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No Fiji plans for FC

FLIGHT Centre has referred to reports out of Fiji it plans to open outlets in Fiji, Phuket and Bali (TD yest.) as "completely incorrect."

"None of its true," spokesman Haydn Long told *Travel Daily*, adding Flight Centre was mulling purchasing ground-handling businesses in some key markets.

Long also reiterated that Flight Centre expects to add 1,000 staff globally this year, not specific to the region, as flagged previously.

PAL earmarks Darwin hub

PHILIPPINE Airlines is preparing to add Darwin to its international network, acting as a hub for new A320 onward flights to Brisbane and Melbourne.

The establishment of a Darwin operation was revealed by PAL executive Felix Cruz (TD 22 Oct).

It's understood PAL lodged a request for an extra allocation of 604 weekly seats on flights to Darwin, Sydney and Melbourne in Jul this year, on top of its existing 3,194 seats to Australia.

According to the Philippines' Civil Aeronautics Board, PAL will launch four weekly services from Manila to Darwin from 10 Dec.

Two services on Mon and Fri night ex Manila will continue to Brisbane, while the Sun and Wed

services, transiting in the Top End, will fly through to Melbourne.

The return services, via Darwin, will leave from BNE on Tue & Sat, and MEL on Mon & Thu.

It's unclear at this stage if PAL is seeking to allow passengers to deplane and board in Darwin, or if the NT capital is being used as a "technical stop" for refueling, due to the A320's flying range.

A spokesman for PAL told TD the carrier was examining its int'l network, but "no final decisions have been made at this time."

Currently, PAL is operating its flag-ship Boeing 777-300ER non-stop to Sydney and Melbourne, four and three times weekly.

A twice weekly NZ service, via Australia, is understood to also be in the pipeline for next year.

Ocean cruise guide

WATCH your inbox later today for the latest edition of the *Cruise Weekly Ocean Cruise Guide*.

The guide is produced on a regular basis and provides a simple easy-to-read overview of major cruise lines in the fast-growing Australasian market.

As well as being distributed to *Travel Daily* and *Cruise Weekly* subscribers the guide will also be available for download online at traveldaily.com.au/features.



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Eight pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
- Territory Discoveries
- Tourism Ireland

Still places for Ireland

TRAVEL agents in Sydney, Perth and Brisbane are reminded to "come along for the craic" and find out about Gathering Ireland 2013 at the upcoming Tourism Ireland roadshow which kicks off from next week - see **last page**.

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More US disruptions

TRAVEL across parts of the USA is set to be thrown into chaos once again with a large "winter storm" hitting the New York area.

United Airlines has suspended most flights to and from JFK, La Guardia and Newark, with the carrier saying the conditions "will likely cause additional delays and cancellations" across the region.

The storm follows last week's 'Frankenstorm Sandy'-induced chaos in the northeastern USA.

SureSave revamps range

SURESAVE Travel Insurance has today launched a new product range which "will help agents sell insurance" with a simplified Product Disclosure Statement and easier to understand plans.

Suresave Executive Director Michael McAuliffe told **TD** the agent-friendly products include a new 'Deposit & Cancellation Plan' which allows travellers to "protect their holiday investment well in advance of leaving" - giving cover on a rolling 12 month basis for bookings made a long way ahead.

There's also a new Necessities Plan targeting the VFR market, providing low-cost coverage incl extra travel and accom if a trip is interrupted because of injury.

Suresave's Annual Frequent Traveller Plan also covers an accompanying spouse for trips of up to 50 days, with lower prices for most travellers, while the new Domestic Plan now includes cover for accompanying dependants up to the age of 25.

The Comprehensive Plan has also been expanded to cover accompanying dependants up to 25, while the Budget Plan includes tailored cancellation cover, increased luggage cover and can be purchased even after travellers have started their trip.

McAuliffe said SureSave would also continue to offer coverage at no extra cost for motorcycles, cruising and skiing, with agents to receive copies of the new SureSave PDS shortly.

He told **TD** that despite the proliferation of online insurance sellers, more and more people - particularly older travellers- were continuing to buy from agents.

New NTA leaders

THE National Tourism Alliance has elected Restaurant and Catering Australia ceo John Hart as its new chair, replacing Col Hughes of JTG offshoot ATS Pacific, who has led the NTA since it was created in 2001.

The deputy chair role has been taken by Evan Hall, ceo of Tourism Council Western Australia.

