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First with the news

Monday 12th November 2012

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Managers own cruise brand

THE TravelManagers group is putting the finishing touches to a new specialist cruising division set to launch early next year.

The announcement came at last weekend's annual TravelManagers conference, held in Fiji, with the news received by agents with rapturous applause & excitement.

To be titled CruiseManagers, the new identity will be a member of the Cruise Council Australasia and will be run alongside the existing TravelManagers operation.

Initially, the CruiseManagers brand will not be available to all Personal Travel Managers (PTMs) in the group, with International Cruise Council Australasia members given preference alongside those who write a pre-set minimum in cruise sales and

are ICCA accredited.

House of Travel ceo Joe Araullo told *Travel Daily* the new brand came following requests from a growing number of members.

"The reality is what the group wanted was some cruise marketing and access to cruise wholesale, and my theory was why duplicate that when CruiseCo already do it really well and focus on it."

More coverage from the TravelManagers conference throughout today's *TD*.

Tempo bulk buy deals

TEMPO Holidays is promoting a range of unique new agent offerings for the 2013 season, including 'bulk buy & save' and a 'price-beat guarantee' - see the front full page of *Travel Daily*.

Rail Plus free reader

RAIL Plus is offering a free Kobo touch eReader to the first 200 bookings over \$1,500 which includes a Eurail Global Pass.

There's also 20% off Eurail Global Passes until 27 Dec - see the last page of today's issue.



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All the industry news

Travel Daily today has nine pages of news, a front full page for **Tempo Holidays** plus full pages from: (click)

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Carnival mends fences

CARNIVAL Australia says it's meeting with AFTA and key agents, following revelations of a direct sales strategy in the event that the TCF is wound up (**TD** 01 Nov).

Carnival ceo Ann Sherry said she's concerned about the risk to public confidence in the industry if an appropriate mechanism isn't found to replace the TCF, but said "this should not be misinterpreted as a plan to reduce engagement with valued travel agent partners".

Cover-More 'ask your agent'

TRAVEL insurance provider Cover-More will this week relaunch a major mainstream advertising campaign encouraging travellers to find their local travel agent to organise their insurance.

Cover-More company ran a similar campaign nearly two years ago, producing a series of TV commercials centered around true stories of clients assisted by travel insurance, including four girls hurt in a speedboat accident during a Thailand holiday (**TD** 28 Jan 2011).

For 2012, the campaign will see advertising rolled out across public transport in major cities

around Australia, as well as billboards in premium, high-traffic locations; online and trade media and full page advertising in newspaper travel lift-out sections.

Cover-More Marketing & Strategy Manager, Zac Brookes, said the campaign aims to combat messages from online providers which infer that travel agents charge too much for travel insurance.

"This campaign presents an alternative voice, posing questions to travellers that can be answered by travel agents, and demonstrating how travel agents enrich travel planning and experiences," he said.

Brookes said the campaign "will provide a sustained voice that promotes the significant value that travel agents add to the trips of Australian travellers".

Promotions will focus on a new, user-friendly, informative website in www.askyouragent.com.au, which will include a postcode search function for consumers to find the preferred contact details of their local travel agents, whether home-based or in-store.

IATA on infrastructure

IATA has urged the Asia-Pacific aviation industry to focus on airport and air traffic control infrastructure, as a vital priority for the continued regional growth of air transport links.

Speaking in Kuala Lumpur yesterday, IATA chief Tony Tyler suggested cross-border regional thinking for the development of air traffic control systems, and slammed expensive airport fees particularly in India.

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BUSINESS PARTNERSHIP MANAGER QLD



Navitaire crash bedlam

THERE was chaos at airports across Australia on Sat morning after the Navitaire reservation system used by Jetstar, Virgin Australia, Tiger Airways and Regional Express went down for about three hours.

Apparently the outage was due to a power failure at a data centre in Sydney, with delays flowing on to flights throughout the day.

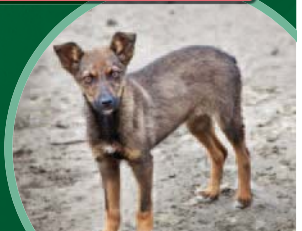
Virgin Australia is migrating to the SabreSonic system in 2013.



