

**30,000 FEET.
THE PERFECT PLACE
TO PUT YOURS UP.**

With just the touch of a button, you're enclosed in your own personal, and very generous space. Our luxurious Club World seats are the perfect place to do some work. Or absolutely nothing at all. To Fly. To Serve.

Experience Business Class
to London from **\$5,999***

Trade partners, book your customers on British Airways Club World or First Class for travel in October and November for a chance to win a pair of tickets to London and two nights at the Mandarin Oriental Hyde Park. Visit speedbirdclub.com/au for more details.



Want one provider for all your technology needs? Sabre Pacific is your Total Travel Solution



Watch video now

Sabre Pacific

Travel Daily

First with the news

Monday 8th October 2012



COUNTRY DIRECTOR - AUSTRALIA

- SYDNEY BASED ROLE FOR GLOBAL COMPANY
- MANAGE & MOTIVATE LARGE AUSTRALIAN TEAM
- EXECUTIVE SALARY

CONTACT SALLY FRAPE OR AINSLIE HUNT ON 02 9231 6444 OR EMAIL AINSIE@TMSAP.COM

BA does the business

BRITISH Airways is today promoting \$5,999 Club World return business class fares to London - along with a chance for trade partners to win a pair of flights to London and two nights at the luxury Mandarin Oriental Hyde Park Hotel.

The special fares are available until midnight on Fri, valid for travel 14 Oct 2012-31 Aug 2013.

For details, see the special front full page of today's *Travel Daily*.

Magellan profit soars 21%

MEMBERS of the Magellan Travel Group have enjoyed a strong performance over the last 12 months, sharing in a 21% growth in net profit and strong support from a growing stable of preferred suppliers.

Just five years young, the group held its annual conference at Adelaide's Crowne Plaza Hotel late last week, with *TD* one of a select group of media present.

Co-founder Andrew Jones, from Andrew Jones Travel in Tasmania, said Magellan had now grown to 67 members - up by about ten during the year - with an 18% increase in the average income distributed to each of the member shareholders, more than 80% of whom saw an increase in payments from the group.

He said that key to the group's success was its totally transparent model, with members fully aware of all deals with the more than 30 airlines and 60 land suppliers contracted by Magellan, meaning that they are strongly motivated to sell preferred products.

"Suppliers love our model," he said, "because it provides true recognition from the agents of what a preferred deal is".

Jones said that Magellan's stable of strong performing agents produces more revenue for suppliers per member.

"They know that we drive high value, high yield business".

Another value driver for suppliers is that Magellan does not expect its preferreds to kick in marketing funds.

The event saw a strong turnout from agents, with more than 90 member delegates and 50 suppliers over the two day conference which culminated in a Fri night gala awards dinner at the Adelaide Zoo (see page 8) - followed by a fabulous after party at the Bunnik Tours "ballroom".

Presenters during the conference included IBISWorld chairman Phil Ruthven who gave an exclusive insight into the future of the economy and the Australian travel industry, as well as AFTA ceo Jayson Westbury.

And the Magellan conference included an open forum for members, discussion of potential new preferreds plus a "traders market" where agents promoted their own bespoke group tours to others in the network.

More from Magellan on pages 3, 4 and 8 of today's *Travel Daily*.

Etihad Airways

Book Early and **SAVE!**

Your clients can **SAVE** up to **\$737** per person when booking an Earlybird package to London, Paris, Istanbul, Dublin and many more destinations flying in comfort and style with Etihad Airways!

*Conditions apply.



الإتihad
ETIHAD
AIRWAYS

Ask about our great offers on sale now!

viva! holidays
viva life!



Nine pages of news

Travel Daily today has nine pages of news & photos, a front full page for **British Airways** plus full pages: (*click*)

- AA Appointments
- Travel Trade Recruitment



HE IS.

SHE ISN'T!

Are you keeping up to 100% of your up-front commission? At Travel Partners you will - and you'll be treated like a VIP (not a number).

CALL TODAY:
1300 559 527

or email: 100pct@travelpartners.com.au



EXCELLENCE IN TRAVEL

DISCOVER NEW ZEALAND

EXCLUSIVE OFFERS FOR TRAVEL PROFESSIONALS

FREE ACCOMMODATION PLUS 50% OFF FLIGHTS

FIND OUT MORE >

100% PURE NEW ZEALAND AIR NEW ZEALAND
www.traveltrade.newzealand.com



Out Now!

2013 ITALY & CENTRAL EUROPE BROCHURE

CLICK HERE for our EARLY BIRD SPECIALS



Inbound Sales Manager

- Car rental company
- Based at Melbourne airport
- Excellent career opportunities
- Salary from \$65K + super + car

Contact: Ben Carnegie
02 9278 5100
ben@inplacerecruitment.com.au



click here for details

Travel Daily

First with the news

Monday 8th October 2012



You'll love our low fares to New Caledonia



CLICK HERE

HWT shuts door too

HARVEY World Travel has joined its fellow JTG franchise brands in "uninviting" **Travel Daily** to its annual conference which takes place later this month in Saigon.

Travelscene American Express and the Jetset Travelworld Network have also withdrawn longstanding invitations to their respective events (**TD** 25 Sep).

However **TD** will still cover other conferences incl Travellers Choice and TravelManagers.