The appointments follow a review and restructure of the NTA's governance to "strengthen the Alliance's position to focus on policy coordination and collaboration at a national level".

Under the new direction the NTA's core role will continue to be coordinating tourism policy across the industry, while it will also continue to stage the annual Australian Tourism Awards.

The NTA represents many industry groups - but not AFTA which controversially withdrew from the organisation earlier this year (**TD** 08 Jun).

More appointments on **page 7**.

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Japan revival on track

JAPAN's tourism appeal remains on a positive growth curve, with latest preliminary stats revealing a 41% increase in foreign visitors for the year ending Sep, to more than 6.3 million.

Sep year-on-year growth across all markets was up 22.6% to 660,500, Japan National Tourism Organisation figures show.

Aussie travellers led with one of the largest market percentage gains in Sep, up 46% on 12 months ago with 19,300 visitors.

Only Russia achieved a higher growth, up 77% to 4,900.

Japan's core markets of South Korea, China and Taiwan also saw strong gains, up 19% (to 145,700), 10% (to 123,500) and 38% (to 116,600).

Year-to-date figures for the Australian market were up 28%, on the brink of 150,000 arrivals.

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Galileo Terminal set to launch

TRAVELPORT-connected agents will be able to access the GDS anywhere, anytime with the formal Australian debut of the Galileo Terminal web-based solution (**TD** 18 Oct).

The product will become available effective 19 Nov at www.galileoterminal.com, and once users log in they can access multiple GDS screens and services via the internet on PC, laptop or

tablet devices such as iPads.

Travelport gm for Pacific, Alex Fitzpatrick, told **TD** yesterday the innovation allow agents to search and book flights, quote fares and even issue tickets remotely.

She said Galileo Terminal is just one of a host of innovations currently being implemented by Travelport, alongside the new Universal Desktop which has rolled out across Flight Centre and is now available to other Travelport clients and which brings "boutique selling together in one place".

Fitzpatrick said Travelport was "hungry to meet the industry's needs," claiming the company now has a 49% Australian market share in terms of segments.

Travelport's commitment to Australia is underlined by a decision to hold its regional conference here next year, with Voyages' new Uluru Meeting Place in the Red Centre to host the event around Easter.

MEANWHILE Travelport has also announced a new agreement with Alitalia for the travel agency distribution of ancillary services.

OS intention record

THE percentage of Australians intending to go overseas for their next holiday has risen to a record high of 10% over the three months to 30 Sep, up significantly from 8% at the same time in 2011.

According to the latest Roy Morgan Research Holiday Tracking Survey, domestic holiday intention has declined slightly at the same time, down one point to 55% overall.

The increase in international travel intentions is a result of falling interest rates, higher consumer confidence and the stronger stock market, according to Roy Morgan's Jane Ianniello.

In terms of domestic intention Melbourne was a "stand-out performer," defying the trend.

AF A380 SIN upgrade

AIR France will add a fourth weekly Airbus A380 rotation on the Paris-Singapore route effective from Mar next year.

According to agent GDS, the superjumbo will operate each Fri as well as Mon, Thu and Sat, while the other days will see Air France utilise a 777-300ER.



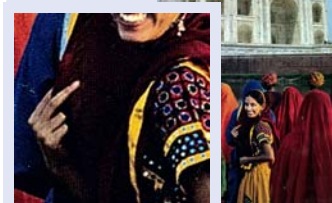
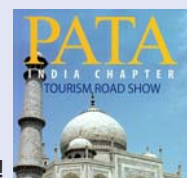
IN THE last minute dash around the country to be seen shaking more hands and kissing more babies, three of the four candidates for office found themselves causing quite a traffic jam as they all landed in their private planes at Cleveland Airport...all at the same time.

While Republican nominee Mitt Romney waited on running mate Paul Ryan to turn up for a last minute campaign, vice president Joe Biden suddenly turned up on Air Force Two on an unannounced - but according to the White House, long planned visit of his own.

Romney kept to himself inside his aircraft while Biden arrived, before the airport became even more crowded as Paul Ryan finally turned up.

TRAVEL Daily is wondering whether anybody proofed this recently released brochure about the PATA India Chapter's Tourism Road Show, particularly an Indian woman on the cover.

An observant staff member at the **TD** offices noticed the woman making a rather interesting gesture with her middle finger...oops!



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EK backs Glasgow Games



EMIRATES has become the Official Partner of the Glasgow 2014 Commonwealth Games and Queen's Baton Relay.

