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First with the news

Wednesday 24th October 2012

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JESSICA TSOLAKIS
 RECRUITMENT ASSOCIATE

- GLOBAL WHOLESALE TRAVEL COMPANY
- DEVELOP AND IMPLEMENT SALES STRATEGIES
- LEAD A NATIONAL SALES TEAM

CONTACT JESSICA TSOLAKIS ON 02 9231 6444 OR EMAIL JESSICA@TMSAP.COM

ISSN 1834-3058

Silversea names its second expedition ship

SILVERSEA Cruises has come up with a creative name for its new expedition vessel, which will begin operating as *Silver Galapagos* once it's refurbished in 2013.

Silversea gm Karen Christensen said that the addition of *Silver Galapagos* will "open up many new opportunities for our experienced guests to discover one of the world's most pristine environmental destinations".

The 2013 Galapagos program will go on sale next month, offering seven-day itineraries operating from Sep next year.

QF derides ACCC submissions

QANTAS has responded to submissions to the ACCC relating to its proposed alliance with Emirates, saying that the third party responses "tend to contain many unsupported assertions".

In particular, submissions from the Transport Workers Union and the ALAEA are "neither objective nor independent" because of the union groups' "militant and longstanding industrial action against Qantas".

The Qantas response also cites the submission made by rival Virgin Australia, which QF says "materially overstates" the QF International market position.

The combined QF/JQ market share of 25% is "very low...for the national flag carrier from its

home market," QF said, claiming Virgin is mistaken in its analysis of QF/EK's overlapping routes.

Qantas said that most of the opposing submissions are from "parties with a vested interest" in the deal not proceeding, noting that the only two impartial responses (from Tourism Vic and the Dept of Infrastructure and Transport) support the deal.

Ireland roadshows

THE tourism industry is being invited to gather together for the upcoming Tourism Ireland roadshows to be held in Sydney, Brisbane and Perth in Nov.

RSVPs are essential by the end of the month, with the event including opportunities to win seats on a 'Gathering' famil to Ireland - see the **last page**.



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Win a trip to Austria

DON'T forget to enter this month's fabulous Austrian National Tourist Office competition, which is offering a trip for two to Austria including flights, six nights accom and a tailored sightseeing itinerary.

See **page eight** for details.


Eight pages of news

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

- AA Appointments jobs
- AA Appointments temp jobs
- inPlace Recruitment jobs
- Tourism Ireland

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Agency Club Med branding

SYDNEY travel agent Sabra Travel will open a new era for Club Med in Australia next week, when it relaunches part of its store as a Club Med outlet.

The "in store agency" concept creates a Club Med boutique, with the move building on Sabra's long-time support for the brand. An official opening will take

place next week at the Bondi Road location where half of the store will be branded as Club Med, with a dedicated team of Sabra agents committed to selling all-inclusive holidays.

It's hoped that the move will significantly boost Club Med's visibility in the Australian market.

A Club Med spokesman told **TD** the company was looking at other similar ventures, seeking agents who are in a "great location and have a willingness to showcase a solid partnership with Club Med.

Vibe to Marysville

TOGA Hospitality has announced an agreement with the Vic government to develop and manage a new hotel and conference centre in Marysville.

About 100km east of Melbourne, the Marysville township was devastated by the 2009 Black Saturday bushfires, with Toga saying the \$28m development would help play a major role in the rejuvenation of the region.

Vibe Hotel and Conference Centre Marysville will offer 100 guest rooms and a conference centre for up to 300 delegates, and will commence construction in the middle of next year.

Best Flights md goes

JETSET Travelworld Limited has confirmed the departure of Gary Elliott, founder and managing director of Best Flights, who is leaving the company next week to "pursue other interests outside the travel business".

Elliott holds almost 400,000 JTG shares under the Stella Management Employee Share Scheme, with a JTG spokesperson telling **TD** that from 30 Oct, Best Flights will report to Andrea Slark, gm Corporate Affairs.

