

Bring the mobile world into your business success with Abacus Mobile



enquiries@sabrepacific.com.au



Travel Daily

First with the news

Friday 30th November 2012

MEET THE BRISBANE TEAM!
 CONTACT OUR QUEENSLAND MANAGER
 ALEX SLEBA ON 07 3221 9916
 CLICK HERE TO GET STARTED
 WWW.TMSAP.COM
 TMS ASIA-PACIFIC

ISSN 1834-3058

QHols show stoppers

QANTAS Holidays and Viva! Holidays are today promoting a series of 'Sydney Show Stoppers' including the Francis Bacon Exhibition, Legally Blonde the Musical and Sydney Festival events - see the **last page**.



Cruising from Australia will never be the same again.

Celebrity Solstice arrives in one week.

Celebrity **X** Cruises

Visit celebritycruises.com.au

Australia still on Star radar

STAR Alliance is keen to expand within the Australian market - almost certainly through Virgin Australia - with the group's chief admitting it lacks a deep enough presence in the country.

Speaking exclusively to **Travel Daily** yesterday, Star Alliance ceo Mark Schwab expressed his desire to have greater representation in Australia in the future.

With Qantas firmly aligned to the rival **oneworld** airline group, Star Alliance's options here are limited to Virgin Australia.

Schwab told **TD** at the Shenzhen Airlines Joining Ceremony in China that Star has sufficient access to Australia via existing members, but domestically it's a market the alliance "continues to monitor".

"We have pretty good access into Australia. We've got Air New Zealand, we've got Singapore Airlines and we've got United.

"But we don't really have the kind of connectivity we want within the country yet," he said.

Questioned if a lack of presence was an ongoing concern for Star Alliance, Schwab told **TD**: "We've gone for a long time without support there [Australia], and you know, it's worked up until now.

"It continues to be a spot that we'd like to solve for some time down the track," he confirmed.

The former United Airlines executive did however stipulate "Star does not have any active conversations going on with

anyone in Australia right now."

MEANWHILE, Schwab said the proposed tie-up between Qantas and Emirates "certainly shook up the whole alliance world."

While stating he didn't hold any strong views on the partnership one way or the other, he told **TD** the joint venture - which is still pending approval from the ACCC - was "logical."

"Clearly Qantas is trying to solve the problem they're having flying into Europe."

He said from one point of view he understands the reasoning due to the "challenging time" the airline industry is facing.

"The other view is that we've heard from Gulf carriers for a very long time that they didn't think they needed partners, whereas in reality, this is proving they do."

Lots more Star Alliance coverage throughout today's issue.

Show us your mo's!

TODAY is the last day of Movember, meaning it's time for all you Tom Sellecks, Errol Flynns, Clark Gables and Ron Burgundys to show us what you've got.

This month we've been running a competition in conjunction with Cunard - and you can win a prize just by voting for your favourite industry facial hair.

Full details are on **page 8**, with voting all of next week on the mo's which will be on our website - so email your hairy pics today.

FJ seeks marketing gm

AIR Pacific is today advertising a major marketing role - see **p7**.

Another great issue

Travel Daily today has eight pages of news plus full pages:

- AA Appointments jobs
- Qantas Holidays



WELCOME TO AUSTRALIA'S

Flagship

SALE Hurry, ends soon!



Last chance!

Book by **1 December*** and receive

Up to US\$200 onboard credit*

Half price deposits*

***Click here for more**



Your clients could receive a **\$200 land credit*** when booking a UK Europe Earlybird package with

viva! holidays
viva life!



Click [here](#) for more information or call 13 27 87

*Conditions apply

Where's Wolfie?



We need to contact our intrepid traveller, Wolfie, but we don't know where he is. Help us find him with traveller tracking tool, Amadeus OneClick and

WIN \$100 & \$50 VOUCHERS

CLICK HERE TO FIND WOLFIE

amadeus
Your technology partner

Corporate Temps - UK

- Corporate travel temp roles in the UK
- Flexible assignments
- Travel discounts available
- Galileo, Sabre or Amadeus, Top \$\$

Contact: Kristi Gomm
02 9278 5100
kristi@inplacerecruitment.com.au



[click here for details](#)

Travel Daily

First with the news

Friday 30th November 2012

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

\$985 pp Call 131 222

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

Hooroo monthly sales

QANTAS technology offshoot Hooroo.com says it is looking to make hotel sales with bonus frequent flyer points (**TD Tue**) a regular monthly theme.

This week, Hooroo accommodation content on the Qantas.com website offered six QF points per dollar on Toga properties over a 72 hour period.

Hooroo spokesman Bruce Fair told **TD** that similar promotions ran in Sep (Accor) and Oct (Qld) offering the points bonus on selected discounted partner hotels.

"It's great for hotels who want to access the lucrative business and premium leisure demographic within the Qantas Hotels channel," he said, with customers also benefiting from the hefty 6 points per dollar earning rate.

Fair said the hotel discounts are also featured across the Jetstar Hotels and Hooroo.com online channels, but the points component is only available on the www.qantas.com website.

Qantas passengers up 7.4%

QANTAS this morning reported its Oct traffic statistics, showing a strong 7.4% overall growth in passenger numbers.

Once again Jetstar led the charge, with Qantas domestic mainline recording a 5.4% rise in traffic to 1.49m, versus Jetstar

domestic, up 13.6% to 1.04m.

It was a similar story in the international operations, where Jetstar rose 12.2% to 441,000 - closing in on QF international which fell 3.7% to 488,000.

Jetstar Asia also grew strongly, with numbers up 11.6% to 285,000 for the month.