IATA joins Flight Centre case

THE International Air Transport Association has asked to be involved in the case brought against Flight Centre by the Australian Competition and Consumer Commission (**TD** breaking news Fri), with the first formal hearing in the matter to start today in the Federal Court.

In a document lodged last week, IATA requested that it be appointed 'amicus curiae' which would give it standing to participate in the proceedings.

The ACCC case, initiated earlier this year (**TD** 09 Mar), alleges that on several occasions between 2005 and 2009, Flight Centre attempted to induce carriers such as Emirates, Singapore Airlines and Malaysia Airlines to enter into "price-fixing arrangements".

IATA spokesman Albert Tjoeng told **TD** that the association wants to "ensure that the Court is provided with correct information about the IATA Passenger Agency Program in Australia and the principal-agent relationship that exists between airlines and their appointed agents".

The ACCC is alleging that "Flight

Centre provided booking services to the public and distribution services to the international airlines in competition with the airlines' internal sales divisions".

"The purpose and likely effect of the arrangements sought by Flight Centre was to maintain the level of Flight Centre's Commissions," the case adds.

Flight Centre isn't commenting, but in its annual report last month said its preparation for the hearing had reinforced its view that "the ACCC case is misguided and will be rejected".

Massive EY incentive

ETIHAD is offering a lucky Aussie travel agent a ten day trip of a lifetime to Abu Dhabi and Kenya or the Seychelles, under its new 'The Great Office Escape' incentive.

Agents who register online for a SuperSeller APIN number at www.etihadagents.com are automatically entered into the incentive for each booking made between 01 Oct and 31 Dec, with bonus entries for first and business class bookings.

Travelmarvel
Cruising & Touring

SOUTH AMERICA
20 Day Highlights of South America \$8,495*
per person, twin share.

COMPANION FLY FREE*



CALL 1300 278 278
www.travelmarvel.com.au

An APT Company
APT

*Conditions apply. Price is per person, twin share. Contact Travelmarvel for full terms & conditions. Australian Pacific Touring Pty Ltd ABN 44 004 684 619 Lic. No. 30112 TMO709

YOU DECIDE!



BEST REWARDS. FREEDOM. LIFESTYLE.

For career opportunities that suit you, call Suzanne for a confidential discussion on 1800 019 599 or email join.us@travelmanagers.com.au



AFRICA
TRAVEL EXPERTS SINCE 1969

ASK FOR OUR RANGE OF BROCHURES FOR AMAZING TRAVEL IDEAS

CONTACT US TODAY
1300 195 873
benchinternational.com.au

Facebook Twitter YouTube



Twice daily non-stop to Africa.

South African Airways. Bringing the World to Africa and taking Africa to the World.
flysaa.com.au



The travel recruitment specialists

CRUISE TRAVEL AGENT

Sydney
Friendly and energetic team
Up to \$50,000

traveldaily@candmrecruitment.com.au

TRAVEL RECRUITMENT 02 8272 5400

Travel Daily

First with the news

Monday 8th October 2012

Sell Etihad.
Win the holiday of a lifetime



CLICK HERE TO FIND OUT MORE



Air NZ flags QF/EK Tasman concern

AIR New Zealand has lodged a submission to the ACCC probe into the Qantas/Emirates alliance, saying that while it's supportive of partnerships generally, it doesn't believe that the carriers need to coordinate trans-Tasman operations in order to achieve the claimed consumer benefits.

In particular, NZ says that 21.6% of the QF/EK Tasman capacity is operated by Jetstar and is thus "not directly complementary to

the proposed 'seamless premium global air services operation'.

Singapore Airlines has also made a submission, saying it doesn't actually oppose the applications but notes that without the alliance EK will still continue to grow its Australian network.

SQ also points out that there are other options for Qantas to resolve its "difficulties" such as boosting relationships with oneworld alliance partners.

A submission from ATEC supports the partnership because it enables greater access to the world for Australian operators, while the Dept of Infrastructure & Transport says it sees the pact as "positive and as being consistent with the Australian Government's aviation policy settings".

Vance leaves TSAX

TRAVELSCENE American Express this morning confirmed the departure of its marketing manager, Adam Vance.

The move comes just days before the Travelscene owner-managers conference kicks off in Santa Monica next weekend.

SeaDream II to Cairns

SEADREAM Yacht Club is to offer a series of voyages taking in Asia & Northern Australia aboard *SeaDream II* for the first time ever in early 2014.

The move into Asian waters from late next year was prompted by demand from members of the SeaDream loyalty Club.

SeaDream II will linger in Asian waters for six months, sailing 18 journeys to ports in Sri Lanka, Thailand, Malaysia, Singapore, Burma, East Timor, Indonesia, New Guinea, Vietnam, Cambodia, Hong Kong and China.

The 14-day voyages operating to/from Australia include the Bali (Benoa) to Cairns trip departing on 18 Jan 2014, and the Cairns to Bali (Benoa) journey, setting sail from the Qld port on 01 Feb 2014.

Ports of call on the Cairns-bound itinerary include Darwin & Seven Spirit Bay in the Northern Territory and Cape York, Lizard Island, Low Island & Port Douglas in Queensland.

The cruise from Cairns will track north to Papua New Guinea with visits to Kitava, Tami Island, Jayapura and Komodo Island.

Prices start at US\$9,999pts.