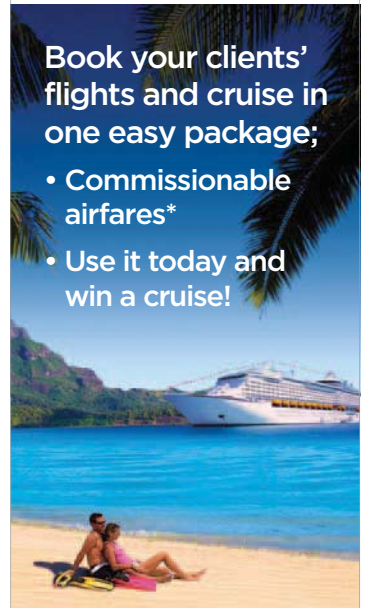


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APT China sales soar

APT has today reported ongoing strong sales for its China program, with 2013 bookings "close to 100%" up on last year, repeating the same growth on 2011.

It offers nine tours in China and a total of 67 departures - with dates for its most popular 13-day Best of China itinerary boosted by 50% in 2013.

The 11-day Yunnan Adventure trip inspired by chef Luke Nguyen has also had strong interest.

Regional tourism grants open

APPLICATIONS for funding grants of between \$50,000 and \$250,000 for the purpose of upgrading accommodation or to build new attractions were opened yesterday by Federal Tourism Minister Martin Ferguson.

Under the Tourism Industry Regional Development Plan, the govt will offer \$48.5 million to the scheme, available as merit-based grants on a 'dollar for dollar' basis as 50% of total project costs.

Through improvements to accommodation standards and the construction of new attractions, Ferguson said the overall goal was to encourage interstate and international tourists to return to regional destinations and book longer holidays, boosting overall expenditure as part of the govt's overall Tourism 2020 Masterplan.

"This fund is about bringing the beauty of Australia's outdoors indoors," Ferguson said.

"With almost 50 cents in every tourism dollar spent in regional areas, this fund will help secure jobs and ensure visitors have the very best experience of regional Australia," the Minister added.

Regional tourism operators outside of the Sydney, Melbourne and Brisbane metropolitan areas have until 14 Dec to apply.

Successful applicants will be named in Mar next year, with a requirement that all projects are finished before 31 Mar 2015.

Accommodation Association of Australia ceo Richard Munro and Tourism Accommodation Australia md Rodger Powell said the grants would give the Tourism 2020 strategy a big push, while ATEC and TIC NSW praised the move & encouraged members to apply.

For more information on the scheme or eligibility criteria, see www.ret.gov.au/tirfgrants.

EY/S7 Aust codeshare

ETIHAD Airways is planning to expand its codeshare deal with Russia's S7 Airlines to include flights to Melbourne and Sydney.

Currently, S7 codeshares on EY's daily Moscow-Abu Dhabi service.

"The aim now is to expand services and connectivity over both Abu Dhabi and Moscow with S7," ceo James Hogan said.



TOP marks for innovation and thinking outside the box have to be given to Chinese tourism authorities in the northwest province of Xinjiang for their latest idea.

Tourism officials in the region are planning to boost visitor numbers by converting a former nuclear testing site into a tourist attraction.

The Malan base site, where China developed its first atomic bomb and ceased testing in 1996, will see laboratories used by former scientific workforces, as well as a 300-metre anti-air-strike tunnel renovated and hopefully denuclearised, at a cost of US\$950,000, prior to being displayed for tourists.

A NEW survey from Hotels.com has uncovered some interesting habits among travellers, revealing what the first thing they do upon entering a hotel room might be.

Some choose to unpack first, others admire the view and some even check to see if the toilet is clean, but according to the survey, 19% of male hotel guests switch on the TV and browse the selection of adult entertainment as their first act.

While that might not be much of a surprise for some, 15% of women surveyed also admitted to pressing the Adult button on the remote once in their rooms.

Other actions confessed to by women included inspecting the range of toiletries, checking out the mini-bar and even jumping on the bed.

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CH destination focus

CREATIVE Holidays' decision to trim its New Zealand program, as revealed by **TD** yesterday, is part of an ongoing commitment to the trade to ensure the right products are being offered at the right times, the wholesaler says.

"NZ has been rested so we are able to focus on our core destinations of Bali, Fiji, Hawaii, USA, Thailand and the additional destinations we have added to the portfolio, including the Cook Islands, which has proved very successful so far".