And QantasLink was up 7.3% to 481,000 pax during Oct.

The group revenue seat factor was 79.8%, down 1.6 points.

Velocity int'l hotel deal

VIRGIN Australia's Velocity Frequent Flyer scheme has added the Morgans Hotel Group as its newest accommodation partner.

Effective immediately, members of the scheme can earn 1000 points per stay at all 13 hotels in the Morgans portfolio which includes the Mondrian in Los Angeles, Miami and New York as well as the Sanderson and St Martins Lane in London.

Velocity also recently added the Meritus Hotels & Resorts portfolio of properties in Asia to its collection (**TD 15 Nov**), with other partners including Richard Branson's Virgin Limited Edition.

Aussie TV on RCI ships

IN-CABIN cruising television provider OceansTV will provide a range of Australian TV channels to Royal Caribbean ships *Voyager of the Seas*, *Rhapsody of the Seas* and *Radiance of the Seas*.

While in Australian waters, pax will be able to view Sky News, Fox Sports News, Fox 8, Fox Footy, W, Arena & the Biography channels, along with major events such as the Melbourne Cup horse race.

Luxperience at OPT

THERE appears to have been a further development in the spat between the rival luxury experiential travel shows which are scheduled for the same dates in 2013 (**TD 19 Nov**).

According to a statement from Luxperience, this event headed up by Helen Logas is now set to take place at Sydney's Overseas Passenger Terminal - displacing Rosemarie Sama's Luxe Events + Travel Experiences which had previously advised that it would take place at the OPT 02-04 Sep.

Sama wasn't able to comment on where LETE would be held before **TD's** deadline today.

Luxperience has announced earlybird incentives for buyers and sellers who register before 31 Jan, with a 16-night Zegrahm Expeditions Cruise of Indonesia and Papua New Guinea worth more than \$11,000 up for grabs.

Luxperience 2012, which was at the time jointly run by Logas and Sama, was also held at the OPT.



Online Product Analyst - Blue Holidays

An exciting opportunity exists for an Online Product Analyst to join the Blue Holidays business, based in Brisbane. In this role, you will join an dynamic online travel team and help drive its customer led technology capabilities, manage its development roadmap and deliver its product development goals.

The ideal candidate will have proven experience in working with travel software vendors and be capable to drive business initiatives to advance the product/platform enhancements from concept to completion. An understanding of mid/back office travel systems, GDS, HTML, css, Excel pivot tables and formulas are desirable.

Please contact Sandra Bridgewater (02 8923 5251) for a full position description.
No agencies please.



QBE

Business Relationship Manager - QBE Travel

An amazing opportunity has become available for an experienced travel professional to join our QBE Travel team, as a Business Relationship Manager, NSW.

Reporting to the Distribution Manager, Travel, your role primarily based on the road is to:

- Strategically manage and build existing business from travel agents, credit unions, health funds.
- Promote our travel insurance products with the ultimate objective of building relationships and increasing revenue.
- Provide product and sales training to your client base and develop strong, long term relationships.

We are looking for a passionate and experienced individuals, who have on the road sales experience within the travel and tourism industry.

If you're interested in finding out more about this exciting opportunity then email your resume to sarah.devos@qbe.com today!



Find out more

New 2013/14 India & Nepal brochure OUT NOW!

Discover the most culturally rich and unique destination in the world!

INSIGHT VACATIONS

The Art of Touring in Style



Now Recruiting
 Manager Government - Canberra
 Corporate Sales Manager - Brisbane

For more details:
[Click here](#)



Travel Daily

First with the news

Friday 30th November 2012

We have the affiliations to ensure your success.

Ditch your desk job and go mobile with MTA.

Call us 1300 682 000
join.mtatravel.com.au




Welcome to the family ZH



THERE were smiles aplenty from Star Alliance officials yesterday as Shenzhen Airlines was officially welcomed as a full member to the network, 16 months after being invited to the 'family.'

"Our customers will now benefit from improved access throughout the economically important Pearl River Delta and across southern China," said the Star chief executive Mark Schwab.

"Shenzhen Airlines at the same time gains access to a global network with enhanced benefits

for its passengers; truly a win-win situation," he added.

With its adoption, ZH flights can now be booked as part of Star Alliance Round-the-World and Circle Pacific fares, as well as the Asia Airpass and China Airpass.

Pictured securing the deal at the Joining Ceremony, held in a Shenzhen Airlines aircraft hangar, are Mark Schwab (left) and ZH president, Feng Gang, with other Star Alliance ceo's applauding and looking on, including outgoing Air NZ chief Rob Fyfe (left).

AC boss heads up Star

AIR Canada chief executive Calin Rovinescu has this morning been named as the new chairman of the Star Alliance.

Rovinescu had been at the helm of Air Canada since Apr 2009.

Gulf not vital for Star

MIDDLE Eastern carriers would have greater benefits joining Star Alliance, compared to what they can offer the group, ceo Mark Schwab told media yesterday.

Schwab said Star Alliance has good coverage in the Gulf states already, through Turkish Airlines, Lufthansa and United.

"Taking in [to the alliance] any one of the Gulf carriers doesn't actually add any new cities to our network," he remarked.

"There's nothing new that Star Alliance could obtain that we don't already have," he added.

On the other hand, Schwab said a Gulf carrier, such as Emirates or Etihad Airways, would get huge returns through Star Alliance, namely through what Schwab says is the "world's biggest" frequent flyer database.

MEANWHILE, Russia remains firmly on the "radar screen" for Star Alliance.

In Shenzhen overnight Schwab told **Travel Daily** that while Star Alliance has good member options into Russia, "we're lacking connectivity there."

