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First with the news

Monday 18th June 2012

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JTG flags profit downgrade

JETSET Travelworld Limited this morning warned that its full year profit to 30 Jun could be down as much as 60% on last year, after taking into account \$7.5m in restructuring costs related to the loss of 110 jobs (**TD** breaking news). JTG will also record an \$11m

impairment on the carrying value of its QBT operations, meaning the overall result could be an \$11.5m profit if "underlying PBT" is at the lower end of the \$30-\$35 million expectations.

About 66 of the jobs will go from the Travel Management segment, with the rest coming from the wholesale operations due to the "full integration" of the Qantas Hols/Stella operations.

CEO Peter Lacaze told **TD** today that the changes would "deliver long term benefits to JTG's shareholders, trading partners, franchisees and members".

\$155k Jelly Bean Ball

THE travel industry was a major contributor to the success of the inaugural Danii Meads-Barlow Jelly Bean Ball in Sydney on Sat night, which raised a huge \$155,000 for Diabetes research.

More on p5; lots of pics from the event on our website and also at facebook.com/traveldaily.

Eight pages of news

Travel Daily is very busy today, reporting on location from both Australian Tourism Exchange in Perth as well as the Switzerland Tourism mega-famil, with eight pages of news & photos, plus full pages: (**click**)

- AA Appointments
- inPlace Recruitment jobs

Emirates expansion?

ADELAIDE is high on the agenda for new Emirates services into Australia, the president of the Dubai-based carrier has revealed.

"It [Adelaide] is coming to the top of our assessment," Clark said last week at the IATA agm.

The *West Australian* reports that along with the long rumoured Adelaide service (**TD** 01 May), Emirates is considering flights to Darwin, Cairns & the Gold Coast.



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First with the news

Monday 18th June 2012

NOU Service

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Aircalin New Caledonia

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Noon leaves Webjet

WEBJET has today announced the early retirement from the board of former ceo Richard Noon, effective 31 Aug 2012.

Chairman David Clarke praised Noon for his role in steering the online agent's development and success, "contributing enormously" during a period of record growth and profitability.

Noon is retiring from his role of executive director to focus on other personal interests.

8m China views of TA film

TOURISM Australia's incarnation of the *There's Nothing Like Australia* marketing campaign has struck a chord with its key target audience, with 8.3m views of the short film from the China market since its debut earlier this month.

Speaking at ATE in Perth on Sun, TA md Andrew McEvoy said the Chinese digital platforms of *Tudou*, *Youku*, *Banma* and *Baidu* have been flooded with interest.

The ad showcases 12 Australian drawcards, including reef, beach and outback destinations, as well as Sydney and Melbourne.

Elsewhere, the ad has been seen 240,000 times via TA's website Australia.com, there's been 150,000 views of the clip through *YouTube*, while the tablet app has been downloaded 6,000 times.

McEvoy reiterated "advocacy" has become "deeply integrated" in TA's marketing activities, and embracing social media platforms provides opportunities to people to relay their passion for Australia.

"Word of mouth is a powerful thing and I think our approach of getting the advocates of Australia to help tell our story for us is

really paying off," he said.

McEvoy said the industry has reacted favourably and swiftly to the latest phase of the campaign, with 100 local tourism operators registering interest to get onboard for subsequent stages.

"The beauty of *There's nothing like Australia* is its flexibility, the ease at which it can be evolved to fit the varied needs of the industry - from travel agents and small tour operators to large wholesalers & international airlines," he said.

Operators are going so far as to even offer the organisation access to their own distribution & social media networks to rally support.

"This is a fantastic early result and will significantly amplify our own efforts," McEvoy said.

Hilt to Harvey's Choice

GARY Hilt has been appointed as National Sales Manager for Harvey's Choice Holidays, a role which will see him responsible for sales for JTG Cruise Holidays.

Camo-loving Hilt's previous experience includes a stint as md of New Horizons Holidays.

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MR/UU codesharing

AIR Mauritius and Air Austral have today confirmed plans to codeshare on services to Australia.