"We continue to review all destinations on an ongoing basis," a spokesperson for Creative Holidays told **Travel Daily**.

TC's new Golden Girl

TRAVEL Counsellor's Suzanne Watson is the latest agent to achieve the home-based group's Gold Travel Counsellor status, accruing \$119,500+ commission in a specific time frame.

MK ups Perth flights

AIR Mauritius will boost weekly flight capacity to Perth by 50% with a new third weekly service scheduled to launch from 01 Apr.

CEO Andre Viljoen said the Fri flight confirms the carrier's commitment to grow tourism and business between Australia and Mauritius.

"The Australian market offers Air Mauritius great potential to grow our business, and this additional capacity provides that vital link for economic and tourism development," he said.

Country Manager Australia Steven Palambo heralded the new flight, saying it provides "much needed" capacity to meet growing demand for Mauritius as a stand-alone destination or en-route stopover to Africa, the UK and Europe.

The new schedule coincides with a change to the Australian flight numbers, which switch from MK941/940 to MK440/441.

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* Departures until 31 March 2013. Taxes and fuel surcharges not included.

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New Randall website

SYDNEY hotel representation firm Randall Marketing has rolled out a new "agent-friendly" portal showcasing the 90 hotels, resorts and Destination Management Companies it represents in 16 countries across Asia.

See randallmarketing.com.au.

C&M job seeker expo

BOUTIQUE travel recruitment firm C&M Recruitment is holding its biannual job seeker expo next week, giving those seeking a job in the travel industry the chance to speak with a qualified travel recruitment specialists.

30% of C&M's travel applicants come from referrals and people looking for the right fit for their established skill sets.

The event is taking place next Tue 30 Oct from 1630-1930 at Level 4, 187 Kent Street, Sydney.

Interested attendees must call to make an appointment in advance on (02) 8272 5400.

REX seat upgrades

REGIONAL Express has quietly introduced a new extra leg room seating option aboard its aircraft, providing a few additional inches for "more space to relax".

Dubbed 'Rextra', the seats are fundamentally the emergency exits, located in either Row 1 or Row 6 on the aircraft, and feature up to 36" in total space.

Rextra seats are sold on a first-come-first-serve basis and are priced at \$9.90 per seat/sector, and can be purchased at time of booking or when checking-in.

Passengers must be over 15 years of age and agree to Rex's safety pre-requisites, including being able to understand and acknowledge crew instructions.

Failure to meet the requirements will see pax reseated and the fee forfeited.

MEANWHILE, Rex is offering pax the option to have full booking details sent to their mobile device via SMS, charging \$2.40 per SMS.

Adelaide to the world from November

From the 1st of November, your clients can fly Emirates from Adelaide to over 120 destinations worldwide. They'll enjoy award-winning cuisine, unrivalled entertainment and a generous luggage allowance onboard one of our latest three-class Boeing 777-300ER aircraft.

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4	EK 441	22:45	05:25
Days	Flight No.	Depart Dubai	Arrive Adelaide
4	EK 440	01:55	20:45

emiratesagents.com/au

Emirates flights to Adelaide commence 4 times weekly, becoming daily from 1st February 2013. For more information contact your Emirates' Sale Representative or the Emirates' Contact Centre on 1300 880 599. Flight times relate to Summer Schedule only.

More services to MNL from 28Oct
 SYD – 4pw direct B777
 MEL – 3pw direct B777

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Philippine Airlines

Aegean buys Olympic

THE Greek aviation sector looks set to become a monopoly, with the former state-owned carrier Olympic Air to be taken over by its private rival, Aegean Airlines.

Under the deal, Olympic Air will become a subsidiary of the publicly listed Aegean, but the companies said the brand names and logos of the two companies will be maintained.

Each will have “distinct aircraft and flight staff” but the unification of back-office systems as well as planning, purchasing and commercial functions will lead to “substantial economies of scale in buying power and elimination of duplicate systems”.

The €72m deal is subject to competition authority approval, with Aegean chairman Theodoros Vassilakis saying that the ‘subscale size’ of the airlines restricts their ability to compete and “as a result we are faced with the immediate danger of Greek Tourism, an industry essential for the country’s recovery”.