"Part of the challenge with Russia is, of course, the multiple airports serving the key cities, which makes connectivity kind of difficult for us anyway," he said.

The big-wig said there was no obvious solution in Russia at this point and that it's a destination "we'll continue to work on."

Window Seat

THE latest trend in medical tourism is very appropriate for November, with reported strong demand from Middle Eastern men for moustache transplants.

According to a *CNN* report, the procedure is known as "follicular unit extraction," and involves taking hairs from other parts of the body and implanting them onto the upper lip.

The story cites a Turkish plastic surgeon who conducts up to 60 of the operations on travellers from the Gulf per month, with patients ranging from 30-50.

He said many request styles worn by celebrities or historical figures, with Turkish personality Ibrahim Tatlisas a big favourite.

AND The Travel Corporation is also putting its weight behind November, with Trafalgar global ceo Gavin Tollman understood to be looking somewhat like Freddy Mercury at present.

Trafalgar's participation also includes some 'mo-branded' coaches in Europe (below), with the tour operator's staff collectively having raised more than \$21,000 for the cause just by foregoing their razors.



INTRODUCING ABACUS MOBILE.

Part of the Sabre Pacific service suite of products.

Sabre
 pacific



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

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

Sell **KOREAN AIR "Gangnam Style"** between 12 November & 09 December 2012 and you could win tickets for 2 to Europe or USA staying 2 nights in Gangnam!

Click for full details



WIN* an upgrade to Mabuhay Business Class!

One lucky passenger & their travel partner will win an upgrade to Mabuhay Business Class on their flight to Manila between 5Dec12 and 15Jan13.

FOR DETAILS & ENTRIES VISIT



Philippine Airlines

*Conditions apply. To enter passengers must be booked for travel to Manila from Sydney & Melbourne during this period.

Travel Daily on location in Shenzhen

Today's issue of *TD* is coming to you from Shenzhen in China, courtesy of the Star Alliance.

STAR Alliance's newest recruit has a relatively young history.

Shenzhen Airlines took to the skies for the first time in 1993, and within 20 years now has a workforce of some 11,000 staff, and serves a route network of 66 domestic and int'l destinations.

By 2016, Shenzhen Airlines will have a fleet of over 170 aircraft.

Yesterday, *Travel Daily* visited the Shenzhen Airport expansion project HQ, and toured Shenzhen Airlines' Cabin Crew Training Center, its Operations Center and Flight Training Center.

Read more about the T3 project on **page five**, and see *TD* next week for additional coverage from the Star Alliance Shenzhen event.

Sabre's pay upgrades

SABRE has this week rolled out a number of financial upgrades to its Sabre Agency Manager software, enabling agents to charge traveller's credit cards and pay suppliers through eNett, offer BPAY payments and offer deposit payment plans to clients.

Pinpoint brox release

PINPOINT has released its new 2013 Hawaii brochure through its Freestyle Holidays brand, featuring over 60 properties and FIT touring and transport options.

The group has also released a new Maldives & Sri Lanka guide under Singapore Airlines Holidays.

THAI gets 2nd A380

THAI Airways International has just taken delivery of its second Airbus A380 superjumbo.

The Star Alliance member will receive its third double-decker aircraft before year's end.

Agents racing around Sydney



MORE than 13 suppliers from across Australia contributed to the success of an Amazing Race style training day out to promote domestic tourism and Australia as a destination to nearly 30 agent participants from across Sydney.

The unique event, hosted by the NSW Domestic Group, saw agents problem solving skills put to the test as they raced around Sydney piecing clues together to find their way to a finish line, with having fun and teamwork central

to the success of the day.

Suppliers who helped with the coordination of the event included APT, Coral Princess Cruises, Hamilton Island, Maui & Britz Campervans, Territory Discoveries, Cable Beach Club Resort & Spa, Voyages, AAT Kings, Inspiring Journeys, Hayman Island, Topdeck, Driveaway Holidays, Delaware North and Sunlover Holidays.

The participating agents are **pictured** above on the steps of the Sydney Town Hall.

LAP UP YOUR DOWN TIME.

SUNDAY INDUSTRY
SLEEPOVERS EXTENDED

\$120

Includes a Deluxe upgrade,
2pm late check-out and
parking. Valid 7 days a week,
Dec 16 – Jan 13.



Art Series Hotel Group

Star chiefs united in Shenzhen



THE who's who of global airline group Star Alliance has descended on Shenzhen in China's south this week for the Joining Ceremony of its 28th carrier, Shenzhen Airlines.

The official party included the Alliance's Chief Executive Board (pictured here in front of a fresh Star livery adorned ZH aircraft), led by ceo Mark Schwab & former Star Alliance head, now Austrian Airlines ceo, Jaan Albrecht.

At the ceremony, Schwab told **TD** that ZH's addition will aid growth in the Asia-Pacific region. "We're building on an already very strong network in the region. "Shenzhen Airlines fills a void left vacant after Shanghai Airlines exited the group two years ago.

"Since then we've been looking to backfill that capacity, so ZH is a perfect fit for us."

Coupled with services from

parent firm, Air China, along with those of member-elect, EVA Airways, one of the busiest regions for airline growth is covered.

"We have great service within China, we have great service to & from China, and now between the services of Air China, Shenzhen Airlines as well as EVA flying across the straits, we connect it altogether like never before".

Star Alliance members now include Adria, Aegean, Air Canada, Air China, Air New Zealand, ANA, Asiana Airlines, Austrian, Avianca, TACA, Brussels Airlines, Copa, Croatia Airlines, Egyptair, Ethiopian Airlines, LOT, Lufthansa, Scandinavian Airlines, Shenzhen Airlines, Singapore Airlines, South African Airways, SWISS, TAM, TAP Portugal, Turkish Airlines, THAI, United and US Airways.