The move follows the latest suspension of UU's Reunion-Sydney service (**TD** 21 May), which ends west-bound (Noumea-Sydney-Reunion-Perth) on 14 Aug 2012.

The yet to be approved alliance will see UU codeshare on MR's twice weekly Perth service, which is expected to be boosted to thrice weekly from Apr next year.

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Travel Daily

on location at
ATE, Perth

Today's issue of TD is coming to you from the Australian Tourism Exchange, courtesy of Tourism Australia and Qantas.

THE 2012 ATE kicked off on Fri at the Perth Exhibition & Convention Centre with around 1,700 Aussie delegates from 600 companies meeting to do business with 700 buyers from 40 countries.

The seven-day event is broken down into two modules, Eastern (Japan, Asia & Gulf countries) and Western (UK, Europe, Americas, Africa, NZ & South Pacific), with the change-over occurring at the end of proceedings yesterday.

ATE will inject around \$10m into the WA economy and generate over 13,000 visitor nights for Perth over its duration.

Today's issue features coverage from the Australian Tourism Exchange on this page, and 2 & 4.

Trade urged to be China ready

TOURISM Australia's Andrew McEvoy has cautioned the trade that businesses not establishing a 'China ready' presence are risking the Asian Century "passing us by."

Although stipulating that a continued surge in China visitor numbers is "neither inevitable nor guaranteed", being prepared

is "critical...to fully leverage Australia's destination appeal among China's new urban elite," McEvoy said in Perth on Sat.

Speaking during the Eastern module at ATE, McEvoy confirmed a 41% increase in TA's marketing resources in 2012/13 on China.

The investment builds on the China 2020 Strategic Plan rolled out this time last year to capitalise on the fastest growing, & most valuable, overseas tourism market - worth a potential \$9 billion to Australia by the end of the decade.

The increased spend is fueled by the recently announced govt backed new Asia Marketing Fund (**TD** 08 May), which will deliver an extra \$61 million to Tourism Australia's budget over 4 years.

McEvoy said that to compete with other nations keen to gain China market share, a successful marketing tack needed to be backed by the trade.

"You can build all the demand you want through compelling ads, but if the actual experience fails to deliver on the promise, you end up doing more harm than good.

"Even though it's still very early days, I do feel we're making solid progress in some key areas."

QF boosts PER capacity

QANTAS has announced it is bolstering A330 services between Perth and Melbourne by 55% to 68 services per week from 15 Oct, and reintroducing jumbo trans-continental services from Sydney on 09 Jul (**TD** breaking news).

Announced by QF domestic ceo Lyell Strambi at ATE yesterday, the move is fed by demand for premium travel to Perth from business and leisure travellers.

Internationally configured A330s will be used on 37 weekly MEL-PER services, while two-class 747s will operate out of Sydney.

Sydney China app

DESTINATION NSW will roll out a new smartphone app in Aug designed for the Chinese market to "combat the language barrier."

The 'Welcome to Sydney' app for Android and iOS platforms will act as a trip planning & information source for visitors from China.

DNWS ceo Sandra Chipchase said it would be pushed via key partners in China and in NSW, before tourists arrive and whilst they are in Sydney.

"This is the first stage of developing digital content for the Chinese traveller," she said.



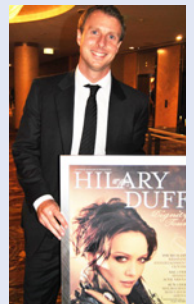
Window Seat

THE reaction from guests at the opening of Cars Land (**TD** last week) was a universal wow - but how about this from a child overheard walking the streets of Radiator Springs which was modelled on the animated *Cars* and *Cars II* movies.

The little boy, aged about 8, asked his father: "Hey Dad, is this where the movie was filmed?"

ROYAL Caribbean's Ben Angell was one of many travel industry supporters who helped raise \$155,000 for Diabetes research at Sat's Jelly Bean Ball.

Angell was thrilled when some 'friends' at the ball helped him win the auction for this signed poster of pop princess Hilary Duff.