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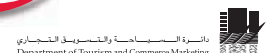
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Air India govt nod for SYD/MEL

INDIA'S Civil Aviation authority granted Air India permission late last week to commence five new international services, including the long-promised Delhi-Sydney/Melbourne triangular operation.

Minister Shri Ajit Singh approved the Australian route for an initial period of three seasons, starting Winter 2012, ending Winter 2013.

Other routes the Star Alliance reject received a green light for include Delhi-Rome-Madrid/Barcelona; Delhi-Moscow, Mumbai-Nairobi and Mumbai-Al Najaf.

Jet Airways and Spice Jet were allocated five and four new int'l routes respectively too.

The allocation of over 600 new weekly services spread across all Indian carriers until Winter 2013 is approximately 60% more than

the current traffic rights.

"The new allocations are expected to give a major boost to Indian carriers and spur growth of the Indian civil aviation sector as a whole by considerably improving connectivity of Indian cities with international destinations," the Indian government said.

Air India, along with Air India Express, were given priority traffic rights over rival carriers.

The "increase in number of int'l flights will also enhance competitiveness among airlines and is expected to bring down fares, benefitting passengers.

"Further, advance approval for the next three seasons will help airlines to plan their schedules in time, get timely approvals and necessary clearances from authorities including those from destination countries," the Civil Aviation said on Fri.

Shri Singh is also keen to boost traffic rights to countries where existing capacity is already exhausted under bilateral deals.

Jet Airways plans to launch new routes from Mumbai to Jakarta, Zurich and Ho Chi Minh, and from Delhi to Barcelona and Tashkent.

SpiceJet's new routes include Delhi to Macau and Ho Chi Minh, and to Al Najaf ex Lucknow.

According to tender documents revealed by *Travel Daily*, Air India had planned to commence daily services to Sydney & Melbourne using either 777 or 787 aircraft from 28 Oct 2012 (TD 07 Aug).

Trafalgar Turk Acclaim

TRAFALGAR has announced its annual Acclaim agent reward trip will be hosted in Turkey for the first time, departing in Aug 2013.

The top 30 Trafalgar agency sellers plus five groups agencies and five wildcards will receive an invitation on the eight-day Turkish trip, based on sales until 15 Jun.

ACTE sessions

THE educational program for the Association of Corporate Travel Executives' first regional Business Travel Education Conference has been released.

The event takes place at Sydney's Shangri-La Hotel 05-06 Dec and sessions include details on proposed major reforms affecting the industry, duty of care and travel risk, resource sector travel and much more.

See <http://bit.ly/ACTE2012>.

FCNZ Sunshine event

THE Sunshine Coast played host to over 30 senior consultants last weekend, taking part in Flight Centre New Zealand's Travel Brokers Conference.

Sunshine Coast Destination Ltd says the event was a "major coup" for the region.

Qatar adds Salalah

QATAR Airways will commence new non-stop four times weekly services from Doha to Salalah in the Sultanate of Oman from 22 May 2013, using two-class A320s.



Window Seat

IN GREETING conference delegates at this weekend's TravelManagers gathering in Fiji, House of Travel ceo Joe Araullo praised the group for its ability and willingness to help each other via its online forums.

Araullo referred to Qantas hero pilot Richard De Crespigny, who following the safe return to Singapore of QF32 after an explosion of one of its engines, greeted passengers personally & gave out his personal mobile phone number for passengers to reach him if they needed to.

The House of Travel boss said he was inspired by this gesture, before proceeding to give out the mobile phone number of newly promoted Travelmanagers general manager Michael Gazal.

MEET Gayle, and meet "Gingy".

Personal Travel Manager Gayle Dawson from Qld has started a bit of a craze on the TM intranet through introducing Gingy - short for gingerbread - a small doll who is now the most sought after travel companion in the TravelManagers agent network.

The unique exercise was launched by Gayle about a month ago as a way of trying to get the network communicating on a more personal level.

"Gingy" has an insatiable love for travelling and has made himself available for agents to take with him on their travels, under the condition a photo of him somewhere fun is taken and reposted on the PTM forum.