More pics on **TD's** Facebook page.

India SA's 'white spot'

STAR Alliance (SA) is pondering its options for the crucial Indian market, 12 months after walking away from the planned integration of Air India into its ranks.

With hubs in Delhi & Mumbai, Air India's entry into the alliance was rejected as it failed to meet certain strict joining criteria.

CEO Mark Schwab confirmed in Shenzhen yesterday that up until now Star had not restarted any "formal discussions" with AI.

Schwab reiterated Star's long standing view that a dual-carrier strategy, due to India's size, was crucial & he wasn't hiding which other carrier he'd like to see join.

"Jet Airways has been of some interest to us for quite some time," he said, with many existing members already sharing bilateral partnerships with the Mumbai-based carrier.

"We know that Jet [Airways] has in fact asked their govt to join Star Alliance, but they haven't received an answer yet," he said.

Shenzhen 4 long-haul

AIR China owned subsidiary Shenzhen Airlines is planning to introduce a wide-body fleet in the future to cater for a greater number of international services.

ZH president Feng Gang said as a major metropolitan city in China, Shenzhen plans to add new international cities to its network, based on demand.

Currently, ZH operates to short-haul destinations including South Korea, Taiwan, the Philippines, Malaysia, Singapore, Indonesia, Vietnam and Thailand.

Queried by **TD** if the expansion into long-haul markets by the proposed date of late 2015 could include Australian hubs, Gang said "anything is possible."

Bao'an expansion taking shape

SHENZHEN Bao'an International Airport expects to open its brand new US\$1 billion Terminal 3 project, servicing China's fourth largest city, by Aug next year.

The 450,000sqm state-of-the-art facility will become the new home of Star Alliance newcomer Shenzhen Airlines, and replace the existing Terminals A and B.

T3 began construction three years ago and when completed in 2013 will be able to handle 45m passengers per annum - 15m more than the current facilities.

Airport officials are predicting an annual growth rate of 6-8%, and the government are now mulling a Terminal 4 project - a mirror image of T3, for a total pax capacity of up to 90m annually.

Land has already been allocated for a potential third runway.

The lion's share (35%) of traffic using SZX belongs to Shenzhen

Airlines, and the airport itself is driven by the very buoyant Chinese market.

International flights account for just 5% of current traffic, mainly due to its proximity to two other major airport hubs - Hong Kong 30km to the south & Guangzhou 90km to the north.

T3 will feature either 64 or 68 gates (dependent on aircraft size) - two of which will be able to accommodate A380s - plus there will be an additional 14 gates at two nearby satellite terminals.

Four rail lines will link the new facility to the city of Shenzhen and other parts of China, and in time, to Hong Kong.

The precinct also features an 'Air City' hub for freight & airline operations, along with a shipping dock for ferries and sea cargo.

Pictured is a model of the future Shenzhen Airlines home.



We are the NT Experts Northern Territory Holiday Deals



TERRITORY DISCOVERIES' CRUISE OFFERS

Territory Discoveries are offering 2 FREE nights in Darwin* for the entire 2013 Kimberley cruising season - book before December 24 and 2nd person flies FREE!^"

The pristine waters of the Northern Territory and Kimberley coastlines offer immaculate views. Embark upon a luxury liner and discover the joys of cruising with Territory Discoveries.

*^Conditions apply

13 67 83
www.territorydiscoveries.com





Travel Specials

**TRAVEL
INDUSTRY
CLUB**



*Travel, for
travel people*

THIS week's *Travel Specials* is brought to you by **Travel Industry Club**. If your firm has released a travel special you'd like to make the industry aware of send the details to specials@traveldaily.com.au.

When was the last time a return ticket to London cost just \$499 plus taxes? **Travel Industry Club** has a limited number of seats with Vietnam Airlines for this price, and to book your seat, call TIC on (02) 9700 8711.

Fly Business Class to Europe from \$3995pp return upon booking of a twin balcony Category P suite or higher with **APT** on a 15-day Magnificent Europe cruise between Amsterdam and Budapest. Valid until 31 Dec for departures between Apr-Dec 2013. To book a cabin, call 1300 278 278.

China Southern Airlines has halved the price of companion fares to LHR, CDG, AMS, LAX, YVR and 17 Chinese cities. Valid for booking to 31 Jan and travel to 31 Mar ex SYD, MEL, BNE and PER. Seats subject to availability, and for more details, phone the carrier on 1300 889 628.

Bear witness to Canada's natural highlights with **Adventure World** by securing your place on the 11-night itinerary, priced from \$2,836pp. The package includes ten nights land accom and one in Sleeper Class aboard VIA Rail's Canadian, and much more. Call 1300 320 795 to book your spot.

WIN A TRAVEL PACK



Every day this week **Travel Daily** is giving one lucky reader the chance to win a Corban & Blair

Travel Pack, valued at \$65 each, courtesy of **Travel Trade Recruitment** - the recruitment specialists for the travel industry. Travel in style with these luxury handmade genuine leather wallets and luggage tags. Keep organised & never lose your luggage with these lovely Corban & Blair products! To win this great prize, simply send in an answer to the question below to: ttrcomp@traveldaily.com.au

In 25 words or less, name ways on how you keep up to date with Travel Industry news

Hint! Visit www.traveltradejobs.com.au



Congratulations to yesterday's lucky winner, **Bina Williamson** of **Travel Plans International**.