"For many years Emirates has been at the forefront of sports partnerships in the UK," EK senior vp Commercial Ops Europe and Russian Federation, Richard Jewsbury said yesterday.

"Now we're taking this

engagement to a new level."

EK currently flies to 23 nations in the Commonwealth, "enabling us to connect athletes and spectators from across the globe to the Commonwealth Games... through our hub in Dubai," Jewsbury said.

Cabin crew from EK are pictured above with the Glasgow 2014 Commonwealth Games mascot.

CHOICE slams transition plan

AFTA ceo Jayson Westbury says a campaign against the proposed reforms of travel industry consumer protection by CHOICE is "regrettable" and doesn't add anything to the ongoing debate over the issue.

CHOICE today issued a statement slamming the Draft Travel Industry Transition Plan, suggesting Aussies may be left "high and dry" when a travel agent goes bust.

The call comes in the wake of the collapse of Classic International Cruises (**page 8**), and follows a submission by CHOICE on the TITP which was made public last week (**TD Thu**).

"Just yesterday, more than 5,000 pax booked on cancelled 'Athena cruises' were told to contact the Travel Compensation Fund," CHOICE head of campaigns, Matt Levey said.

"If the Fund is abolished, Consumer Affairs Ministers need

to explain where they will direct people next time a travel company fails, recognising that a third of travel expenditure is still done through agents, often very expensive holidays," Levey said.

In its submission, CHOICE argues the proposed changes "fall well short" of Minister's public commitment to enhanced consumer protection, "and are likely to leave travellers out of pocket."

Westbury said the CHOICE position was not surprising, but added that "all the evidence collected over the last four years does not demonstrate that the benefits of the current system outweigh the burden".

He said it was unfortunate that CHOICE had not presented any new contribution to the debate, nor recommended any policy suggestion towards modernising the arrangements for consumer protection in the travel industry.



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Skytrax review ? mark

THE UK's Advertising Standards Authority has queried the validity of claims by Skytrax' Research's website airlinequality.com on the quoted 5 million "checked and trusted airline reviews."

The ASA argues the site is misleading because there are only 400,000 reviews featured.

Tempo Galapagos deal

TEMPO Holidays is offering a 15% earlybird discount on Galapagos cruises, with the deal available until 30 Nov.

Voyages range from 4-8 days aboard the *Santa Cruz*, *Isabela II* or *La Pinta* vessels and lead in at \$2146pppts - live chat available at www.tempoholidays.com.

SLH adds reviews

SMALL Luxury Hotels of the World is enabling club members the ability to lodge hotel opinions after a stay on www.slh.com.

Club Member Hotel Reviews are billed as "user reviews you can trust", and are only posted, by invitation, if a guest/member has stayed twice at a SLH.

"So you can be confident that our reviews are the real opinions of luxury-hotel goers," SLH says.

Properties are rated on a scale of 1 to 5, and categorised by the purpose of the stay as 'Business', 'Family', 'Couple' or 'Friends'.

e-visas for PNG travel

THE Australia and Papua New Guinea govts yesterday signed off on a new e-visa arrangement aimed at streamlining processing.

"Improving the ease of travel between Papua New Guinea and Australia, particularly for frequent travellers, is an important economic and cultural goal," Australian Minister for Immigration and Citizenship, Chris Bowen said.

"With about 80% of all visa applications from Papua New Guinea falling into the tourism and business activity categories, it is sensible to focus our attention on these travellers," he added.

The deal will require a joint traveller facilitation taskforce to identify legal and administrative requirements.

It's hoped the initiative will be rolled out in the first half of 2013.

Last week Federal Tourism Minister Martin Ferguson revealed plans to introduce electronic visas for all foreign travellers (**TD** Thu).

Qantas international fares rising

INTERNATIONAL fares across all cabin classes with Qantas are to increase by around 3% from 21 Nov, as part of a price review by the airline (**TD** breaking news).

Agents are being advised via the Qantas Industry Sales site that new core tariff fares on "most" International Economy, Premium Economy, Business and First class levels have already begun being updated, and will continue to do so over the next two weeks.

Qantas sale fares are excluded from the review.

Current bookings, including published, retail net, private and wholesale, must be ticketed by 20 Nov otherwise the higher fare level will apply," Qantas warns, adding it will monitor pricing in each market, meaning "some price increases may be more."