Emirates Cup winners

EMIRATES has announced the ten lucky agents from around the country who will be experiencing its famous Marquee at the upcoming Melbourne Cup carnival, after being the top bookers in the carrier’s incentive.

The winners will enjoy the Dublin-inspired surrounds on either Emirates Stakes Day or Emirates Melbourne Cup Day, hob-nobbing with some of the country’s most famous faces.

The first prize winners are: **VIC/ACT:** Christine Tabone, Boronia Travel Centre; **WA:** Tammie Ethell, Elite Travel Solutions; **SA/NT:** John Popilieff, Axis Travel; **NSW:** Lindsay Brown, World Travel Professionals; **QLD:** Emma Spencer, Flight Centre

And the runners-up are: **VIC/ACT:** Melanie Stepnell, Flight Centre Balwyn; **WA:** Anjee Shah, Travellers Choice; **SA/NT:** Sandra Cosic, King William Travel; **NSW:** Phillip Paterson, BCD Travel; and **QLD:** Peter Polichronis, Atlas Travel Service.

Oregon issues its global calling



NESTLED just north of the global tourism powerhouse of California, the often un-noticed state of Oregon last night put its hand up, showcasing its wondrous array of attractions to the Sydney trade.

At a special event to introduce itself to the Australian industry, Oregon showcased its abundant natural beauty, boutique hotels, adventure activities, golf, dining, beer and wine industries and overall charm and appeal.

Travel Portland’s Barbara Steinfeld told *Travel Daily* the state was ready to stand up and be counted as it embarks on a global promotional campaign.

“We’re looking for new emerging markets and Australia is a huge market to the United States now, and the growth numbers are big,” Steinfeld said.

“Australians are going to Canada to the north of us and California to the south, so we’re in the

middle and we think we are a perfect match to the character of the Australian visitor”.

The largest city in Oregon, Portland, is accessible through all major air carriers and can be reached in one stop via LA, San Francisco, Vancouver and even directly from Honolulu without stopping again on the mainland.

“A lot of what Portland has to offer is very similar to what people in Australia enjoy, from great food, wonderful beers, scenic beauty and great outdoors, so we know it’s a great story to tell, Travel Portland’s Marcus Hibdon said.

Shoppers also rejoice, you will get more bang for your buck in Oregon thanks to not paying a cent in sales tax within the state.

Pictured at last night’s event from left are Heather Anderson, Travel Portland; Corey Marshall and Lisa Itel from Travel Oregon; Marcus Hibdon and Barbara Steinfeld, Travel Portland.

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CRUISE ship pax disembarking in Sydney on Holland America's *Oosterdam* this morning got a warm welcome by a fleet of friendly volunteers kitted out in bright orange T-shirts.

The Ambassadors will greet each cruise ship arriving in the Harbour City during the busy cruise season to provide tips and help cruise pax explore the sights in the port, recommend places to eat, shop & galleries and museums to see.

"The City of Sydney cruise volunteers program is a fantastic way of letting international cruise pax know they are welcome in the city that has helped make Australia the fastest growing cruise market in the world," said Carnival Aust ceo Ann Sherry.

"It's about showcasing our city to the world, enticing travellers to spend locally and hopefully go home happy to recommend their friends visit Sydney by ship," Sherry added.

She said the volunteers will play an important role in greeting this year's record 265 international and domestic cruise ships - up from 198 last season.

This year's cruise season will generate \$622 million for Sydney.

Carrying more than 1900 pax, *Oosterdam* is the first of the line's Vista-class ships to be based in Australia for the cruise season.

Ann Sherry is pictured (left) with Sydney Lord Mayor Clover Moore and volunteers in front of the *Oosterdam* earlier today.

MTA calls for unity against NDC

MOBILE Travel Agents managing director Roy Merricks has called on Australia's travel agents to unite in opposition to the proposed "New Distribution Capability" (NDC) currently being evaluated by IATA and possibly trialled in 2013.

Merricks has described the NDC proposals as "potentially, the biggest threat to travel agents since commission cuts".