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Wilpena resort sold

INDIGENOUS Business Australia & the Adnyamathanha Traditional Lands Association have acquired Wilpena Pound Resort in South Australia's Flinders Ranges.

To be managed by Anthology - which also operates Wildman Wilderness Lodge in the NT - the pact will see the development of authentic indigenous experiences and future indigenous training and employment.

A refurbishment project of the resort's 60 rooms is planned.

Skywest jets into KGI

SKYWEST Airlines will introduce a twice daily weekday jet service between Perth and Kalgoorlie from 02 Jul, with the flights timed to connect with Virgin Australia's Eastern states network.

As of 01 Jul, Skywest pax who are member's of Virgin's loyalty scheme Velocity will be able to qualify for status credits, in addition to earning points.

Firefly to Xmas Island

MALAYSIA Airlines' offshoot Firefly is adding a weekly flight from Kuala Lumpur to Christmas Island, effective 07 Jul.

The service will be operated using a 162-seat Boeing 737-400.

New Buller chairlift

MT Buller in the Victorian Alps has introduced a new quad chairlift for the 2012 season.

The Bonza Chairlift replaces the old Burnt Hut Chairlift that was damaged by lightning in 2010.

Blue Mtns Cult Centre

THE long awaited opening of the new Blue Mountains Cultural Centre will present a world class tourist destination for Katoomba.

The facility opens to the public on Nov 10 & features an art gallery, World Heritage Interpretive Centre, a viewing platform of the Jamison Valley and workshop/ seminar space.

Taronga China ready

SYDNEY'S Taronga Zoo has developed a number of initiatives to embrace demand from the ever increasing Chinese market.

New language pages have been introduced on the Taronga portal, zoo maps are now available in Mandarin and audio phone tour apps in Mandarin, Japanese and Korean are being developed.

SkyDeck photo links

MELBOURNE'S Eureka Skydeck 88 is now offering visitors the option to receive their Edge photos sent via MSN/email, enabling them to be shared on social media.

CCC Murray departure

CAPTAIN Cook Cruises has added a second Murray River Cruise between Mannum and Renmark, departing 03 Dec 2012.

The seven-night voyage aboard *PS Murray Princess* is priced from \$1,643ppts - captaincook.com.au.

Sealink Asian guides

THE SeaLink Trave Group has produced its first Japanese and Chinese international brochures showcasing the products of the 8 businesses within the group, including Captain Cook Cruises.

Mossman Gorge Centre

THE \$20m Mossman Gorge Centre will open this week in the Queensland World Heritage Site, offering two Dreamtime tours.

The facility is located 80kms north of Cairns and also features a cafe, art gallery and gift shop.

The three daily Dreamtime Gorge Walk & Dreamtime Legend Walk are priced at \$45pp & \$65.

Home Valley inclusions

HOME Valley Station in the East Kimberleys is offering guests new inclusive experiences, including a nightly star gazing talk, a daily horsemanship show and a range of 4WD and bush walking tours.

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QH bonus Trip points

AGENTS booking *An Officer & a Gentleman* packages thru Qantas Holidays (**TD Fri**) will earn 500 bonus Trip points, not frequent flyer points.

Disney is now “bigger than cruise”

THE head of worldwide sales for Disney, Randy Garfield, says that travel agents should have as much focus on Disney as they do on cruising, given the comparative size of the sectors.

At a trade briefing at Disneyland late last week, Garfield said that “Disney is larger than the whole cruise industry.

“Agents are being told to develop cruise specialist consultants to make the most of cruising - I think that each agency needs at least one Disney expert too,” he said.

And it’s particularly true for agents from long-haul markets such as Australia and New Zealand, he said, where the vast majority of Disney bookings are made through travel agents.

Garfield said that the company was also strongly focused on boosting awareness, driving customers through agent doors.

“I challenge you to find another supplier who spends as much as Disney on driving our brand to

consumers,” he said.

A good example of this is the upcoming outside broadcast from Disneyland Resort by the Channel 9 *Today* show (**TD Wed**), according to Disney Australia’s Sean Harrigan.