Window Seat

"THE dog made my booking by walking on the keyboard".

That's one of the weirder excuses made by customers of lastminute.com.au when they wanted to cancel a trip.

GM Kirsty Harrison has revealed a collection of tales from the firm's customer care centre, including a clients who blamed a sibling for stealing their credit card, while another claimed a "hand spasm" that led to incorrect dates being entered.

THE Magellan Travel Group's founders really take the cake - literally - according to a sweet homage paid to them on Fri night at an after party following the grand finale dinner which wrapped up the Magellan annual conference in Adelaide.

Attendees were welcomed to the spectacular ballroom in the Bunnik Tours building in Flinders Street, with the tasty treats on offer including some cupcakes featuring the images of Andrew Jones, Andrew Jones Travel; Trevor Jones, Hawthorn Travel; Kevin Dale, National Network Travel; and Magellan gm Andrew Macfarlane (below).





Consolidated Travel Group

WIN 1 of 8 seats at the G'Day LA black tie gala dinner and 3 nights stay in Los Angeles!

PLUS weekly prizes \$1,000 Travel Voucher per week



Conditions apply.



Quikticket Quikfares

CALLING ALL leisure travel agents

Do you want to easily service your customers via the web?

Sabre Explore is a highly customisable, easy to use and affordable online solution. Branded with your own agency look and feel, terms and conditions, booking fees and fares to really make it your website.

Sabre Explore makes serving your leisure customers via the web easy!
enquires@sabrepacific.com.au



We medically evacuate an Australian traveller every day.

Cover-More

We focus on what matters.

Wrapped in India Tourism

THE team from India Tourism in Sydney donned their stunning saris for the first ever PATA India Chapter roadshow to Australia (TD Wed).

The event included B2B sessions hosted by Usha Sharma, Additional Director General, Ministry of Tourism,

Government of India, who said the event had been "very productive".

She told attendees that Australia is a major source market for India - as evidenced by the participation of a number of major Indian tour operators and stakeholders in the roadshow.

In 2011, India saw a 9% growth in foreign tourist arrivals, with visitation accelerating this year to 10% for the Jan-Aug period.

"India has become a year-round destination offering a variety of tourism product," she said, adding that the country is a "land of festivals" with about five held every month.

Other recent developments include the debut in Oct last year of India's first Formula 1 race on a



brand new track in Greater Noida near Delhi.

A key area for growth is wellness and medical tourism, which is currently showing a growth rate of 20% per annum.

Sharma said India was also focusing on MICE tourism, with world class facilities in Delhi, Mumbai, Hyderabad and Bangalore, as well as a number of other provinces that are promoting convention centres.

India is also working on the development of budget accommodation, innovating new products, improving connectivity and developing lesser known destinations - as well as "safe, honourable and sustainable tourism," she concluded.

Magellan aims for 100

THE Magellan Travel Group says it's targeting growth to 100 members through "referral and enquiry, not recruitment".

Speaking at the Magellan conference in Adelaide on the weekend, gm Andrew Macfarlane said "we're making the business scalable so we can manage the growth," and said that only certain agents suit the group.

That would include those with high turnovers, with a figure of \$5 million per agency quoted - although there are certainly some smaller Magellan members whose businesses show potential.

Macfarlane said Magellan aims to "run a low central cost business that maximises return to members," with the company's head office set to shortly boost its staff by 50% - to a total of three.

Magellan agent awards

THE Magellan group held its first ever consultant awards during the finale of its conference on Fri night in Adelaide, with the move seeing six top sellers from across the network honoured by preferred suppliers.

GM Andrew Macfarlane said the awards had been introduced following feedback from members who wanted to see their top staff recognised.

Monday 8th Oct 2012

Corporate opportunity

MAGELLAN Travel founder Andrew Jones says he believes there are currently "major opportunities for leisure agents to grab corporate business," with strong SME offerings by both Qantas and Virgin Australia.

He said that the growth of online booking tools was also driving the agenda, with Magellan members discussing how they can do more in this area during their conference last week.

Lots of Magellan deals

QANTAS was one of the many preferred suppliers at the Magellan conference in Adelaide last week, with gm Andrew Macfarlane confirming that the group had just re-signed its deal with the carrier.

"We've had great support from Qantas," he said, with QF one of around 30 airlines and 60 ground suppliers contracted by Magellan.

Magellan has a consolidation deal with Consolidated Travel, but prefers to sign up airlines direct, Macfarlane added.

Win exclusive tickets to the Emirates Melbourne Cup

Last days to register and log your Emirates sales. Click here for more details.

emiratesincentive.com



Hello Tomorrow Emirates

2 marquee passes ♦ 2 flights* ♦ 2 nights' accommodation*

*Vic winners excluded. Conditions apply see www.emiratesincentive.com. Open to Aust residents aged 18+ who are employed full time at any licenced travel agency nationally and can travel to attend the prize on the nominated dates, excluding wholesalers, online agents, consolidators, and AMEX. Starts 9am AEST on 10/9/12. Ends 5:30pm AEDST on 21/10/12. LTPS/12/7577, VIC 12/2086, ACT TP12/3268, SA T12/1603.

3rd Oasis-class ship?

ROYAL Caribbean has quashed a Finnish report it's planning to build a third 5,400 passenger Oasis-class vessel, referring to the speculation as "just a rumor."