MEANWHILE, QF has adopted a new Commercial Policy for the impact of ex-Hurricane Sandy and further adverse conditions predicted to strike Northern States of the USA (see **page 2**).

More at qantas.com.au/agents.

Anantara into China

BESPOKE hotel group Anantara Hotels Resorts & Spas has opened its 20th property globally and 1st in China - the Anantara Sanya Resort & Spa, Hainan Island.

The resort is strategically located on the South China Sea and features 122 luxury rooms, suites and private pool villas.

Terms and conditions apply.

Scoot/North Coast JV

NORTH Coast Destination Network and Scoot have signed a Memorandum of Understanding to develop visitor markets from Asia to the NSW North Coast.

The joint venture aims to entice international visitors to the region to spend more and utilise Scoot's direct services to the Gold Coast or Sydney, through cooperative marketing.

WIN A 3-NIGHT STAY AT SALA PHUKET



This week, **Travel Daily** is giving one lucky reader the chance to win a 3-night accommodation package, valued at \$3100, courtesy of **SALA Phuket Resort and Spa**.

The prize includes 3 nights' accommodation for two in a SALA Pool Villa, daily breakfast, complimentary airport transfers and complimentary Patong transfer (round-trip).

For your chance to win this great accommodation package, answer correctly four questions featured in **Travel Daily** from Monday to Thursday this week, plus answer the final question featured on Friday.

Email your answers by COB on Fri to: salaphuket@traveldaily.com.au.

Q.4: How many people can SALA Phuket accommodate for a meeting?

Hint! Visit www.salaphuket.com



India Council for Aus

INDIA is set to ramp up the country's tourism profile locally after establishing the Australia India Travel & Tourism Council.

The council has been formed to represent individuals and businesses from across the travel industry in India and Australia, and will focus on "enhancing and influencing bilateral traffic."

It's founding members include Asgar Ali, Universal Express Travel & Tours in Mumbai; Ian Cameron, Ian Cameron & Assoc; Arnold D'Souza, ACR Int'l Travel & Tours; Shanker Dhar, former joint director general of India Tourism; San Jeet, Buzz Travel Marketing; Dale Woodhouse, Singapore Airlines & travel writer Sandip Hor.

The AITTC hopes to open up opportunities for hotels, airlines, travel agents, tour operators and others directly and indirectly linked with the industry.

Tourism Australia has previously tipped the India market to deliver 300,000 annual visitors by 2020.

"We're keen to enhance knowledge for travellers to these destinations, research travel trends, sponsor round table discussions and host industry networking," AITTC spokesperson Sandip Hor said.

"The partnership between both countries has gone beyond Commonwealth, cricket and curry, and has developed into a strong exchange of culture and commerce that includes tourism," Hor added.

More details at www.aittc.net.

Enrich burn half price

MALAYSIA Airlines is offering a 50% discount on the number of miles required to redeem Enrich Frequent Flyer program.

The deal means 22,500 Miles are now required to fly return to Kuala Lumpur in Economy class from Sydney, Melbourne, Perth, Adelaide or Brisbane.

The promotion runs from now until 31 Dec 2012, and is valid on most routes for travel from 01 Feb-30 Jun 2013.

United team in hospital



THIS foursome from United Airlines recently visited the Children's Hospital at Westmead in NSW, spending an hour doing the rounds and handing over a donation of more than 70 Oliver D World bears.

They said the experience was

particularly humbling - and came at just the right time for one little girl who had forgotten her favourite toy.

Pictured above at the hospital from left are Laura White, Deidre Parkes-Finsh, Ben Parkinson and Anne-Marie Seward.

WHV scheme push

THE Tourism & Transport Forum says the Working Holiday Visa scheme should be expanded to more countries in Asia, including China, India and the Philippines, to reflect Australia's Asia focus.

KLM/EY c's bookable

KLM Royal Dutch Airlines has today confirmed it will codeshare on Etihad Airways flights to Sydney & Melbourne to Amsterdam, via Abu Dhabi (**TD** 08 Oct), with seats bookable effective immediately.

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New faces at Amadeus



AMADEUS late yesterday announced the addition of seven new team members, covering sales, IT management and HR.

The move sees Robin Woods appointed as Key Accounts Manager, moving from Flight Centre's Campus Travel.

Sharon Deller, ex CWT and American Express Business Travel, has been named as Head of Global Customer IT Solutions, while Pethra Soderqvist moves from Amadeus Scandinavia as Customer Relationship Manager.