Travel Daily

First with the news

Friday 30th Nov 2012

New Uruguay visa deal

AUSTRALIA has signed a joint work & holiday agreement with Uruguay, Immigration Minister Chris Bowen has announced.

The pact allows university graduates aged between 18-30 to work and holiday in each other's countries for up to 12 months, with 200 visas issued annually.

Uruguay joins Argentina as the second South American country to offer a reciprocal work holiday agreement with Australia.

New driving stories

THE Legendary Pacific Coast has combined with local Indigenous communities to launch a tourism product along the Pacific Highway between Karuah & Coffs Harbour.

Townships along the route will see 34 Aboriginal Stories featured, which will form another product development along the popular driving route, with more details at www.pacificcoast.com.au.

London airports push

ALLOWING London's secondary airports to add runways to better compete with main aviation hubs should be key to the UK capital solving its capacity issues, Gatwick chief exec Stewart Wingate said.

The UK coalition government has blocked any chance of a third runway being developed at London Heathrow, which is currently operating near to full capacity.

DXB getting busier

DUBAI International Airport has reported the second busiest month in its history, reporting a 14.3% year-on-year jump in passenger movements for Oct.

The 4.92m pax handled during the month has seen the facility increase its estimate for the full year to 57m pax, chief executive Paul Griffiths said.

Birthday sale extends

PEREGRINE has extended its 35th birthday sale from its original 30 Nov expiry to 07 Dec, with 10% off its all-inclusive Asia, Europe and Africa itineraries able to be booked until 07 Dec.

Travel & Cruise Consultant (Reservations) - Sydney CBD

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

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

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

We'd love to hear from you!

TraveltheWorld
Pty Ltd.



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

CASA allows EFBs

THE Civil Aviation Safety Authority (CASA) has aligned local regulations with changes from the International Civil Aviation Organisation which allow for the use of Electronic Flight Bags.

The update sets standards to ensure that the tablet-based pilot references are properly managed and administered.

Technology Update

Today's Technology Update is brought to you by Excite Holidays.

Excite creates AP100+ = Extra Commission to Agents!



At Excite holidays we've introduced a new online feature called AP100+,

otherwise known as Advance Purchase 100+. This new pricing mechanism can earn agents an extra 1% commission, (or 1% discount for those on a net payment structure) if products are confirmed and paid for at least 100 days in advance.

Designed and developed in-house, AP100+ applies to our product range of Hotels, Activities and Transfers. Applicable AP100+ items are displayed when you search products outside 100 days prior to service date. A blue banner will appear at the top of the search results page, indicating the following products qualify for extra commission. If the item(s) are not paid for in full 100+ days prior to service date, the price will revert back to the original amount.

Working exclusively within the business-to-business market, we understand the importance of offering commission based products to our travel agents. The AP100+ initiative has enabled agents to earn extra commission across our entire product suite and has already been very well received.

To learn more about this feature and to start earning extra commission, please visit www.exciteholidays.com

George Papaioannou, CEO, Excite Holidays

excite
HOLIDAYS

KE suspends LGW

KOREAN Air will not operate its thrice weekly Seoul-London Gatwick flight from 15 Jan-27 Apr.

Insight deadline

INSIGHT Vacations is reminding agents that its 10% early payment discount deadline expires 27 Dec.

Power on in the Gong

DESTINATION Wollongong will run 18 events during the summer under its new "It's ON!" tagline, in an effort to boost holiday bookings in the NSW coastal town.



GM Marketing Pacific Islands and Asia

Incumbent: TBA
Division: Commercial
Location: Nadi
Reports to: Chief Commercial Officer

Position Purpose:

The GM Marketing, Pacific Islands and Asia (GM MPI&A) is accountable for;

- Core brand and marketing functions in head office and providing leadership which ensures consistency in standards across the regions
- An efficient and effective centralised reservations, lounge and loyalty/frequent flyer functions or programs
- All aspects of Sales and Marketing in Fiji, the Pacific Islands and Asia

Reporting Relationships:

The GM MPI&A reports directly to the CCO. The role has 4-5 direct reports; Manager Marketing Programs, manager Reservations, RGM Asia and Managers for Fiji & Pacific Islands. The Role will also require close liaison with all GM and RGMs in Commercial and a wide range of the rest of the airline.

Nature and Scope:

The GM MPI&A is responsible and accountable for 4 main areas

1. Brand and Product

The role is responsible for ensuring that the brand is protected and grows. That standards are maintained and evolved and that operation delivery is consistent with them. The role liaises heavily with other departments on day to day management issues and enhancements or changes to product.

2. Oversight of all marketing activity world wide

uns all marketing activity in head office. The role provides oversight to all marketing activities worldwide, ensuring consistency and efficiency and that best practice is shared.

3. World Wide Res

The role is responsible for all world-wide reservations functions. This covers all in-house and third party reservations staff. The role ensures that is works as an effective function, delivering the required revenue, customer service levels and can be scaled up to meet the need in disaster, or emergency recovery situations. This requires close liaison with all RGMs and call centre suppliers.

4. Fiji, Pacific Islands and Res

Delivery of revenue targets through the management of all Sales and Marketing activity in Asia and the Pacific Islands. The role is principally about supporting the Managers and RGMs to ensure that they have the necessary tools in place to deliver against targets.

As a member of the Commercial team, the role will be prominent in a range of projects, both within Commercial and the wider airline. With a broad and varied team reporting into the role, there will be a requirement to coach and mentor a number of individuals.