The week-long television event from 25 Jun will be “15 hours of content showcasing Disney to customers,” he said, and it will also be accompanied by window displays in Harvey World Travel stores plus new 30 and 60-second TV spots which will drive customers through agents’ doors.

Garfield told **TD** that last year’s significant boost to Disney consumer direct marketing in Australia was set to continue in 2013, with a similar campaign in Brazil having produced a big increase in Disney visitation.

He said Disney was a perfect match for the travel consultant’s role as a “dream maker”.

“Selling a Disney vacation is creating memories that will last a lifetime,” he said.

Industry supports Jelly Bean Ball

QANTAS ‘hero pilot’ Richard de Crespigny - pictured right with QF’s Joyce Weir - was among many industry colleagues who turned out on Sat night to support the inaugural Danii Meads-Barlow Jelly Bean Ball.

A host of auction items were generously provided by airlines and hotels, with key supporters including Jetset Travelworld Limited, Sabre Pacific, and Virgin Australia as well as Qantas and many others.

The event was organised by



Donna and Brian Meads-Barlow from DBT Corporate/Cruisescene in memory of their daughter Danii who died last year.

Many highlights of the night included a performance by the Qantas choir, and the event raised a whopping \$155,000 for charity.

SIA passengers up 7.1%

SINGAPORE Airlines today recorded a 7.1% year on year improvement in May traffic, versus capacity growth of 3.9% which saw SIA group passenger load factor up 2.2 points to 75.8%.

Load factors strengthened across all regions except for West Asia and Africa, with Europe and South West Pacific recording particularly strong growth versus last year when traffic was affected by the Japanese tsunami.

However cargo load factors dipped 7.4% year on year.

Travelport Kulula deal

TRAVELPORT has announced a new full content agreement with South African low cost carrier kulula.com, which will give Galileo connected agencies in southern Africa full access to all fares including promotional deals.

Under the new agreement Kulula has also opted for a higher participation level in the Travelport GDS including extra functionality such as IATA ticketing.



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AR plans 4th SYD

AEROLINEAS Argentinas is set to expand its planned Sydney direct flights to four per week effective from 01 Dec, according to travel agent GDS displays.

Monday 18th Jun 2012

New TGV rail line coming

A **NEW** TGV high-speed rail line linking Paris with Interlaken in Switzerland is in the final stages of being prepared, *Travel Daily* can exclusively reveal.

The new route was unveiled by Swiss Travel System in conjunction with Rail Europe at a trade workshop for Australia/NZ agents visiting Switzerland at part of the "Get Swissed" mega-famil this week in Montreux.

Set to commence operations on 09 Dec this year, the trip will take 5.5 hours in each direction to complete, it is understood.

Although exact timetables for the route have not yet been released, plans for a late afternoon departure from Paris to Interlaken are currently slated, with the return journey leaving Interlaken early the following morning.

TGV, or *Train à Grande Vitesse*, is jointly owned and operated by

SBB (Swiss National Railways) and SNCF (French National Railways), and currently operates ten other TGV services between France and Italy, Germany and Belgium.

The TGV train is the fastest conventional railway system in the world, regularly reaching 320kph on scheduled services, however in testing and speed tests, has reached over 570kph.

New PNG tourism focus

PAPUA New Guinea PM Peter O'Neill has announced an investment of K10 million (A\$4.7m) annually over the next five years into global tourism campaigns, aimed at lifting PNG's international visitor numbers.

O'Neill said that tourism offers huge potential for the country both in terms of foreign exchange and jobs in areas such as fishing, agribusiness, cultural activities, building, sport, transport and hospitality.

"As a country Papua New Guinea has been truly blessed to have been bestowed with some of the most beautiful natural assets that any country could wish for," he said.

The PNG PM flagged a target of lifting international visitor numbers to the country by at least 20% over the next two years.

True Blue Flights crash

THE Travel Compensation Fund has this morning announced the non-voluntary termination of True Blue Flights, Nerang Qld (ABN:43 556 409 835) after claims were received.

Interestingly, the firm's website is still active and keenly promotes it's TCF registered, displaying the Travel Compensation Fund Participant 'tick' prominently.