Laurianne Etile is the new IT Account Manager for Global Customer and IT Solutions, and Gena Signorini is now IT Account Manager - Key Accounts.

And finally Hanna Azoulay is Amadeus IT Pacific's new Senior

Oceania 14nt Alaska

OCEANIA Cruises has added a longer Alaska sailing to its 2013 schedule, replacing two previously announced seven night cruises with a 14-night voyage.

The 684-passenger *Oceania Regatta* will also depart round trip from Seattle, with the line saying the changes followed feedback from travel agents.

Daly to head ETF

LUNA Park gm of sales Gary Daly has been named as the new managing director of Exhibitions and Trade Fairs, taking over from Jodie Richmond effective 01 Dec.

Human Resources Manager.

MD Sari Vahakoski said the appointments would "bring an incredible amount of professional expertise to Amadeus IT Pacific from around the globe".

Pictured above from left are Sharon Deller, Laurianne Etile, Gena Signorini, Pethra Soderqvist and Hanna Azoulay.

More industry appointments in the column at **right**.

Virgin service fees

VIRGIN Australia has replaced its credit card surcharge with a "new, simplified Booking and Service fee".

Effective 23 Oct the fee covers "a range of costs associated with processing bookings paid for by credit card" including merchant fees, payment processing costs, administration costs and "the cost of maintaining IT systems used for payment security to minimise credit card fraud".

The fee is applied on a per passenger per booking basis (rather than per sector) and costs \$7.70 for domestic bookings, \$10 for trans-Tasman and short haul international, and \$30 for long haul international bookings.



Industry Appointments



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

James Nobleza, member of the exclusive and elite Les Clefs d'Or ranks, has joined the concierge team at the **Intercontinental Sydney**. Nobleza brings nearly 15 years experience at many of Sydney's most prestigious hotels to the role. Elsewhere within the IHG group, the company has appointed **Sara Iravani** as its new Business Development Manager for the NSW/ACT markets, to be based at the **Crowne Plaza Coogee Beach**.

Central Coast Tourism has announced the appointment of **Robyne Abernethy** as the new Chief Executive Officer at the tourism organisation, who joins the team with 25 years experience in the travel industry.

Swapping the hustle and bustle of Chatswood for the quieter Hunter Valley, **Brian Rooney** has taken up the position of General Manager at the **Peppers Guest House Hunter Valley** in the famous NSW wine region.

Travel insurance provider **Cover-More** has welcomed medical specialist **Professor Steve Rashford** to the role of Chief Medical Officer. Rashford has been tasked with leading the emergency medical assistance service.

Looking ahead to a busy 2013, **Globus** has recruited four new individuals to further spur continued growth. **Darren Perry** has joined as the new Groups Business Development Manager NSW/Vic; **Rebecca Clark** is on board as Inside Sales Executive NSW; **Joseph Di Bennardo** has been hired as Area Sales Manager NSW South, while **Renata Galla** has moved from a customer service role to become the new Groups Coordinator.

Hotel amenity manufacturer **Concept Amenities** has sourced **Natalie Flood** as its new Innovation Manager, to develop industry best practices.

Eurostar has brought Michelin-starred chef **Raymond Blanc** on board as the rail operator's new Culinary Director. Blanc will put his extensive menu-planning experience to use catering to the company's Business Premier passengers through a passion for promoting sustainable food.

Alila Jakarta has appointed **Hotmida Petra Sari** as the property's new Director of Sales, while **Tom Drange** is the new Executive Chef.

Already at work in designing a new menu concept at the hotel's flagship Jpb restaurant, **Stephan Tseng** has commenced in his new Executive Chef role at the upmarket **Swissotel Sydney**.

Christine Cole has joined the team at **Tourism Western Australia** and has been tasked with the development of the cruise industry in the state.

Sofitel Fiji Beach Resort & Spa has named **Jean-Francois Delahaye** as its new director of Food & Beverage. Delahaye brings experience in similar roles at Sofitel's in Manila, Tahiti, Equatorial Guinea and Turkmenistan.

In response to recent growth by the brand, **Dusit International** has named two individuals into new sales director positions. **Dorinda Chua** has been appointed as the new Director of Sales for Meetings & Incentives, while **Sergey Kutuzov** will oversee the Russian market.

ATTENTION AGENTS!!