Since then, he has been flooded with requests, has been to Phuket and Fiji, with Nimbin and an Egypt fami next week, and is booked up for the next 6 months to go to Hawaii, Hong Kong, a Voyager cruise and to Disneyland.



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Travel Daily on location in Denarau, Fiji

Today's issue of *TD* is coming to you from the TravelManagers 2012 conference in Fiji .

IT HAS been a massive weekend in Fiji with dozens of agents from the TravelManagers group.

Itineraries of the delegates have been full with the optional golf day (coverage in tomorrow's *TD*) and a feel-good visit to a Fijian primary school which left positive feelings all around (see **right**).

Back at the Sofitel Fiji Resort, formal conference proceedings included a range of productive sessions, including presentations from fellow PTM's from around Australia imparting personal tips on their success.

Last night's closing gala was a fitting tribute to a memorable weekend and a chance to chill out, with a full page of photos on **pg 8**.

UAE revise visa policy

VISA changes passed last week in the UAE permitting multiple entry for cruise passengers are expected to enhance growth for the Middle East's cruise sector.

"Multiple-entry visas for cruise tourists will smooth the way for the cruise lines and their pax, and allow Dubai and the UAE to compete more effectively with other cruise destinations," said marine port operator DP World's Mohammed Al Muallem.

The new visa policy streamlines documentation processing for visitors from 32 countries.

The modifications also makes it easier for business travellers to re-enter the UAE.

Pullman UK first

ACCOR has opened its first Pullman branded property in the UK, the 312 bedroom Pullman London St Pancras, located near the Eurostar terminal at St Pancras in London.

TM's do their bit for Fijian kids

IN WHAT was described by a young Fijian primary school boy as "the happiest day of his life", TravelManagers delegates paid a visit to Votualevu Primary School in Nadi to give back to the local



community with some handiwork, construction and maintenance to brighten up the learning facilities.

Classrooms received a facelift & new playground tables, benches and seats were constructed.

Delegates also engaged in sports with the kids.

Overwhelmed school officials noted the amount of work that had been completed in two hours

would have taken 5-6 years under the normal speed of progress.

The Travelmanagers PTM's responsible for the construction of this new picnic table set, which included Wolfgang Kitler (sitting) are **pictured** testing it out with some of the Votualevu students, with House of Travel ceo Joe Araullo looking on at the "working together" attitude demonstrated.

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Philippine Airlines

Sabre offers mobile GDS access

SABRE Pacific this morning announced the Australasian debut of Abacus Mobile - a purpose built solution giving agents access to the Sabre GDS via smartphone or tablet devices.

Abacus Mobile is built using HTML 5 and is available for both Apple iOS and Android devices, automatically optimising screen sizes depending on the platform.

Sabre chief information officer, Mark Mison, told *Travel Daily* the web-based system gives Sabre Pacific agencies remote or after-hours access "in order to help them meet the rising demands of the travel industry."

"Via Abacus Mobile's simple and intuitive online portal, travel consultants can now provide value-added services that translate into greater customer retention, boosting sales and productivity," he added.

Consultants sign into the special website at m.abacus.com.sg using their regular credentials, and can

use the 'blue screen' interface to check queues; create, display or modify bookings; shop for fares; issue tickets and much more.

The system is well-tested, having been utilised for some months in other markets across Asia, with Abacus Mobile's new local availability a reflection of Sabre Pacific's ownership structure which "provides us access to cutting-edge solutions developed by Sabre Travel Network, Abacus International and Sabre Pacific," Mison said.

Mobile GDS access is clearly a strong focus for the industry, with Sabre's rival Travelport last week flagging the imminent release of Galileo Terminal (**TD** Thu).

The new Sabre solution, which is available in English, Russian and Chinese, even works with small smartphone screen sizes, with configurable shortcuts storing commonly used commands and a 'scratchpad' which agents can use to help remember booking info.

V8s to rev up Adelaide

THE SA government has signed a deal under which Adelaide will host the opening V8 Supercar race each year up to 2021.

The Clipsal 500 takes place each Mar, and has been secured long-term for SA after concern that Vic was eyeing the race after the current contract expires in 2015.

The Accommodation Association of Australia said the extension gives confidence and certainty to the SA tourism sector.