The *Turun Sanomat* last week suggested Royal Caribbean plans to build a sister-ship to the mega-liners *Oasis of the Seas* and *Allure of the Seas* at the Turku yard of ship builder STX, with the deal pending financial backing from Finland's government.

MEANWHILE, Royal Caribbean has released its 2013/14 brochure, with details of its itinerary range, in-depth information on the Voyager of the Seas' Australian season, and the revamped Adventure Ocean Youth Program.

Airbus accolade

AIRCRAFT manufacturer Airbus has been recognised as the most appealing employer in France for the second successive year.

Around 12,000 web users took part in the Palmares Employeurs 2012 survey.

US govt fines Jetstar \$30,000

JETSTAR Airways has been fined \$30,000 by the US Department of Transportation for violating luggage liabilities in Article 17 of the Montreal Convention.

The DOT said JQ has applied a blanket exclusion of coverage limiting reimbursement for select items contained in lost luggage - like computers, cameras, jewellery, passports and travel documents - on flights to Honolulu, Hawaii, the Qantas offshoot's only US port.

JQ agreed to the civil penalty "without admitting or denying violations," the DOT said on Fri,

Pacific Northwest trip

AMERICAN Safari Cruises has released a *Legacy of Discovery* voyage, taking in the Pacific Northwest interior aboard the 88-passenger *Safari Legacy*.

Available in Australia through the Small Ship Adventure Company, the cruise departs from Portland, Oregon and explores the Columbia River Gorge and Multnomah Falls as well as historic pioneer forts and a private Washington winery visit.

There are 12 departures between 07 Sep and 23 Nov 2013 and the trip is priced from \$3260ppts including meals, wine, activities and more - 1300 650 481.

avoiding litigation from the United States Enforcement Office.

"Jetstar asserts that it conducted its own thorough review of the airline's baggage claim handling policies and practices

"As a result of this review, Jetstar clarified the wording in its Condition of Carriage and its internal policies and procedures."

The DOT requires \$15,000 of the penalty to be paid within 30 days.

Jetstar spokesman Stephen Moynihan told **TD** that the airline had "fully cooperated with the DOT on this matter.

"Jetstar takes its responsibilities to comply with all applicable laws and regulations very seriously".

He said the carrier had retrained relevant staff and third party contractors to ensure they correctly apply the policy.

Jetstar had "no intention of misstating its policies to passengers and acted quickly to resolve any outstanding issues".

Jinguo Aussie reps

RANDALL Marketing has signed a two-year deal with Guangzhou's Jinguo Hotel to represent the property in the Australian market.

The property features 403 rooms and is located next to the Guangzhou East rail terminal.

WIN A DOUBLE
MOVIE PASS

TO ROME WITH LOVE

Every day this week **Travel Daily** is giving one lucky reader the chance to win a double pass to see Woody Allen's



new movie, *To Rome With Love*, courtesy of the **Italian Government Tourist Office** and **Hopscotch Films**.

Full of romance and humour, and set in one of the world's most enchanting cities, this star studded movie is not to be missed!

For your chance to win, be the first person to send in the correct answer to the daily question below to Romecomp@traveldaily.com.au

Name the colours of
the Italian flag

Hint! Watch the movie trailer [here](#)
Congratulations to Friday's lucky winner, **Emma Labuzan** from **Cox & Kings Australia**.



Complimentary dining coast to coast

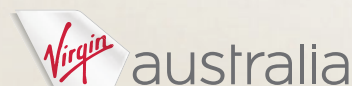
Next time your clients fly between Perth and the East Coast they can enjoy a hot meal, drinks and in-flight entertainment on us - and beer or wine if they're travelling after midday. It's just another way that we're putting the magic back into flying.

For more information, see your Account Manager or visit virginaustralia.com

Perth

East Coast

East Coast refers to Sydney, Melbourne and Brisbane.



Nothing sauer about Oktoberfest



GERMAN colours and flavours were served up at the Insight Vacations office in Sydney last week, as the team celebrated the end of the annual Oktoberfest.

The creatively decorated lager stein glasses were out, with delicious sauerkraut served up not just in food form, but in costume form also, with Jasmin Abrahams taking the term "sizzling outfit" to new heights.

Insight's popular German Christmas Markets tours are now preparing for imminent departure, continuing Australia's love affair

Low-cost to Tabuk

EMIRATI low-cost carrier flydubai has announced it will begin a twice-weekly service to Tabuk, Saudi Arabia from 07 Nov, the carrier's 8th Saudi destination.

with all things Bavarian.

Pictured above from left is Melanie Miholic, Megan Booker, Heather Graham, Peter Jones and Mary Cumberland.

Front: Jasmin Abrahams.

ATI service Air Bagan

MYANMAR airline Air Bagan has appointed Aviation & Tourism International as its representative in the Australia, NZ and South-West Pacific markets.

Air Bagan operates domestic services within Myanmar.

Qantas int'l market share sinks

INCREASING competition in the sky is luring more passengers to non-Australia designated airlines, new government data confirms.

According to the Jul Bureau of Infrastructure, Transport and Regional Economics' International Airline Activity report, Qantas, Jetstar & Virgin Australia secured just 32.2% of pax traffic coming into or flying out of Australia.

The figure is down from 33% for the same time last year, and the second smallest market-share since the start of 2012.