"It is the ability to work closely with clients regarding their plans, along with our experience, destination knowledge, connections on the ground and a highly developed client relationship that sets us apart as travel agents," Merricks said.

"This also enables us to add further value to the client experience and keep them coming back to us," he added.

Under the NDC, airlines will

theoretically be able to offer pax with tailored travel deals based on a number of factors including travel history, loyalty or even credit card brand (**TD** 17 Oct).

The MTA boss added that even though airlines undercut GDS fares from time to time, targeted sales possible under the NDC could widen the cost gap between fares available through agent websites and those through an agent.

"If the airlines succeed with the NDC in its current form, [our] position may be compromised".

Buses to Bali Airport

MANAGEMENT of Bali's Ngurah Rai Airport has revealed plans to study operating the Sarbagita Bus Service to the facility as a means to easing traffic congestion.

Indonesia's Provincial House of Representatives is calling for an end to the current monopoly held by taxis on Bali Airport transport.

Burgundy 2013 tours

TASTES of Burgundy has three week-long cooking schools planned for the gourmet region of eastern France, La Bourgogne in May-Jun 2013.

Tours include three 'cooking days', which involve market visits, menu design & afternoon cooking classes, as well as wine tastings & more, priced at \$9,000pp.

Chefs who will lead the classes include Philippe Mouchel (10-17 May); Annie Smithers (20-27 May) and Dan Hunter (31 May-07 Jun).

See tastesofburgundy.com.

Helsinki to Tallinn

RUSSIAN Travel Centre has packaged up a 12-day Moscow to St Petersburg river cruise with two nights pre & post in Helsinki and Tallinn, priced from \$3,440.

The cruise component is based on the *MS Chernyshevsky*, with city tours, transfers & connecting travel by express train and fast ferry included - 1300 668 844.

Design winter deals

CHIC hotel group Design Hotels has launched a range of Northern winter offers, valid for travel between 29 Oct and 17 Mar.

Available at select properties, deals include a '3 for 2' or '7 for 5' promotion, complimentary room upgrades or a 14% discount on stays of two nights or more - see designhotels.com/winterspecials.

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PAL confirms Toronto

PHILIPPINE Airlines will launch new services to Toronto from 30 Nov (**TD** 04 Sep), with a thrice weekly operation complementing a reduced Vancouver schedule, which is being rejigged from daily to four times weekly.

The nonstop link from Manila to Toronto is PAL's first gateway to the East Coast of North America in 15 years.

Philippine Airlines will operate its flag-ship Boeing 777-300ER on the 17 hour Toronto service.

Voyager incentive

AGENT are being reminded they have until Fri (26 Oct) to submit entries in Royal Caribbean's photo comp to win a 14-night cruise on *Voyager of the Seas*.

Details at www.bit.ly/RCincent.

ITOs descend on TNQ

A GROUP of 50 Inbound Tour Operators are in Cairns for the kick off today of the 13th annual ATEC Inbound Up North workshop and famil, spread over three days.

Participants will meet over 50 local ATEC operators, learning about new products & experiences and travelling to Cooktown.

3hr tarmac comp

ATTEMPTS by British Airways & Lufthansa to avoid compensating travellers delayed by more than three hours have been rejected by the European Union.

The court ruled pax affected would be entitled to up to €600 Euro (AU\$757) unless the carrier proved the delay was beyond its reasonable control.

Far East local GSA

BLACK Pearl has been named as the General Sales Agent (GSA) in Australian for Singapore-based Far East Hospitality Management.

Far East offers a range of short- and long-term accommodation.

Accommodation Updates

WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



Brisbane's **Mantra on Queen** has completed a \$2.2m refurbishment with most of the hotel brushed up in the process. Enhanced living rooms, bedrooms & public areas of the hotel have been upgraded, with new furnishings, revamped bathrooms, fresh coats of paint and new carpets throughout. Rooms have also received new desks, boosting the hotel's already strong appeal among business/conference travellers.



Hawaii's largest hotel, the **Hilton Hawaiian Village Beach Resort** is boasting the end of a \$7.6m makeover of its Coral Ballroom, the largest capacity ballroom in the Pacific state. The facility has maintained the neutral tones associated with its coral theme & namesake, and has seen the replacement of carpet, wall coverings and chandeliers to match a new colour scheme. Despite the changes to its interior, the room has retained its original mural artworks.