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Classic International season sinks

MORE than 5,000 passengers booked on *MV Athena* cruises planned for Australia this summer will now be seeking refunds, after the administrator of the collapsed Classic International Cruises was unable to secure a replacement vessel for the season.

Lawler Partners suspended new bookings when the company went into administration (**TD** 31 Oct) as a result of *Athena* being impounded in Europe due to non-payment of bills.

The administrators said they had continued negotiations with a number of alternate providers to source a backup ship, and had also "been in communication with various government and industry bodies seeking support for CIC's scheduled cruises".

However the efforts have been unsuccessful, with Lawler Partners late yesterday

recommending that customers contact their travel agents to make alternative arrangements.

Clients are being told to claim on travel insurance, request a credit card chargeback, make a claim with the Travel Compensation Fund or register as a creditor of the company.

The Travel Compensation Fund says it's only received 20 claims so far, mostly from pax booked to travel on the repositioning cruise from France, with a value of \$82,000 - but the total could run into the millions, according to spokesman Gary Dellar.

At this stage the TCF is seeking further details from the administrators and is set to attend a creditors' meeting to be held in Sydney on Mon.

He said Lawler Partners is also currently looking into a trust account held by CIC.

Skal Past Pres. lunch

SKAL International Melbourne will honour past Presidents and club Legends at its 15 Nov lunch at Angliss Restaurant - RSVP to sandy@apartmentsonlygon.com.au.

APT seeing red in Saigon



ABOVE: The APT delegation at the recent Harvey World Travel conference in Saigon truly got into the spirit of Vietnam in these stunning outfits.

The close relationship between the operator and HWT was

GBT reunion shout out

ORGANISERS of the Grace Bros Travel Reunion are reminding the trade of the event, being held on 22 Nov at The Bowlers Club, 99 York St, Sydney from midday.

So far there has been a "good" response to the GBT reunion, but many contact details have changed and the organisers, Shanelle Breusch & Sandra Chiles, say they are hoping to connect with more.

Chiles is encouraging industry personnel who may have ties to former GBT staffers to inform them of the event, and to RSVP to sandra@inplacerecruitment.com.au.

Obama welcomed

THE re-election of US President Barack Obama overnight has been seen as positive for the travel industry, with Obama implementing several tourism-friendly initiatives in his first term.

underlined during the conference after APT ceo Chris Hall received the John Harvey Award for Outstanding Individual.

APT also won HWT's Cruise Operator of the Year award, and the firm was a finalist in the Partner of the Year and Brochure of the Year categories which were both won by in-house JTG brands.

A highlight of the conference was the appearance of celebrity chef and APT Ambassador Luke Nguyen, who hosted a cooking demonstration for delegates.

Pictured above dressed for the occasion are APT's Peter Balmer, Susan Haberle, Paul Yankson, Jill Lance and Chris Hall.

GROW A MO AND WIN A CRUISE

Cunard in conjunction with **Travel Daily** is supporting Movember and is urging the industry to take part in the charity event.

The Movember event raises awareness and funds for men's health issues, such as prostate cancer & male depression, by encouraging people to sport a moustache and get sponsored.

Guys can take part as a Mo' Bro by grabbing some colleagues and registering a team and girls can help out as a Mo' Sis and posing with a mo (see the website for more details).

WIN THE MAJOR PRIZE:

Three-night voyage on *Queen Mary 2*

1. Register your details at <http://au.movember.com/>
2. Email your individual or team name to: mocomp@traveldaily.com.au
3. Grow some impressive facial hair or buy/make a fake mo.
4. Send in photos to feature on the **Travel Daily** website, with the link to your mo' page.

Click here for more details and Terms & Conditions of the competition



CUNARD

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First with the news

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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HOT ROLES OF THE WEEK

Corporate Travel Account Manager - Sydney

- ✓ Market leader in Corporate Travel Management
- ✓ Attractive Remuneration Package – 85K +++
- ✓ Manage a portfolio of national accounts
- ✓ Build relationships across all levels
- ✓ Excellent career opportunities

Contact Jessica Tsolakis on 02 9231 6444
or email jessica@tmsap.com

Retail Travel Agency Manager - Canberra

- ✓ Major retail travel agency group
- ✓ Company owned travel agency
- ✓ Proven record of high volume retail sales
- ✓ Competitive salary plus attractive uncapped incentive

Contact Sharon Moss 02 9231 6444
or email sharon@tmsap.com

Senior Retail Travel Consultant - Sydney

- ✓ Minimum 2 years' experience in a similar role
- ✓ Busy and vibrant travel agency
- ✓ Excellent base salary plus incentive
- ✓ Must be customer focussed with a passion for travel

Contact Sharon Moss 02 9231 6444
or email sharon@tmsap.com

International Corporate Consultant - Sydney

- ✓ Specialise in travel for the elite within Entertainment, Sporting & Fashion
- ✓ Account manage an exciting portfolio
- ✓ Move from Retail in Corporate Travel
- ✓ Regain your weekends, Mon – Fri only!