Education, Experience & Personal Skills:

Essential requirements

- 5 years experience in leading a Sales and Marketing function
- A Bachelors degree, or equivalent
- 10 years Airline experience is an advantage, particularly working in regional airlines
- The ability to coach and mentor a diverse team some of whom are working remotely
- The Inter-personal skills to manage and effectively influence a range of partners and suppliers

Valuable requirements

- Experience of having worked in the Pacific islands and/or Asia
- Experience in brands or product management
- Experience of managing a call centre, or account managing a call centre supplier

All applications to be sent to vacancy@airpacific.com
Applications close Dec 08 2012.

TSAX agents braving Bavaria



ABOVE: Six lucky incentive winners from Travelscene American Express were treated to a slice of Bavaria recently, as they were whisked off to Germany to take in the sights and sounds.

Hosted by the German National Tourist Office (GNT0), in conjunction with Travelscene, Etihad Airways, and the Magic Cities of Germany, the group spent nine days being shown the land of contrasts in the country.

From the City of Fashion of Dusseldorf, to the City of Art, Frankfurt, the City of Cars in Stuttgart and the City of Tradition

in Munich, the group experienced state-of-the-art technologies working side by side with living traditions, while enjoying the endless spectacular sights.

During a tour of Benrath Castle in Dusseldorf, the group gathered to be **pictured** above & from left, consisted of Timothy Owens from Travel Together; Kelly Ayers, Spencer Travel; Nicola Broider, Plan B; Kevin Headings, Sanford Travel; Vaughan Sexton, Reho Travel; Susann Schwachenwalde, GNT0 Australia and Louise Allen from Etihad Airways.

Hertz appointment

HERTZ has appointed Matt Cantlon to the newly created role of Loyalty & Partnership Marketing Manager for Australia and NZ.

Cantlon will be based in the car rental operator's Auckland office.

Royal visit for Cunard

CUNARD will host Her Royal Highness The Duchess of Cornwall during a visit to *Queen Victoria* on Tue 13 Dec to mark the 5th birthday of the ship which she named in Dec 2007.

Etihad lifts Lahore

ETIHAD Airways will increase services on the Abu Dhabi-Lahore route to 11 weekly from 02 Jan, up from the current daily service.

The additional flights will operate ex AUH each Wed, Thu, Fri & Sun.

QLD supporting pillars

GRANTS to regional tourism organisations totalling almost \$4m have been approved by the Queensland State Govt.

Tourism Minister Jann Stuckey said that 13 RTOs across the state will share in \$3.89m in funding for the development of 28 projects.

Nature heading home

AUSTRALIAN supergroup Human Nature has performed the 776th and final show of their 3 1/2 year residence at Imperial Palace Hotel & Casino in Las Vegas, with the foursome to soon head home to Australia, Imperial Casino has said.

One of Human Nature's first local engagements will be to perform at the Pullman Quay Grand Hotel in Sydney on Wed 12 Dec, as part of a major global relaunch of the Pullman brand.

Getting high in China

DAOCHENG Yading Airport in Sichuan, China will soon be known as the world's highest operating airport when it opens in May 2013 at 4,411m in elevation.

Australian luck to rub on Irish



A DESIRE to work closer with Australian tourism partners recently saw a big Irish delegation of officials from Tourism Ireland in Australia to meet with trade partners across the industry. Central to the visit was the message of "The Gathering", and the push to boost already strong visitor numbers from Australia to the heritage-rich nation.

The visiting contingent included Irish Tourism Minister Leo Varadkar, who hosted an intimate breakfast gathering with Australian industry executives, where all opportunities large & small on how to work together were discussed.

A number of events were held over the course of the week, with Tourism Ireland ambassador and

Australian X-Factor judge Ronan Keating joining in the festivities.

Pictured above from left at the breakfast meeting is Noel White, Irish Ambassador to Australia; Barry Brown, Emirates; Barry Mayo, Travelmanagers Australia; Luisa Pastrello, Etihad; Leo Varadkar, Ireland's Minister of Transport, Tourism & Sport; Niall Gibbons, Tourism Ireland; Diane Butler, Tourism Ireland Australia and New Zealand and Geoff Mee from BCD Travel.

Minister Varadkar is also **pictured** inset, third from left, alongside Marie McEnallay, Gillian Kelly, Donna Campbell, Ronan Keating, Diane Butler, Niall Gibbons and Una Leonard.

Lumpy Accor pillows

NOVOTEL and Ibis properties in Brisbane are giving away a share in \$10,000 cash between 01 Dec and 31 Jan in a new promotion.

To win, guests staying between these dates must "like" the hotel on Facebook at check-in, with a hotel exec placing \$1000 under a random pillow in either hotel.

VOTE FOR THE BEST 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

(Last day to enter!!!!!!):

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.

WIN A MINOR PRIZE:

One of four two-night voyages on *Queen Victoria* or *Queen Mary 2*

1. During the voting period (1-7 Dec), vote for your favourite mo and tell us in **25 words or less:**

What you'd look forward to most, sailing onboard Cunard's iconic ocean liner *Queen Mary 2* or elegant *Cunarder Queen Victoria*

2. Send your response to: mocomp@traveldaily.com.au together with the entrant's name or mo'page link

[Click here to view all the photos and Terms & Conditions of the competition](#)



New trip planning app

A **NEW** holiday planning app has been launched, featuring in-built maps and guides which can be accessed while offline.

Dubbed "Tripomatic 2.0", the free app offers details on more than 30,000 attractions worldwide and is now available via iTunes.

MLE cancels terminal

PLANS for a US\$510m upgrade and new terminal at the Maldives Int'l Airport have been scrapped by the country's President, after declaring the deal invalid.

Expansion on AC cards

AIR Canada has outlined plans to dramatically expand presence in Asia in its 2013 summer schedule, released overnight.

