - SALARY PACKAGE TO \$60K (DOE)

This adventure tour operator is seeing unprecedented growth and as such, requires an experienced senior travel consulting to join their new and successful luxury tour department. Whether it is a culinary tour throughout Italy or a mystical tour throughout China, these tours are 5 star all the way! To be a successful candidate you must have a min. 5 years high end travel consulting experience.

### CITY CENTRE CRAZE RETAIL TRAVEL CONSULTANT ADELAIDE (CITY) - SALARY PACKAGE SUBJECT TO EXPERIENCE

Looking for a role that can offer you Monday to Friday hours, work life balance and a lucrative salary? Look no further, this successful and well known travel brand are seeking a travel consultant to join their city branch immediately. With a solid base salary plus bonuses, you will enjoy servicing leisure and business travellers with international and domestic travel arrangements. Min. 2 years retail travel consulting exp. req'd.

### APPLY NOW FOR OPPORTUNITIES IN 2013 TRAVEL CONSULTANTS PERTH - SALARY PACKAGES VARY DEPENDING ON ROLE

Looking for a new role this new year? Apply to AA Appointments now for opportunities upcoming in 2013. Whether you are seeking retail, corporate or wholesale travel roles, we are sure to have the right role for you this new year! If you have a minimum 12 months international consulting experience (ex. Australia) and are proficient on a GDS, send your CV to AA Appointments today.

### BEEN THERE DONE THAT ADVENTURE TRAVEL CONSULTANT BRISBANE INNER - SALARY PACKAGE TO \$47K + BONUSES

Are you sick of booking cookie cutter itineraries? Looking for a travel role which will provide you new challenges every day? This is it. We are currently looking for an experienced travel consultant to join this adventure travel specialist. Your days will fly by as you tailor off the beaten track itineraries and provide your clients with once in a lifetime experiences. A strong salary package along with incentives and famils will be on offer. Personal travel to South America & Africa highly desirable.

### CALLING ALL NIGHT OWLS CORPORATE AFTER HOURS CONSULTANTS BRISBANE CBD - SALARY PACKAGE UP TO \$60K PRO RATA

Calling all night owls! Do you often wish you had your days free to laze in the sun? Want to work for a leading travel operator where everyday is different? Fancy earning great \$\$, having CBD parking provided and more? Then this is the opportunity for you. Come and join this after hours team where you will assist corporate clients with amendments, new bookings, cancellations and much more! This is a great opportunity to spread your wings!



## AA OFFERS YOU MORE EXCITING EXECUTIVE ROLES FOR YOU

### JOIN THE LARGEST RECRUITMENT TEAM EXECUTIVE RECRUITMENT CONSULANT SYDNEY – SALARY PACKAGE OTE \$80K+

Sick of dealing with client complaints? Tired of looking after staff? Here's a chance to use your client management skills in a whole new direction! Join the AA Team and enjoy the variety and challenge this role will provide when you place senior managers in their next perfect role

#### WHAT'S IN YOUR DAY:-

- interviewing and short-listing candidates
- negotiating job offers,
- confirming placements,
- Marketing including placing adverts,
- Client account management and business development

#### WHAT'S IN IT FOR YOU:-

- An excellent salary package plus uncapped commission
  - Achievable team bonuses
  - Up to 25 days paid holiday leave
  - One on one training and development
  - Exciting annual 5 star conferences
- Min 5 years travel exp including supervisory a must for this role!

### USE YOUR INBOUND SKILLS HERE

#### INBOUND TEAM LEADER MELBOURNE – EXCELLENT SALARY PACKAGE

Join a successful name and oversee this inbound reservation team with your ability to show the team how it's done. With your ability to drive performance, provide guidance and support you will see the success that comes from doing a great job. This winning role has your name on it today so get moving and you can take a step in the right direction and see why this company is the best there is.

### SOMETHING DIFFERENT TO PROMOTE

#### BUSINESS DEVELOPMENT EXECUTIVE MELBOURNE – TOP SALARY PKG ON OFFER

This is your chance to really shine. We're on the lookout for sales dynamite that can drive business and loves that thrill of the chase. In this role you will be covering the Southern Region responsible for sales across VIC, SA & WA. You will need to show a strong understanding of the travel industry market with key connections already established in the retail travel market. Own Vehicle required. Travel interstate required at times.

### LIVE THE HIGH LIFE IN ASIA

#### 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.

### RARE OPERATIONS ROLE

#### OPERATIONS SUPERVISOR SYDNEY –SALARY PACKAGE \$70K

Get in before the new years rush for this great role. Bring your leadership skills and consulting skills to this hands on role. You will be leading a team, ensuring work flow is distributed, training, motivating and mentoring. You will also have the ability to jump in and help out with bookings when necessary. Working with beautiful products and a supportive management team you won't regret this move!

### ACCOUNT MANAGEMENT ACROSS THE NATION

#### CORPORATE ACCOUNT MANAGERS X 3 SYD & PER & MEL – SALARY PACKAGE TO \$85k + INCENTIVE

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.

### SALES EXEC ROLE IN SUNNY BRISBANE

#### 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.

## AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Ph: 02 9231 2825      Email: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

[www.aaappointments.com](http://www.aaappointments.com)





# Merry Christmas from the inPlace team!

Meet the inPlace team



Ben Carnegie

## Product Manager

- ▶ Asia specialists
- ▶ Based in Sydney CBD
- ▶ Salary from \$70K + super

This is the number one travel wholesaler specialising in Asia and small group journeys. Join a company that will provide you with all the support you need to succeed.

Previous relationships with suppliers in Cambodia, Malaysia, Singapore and air products are highly advantageous.

Manage all supplier negotiation and contracting for these destinations and work alongside other product teams to ensure brochures are completed by the set deadlines. You will also monitor product performance.

Product Management roles don't come around every day and this role needs to be filled by the end of January 2013. Apply today for more information.

Call or [email](#) Ben Carnegie for more details

## Retail Travel Manager - Melbourne CBD

- ▶ Leading travel brand
- ▶ New, modern, state of the art offices
- ▶ Competitive salary + bonus

Manage a dedicated team of travel gurus in a well loved store in the heart of Melbourne. This is the next step for an Assistant Manager or a Travel Manager wanting a change.

Call or [email](#) Dana Peric for more details

## Ski Specialists - Reservations - Sydney

- ▶ Boutique agency in Sydney
- ▶ Located on the Northern Beaches
- ▶ Salary from \$45K + super

An established ski wholesaler is going through a growth spurt and needs 2 new staff to help handle the increasing demand. Destinations include Europe, US, Japan, Aus & NZ.

Call or [email](#) Ben Carnegie for more details

## Corporate Consultant - Perth

- ▶ International and domestic clients
- ▶ This could be your change from corporate leisure!
- ▶ Salary from \$50K + super

Join this boutique corporate travel agency with a family feel and high level customer service. Previous experience in corporate consulting is essential. All systems considered.

Call or [email](#) Ben Carnegie for more details

## Product Coordinator TEMP - Sydney

- ▶ 1 month assignment
- ▶ Focus on loading supplier contracts
- ▶ Top hourly rate, immediate start

Hottest temp job on the market today with this bustling wholesale travel group located in the funky inner west of Sydney. Calypso experience essential.

Call or [email](#) Kelly Wellsmore for more details

## Corporate Travel Team Leader - Brisbane

- ▶ Prestigious global company
- ▶ Lead, motivate & develop your team
- ▶ Salary to \$75K + super

NO CONSULTING! Lead, motivate and develop your team and work closely with higher management across different business units. Opportunities for development & progression.

Call or [email](#) Kelly Wellsmore for more details