Contact Marie Anderson on 02 9231 6444
or email marie@tmsap.com

Self-Managed Retail Travel Consultant - Brisbane

- ✓ Fantastic career opportunity in retail travel.
- ✓ Newly refurbished office in Brisbane's CBD.
- ✓ Opportunities for continued education and famils
- ✓ Monday to Friday only. No weekends!
- ✓ Competitive salary on offer with unlimited earning potential for the right candidate

Contact Lucinda Coorey on 0425 305 998
or email lucinda@tmsap.com

North Queensland Travel Consultant - Townsville

- ✓ Book big itineraries for passionate travellers
- ✓ This client is all about the ultimate experience.
- ✓ Think 'out of the box' when it comes to travel arrangements in air & on land.
- ✓ Work for a company where every trip is an Adventure and action packed!

Contact Lucinda Coorey on 0425 305 998
or email lucinda@tmsap.com

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CANBERRA BASED OPERATIONS ROLE

**CORPORATE TRAVEL MANAGER
CANBERRA – TOP SALARY \$80K PLUS**

You don't find many corporate management roles in Canberra so be quick. Work for this TMC and manage two high profile accounts, lead and motivate your team whilst liaising with the clients to resolve any issues on a daily basis. You will be a strong manager from the travel industry with exceptional presentation and communication skills. Great salary on offer and the chance to work for a sought after corporate travel company.

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.

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.

LUXURY LEADERSHIP ROLE

**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.

BRING YOUR E-COMM SKILLS TO A GLOBAL CO.

**E-COMMERCE SUPPORT SPECIALIST
SYDNEY – EXCELLENT SALARY PACKAGE**

Join a successful company with a strong global presence and watch your career soar. Here you will be responsible for the continued service of pre and post sales support for E-Commerce customers. You will have the ability to manage multiple stakeholder relationships, work closely with the sales team and be an expert on the product. Experience with IT Infrastructure, CRS and Online (OBT's) additions required here.

MANAGE LARGE ACCOUNTS

**CORPORATE ACCOUNT MANAGERS
BRISBANE – 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.

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.

A PRODUCT YOU'LL BE PROUD TO REPRESENT

**INDUSTRY SALES EXECUTIVE (contract)
BRISBANE – SALARY PACKAGE TO \$70**

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.

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Working in partnership with the Australian Travel Industry

Online Senior Travel Consultant

Brisbane - Up to \$50K + Uncapped Comm - Ref 3091

Want to sell near and far, with no two days the same and a fantastic varied product to offer your customers? Prefer a friendly, modern office based travel role? This successful independent travel company wants an experienced Travel Consultant to use their varied knowledge in a travel sales focused role. With repeat and new business, and wide ranging product to satisfy your own client base, this offers a great basic and a lucrative uncapped commission scheme too!

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

Travel Consultant

Sydney CBD - \$50K DOE + Super + Comm - Ref 254

Are you a sales motivated Travel Consultant who is highly motivated? Would you like to be rewarded for your hard work? Use your already solid travel industry knowledge to sell the world in this high end retail store based in the fantastic CBD! I need consultants with great sales acumen and a passion for travel with the drive to succeed. Money to be made! You must have travel consulting experience and face to face sales experience within the industry.

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

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](#)

Senior Travel Consultant

South Adelaide - \$51-52K + Super - Ref 304

Would you like to work close to home with no more commuting into the CBD? There is a fantastic opportunity to join this well established Travel Company. The ideal candidate will have a minimum 2 years' experience in a retail role and has preferably worked on a GDS system. You must be able to sell domestic and international packages and be able to work in a team. This is a great opportunity for someone who has experience is now looking for a new challenge!