Highlights of the new schedule include the upgauging of direct services between Calgary & Tokyo Narita to a daily operation, along with the launch of direct flights to its new port of Seoul, South Korea.

AC will also increase frequencies between Beijing and both of its east and west hubs of Toronto & Vancouver to a combined 21 weekly, and is seeking approval to launch Istanbul flights from 04 Jun.

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

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.

PO Box 1010, Epping, NSW 1710
Phone: 1300 799 220 Fax: 1300 799 221

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Contributors: Matt Lennon, Chantel Housler, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

Travel Daily Group:

CRUISE
WEEKLY

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

Travel Daily TV

Pharmacy DAILY



REGISTER WITH AA TO RECEIVE A DAILY DELIVERY OF ALL THE BEST VACANCIES!

TO REGISTER PLEASE VISIT www.aaappointments.com

NSW & ACT – 8/6 O’Connell St, SYDNEY – (02) 9231 6377 – apply@aaappointments.com.au

VIC – 1/167-169 Queen St, MELBOURNE – (03) 9670 2577 – recruit@aaappointments.com.au

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

WA & SA – (03) 9670 2577 – recruitwa@aaappointments.com.au & recruitsa@aaappointments.com.au

SAY KON NICHU WA TO A NEW CAREER
JAPANESE CONSULTANTS REQUIRED
SYDNEY – SALARY DEPENDING ON EXPERIENCE

Are you a Japanese expert? Do you have a passion for sushi, sake, and karaoke? Do you dream of selling all things Japanese? This amazing Japanese company is looking for a talented Japanese expert to join their team. From the bustling streets in Tokyo to antique teahouses in Kyoto you will enjoy booking flights, accommodation, and group tours throughout this fantastic destination. If you have travel experience, have been to Japan or can speak Japanese. Apply for this role today.

SAIL INTO A NEW ROLE
CRUISE CONSULTANT
SYDNEY – GREAT BASE + COMMISSION

Do you dream of sailing off into the sunset with a cocktail in hand? Are you passionate about the seven seas? This award winning wholesale company is looking for 2 talented cruise consultants to join their excellent team. You will be responsible for booking fantastic cruise packages worldwide. From a South Pacific Cruise to an Alaskan Passage experience. If you have excellent cruise knowledge and 12 months industry experience. Sail into this role today.

SAIL AWAY WITH YOUR NEW CRUISE ROLE
CRUISE WHOLESALE CONSULTANTS
PERTH - SALARY PACKAGE TO \$54K (INCL. BONUS)

This national travel company requires a professional individual who is capable of selling both individual & group cruising in their in-house cruise department. Whether it is a P&O South Pacific or luxury Cunard World Wide cruise, you will be kept continuously interested with the variety of requests. If you have sensational cruise knowledge and are ICCA accredited this is your step into wholesale! Call us today to find out more!

FOLLOW THE CALL OF THE WILD – AFRICA RES
WHOLESALE CONSULTANTS
MELBOURNE (INNER) - SALARY PACKAGE TO \$60K+ (DOE)

The wait is over! This new role will see you working with this well established Australian owned and run wholesaler. Selling to your dedicated Agents, you will be responsible for tailor making exotic itineraries throughout Africa! Using your personal travel experience and your love for Africa you will help create itineraries people have only ever dreamt about! Min 18 months consulting experience required.

GOOD OLD FASHIONED TRAVEL AGENT
RETAIL TRAVEL AGENT

MELBOURNE (EAST) - SALARY PACKAGE TO \$55K (DOE)

We have a sensational new retail role for an experienced travel consultant. This boutique travel agency is looking for an experienced consultant. Booking intricate itineraries for your repeat and referral clients you will be rewarded with a high base wage, exotic famils and incentive trips and will be a part of this award winning agency! Monday – Friday hours with the odd Sat - what more could you want! Apply today.

START THE NEW YEAR WITH A BANG!
WHOLESALE CONSULTANTS

PERTH (CBD) - SALARY PACKAGE TO \$80K+ (OTE)

With Christmas only 5 weeks away there has never been a better time to apply for new roles! This wholesaler is looking for an experienced consultant to join their Perth team in January 2013. Booking worldwide holidays for your loyal travel agents you will be rewarded with uncapped earnings and exclusive famils, incentives and office trips! Min 2 years int consulting experience required. Call us to find out more.

DREAMING OF A WHITE CHRISTMAS
SKI CONSULTANTS

BRISBANE – SALARY PACKAGE TO \$44K PKG + BONUSES

Want to sell a product you are passionate about? Fancy yourself a ski guru? Then here’s your dream role. We are currently looking for an experienced travel consultant with personal experience visiting international ski resorts to join this top travel team. You’ll love selling domestic and international packages whilst earning a strong salary package and increasing your take home pay with the bonus scheme in place. Sell a product you love – call today to find out more!

SUBURBAN SANCTUARY
RETAIL TRAVEL CONSULTANTS

VARIOUS BRISBANE SUBURBS – TOP PACKAGES

Are you tired of spending your mornings and evenings stuck on the train or bus? Looking to gain a better work life balance? We have a number of extremely well established travel companies requiring experienced consultants to join their successful teams. Locations include Northern, Eastern and Southern locations. You will have solid CRS skills and vast destination knowledge. Strong salary packages on offer to the right candidates. Cut up that Go Card & apply today!

SYDNEY SHOW STOPPERS!

earn points
Trip

**FRANCIS BACON
FIVE DECADES**

CARMEN

**LEGALLY
BLONDE
THE MUSICAL**

**ALEXANDER
THE GREAT**

**THE PARIS OPERA
BALLET**

Francis Bacon Exhibition

Francis Bacon is a towering figure of 20th-century art. His paintings are gutsy, controversial and unforgettable. This is the first exhibition in Australia of rare works by the master of post-war British art.