Jun has been the only month this year to not witness a trend of decreasing passenger numbers flying on Australian airlines.

Qantas Airways' share of pax traffic decreased 1.3% to 17.1% during Jun - its lowest slice of the int'l market in recent history.

Virgin Australia and Jetstar in comparison saw their shares of the pie expand to 8.7% and 8.5%, up 1.9% and 0.9% respectively.

Non-Australian competitors Singapore Airlines, Emirates and

AirAsia X all saw their share of pax numbers jump positively.

Total international traffic was up 2.5% to 2.595 million, with load factors 0.8 percentage points stronger, on 78.5%.

For the year ended Jul 2012, Qantas Airways retained the lion's share of pax traffic, with 18%.

QF was followed by Singapore Airlines (9.1%) and Emirates (8.2%), while Jetstar held down an 8.2% cut and Virgin Australia a 7.8% slice of the overseas traffic.

Movements were highest from Australia to New Zealand, which represents one in five of all int'l flights - and up 3% to 5.735 million during the month.

Singapore, the USA, Hong Kong and the UAE round out the top five destinations from Australia, with flights to the Middle East up more than 18% year-on-year.

MEANWHILE, the data also revealed low-cost carrier Scoot achieved load factors of just 50.2% on its 18 outbound services in Jul from the Gold Coast and Sydney.



Business Development Executive (Melbourne)

Cathay Pacific Airways is seeking an experienced, full-time Business Development Executive Corporate at our Melbourne Sales Office.

The candidate is responsible for identifying and achieving specific revenue targets from retail and corporate travel accounts, whilst maintaining valued existing accounts.

The candidate must possess and demonstrate the following criteria:

- Extensive experience in the travel or travel related industry
- Proven ability to identify key incremental revenue opportunities
- Proven ability to achieve sales revenue targets
- Analytical & problem-solving skills
- Proficiency in PC skills including Microsoft, PowerPoint, Excel
- Excellent negotiation, presentation and communication skills
- Ability to manage own time, with minimal supervision

An attractive salary package will be offered to the successful candidate.

Please send your resume to Jason Aghan, Business Development Manager VIC Jason_Aghan@cathaypacific.com

Applications close Friday 12 October 2012.

Please note, only those applicants who are successful in gaining an interview will be notified.

CHOOSE HELEN WONG'S TOURS FOR ...

Helen Wong's TOURS

- ✓ All inclusive touring
- ✓ Intimate group sizes
- ✓ Selected departures guaranteed
- ✓ 5 Star Quality at affordable prices
- ✓ Commission on air and land
- ✓ Free bonuses on group tours

25 years Experience

Order your brochures with Brochure Flow or call 1300 788 328 or visit helenwongstours.com

\$50 Gift Card awarded for the first 160 First or Business class tickets issued beyond China!

click for details

Sell China Southern Airlines in October 2012 for your chance to WIN a trip for YOU & a FRIEND to see P!NK 'The Truth about Love' live in PARIS!

10x iPhone 5 also to be won

Monday 8th Oct 2012

TIME applications open

THE Travel Industry Mentor Experience has opened applications for scholarships for its 2013 program, which is open to all industry professionals who have worked in travel for a minimum of three years.

The scholarship program, offered to travel and tourism staff who do not receive employer financial support for TIME, sees those who are chosen have \$1000 of the \$1500 participation fee paid on their behalf, with the application deadline 21 Oct - see travelindustrymentor.com.au.

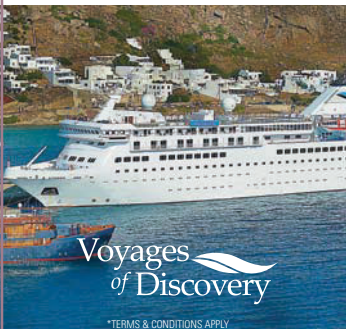
A WORLD OF NEW DISCOVERIES

BRITISH ISLES & THE CHELSEA FLOWER SHOW



Portsmouth to Portsmouth
11 Nights onboard *mv Voyager*
Departing 14 May 2013

From **\$2,275** Per Person
Twin Share



Voyages of Discovery

*TERMS & CONDITIONS APPLY

www.voyagesofdiscovery.com

Mandarin Oriental move

THE Mandarin Oriental Hotel Group has announced plans to re-establish a Sydney-based sales and marketing office.

The move follows today's announcement of plans by Pamela Scott Associates md Frank Zwartveen to retire at the end of the year.

Zwartveen took over the business after the untimely death of his wife Pamela Scott in 2010, who had represented Mandarin Oriental locally for over 30 years.

The new Mandarin Oriental operation will be headed up by Peter Hession, Regional Director of Sales, Australia & New Zealand.

Pakistan alert

THE Department of Foreign Affairs and Trade has reissued its travel advice for Pakistan, after the government there issued a general threat alert on possible terror attacks in Islamabad.

Targets cited in the warning include the Marriott Hotel, Serenab Hotel, Holiday Inn, Best Western and Margalla Motel.

Australians are being strongly advised to reconsider their need to travel to Pakistan due to the "very high threat of terrorist attack, kidnapping, sectarian violence and the unpredictable security situation".

Boeing top deliveries

THIRD quarter deliveries of Boeing 787 Dreamliner aircraft to customer carriers doubled, the manufacturer has announced.