MEANWHILE, the agent trading as Business Travel Solutions, with a head office in Ballarat, Victoria and an outlet in Wyong NSW has voluntarily withdrawn from the TCF after ceasing operation.

The Qantas Travel Centre store at 10 Bridge St, Sydney has also closed for business.

Disney lines up for agents

THERE was a collective sigh of relief among several thousand Disney staff on Fri, after the gates of the newly revamped Disney California



Adventure Park and its Cars Land opened to the public.

The opening was a massive occasion and was the culmination of years of creative effort which commenced before the release of the first Cars movie in 2006.

In a series of interviews within the park on Fri, senior creative Disney staff revealed that the company is constantly planning new visions for its parks.

What sets Disney apart is the incredible attention to detail, with the new Buena Vista Street entry precinct of California Adventure faithfully recreating the Los Angeles of the 1920s, when Walt Disney first arrived with a "cardboard suitcase, \$40 in his pocket and a dream".

It's more than just a row of period shops, with Buena Vista Street populated by a series of "characters" such as a well-meaning policeman who writes citations for good behaviour, the bubbly Fifi the Photographer, and Molly the Messenger Girl, a directionally challenged goggle-wearing 1920s-era bicycle courier.

The characters interact with visitors strolling through Buena

Vista Street, making it an immersive Disney experience too.

Cars Land similarly invites guests to step into a new landscape where all the details evoke Route 66 and life on the so-called "mother road".

Although details of future Disney developments are strictly under wraps, Tom Staggs, who's head of the company's parks worldwide, did reveal that Disney is working on plans to bring characters from the recent *The Avengers* movie to the parks.

"We were hard at work on attractions using Marvel characters previously, and that work has only intensified given the film's great success," he said.

Pictured above from left are Randy Garfield, Disney Executive Vice President Worldwide Sales & Travel Operations; Maureen Barrett, Disney PR director; Bob Deuel, Disney media relations manager; Ed Fouche, Senior VP travel industry sales, Americas; Molly Morgan, Disney PR representative; Paul Garcia, PR manager Disney Worldwide Sales & Travel Operations; and Sean Harrigan, Disney Australia.

AFL Rd 12 Winner

CONGRATULATIONS

Natalie Hudson

from *Concorde Agency Network*

Natalie is the top point scorer for Round 12 of *Travel Daily's* AFL industry footy tipping competition, and has won a complimentary pass for two people to Madame Tussauds Sydney, courtesy of Merlin Entertainments Group.

Madame Tussauds
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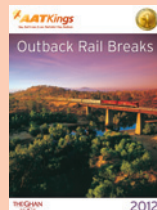
Brochures of the Week

WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to brochures@traveldaily.com.au. And don't forget our **FREE brochure listing service** at www.traveldaily.com.au/brochures.*



Insight Vacations - USA & Canada 2013

The launch of the 2013 USA and Canada brochure comes off the back of double digit growth from 2011. With 24 featured holiday options the program includes seven additional luxury Gold itineraries and one extra tour in the premium range. The 10 night Classic Mid-Atlantic tour takes in New York, Washington DC and Niagara Falls plus Gettysburg and Amish Pennsylvania.



AAT Kings - Outback Rail Breaks 2012

The new dedicated **Outback Rail Breaks** brochure offers six pages showcasing seven and nine day itineraries travelling on The Ghan between Uluru and Darwin. Packages include The Ghan rail journey with accommodation, sightseeing and touring in the Red Centre and the Top End. The brochure is a good tool for agents to up sell to their clients.



Skijapan.com - The Best of Japan 2012/13

The latest brochure includes information and package prices for ski holidays to the best resorts in Japan. Flights, accommodation, transfers, lift passes, rental and lessons and stopover options are all detailed. Early Bird specials are also included. To order a brochure contact TIFS or email enquiries@Skijapan.com.

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New Kenya fares

KENYA Airways has reduced fares from Australia to a range of African destinations including Nairobi, Mombasa, Kisumu, Malindi and Eldoret.