Sheraton sparkles in the night



SYDNEY'S Sheraton on the Park hotel last night unveiled its refurbished top-of-the-range Ambassador Suite - yours for a cool \$5,000 per night.

High up on the 20th floor overlooking Hyde Park, the suite comes with a personal butler on-call and boasts wallpaper inspired by Louis Vuitton traveller luggage, dining room, kitchen, access to the Sheraton Club and refreshments throughout the day.

"It's a different, old-world style design, the largest we have in the hotel and a striking new concept you won't see in the Sydney five-star market," Sheraton on the Park's Hotel Manager Brad Mercer told *Travel Daily*.

"It caters to the discerning VIP traveller who wants privacy, a place where one can escape, and despite the price tag, we've had no trouble selling it," he added.

To coincide with the opening of the Suite, the hotel has launched its "Sparkling Nights" campaign that will see two guests take home an expensive Boucheron diamond for booking a stay during the week of 17-25 Nov.

The hotel will hide the diamond in one of its 48 suites and guests will be given clues as to where it can be found.

Suite rates start from \$599 per room per night.

At the launch, Boucheron French diamonds were on display, including a \$5,950 pendant and a \$2,300 bracelet, similar to those worn by famous Hollywood actress Ava Gardner and on sale at Boucheron Sydney Boutique.

Pictured above from left is Brad Mercer and Melissa Mumlek from Sheraton on the Park with Alex Simon from Boucheron holding the Ava Gardner inspired pendant.



Sales Manager Asia – Senior Role

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Captain Cook Cruises, Australia's leading Cruise Company and part of the SeaLink Travel Group is seeking an energetic, highly motivated Sales Manager Asia. This is an exciting role for those who enjoy a busy, challenging environment and are eager to use their proven B2B skills within their own and existing networks to build relationships and sales revenues across a broad range of culturally unique markets.

The Sales Manager Asia is responsible for increasing and maintaining sales revenue for Captain Cook Cruises for Sydney and Murray River and SeaLink for Kangaroo Island, Adelaide and Queensland in the markets of India, Indonesia, Malaysia, Singapore, South Korea and Thailand as well as maintaining key sales relationships with Australian based Inbound Tour Operators.

Experience in dealing across a range of Asian markets, you will possess strong networks with travel distribution partners across markets as well as an understanding of distribution channels and working with our reservations and hospitality departments to deliver world class customer service. You will be sales driven and with an ability to work within a sales budget framework.

The successful applicant will have:

- Business and Sales Development orientated
- A minimum of 3 – 5 years in the tourism industry
- Ability to write and execute a sales development plan
- Excellent organizational skills & communication skills (written and verbal)
- Proficiency in all aspects of Microsoft Office is essential
- Understanding of a CRM system
- Understanding of international distributions partners and systems
- Able to work with minimal supervision and a team player
- Experience in making presentations to individuals and groups
- A foreign language will be highly desirable
- Ability to travel internationally and domestically

Apply by email to Richard Doyle – Head of International Sales & Marketing at richardd@captaincook.com.au by Friday 2 November 2012. Please include CV and application letter.

10% off Bentours' best

BENTOURS most popular trips have been discounted by 10% when booked by 15 Nov.

The offer applies to the 22-day Grand Nordic Coast & Capitals, the 12-day Follow the Lights and six-day Fjordane Triangle tours.

DNSW ATE famils

DESTINATION NSW is inviting buyer delegates for the Australian Tourism Exchange (ATE) 2013 NSW Buyer Familiarisation Program.

There's a wide scope of famils pre & post ATE for Eastern and Western Buyers, covering Sydney and regional NSW areas like the Blue Mountains, Central Coast, Coffs Coast, Hunter Valley, Byron Bay, coastal touring and more.

Expressions of interest close on 18 Dec - www.bit.ly/DNSWate13.

Independent OR push

OREGON's latest promotional push into the Australian market (see **page 5**) is being undertaken independent of major American tourism groups, such as Visit USA, to enable the state more dedicated time with key clients, Travel Portland's Barbara Steinfeld told **Travel Daily**.