TMS Asia-Pacific sold

TRAVEL recruitment specialist TMS Asia-Pacific has been sold to a consortium comprising its new Australian md Helene Taylor (**TD** 04 Oct) along with Asia-based Steve Hamblin, who also has interests in NZ and Thailand-based Parker Bridge Recruitment.

The move follows the recent closure of TMS' operations in Asia (**TD** 05 Nov), with the new owners saying they plan to immediately re-open TMS offices in Auckland and Bangkok.

TMS was founded in 1994 by Gary Marshall and Phil Hoffmann, who sold down his shareholding earlier this year to Mark Rizzuto.

Hamblin met with the TMS team in Bangkok on the weekend, and said he plans to expand into China as well as work alongside Taylor who will "spearhead the push into expanding the Australian side of the business".

P&O poolside prawns

P&O Cruises is now offering guests the option to purchase a bucket of prawn at the poolside Grill on Australian sailings.

Chicken wings with dipping sauce are also available.

Free Lake Louise ride

ROCKY Mountaineer is offering complimentary transfers between the Fairmont Chateau Lake Louise and Lake Louise station when booking the First Passage of the West journey in 2013 (**TD** 15 Jun).

QF incentive extends

QANTAS has extended its travel agent incentive to win 1 million Frequent Flyer points (**TD** 05 Nov) until midnight tonight.

WaterWorks revealed

CARNIVAL Cruise Lines has unveiled artist impressions of its planned 'WaterWorks' water park to debut on *Carnival Sunshine*.

Launching in Apr, the deck-top park (*below*) has five water slides.



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Hong Kong hot for QF/BA agents



HONG Kong's spectacular Conrad Hotel was the last stop for the Aussie travel agents on a joint Qantas/British Airways famil to Europe last week.

The group sampled BA's new B777-300 which flies daily on the LHR-HKG sector and were lucky to be seated in Business Class.

"A super product, and it's going to impress our market when it begins flying from Sydney on 01 Apr next year," said participant Zack Underwood from FCM.

For Conrad, it was the first time they'd hosted an agents famil

from Australia and they went all out to impress, housing the group in luxurious rooms towering 61 stories over Hong Kong's famed Harbour.

The group were treated to a sumptuous dinner in a private dining room attended by Bradley Moody, Director of Worldwide Sales for Hilton in Sydney, who flew in for the occasion.

"Conrad is part of the Hilton Worldwide luxury brand, so we wanted them to have a dual experience, staying in the Hilton Airport Frankfurt and the Conrad Hong Kong, and it gave us the opportunity to strengthen our relationships with them," he said.

"We have 10 different hotels under the Hilton brand, each one offering a unique guest experience," Moody added.

The 22-year old Conrad Hotel sits above the Pacific Shopping complex, a shoppers paradise.

Its 513 rooms feature marble bathrooms & high-speed internet.

Diners are in for a treat at Nicholini's, specializing in authentic northern Italian fare, or there's delicious Cantonese cuisine on offer in the Golden Leaf Restaurant.

Pictured are Conrad Hong Kong's Thomas Hoeborn, general manager with Sharon Ng and Gina Ho and Bradley Moody.

Movie World VIP pass

QUEENSLAND and Northern NSW residents are being offered an unlimited entry VIP Family Pack pass at Warner Bros. Movie World, Wet'n'Wild Water World & Sea World at \$79.99 when buying four or more.

The pass includes free entry into Movie World's White Christmas - normally priced at \$39.99 alone.

China showcases Oz

CHINA Central Television will expose the Northern Territory, Victoria and New South Wales to an estimated 1.3 billion viewers in a one-hour documentary focused specifically on Australia.

NT Chief Minister Terry Mills said the Territory will receive "significant exposure", boosting expected Chinese visitor arrivals.

He said the NT is aiming to lift Chinese visitor number from 7,000 in the past year to 30,000 by 2020.

The production will be aired across China next year.

New Tourism Tas app

THE Tourism Industry Council of Tasmania has rolled out a new Tasmanian Tourism Awards 2012 App, showcasing the best of the 'Apple Isle', with weblinks, maps and YouTube feeds.

Amadeus appoints

AMADEUS has named Hazem Hussein as its new Head of Airline Operations, Asia Pacific, based in Bangkok, effective immediately.