Effective immediately economy class fares start at A\$1923 return for low season travel Sydney to Nairobi, with low season fares also now available for an extended travel period from 16 Jan until 09 Dec.

Q and L classes are now valid for a maximum six month stay and K class is available for one year.

Kenya Airways codeshares on daily QF flights SYD-BKK and also offers combination fares with TG and CX, connecting to its daily services to Nairobi - 1300 787 310.

Rail plus upgrade

RAIL Plus is offering savings of almost \$650 by offering free upgrades on the Ghan and Indian Pacific journeys.

Passengers booking a Red Sleeper ticket on eastbound Indian Pacific or southbound Ghan services before 31 Aug, for travel 01 Aug-30 Nov, will be upgraded to Gold Service.

See www.railplus.com.au.

Travel Daily

First with the news

Monday 18th Jun 2012

QH adds more credit

QANTAS Holidays is offering bonus credits of \$50 on domestic and \$100 on international bookings made before 29 Jun, for travel until 31 Oct 2012.

The additional credit applies for bookings paid in full and is in addition to the current fly free promotion which is also in place for the next two weeks, along with the Chance to Fly Free Agent Incentive - for details see www.triponline.com.au.

Vale Kit Davies

THE industry is today mourning the death of Kit Davies following a long battle with cancer.

He will be remembered as one of the pioneers of the Fly Drive market in the 1980s and 90s with his company Cartours.

A memorial service will be held tomorrow Tue 19 Jun at 1pm at the Southern Chapel, Northern Suburbs Crematorium in North Ryde, NSW.

Air Astana goes to zero

KAZAKHSTAN carrier Air Astana has today announced that it will reduce BSP agency ticket sales commission to 0% for tickets issued on or after 01 Jul 2012.

The change applies to all domestic and international routes.

GA PER-DPS from \$333

GARUDA Indonesia has released sale fares for flights between Perth and Bali, leading in at just \$333pp return including taxes.

There's also a \$415pp return fare to Jakarta ex PER.

The fares are now available until 31 Aug - 1300 365 330.

QF DFW to go daily

QANTAS yesterday announced that its flights between Australia and Dallas Fort Worth in the USA will move from six per week to a daily operation from 01 Jul.

Recently appointed Executive Manager for Qantas International, Stephen Thompson, revealed the expansion at Australian Tourism Exchange in Perth yesterday.

He said the move was "all about putting our gateway strategy into action and building a stronger Qantas International".

WIN A TRIP TO GREECE

Throughout June, **Travel Daily** is giving one lucky travel consultant reader the chance to win an amazing 7-day escorted "Highlights of Greece" tour, courtesy of **Sun Island Tours** and **Etiihad Airways**.

The prize includes two return economy airfares to Athens with Etihad, airport transfers, six nights' accommodation, six breakfasts, three dinners, tours with licensed guide as per itinerary, entrance fees and local taxes.

Every day **Travel Daily** will be featuring a photo of a Sun Island Tours' staff member enjoying a different destination from their brochures. You just have to identify the city or landmark and email us your answer. There will be 20 questions in total, which will also be posted on our website. In the final (20th) day you will be asked a creative question.

At the end of the month the subscriber with the most correct answers and the most creative response to the final question will win.

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

Hint! Go to Sun Island Tours' Facebook page or visit www.sunislandtours.com.au

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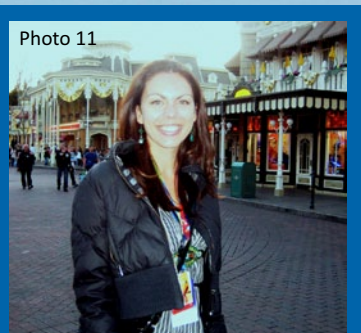


Photo 11

Where is Claudia today?



It's time...to Get Swissed on location!

Photography by Roving Reporter Dean Heke - HWT Katoomba

BELOW: Stephanie Houlahan from FC Broadway toasting to Switzerland from the top of Europe.