"His images arrive straight through the nervous system and hijack the soul." - **The Times, UK**

Four Points by Sheraton

- 1 night accommodation in a City Side room
- 1 Entry ticket to Francis Bacon: Five Decades the Exhibition at The Art Gallery of NSW, Sydney

Valid for travel 3-31 Jan 13. Offer ends 24 Jan 13, unless sold out prior. Availability is limited.

2 nights from **\$160*** per person twin share

Alexander the Great: 2000 years of treasures

Featuring the largest collection of treasures ever to come to Australia from the State Hermitage, Russia! Exclusive to Sydney the exhibition includes over 400 objects from classical antiquity through to the modern age, spanning a period of almost 2500 years.

Rydges World Square

- 2 nights accommodation in a Deluxe room
- 1 General Admission ticket to Alexander the Great: 2000 years of treasures at the Australian Museum, Sydney

Valid for travel 2-14 Jan 13. Offer ends 7 Jan 13, unless sold out prior. Availability is limited.

2 nights from **\$260*** per person twin share

Legally Blonde The Musical

Winner of 7 major awards including Best New Musical 2011 (Olivier Awards®) this all dancing, romantic comedy is about knowing who you are and showing what you've got!

"Hilarious. Outrageously good"
- **Courier Mail**

Travelodge Sydney

- 2 nights accommodation in a Guest room
- 1 'A' Reserve ticket to Legally Blonde[^] at Sydney's Lyric Theatre, The Star

Valid for travel 12-29 Dec 12, 2 Jan 13-27 Jan 13. Offer ends 20 Jan 13, unless sold out prior. Availability is limited.

2 nights from **\$289*** per person twin share

Handa Opera on Sydney Harbour - Carmen

With a magical harbour-edge setting and an astonishing stage suspended above the water, you'll see why images of the first production were beamed across the world. In 2013, Carmen takes the stage; dangerous, sexy and incandescent in a thrilling new production.

The Darling

- 1 night accommodation in a Darling Courtyard View room^{##}
- 1 'B' Reserve ticket to Handa Opera on Sydney Harbour - Carmen[^] at Mrs Macquaries Point, Sydney

Valid for travel 22-31 Mar 13. Offer ends 8 Mar 13, unless sold out prior. Availability is limited.

1 night from **\$372*** per person twin share

Paris Opera Ballet - Giselle

The Paris Opera Ballet returns to Sydney for an exclusive season of Giselle one of the best-loved and most enduring of all of the great classic ballets.

Sheraton on the Park

- 1 night accommodation in a City Side room
- 1 'A' reserve ticket to Paris Opera Ballet - Giselle^{^^} at Capitol Theatre, Sydney

Valid for travel 1-9 Feb 13. Offer ends 24 Jan 13, unless sold out prior. Availability is limited.

1 night from **\$462*** per person twin share

Sydney Festival

An explosion of exceptional theatre, dance, music, visual arts, film and more that ignites Sydney's venues, streets and parks in January!

The Westin

- 1 night accommodation in a Tower Deluxe room
- General Entry to Sydney Aquarium

BONUS

- Kids Stay FREE+
- FREE++ Entry to Sydney Aquarium for Kids

Valid for travel 5-27 Jan 13. Offer ends 18 Jan 13, unless sold out prior. Availability is limited. Sydney Festival Tickets not included.

1 night from **\$432*** per person twin share

Check out our other
**EXCITING
PACKAGES!**

Call **13 27 87**
MON-FRI 8:30 TO 21:00 AEDST & SAT 9:00 TO 17:00 AEDST
or visit qhv.com.au/agents

viva! holidays
viva life!

SYDNEY
Destination NSW

*Agents may charge service fees and/or fees for card payments which vary. If you book with Viva! Holidays, an additional 2% applies to credit card payments. Prices correct as at 20 November 12 but may fluctuate if surcharges, fees, taxes or currency change. Amounts payable to third parties not included. Offers subject to availability. Travel dates available outside these listed, please enquire for prices. Please check all prices, availability and other information with your travel consultant before booking. These property ratings are Viva! Holidays' views, not official ratings. ## Darling Hotel: Check-in based on a Sunday evening rate. ^ 'A' Reserve ticket: Ticket are based on Wednesday 1pm Matinee. ~ Evening B Reserve ticket: Ticket based on Sunday evening, 7.30pm. ^^ 'A' Reserve ticket: Ticket based on Monday to Saturday evening, 7.30pm. + Kids Stay FREE: 2 Kids aged 11 years and under can stay free using existing bedding. Event tickets must be purchased with accommodation and cannot be purchased separately. ++ Kids FREE Entry to Sydney Aquarium: 2 kids under 16 years receive free entry with 2 paying adults on single tickets. Event ticket is non-refundable and non-transferrable. Hotel cancellation policies apply but vary. Payment for event tickets is required at time of booking. Full payment must be made within 7 days of booking. For bookings within 30 days of departure, full payment must be made at time of booking. Conditions of payment, cancellation fees and other conditions apply to the sale of event ticket. Viva! Holidays cannot guarantee specific seating requests. The Viva! Holidays General Bookings Conditions apply, available at www.vivaholidays.com.au. Other conditions apply - ask for details. Qantas Holidays Limited trading as Viva! Holidays ABN 24 003 836 459. Lic number: NSW 2TA 003 004, QLD TAG 740, VIC 32188, WA 9TA 510, SA TTA 48 116.