MEANWHILE, Rowan Lanser has been appointed to the role of Key Accounts Manager to Amadeus' IT Pacific team.

Austrian to Chicago

AUSTRIAN Airlines will launch new five times weekly services to Chicago ex Vienna, effective 17 May 2013.

The route will be operated by reconfigured Boeing 767s that feature full-flat Business class and modernised Economy class seats.

HRG China forecast

CHINA is expected to become the largest corporate travel market in the world within the next three years, overtaking the USA, according to corporate firm Hogg Robinson Group (HRG).

"Despite a slowdown in the speed of economic growth in China, business travel to the region continues to increase," says HRG China's Director of Sales & Account Management, Yates Fei.

Citing World Travel and Tourism Council figures, Fei said business travel expenditure has risen from \$18 billion in 2000, to \$62 billion in 2010 and is predicted to reach a staggering \$277 billion by 2020.

Air travel currently accounts for 85% of business trips.

KQ/VN codeshare

KENYA Airways has signed a codeshare agreement with Vietnam Airlines on its Nairobi-Bangkok service, and VN's flights to Hanoi and Ho Chi Minh City.

Four Seasons Beijing

LUXURY hotelier Four Seasons has opened its third property in China this year, the Four Seasons Hotel Beijing.

The hotel is located in the Lianghame area of Beijing's CBD and features 313 rooms & suites.

WIN TICKETS TO NATIONAL GEOGRAPHIC LIVE!

This week *Travel Daily* is giving readers the chance to win the ultimate National Geographic prize, courtesy of *Adventure World*. Win one of three double passes to the spectacular event 'National Geographic Live' on 9th December at the Sydney Opera House, plus six runners-up will win The Complete National Geographic Box Set! Read National Geographic Traveller articles in the 2013 Adventure World brochure collection and get inspired to explore our amazing planet. For your chance to win send in the most creative response to the question below to awcomp@traveldaily.com.au

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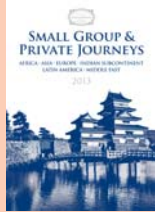
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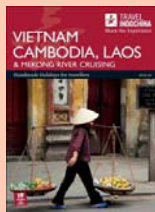


Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Cox & Kings - Small Group & Private Journeys 2013
The first thing noticed upon scouring the new Cox & Kings brochure is the heavily boosted itinerary range, highly based on popular demand & positive feedback. This is evident in the additional 24 pages. High demand for Burma and Japan has seen extra departures added, as with many Small Group Journeys. New destinations covered include Georgia, the Black Sea, Spain, Turkey, the Greek Islands, Laos, Cambodia, Korea, Indonesia & Ecuador. Tours are available both as scheduled or private, available any day for groups.



Travel Indochina - Vietnam, Cambodia & Laos 2013
Contained across 60 pages are a range of Handmade Holidays in the Indochina region, complete with three pages exclusively on Mekong Delta river cruising. Itineraries can be tailored to suit the traveller, with product available to suit upmarket luxury to budget. For group tour fans, the guide features 11 itineraries in Vietnam, three in Cambodia and four in Laos. Nearly 20 multi-country tours are featured, with a focus on the newly-launched TI website, which allows tour comparison and guides to each country.



Bunnik Tours - Africa 2013
In such a diverse and unique continent, an equally diverse and unique brochure is required to exceed what are many personal expectations on the kind of holiday Africa can deliver. Bunnik's guide to Africa aims to showcase this variety with four all-inclusive itineraries ranging in length from 22 to 26 days. Destinations on offer include Egypt, Kenya, Tanzania, Namibia, South Africa, Botswana, Victoria Falls & the intriguing beach port of Zanzibar, plus so many more. Four extension tours covering local highlights such as the Rwandan gorillas and exotic Madagascar are also featured.



Infinity Holidays - Arabia & Egypt 2013
Travel to the Middle East continues to go from strength to strength, with the region's tourism industry growing in the variety of product available. The new FIT guide to Egypt & the Arabian Peninsula has been rebranded from Explore Holidays, and features an expanded "Insiders Section" and the fold-out holiday planning guide included with all 2013 Infinity guides. Many new hotels, tours, especially in Dubai and Abu Dhabi, with more products loaded in the Infinity system than featured in the brochure.