FROM scores of entries, it was time for the 33 agents chosen by Swiss Tourism and Rail Europe from around Australia and New Zealand to head to Europe to "Get Swissed" for themselves.

Upon arrival into Zurich on 09 Jun, the agents were split into three groups of 11, with equally packed itineraries awaiting each.

The groups started in Zurich before dispersing to see different parts of the country & experience different attractions, sights and

sounds over the next four days before meeting up again later.

From views of the top of Europe in Interlaken, to cogwheel trains in Lucerne and an ice palace in Jungfraudoeh, the groups were never short of things to see or do.

For more photos covering the excitement of the first four days of the famil trip, visit our Facebook page at facebook.com/traveldaily.

Travel Daily met up with the group on Day 5 and will bring you more highlights each day this week.

BELOW: Noel Donohoe from Breakaway Travel thought he could see his house if he leaned over just a little bit more.

RIGHT: The groups get some early bonding in while riding the rails to Jungfrauoch.



BELOW: One of the many scenic sights in Lucern include a lion sculpted into the cliffside.

BELOW: Jessica Rogers from House of Travel and Sarah Young from Travelworld letting their hair down after a busy day of exploring.



ABOVE: Tim Watts from FC Direct Marketing getting a birds eye view.

BELOW: Ellynn Croker-Hendry from Infinity Rail taking on a ropes course one nervous step at a time.



BELOW: One of the groups of agents watch on from the viewing platform at Jungfrauoch as a local longhorn player demonstrates his skilled craft on a not-so-portable instrument.



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

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PUT YOUR CAREER IN THE HANDS OF THE EXPERTS AT AA EXECUTIVE

JOIN A 5-STAR BRAND IN A SENIOR ROLE

GENERAL MANAGER – GROUP SALES

MELBOURNE – SALARY PACKAGE NEG ON EXP

Step into the limelight with this top level role heading up a global sales department. Overseeing a number of Global offices you will be able to implement strategies across the business improving bottom line performance and structuring continuity across the brand. Strong industry relationships are required along with high level communication skills, business acumen and great negotiation skills.

REACH NEW HEIGHTS IN SALES

CORPORATE BDM

SYDNEY & PERTH – SALARY PACKAGE OTE \$130K+

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a leading corporate TMC offering a long term career and the real opportunity of progression. With a leading Brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. Apply for this role and watch your future career soar.

A VOYAGE OF DISCOVERY AWAITS

INBOUND CRUISE MANAGER

MELBOURNE BASED – SALARY PACKAGE OTE \$80k +

Embark on your voyage of discovery when you join this outstanding operator. This unique and varied role requires the skills of a cruise professional with an understanding of the logistical challenges in moving large numbers of passengers effectively. Responsible for overseeing a team and coordinating inbound day tour proposals for ship excursions this is a role not to be missed! Frequent interstate travel is required.

MANAGE HIGH LEVEL RELATIONSHIPS

CORPORATE TRAVEL ACCOUNT MANAGERS

PERTH & SYDNEY - SALARY PACKAGE OTE TO \$100K

Join a name you can trust, with a portfolio of interesting clients to manage, while creating impeccable service standards and delivering over & above expectations. Your knowledge of corporate travel account management strategies is essential along with your negotiation skills and ability to offer solutions that can improve your clients travel policy. An attractive salary package is available + benefits.

AN ABUNDANCE OF LEADERSHIP OPPORTUNITIES

CORPORATE TRAVEL TEAM LEADERS

SYDNEY & MELB – SALARY PACKAGES OTE \$85K DOE

Take the lead role within a brilliant travel operation, bringing your skills & experience in corporate consulting and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is ready to jump in and be hands-on if required. Your positive approach and ability to lead by example will bring a breath of fresh air in to the team and secure your future.

LIFT THE PROFILE OF A GROWING BRAND

MARKETING MANAGER

BRISBANE – SALARY PACKAGE OTE \$100k + benefits

This growing business is looking for someone experienced in consumer and digital marketing to produce and implement a marketing plan that achieves the key objectives for the brand. You will be well versed in all forms of digital marketing, leading a small team and delivering innovation and energy to all activities. Budget management and the ability to manage multiple projects with flair is essential.