Despite being years behind its original delivery schedule, the company advised 12 customers received Dreamliners in the three months to Sep, up from six it delivered in the previous quarter.

Overall, Boeing delivered a total of 149 jets to customers in Q3.

Qatar Airways was one of the customers who took delivery of a 787, despite assertions by ceo Akbar Al Baker last week that QR wouldn't take any Dreamliners until an engine issue is resolved.



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.



Globus - Europe 2013 incl Israel, Jordan & Turkey

More than 10 brand new tours highlight the newly released 2013 brochure from Globus, with the furthest reaches of the Arctic and the Far East covered in detail. New tours added to the program this year take in destinations such as Russia, Iceland, Poland, Bohemia and Scandinavia. A new feature includes Globus Local Experiences, which encompass behind-the-scenes hidden gems. Some tours offer discounted airfares to Europe starting from \$1475, in addition to savings on tours booked 12 months or more in advance.



Topdeck Travel - Europe 2013

Spread over a colossal 140-page dossier of information, Topdeck offers a wide range of itineraries aimed at the youth market, with a number of new tours added for 2013 covering Dublin, to Moscow, Athens & the Greek Islands, even to the Arctic Circle. The 'Mega European' is a six-week marathon of exploration and discovery, while shorter tours of a minimum of 6-days are also featured. New winter itineraries in England, Ireland and Italy are also covered, with 10% earlybird discounts available if booked by 28 Dec.



Wendy Wu Tours - China 2013/14

Responding to demand from agents, Wendy Wu Tours has introduced a range of Deluxe China Holidays to its all-inclusive offering, highlighted in the newly released 120-page guide, the biggest the company has ever produced. Each of the three Deluxe itineraries offered incorporate stays at Shangri-La properties across the country, with more free time, a wider range of day & more flexible dining options offered. The guide also includes a new five-day tour to Taiwan & short-stay tours in Japan.



Oceania Cruises - Explore Your World 2013

Bridging the gap between small-ship cruising and large-ship cruising, Oceania's voyages operate on mid-size vessels at a more relaxed pace, with guests enjoying later in-port stays into the evening, sometimes even overnight to ensure a more immersive experience of destinations visited. The new guide details new itineraries into Alaska, the Panama Canal, and the north-eastern shores of New England and Canada aboard vessels such as the Experience Marina, Riviera, Regatta and Nautica.



At Leisure by Trafalgar 2013

For those seeking a guided holiday at a slower pace, with later starts, longer stays in cities and towns, with more free time, the nine new itineraries available under the Trafalgar "At Leisure" range is sure to deliver something to suit the more relaxed appetite. Itineraries featured cover North, South and Central America, Europe, Australia & NZ and for the first time - China and Vietnam, giving the leisurely focused traveller 31 options from which to select a structured holiday with plenty of flexibility.



Book a qualifying 2013 Rocky Mountaineer holiday package **before November 30, 2012** and receive up to **\$1,500 per couple in added value!** Apply your Early Booking Bonus credit towards exciting activities, spectacular tours, extra hotel nights and even more options to enhance your holiday. **VISIT ROCKYMOUNTAINEER.COM**

*Some conditions apply.



HURRY! OFFER ENDS SOON!

Panda-monium for Magellan members

Monday 8th Oct 2012

THE Magellan Travel Group wrapped up its annual conference in Adelaide on Fri night with a lavish celebration at the Adelaide Zoo - complete with an up-close-and-personal encounter with celebrity exhibits Wang Wang and Funi, who were in a particularly frisky mood.

Key suppliers also joined the celebrations, with the group boasting a strong turnout with representatives

from more than 95% of its membership present, enjoying a range of informational sessions as well as lots of networking with like-minded business owners to share their knowledge and expertise.

Pictured left are Magellan founders Trevor Jones, Hawthorn Travel; Kevin Dale, National Network Travel; and Andrew Jones, Andrew Jones Travel with the group's general manager, Andrew Macfarlane.

And **right**, getting into the panda spirit are a bamboo-coloured Vicki Gordon, New Horizons Holidays with the masked Gina Gordon, Alpha Travel.



LEFT: Susan Haberle, APT with Michael Brown of Sunlover Holidays and Georgia Symonds, Finnair.

BELOW: Melinda Gregor, Gregor & Lewis; Keith Matthews, TTFN Travel; Stephanie and Peter Savage, Impulse Travel; and Adrienne Wittemann, North Shore Travel and Cruise.

ABOVE: Stacey Daley from Andrew Jones Travel was one of the top achievers awarded at the Magellan event, and is pictured with gm Andrew Macfarlane and Troy Ackerman of the Globus Family - with Stacey's sales figures for the company amounting to over \$300,000.



ABOVE RIGHT: Active Travel's Robert Fletcher was clearly excited about Magellan's strong profit result, showing his appreciation to Andrew Jones.

RIGHT: Another top Magellan achiever awarded on the night was Emma Philpot of Travelrite, who accepted her award from Matthew Cameron-Smith of Trafalgar.



LEFT: Let's go Dutch! Insight Vacations md Joost Timmer with Dennis and Marion Bunnik of Bunnik Tours - which also hosted a lavish after-party at its Adelaide Ballroom.



ABOVE: Rodney Muller, Skimax; Angelo Gaetani, CIT Holidays; and Matthew Cameron-Smith, Trafalgar.