Seadream Yacht Club - Asian Discoveries
Dozens of glossy photos adorn the 24 page guide to Seadream's voyages for the new season, which serves as a teaser to a bumper year ahead. Set to leave its home port of Athens, *Seadream II* will make its way to Mumbai and then to Singapore, passing through Egypt, among many others. A total of 18 itineraries are available, with many historical routes retraced, with region experts also employed to offer in-depth insights into the passages navigated.



Back-Roads Touring - UK & Europe Summer 2013
Nearly thirty comprehensive itineraries ranging in length from 3 to 14 days are detailed in the new guide from Back-Roads Touring, including newly released tours in Croatia, Portugal and the south of England. Many European favourites feature, along with a special battlefields itinerary and special tours themed around the popular Chelsea & Hampton flower shows. Journeys include stays in historic houses, rural retreats & castles, with experiences such as sailing English canals and shellfish trawling in Scotland offered.

CZ A380s to Auckland

CHINA Southern is deploying Airbus A380s on the Guangzhou-Auckland route on 10 & 14 Dec, replacing A330-200s, coinciding with the Chinese carrier's AGM.

Insight/Uniworld Oaks event



PREMIUM luxury travel brands Uniworld and Insight Vacations, hosted a ladies luncheon on Oaks Day last week for top consultants from around Victoria.

The occasion provided Uniworld sales manager, Anastasia Kotanidis and Kimberley Murphy, Insight Vacations sales manager, with the perfect opportunity to discuss the new co-brand itineraries, and inviting their clients to combine the perfect luxury coach tour of Europe with a boutique river cruise when travelling in the region during 2013.

The luncheon was held at the

award winning French restaurant, Bistro Guillaume, where the ladies dressed up in their race day finest to enjoy an afternoon of decadent French food and wine.

Pictured from left are: Maria Vasili, Bay Travel; Connie Montalto, HWT Eltham; Sue Corvasce, HWT Lower Templestowe; Kimberley Murphy, Insight Vacations; Claudia Lawry, Jetset Blackburn; Ella Kavanagh, Flight Centre Nth Essendon; Skye Ryan, Flight Centre Ballarat; Melanie Bandy, HWT Drysdale; Anastasia Kotanidis, Uniworld Boutique River Cruises; Anna Whatford, Lidstrom & Clyne; Susan Ungerboeck, Doorway Travel and Carole Campbell, Brian Campbell Travel.

Relais Africa growth

RELAIS & Chateaux has added the Great Plains Conservation properties of Donyo Lodge and Zarafa Camp to its portfolio.

They are the first accredited members to join the group in Kenya and Botswana respectively.

Kenya kids stay free

CHILDREN under 12 will travel free on Bench International's eight-day Kenyan Highlights tour through Kenya when booked with two paying adults year-round.

The tour operates from Nairobi and visits the Masai Mara Game Reserve, Lake Nakuru, Lake Naivasha, Shaba and Samburu Game Reserves and more.

The offer applies when kids use the same accom as the adults.

Adult prices start at \$1,895ppts - phone 1300 195 873 to book.

Royal Caribbean wine

PASSENGERS taking advantage of Royal Caribbean International's new alcohol policy (**TD Fri**) will be permitted two bottles of wine or champagne per cabin per cruise, effective immediately.

"Each bottle must retain the original manufacturer's seals and exhibit no signs of tampering," Royal Caribbean says, with beer, hard liquor or non-alcoholic beverages excluded.

Additional bottles or beverages purchased in ports of call, or from onboard shops, will be held by the cruise line until the last day of sailing.

The relaxed policy gives guests a chance to commemorate a special occasion while on their cruise, the company says.

Party time for hard-working TravelManagers



CAPPING off a packed weekend of fun activities and productive sessions, TravelManagers had a chance to finally let their hair down and party as the 2012 conference in Fiji came to a close.

renowned motivational speaker Terry Hawkins, agents rushed back to their rooms to doll up for the gala awards dinner.

As proceedings concluded yesterday afternoon following a rousing keynote presentation by

The surprise of the weekend came following the presentation of awards to high performing PTM's, with gm Michael Gazal calling head office staff to the dancefloor, who then proceeded to perform a rehearsed rendition of Gangnam Style (**pictured below**), which included House of Travel's Joe Araullo as Psy himself.