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

Snr. Travel Consultant - Arabic Speaker

Sydney - \$DOE + Super - Ref 236

A rare chance to join this well established, dynamic travel company based in the Western Suburbs as a Senior Consultant. Are you someone with extensive experience in the travel industry, min of 4 years, with brilliant ticketing skills? You'll be the welcoming face of this busy office and enjoy being a mentoring figure for junior staff. This is an amazing opportunity for a Travel Consultant who speaks Arabic and who can ideally start ASAP! Competitive salary package.

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

Wholesale Consultant

Sydney - \$DOE + Super + Targets + Familis - Ref 4001

This is an amazing opportunity to work with a leading boutique wholesaler offering outstanding customer service with fantastic tours of a lifetime! My client would love a passionate person who has at least 1-2 years' experience teamed with fantastic definitional knowledge. You will assist both agents and direct clients. This is a Monday to Friday role - claim back your weekends. The ideal candidate would have full work rights and Mandarin language skills.

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

Senior Travel Consultant (F/T or P/T)

Melbourne - \$Neg + Super + Targets - Ref 288

Calling all experienced and talented Senior Consultants! Have you worked in leisure, homeworking or corporate travel, have your own client base and are looking for a more flexible role? This may be your lucky day! This client needs someone who is all about the customer. Meet client needs and work on VIP & repeat business. This is a rare opportunity with flexible working conditions based in Melbourne's CBD. Forget the walk-in's and work on clients that make a difference.

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

Corporate Account Manager

Perth - \$80-90K OTE + Super - Ref 310

Are you an experienced Corporate Account Manager and excited to step it up and work for a leading global company? Do you have a background in Corporate Account Management with a minimum of 3-5 years experience in the Travel Industry and are looking for a new challenge? Would you like to get an exciting salary package of up to \$90K OTE and work on existing corporate and VIP accounts as well as establishing new accounts? If this sounds like you click APPLY now.

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

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Choose from one of three hot deals to the Northern Territory, and travel to Uluru, Alice Springs or Darwin for \$599 per person! With accommodation and return airfares included, the Northern Territory has never been more affordable.

Uluru Weekender 3 days from \$599*

Celebrate the magic of the Red Centre on this short break getaway to Uluru. See the colours of the majestic formation change as the sun rises and sets in the World Heritage listed National Park.

Includes: Return airfares to Uluru from Brisbane, Melbourne, or Sydney, 2 nights 3.5 star accommodation in Uluru with FREE return airport transfers

Booking code: TDC2NT2

Top End Time Out 4 days from \$599*

Experience Darwin's tropical summer. Characterised by balmy weather, and striking skies including brilliant afternoon storms, this is a magnificent time to see the Top End burst into life.

Includes: Return airfares to Darwin from Melbourne, Brisbane, Sydney, Perth, Cairns, or Adelaide, 3 nights 4 star accommodation in Darwin including BONUS night, 1 day Litchfield tour

Booking code: TDT2NT1

Enticing Alice Springs 3 days from \$599*

Be enticed by the delights of Alice Springs, a fun and festive town fringed by desert. Explore the many art galleries and historical museums of this region, and delve into the Indigenous stories of the area.

Includes: Return airfares to Alice Springs from Brisbane, Melbourne, or Sydney, 2 nights 4.5 star accommodation in Alice Springs with FREE breakfast and FREE Wifi, return airport transfers

Booking code: TDC2NT1

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the gathering

IRELAND 2013

Tourism Ireland Roadshow 2012

Dear travel agent,

As a valued partner, we would like to invite you to our upcoming Gathering Ireland Roadshow.

This year's theme is The Gathering Ireland 2013 - an exciting year-long celebration of Ireland that brings together hundreds of festivals and events throughout the island that celebrate the best in Irish music, art, literature, dance, culture, heritage, sport, film and food.

Travelling from Ireland to meet you is our own special gathering of suppliers representing a full range of tourism products and experiences in Ireland. Discover what they have to offer during this workshop/cocktail event.

There will also be plenty of great prizes up for grabs including the chance to win seats on a Gathering famil. to Ireland in 2013.

The Gathering Ireland. Be part of it!

RSVP is essential- First come first served.

The Tourism Ireland Team



Ireland

Sponsored by



Sydney

When: 13th Nov. at 5:30pm

Where: The Establishment

RSVP by: Monday Nov 11th

Brisbane

When: 15th Nov. at 5:30pm

Where: Customs House

RSVP by: Tuesday Nov 12th

Perth

When: 19th Nov. at 5:30pm

Where: The Duxton Hotel

RSVP by: Friday Nov 16th

Click here to RSVP