LEFT: Kevin Dale of National Network Travel with Dale Woodhouse of Singapore Airlines.

Situation critical at IT

KINGFISHER Airlines will ground its fleet for a second week this week after failing to resolve salary issues with staff who have not been paid since Mar this year.

Recent negotiation attempts to resolve the staff salary impasse collapsed over the weekend.

The carrier was last week grounded indefinitely by the Indian Government, forcing the carrier to clear the wage backlog.

The govt has threatened to suspend or cancel Kingfisher's operating license but says it won't force the carrier to close entirely, however will not approve it to resume operations until a valid recovery plan is submitted.

More than US\$1.4b is owed by the carrier to its creditors, most to the State Bank of India, who has refused further fund requests.

Cook Islands discount

PACIFIC Resort Hotel Group has released a range of Earlybird special offers valid for sale to 20 Nov and travel to 31 Mar 2014.

Deals available include Stay 5 Pay 4 at the Pacific Resort in Rarotonga, Aitutaki & Te Manava.

The company is also offering a series of travel agent reward rates, starting from NZ\$99pn, while min stays and blackout dates apply.

See www.pacificresort.com.

BNE updates pick-ups

BRISBANE Airport has added additional seating, flight arrival information screens and a water fountain at its new 20-min free parking public pick-up area.

The terminal is studying traffic flows into the area before it considers further improvements.

Sliding in the desert

VILLAGE Roadshow will reopen its Wet 'n' Wild water park in Las Vegas in May 2013, with the \$50m park set to feature 25 water rides and attractions.

TM's private orchestral show



QANTAS head of industry and corporate sales Karen Tsolakis and NSW business manager Maria Pantazis recently treated a group of Travelmanagers agents and some of their high-value clients to a private performance by the Australian Chamber Orchestra.

Held at Sydney's Museum of Contemporary Art, QF's guests enjoyed an evening of quality networking, concerto & grandioso over canapés and drinks.

The group were also granted the opportunity to meet with the

orchestra after the performance to congratulate them on an outstanding show and to wish them well as they continue their national touring schedule.

"We all loved the intimacy and exclusiveness of it," personal travel manager Michelle Michael-Pecora said.

"It was so nice to be able to meet the orchestra, Qantas did a great job and it would be lovely to participate with our clients in more of these events," she added.

Pictured above from left is Maria Pantazis, Qantas; Lyn Tyson, Travelmanagers; Michelle Michael-Pecora, Travelmanagers and Rebecca Augustyn with a group of their key business travel clients and guests.

WIN a unique trip for two to Austria

Pick your favourite 3 Unique Experiences, put together your dream itinerary & win your personally designed trip to Austria!

During October, the **Austrian National Tourist Office**, **Austrian Airlines**, **Rail Plus** and **Travel Daily** are giving readers the chance to win a trip of a lifetime to Austria. Browse unique.austria.info for more than 250 "Unique Experiences", pick your favourite 3 and put together your dream itinerary.

The prize consists of:

- Two Return Economy Air Fares from Australia to Austria (flying Austrian Airlines into Vienna)
- 6 nights accommodation for 2 persons including breakfast
- Eurail Select Pass to travel through Austria linking your chosen experiences
- Sightseeing program associated with your choice of experiences
- Detailed itinerary depending on your choice of experiences

For example: [Learn to waltz](#) at Vienna's best address, dive into a glittering subterranean world in [Swarovski Crystal Worlds](#) near Innsbruck, listen to Haydn's music at the [Esterhazy Palace](#), or experience the magic of [Christmas in Salzburg](#) – the choice is yours!

Austria. Unique Like You

HOW TO ENTER

Browse unique.austria.info for more than 250 "Unique Experiences", pick your favourite 3 and tell us in 50 words or less why these make up your dream itinerary. Send your response to ANTOcomp@traveldaily.com.au



[Click here for terms and conditions](#)

Austrian Austrian National Tourist Office **Travel Daily**

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 Long, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

Travel Daily Group:

CRUISE
WEEKLY

Travel Daily TV

Pharmacy DAILY

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

Supplier enquiries for notices:
advertising@traveldaily.com.au

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**.



AA DELIVERS YOU THE BEST ROLES FOR YOUR EXECUTIVE CAREER!

BE PART OF THE AA SUCCESS STORY EXECUTIVE RECRUITMENT CONSULANT SYDNEY – SALARY PACKAGE OTE \$80K+

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

WHAT'S IN YOUR DAY:-

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

WHAT'S IN IT FOR YOU:-

- an excellent salary package plus uncapped commission
 - achievable team bonuses
 - upto 25 days paid holiday leave
 - one on one training and development
 - exciting annual 5 star conferences
- Min 5 years travel exp including supervisory a must for this role!

THIS ROLE HAS IT ALL & MORE!

KEY ACCOUNT & SALES MANAGER MELBOURNE - SALARY PACKAGE OTE \$90K+

This role will see you responsible for developing and implementing strategic sales processes to drive business within the wholesale travel sector. Developing relationships with your key client based in Australia and Europe you will know how to develop further sales from this part of the market. Part of this role will see you involved in rate negotiation, competitor analysis and contract performance.