RIGHT: Many famous bands have tribute artists, and Joe Araullo may have Psy's Gangnam Style down for a tribute world tour.

Overall, the weekend has included time to relax, partake in a round of golf, poolside cocktail receptions with very talented Fijian performers and an Indian buffet dinner at Denarau Point Marina, with the group amazed by the fire twirling (and eating) talents of a group of local Fijians.

Enjoy this collection of photos from the closing gala festivities, with more coverage in tomorrow's issue of **Travel Daily**.



ABOVE: Andrea Turner and James Hermiston.

BELOW: Dressed to impress were Julie Napier, Niedra McLeod and Sue & Peter Kuti.



BELOW: Busting a move and lighting up the dancefloor were Michael Gazal and Judy Chillings.

ABOVE: Ethan Larkin, Helen Eves, Suzanne Laister and Julie Lunn.



ABOVE: Dean Potter and Pip Windsor from Covermore Travel Insurance mixing with their Travelmanager clients.



BELOW: Melinda Rowe with Steve Farrelly, Insight Vacations.



LEFT: Renee Williams, Lisa Metz, Michelle Michael-Pecora and Michelle Thomas.



ABOVE: Margaret Sibraa from Pinpoint Travel Group with Angharad O'Malley.



BELOW: Time for the PTM's to let their hair down.



ABOVE: Michelle Duncombe, Robin Woods, Amadeus and Melinda Lenton.



ABOVE: Relaxing with good conversation is Bora Yeon, Kristina Acevski, Maree Oxford and Ken Byers.



Agents immersed in the GC



TWENTY-four travel agents from across the country converged on the Gold Coast recently as part of Tourism Queensland and Gold Coast Tourism's first national product workshop & mega-famil.

Run in partnership with Virgin Australia, the four-day event gave agents from Queensland's key interstate markets the chance to meet with over 20 local tourism operators, and also experience a range of Gold Coast products and tours first-hand.

The trip included visits to the Gold Coast's iconic theme parks, the SkyPoint Observation Deck,

NZ viral Hobbit video

AIR New Zealand's *Hobbit*-inspired safety video continues to go viral, with the carrier saying on Fri it has received more than 9 million hits in just eight days.

Breckenridge bargain

TRAVELPLAN is offering a 25% discount on a seven-night ski package staying at Breckenridge in Colorado, USA.

Priced from \$1,342ppts, the earlybird offer includes an Epic 7-Day Pass, resort fee and local taxes, and is based at ski-in, ski-out Village at Breckenridge.

It's valid over select dates from 07 Jan to 03 Mar 2013 when booked before 01 Dec 2012.

Kakadu bird app

KAKADU NP has introduced a new free app for bird spotters.

Available via iTunes, the app aims to help visitors identify up to 50 feathered friends in Kakadu via bird call, and where to find them.

MEANWHILE, Kakadu National Park advises the Bowali Visitor Centre will be closed this year on Christmas Day due to a lack of visitors in past seasons.

Sandy hotel downturn

EX-HURRICANE Sandy saw hotel reservations in New York City plummet 61% from 30 Oct until when it made landfall, compared to the corresponding year.

Pegasus Solutions reported bookings after Sandy reached land fell 50%, where they remained depressed by at least 25% through until 03 Nov.

Cancellations soared by triple-digit percentages year-on-year for stays between 28 Oct-01 Nov.

NYC hotel booking declines tapered off after 11 Nov, the hotel transaction processor said.

Creative land credit

A **\$200** land credit is available to clients booking a Virgin Australia or Etihad Airways 2013 Europe Earlybird fare before 31 Dec.

Fares are priced from \$1,829 & credit can be used on packages, accom, sightseeing and more.

the hinterland aboard a 4WD tour and had a chance to see some of the new accommodation offerings in the region.

The group are **pictured** before boarding a paradise jetboating experience around the Gold Coast's Broadwater.

Autograph into Bali

MARRIOTT International has opened its very first Autograph Collection property in Asia Pacific, the 308-room & 22-suite The Stones Hotel Legian in Bali.