SECURE YOUR FUTURE IN TECHNOLOGY

ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$85K

Bring your selling skills and travel industry background to this fantastic organisation and stretch your wings out on the road looking after an existing portfolio of clients, ensuring their business is retained and achieving new growth targets. If you have great skills in sales, trade relationships, GDS and product knowledge race in for your chance to join a leading company that will support your career development.

MOVE WITH THE TIMES IN ONLINE PRODUCT

PRODUCT EXECUTIVE

SYDNEY – SALARY PACKAGE NEGOTIABLE ON EXPERIENCE

This new role is responsible for ensuring competitive pricing across all products with a key focus on airfares, and ensuring that the right product at the right price is available at all times for sale in the market. Working in a dynamic and fast-paced online environment you will have solid local product knowledge and a keen understanding of airlines/airfares and GDS. A top salary package is available for the right person.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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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



Corporate Travel Account Mgr - Brisbane

- ▶ Large Corporate TMC, Brisbane CBD
- ▶ 100% relationship management
- ▶ Salary from \$70K + super + incentives

Join this Employer Of Choice in the world of corporate travel solutions. They have been growing year on year & expanding into new markets. You'll be given the tools you need to succeed.

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

Copywriter & Marketing Coordinator - Sth MEL

- ▶ Inspirational destinations
- ▶ Co-ordinate brochure production
- ▶ Salary \$50K + super

Unleash the creative writer in you! Assist in brochure production but also get to write editorial, newsletters, ads and flyers for trade expos and marketing collateral.

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

Customer Service Advisor - Sydney

- ▶ Mid office helpdesk support
- ▶ Accounting knowledge essential
- ▶ Salary to \$55K + super

Troubleshoot things like Accounts Payable, Accounts Receivable, Reconciliations and General Ledger entries and help support the clients that use this system. Sabre knowledge preferred.

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

Corporate Multi-skilled Consultant - Sydney

- ▶ Salary to \$60K + super negotiable
- ▶ Work on premier accounts - team based
- ▶ Award winning TMC for the 3rd year!

Join this growing TMC - large enough to attract top clients but still has the 'family' culture. Known for keeping their staff, security and career advancement are just some of the benefits.

Call or [email Sandra Chiles](#) for more details

Leisure Consultant - Perth

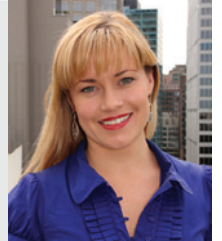
- ▶ Thriving shopping centre location
- ▶ South Perth location
- ▶ Salary up to \$45K + incentives + super

Join this well established boutique retail agency & be part of a well travelled and busy team that prides itself on their travel knowledge and high service levels.

Call or [email Kristi Gomm](#) for more details

Kelly's Top Job

Corporate Travel Manager - Perth



Kelly Wellsmore

- ▶ Boutique agency
- ▶ Get involved in marketing, sales & operations
- ▶ Salary negotiable

This small but powerful player in Corporate Travel has been in business in Australia for approaching 30 years now.

There has been an exciting opportunity arise in their West Perth location for a highly skilled Corporate Travel Manager. You will be hands on with staff, clients, business growth, marketing and operations.

Your previous experience in management, consulting and strong airfares is paramount as is superior relationship, negotiating and presentation skills.

This is a highly sought after position with a company that offers you support and room to grow your ideas.

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

Corporate Team Leader - Sydney

- ▶ Pure management role - no consulting!
- ▶ Lead, motivate and develop your team
- ▶ Salary \$70K - \$75K

Your role is to manage performance and quality of service among your team by providing regular updates, feedback & coaching sessions. Team management experience ess.

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

Online Customer Service - shift work at its best!

- ▶ 7 nights on 7 nights off!
- ▶ No face to face, Sydney CBD
- ▶ Salary to \$46K package - late July start!

Work with an online booking tool, servicing calls and emails from the direct public as well as travel agents. Your excellent worldwide travel knowledge will be rewarded.

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