LEAD THIS ADVENTURE TEAM

WHOLESALE RESERVATIONS MANAGER MELBOURNE – SALARY PACKAGE TO \$65k

Do you love travelling to unique and wonderful destinations? This management role can take you on a journey of discovery every day that you will love coming to work. Overseeing this reservations team in an adventure market company you will need to be able to offer solutions to your team and provide training on destinations. Strong knowledge of Africa & South America is a huge bonus. Management exp a must!

LEAD FROM THE FRONT

CORPORATE LEISURE TEAM LEADER SYDNEY – SALARY PACKAGE OTE \$70K PLUS, PLUS

Opportunities like this have not been around for a while so you will need to move quickly to secure this opportunity. With your previous leadership experience in corporate or high end retail you will be part of a global organization who offers ongoing training, career progression and huge salaries. Leading a team of corporate/ leisure consultants whilst being hands on, you will have at least 5 years experience.

A GREAT CAREER PATH IN GDS SALES

ACCOUNT MANAGER SYDNEY – SALARY PACKAGE TO \$80k

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

JOIN THE ELITE IN THE BUSINESS

CORPORATE SALES MANAGER SYDNEY & PERTH – TOP SALARY PAID FOR EXPERIENCE

Are you well connected within these markets? Do you know how to source leads, open the doors to presentations and be able to go the full way and close that deal? We're looking for the best in Perth & Sydney for some new opportunities on the market. You must have experience within another TMC and have a solid network established within these markets. These are for the elite sales person!

CREATIVITY & FLAIR WANTED

PROGRAM MANAGER CONFERENCE & INCENTIVE MELBOURNE – SALARY PACKAGE DEP ON EXP

Can you deliver unique experiences for your clientele? If so, our client needs you! You will possess a strong background working in the international & domestic conference & incentive market and have the ability to oversee all coordination requirements of program management including client relations, workflow planning & program conception through to conclusion. On site travel reqd

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Anna Veitch
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



Working in partnership with the Australian Travel Industry

Ski Reservation Travel Consultant

Brisbane - \$DOE + Super + Incentive - Ref 6334C

Do you have a passion for Ski and have you visited several ski resorts? Are you a Travel Consultant who wants to specialise in Ski holidays and become an expert in this area? Yes, then this is the role for you. You will sell international and domestic ski packages in a retail travel environment, work towards sales targets and offer excellent customer service. A competitive salary with excellent sales commissions, incentives and other perks offered.

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

Reservations Consultant

Sydney - \$40-45K + Super + Bonus - Ref 252

Can you sell snow to Eskimos? Do you have exceptional customer service skills? Reservations Consultants are needed for this busy call centre in Sydney CBD. Sell tailor made holidays and packages, build rapport with agents, and use your excellent sale techniques. This global wholesaler is looking for someone to join their reservations team. You will sell accommodation, flights, tours, cruises, rail and more, whilst working to uncapped sales targets.

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

International Travel Consultant

Sydney - \$DOE - Ref 2041-NCR

This is a fantastic opportunity for an Italian speaking consultant with ideally 3 years experience. You will offer outstanding service to repeat clientele looking for European cruise, hotels and tours. This is a relaxed and well supported office with fantastic management. You would bring with you a fantastic personality and brilliant time management. Our client will consider a part time consultant for the right person. Full work rights are needed for this role.

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

Senior Corporate Travel Consultant

Melbourne - \$50K + Super + Uncapped Comm - Ref 213

A fantastic opportunity has arisen for an experienced Corporate Travel Consultant to join this busy team in Melbourne's CBD. With this company come training, uncapped earning potential & career opportunities. 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](#)

Luxury Travel Consultant

Brisbane - \$40-50K + Super + Bonus - Ref 8221N

Do you have extensive travel industry experience with long haul, high end & luxury bookings? Yes, then this could be the role you have been waiting for. A niche travel agency in the Brisbane area looking for an experienced Senior Travel Consultant to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me confidentially to discuss your next career move & this rare role in the Brisbane travel market.

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

Senior Travel Consultant

Sydney - \$40-45K + Super + Bonus - Ref 2273-NCR

If you have amazing fares & ticketing, are Sabre trained, love to mentor junior staff, and speak Arabic, this is the perfect role! Work close to home in the Western Suburbs in an office with strong focus on Asia and the Middle East. You will be able to handle flights, hotels, cruises and tours, have outstanding customer service and love going the extra mile. This office has a fantastic reputation in the industry with a great management team.

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

Travel Consultant - Part Time

S. Melbourne - \$45K + Super + Targets - Ref 2431A

A rare part time opportunity working for a family run & established travel agency in Melbourne's South Eastern Suburbs has arisen. Use your fantastic customer service skills and solid CRS / Ticketing experience in this Travel Consultant position. The successful candidate can expect flexible working days, excellent support and a great working environment. If you have minimum 3 years experience and are looking for a chance to work flexible hours, call me today.

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

Travel Consultant

Adelaide - \$40-45K + Super + Incentives - Ref 237

Do you have great all-round destination knowledge, especially European? This opportunity would be the ideal role for someone passionate about travel and looking for a role with variety. Selling face-to-face and over the phone, you will work for an established and reputable travel company utilising your GDS skills. This role comes with a great basic and incentives, where the successful candidate will thrive on working to targets.

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



**Find your ideal travel job at www.TravelTradeJobs.com.au
or download your **FREE Travel Trade Jobs App**
(Available on Apple & Android Smartphones)**