It's the 36th hotel to be added to the luxury portfolio, which is already well established in the US, Caribbean, Latin America, Europe and Asia.

Marriott Int'l says it's on track to have nearly 40 hotels under the Autograph Collection banner opened by the year end.

HA near perfect score

HAWAIIAN Airlines achieved an on-time performance arrival rate of 96.4% during Sep, leading the charge among the United State's 15 largest carriers.

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

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](#)



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****JOB OF THE WEEK ****

**REGIONAL FINANCE MANAGER
SYDNEY – SALARY \$130K PACKAGE**

This international airline is recruiting now for a regional finance manager with responsibility for Australia and New Zealand. You will be required to perform strategic finance and taxation review of the region with the purpose of reducing costs and increasing revenue. You will have at least 15 years in the finance industry and have a strong airline background in finance, this is essential criteria.

ASIA IS CALLING

**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.

REPRESENT THIS PREMIUM BRAND

**INDUSTRY SALES EXECUTIVE
BRISBANE – SALARY PACKAGE TO \$70k**

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

TAKE THE NEXT STEP IN YOUR SALES CAREER

**NATIONAL SALES MANAGER
SYDNEY –EXCELLENT SALARY PACKAGE**

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

ONLINE SPECIALISTS

**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.

ACCOUNT MANAGERS EAST AND WEST

**CORPORATE ACCOUNT MANAGERS X 3
SYDNEY & PERTH– SALARY PACKAGE TO \$85k + INCENTIVES**

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

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

OPERATIONS MANAGER IN THE CAPITAL

**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.

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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](#)

Reservations Consultant/ Snow Bunny!

South Sydney - Up to \$50K + Super - Ref 284

Location, Location, Location! Work close to home selling all things snow! No more commute with this sweet opportunity to sell a great product within a modern company environment. Are you a travel professional with reservations experience and a love for Ski or Snowboard? A passion for travel is a must! Join this dynamic, fast-paced team as a reservations consultant and enjoy an excellent salary package for your hard work! Super snow sales!

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

Product Coordinator

Melbourne Bayside - \$DOE + Super + Bonus - Ref 323

Product Gurus come on down! This family & leading tour operator is seeking an experienced Product Coordinator to join their team. You will have attention to detail, be highly acumen and have strong analytical skills. Help develop new products and create amazing brochures. If you have experience with product development, pricing strategies and brochure production, then call me today and step into this fantastic and rewarding Product Coordinator's position today!

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

Corporate Account Manager

Perth - \$80-90K OTE - 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 in the travel industry with a minimum of 3-5 years experience 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](#)

Travel Consultant

Sydney - \$DOE + Super + Bonus - Ref 436

A fantastic chance that doesn't come up often - a chance to move into EVENTS! We are looking for an amazing Travel Consultant to join this amazing events team. You would have fanatic fares and ticketing with outstanding GDS skills, luxury product knowledge teamed with fantastic general knowledge will see you as the winning candidate with this well-known team. You will assist with all forms of travel from the 4 day trip to the USA, to amazing product launches in France.

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

Travel Consultant

Sydney - Up to \$50K (DOE) + Super + Comm - Ref 254

Are you a highly motivated Travel Consultant who loves to sell? 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. You must have consulting experience and face to face sales experience within the travel industry...a unique opportunity not to be missed!

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

Senior Corporate Travel Consultant

Melbourne - \$50K + Super + Commission - Ref 296

Ready for a new challenge? Is corporate travel something you fancy? A fantastic opportunity has arisen for an experienced Corporate Travel Consultant to join this global travel management company. The ideal consultant will have excellent fares & ticketing skills, solid CRS training and have outstanding customer service skills. If you have a passion for travel, can work to sales targets and ready to kick start your Corporate Travel career, please call me.

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

Travel Consultant

Adelaide - \$38-45K + Super + Bonus - Ref 292

Sell what you love - Travel! Are you a Travel Consultant with wholesale or retail background and seeking a new challenge with a reputable and well established travel company in Adelaide? Are you a Travel Consultant with good all-round destination knowledge selling, priding yourself on offering an excellent service to your customers? If this sounds like you, then we have a fantastic opportunity for you. Join a fun team, work Monday to Friday and earn a great salary.

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



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