Despite joining the US Travel Association shows and marketing alongside the organisation during its annual push each Feb, Oregon felt an additional visit at the end of the year for a more in-focus showcase of the destination would be a worthwhile exercise.

"We saw that we needed to come at a time when other people weren't here and we could have access to our clients when they weren't busy at a Visit USA show, but we'll continue to tie in a strong international marketing presence with Brand USA".

"We're not pushing anybody aside, we're definitely part of it, but this particular event in Oct is for Travel Oregon and Travel Portland coming to do this show."

Broome & Kimberley Hols move

BROOME-based wholesaler Broome & The Kimberley Holidays will relocate its entire operation to Perth this week due, in part, to obstacles attaining resources in Australia's Northwest region.

"The travel industry has undergone many changes in the past 15 years, none more-so than in the online environment," md

Bernard Whewell said yesterday.

He said by relocating to the WA capital "we will have access to the resources we need to operate in this environment, which are becoming increasingly difficult to resource in Broome."

Whewell said the move south opens up "greater opportunity to drive business" from the WA and East Coast markets.

Effective Mon 29 Oct, BTKH will operate from Unit 4/134 Main St, Osborne Park, WA 6017, with reservations processes handled by Australia One under licence.

The restructure will see BTKH's Perth ops headed by gm Karen Castiglioni, who will oversee the transition of the reservations functions and development of a new strategic direction.

EK/Jetstar Asia pact

EMIRATES is keen to pursue a partnership with Jetstar Asia as part of its alliance with Qantas, EK vp for route planning Anand Lakshminarayanan has revealed.

But discussions could not begin until the global airline deal with Qantas was given a green light by regulators, *The Australian* reports.

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:

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- 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!

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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



Austrian Austrian National Tourist Office **Travel Daily**

Senior International Travel Consultant - Port Melbourne, VIC



Do you have over 8 years of international travel consultancy experience? NGT Travel are urgently seeking an efficient, reliable and motivated individual to service our existing clients and possibly introduce new clients! Grab this incredible opportunity and join a market leading conference, incentive & travel specialist where you will be recognised and rewarded!

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- Port Melbourne office, parking available
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- Develop and identify new business opportunities
- Amadeus & Tramada experience required
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- Work within a professional team and help achieve targets
- Be highly organised and quick to learn

Salary is negotiable and competitive based on experience

Please send your resume now: scunningham@ngttravel.com.au or call 0418 401 357

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

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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 DailyTV

Pharmacy DAILY

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
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BE PART OF THE AA SUCCESS STORY EXECUTIVE RECRUITMENT CONSULANT SYDNEY – SALARY PACKAGE OTE \$80K+

Over managing staff? Tired of dealing with client complaints? Here's a chance to utilise 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!

KEY RESPONSIBILITIES:-

- 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

- Excellent salary package Inc commission & team bonuses
- Up to 25 days paid holiday leave
- One on one training and development
- Exciting annual 5 star conferences

Min 5 years travel management exp including
Supervisory skills are a must for this role!

ONLINE HELPDESK ROLE HELPDESK ROLE IN CBD SYDNEY – SALARY PACKAGE \$60K

Our client is one of the global leaders in service providers to the travel industry. They are looking for a technically savvy travel consultant to train into helpdesk. You will be responsible for liaising with fellow travel industry personal providing specialist support to their online team. If you have 2 years consulting experience, have a good understanding of airfares and a GDS system this could be for you. Top salary & Benefits.

JOIN THE DIOR OF TRAVEL LUXURY TRAVEL & CRUISE CONSULTANT BRISBANE INNER SUBURBS – SALARY PACKAGE TO \$47K

Are you sick of cookie cutter itineraries? Looking for a role where you can utilise your strong cruise knowledge and first class consulting skills? Here's your chance. This boutique travel agency is looking for an experienced travel consultant to join them specialising in cruise products. You'll earn a strong salary package along with enjoying Mon – Fri hours with no late nights or weekends. Min 3 years retail travel consulting experience and superb cruise knowledge a must

DOMESTIC BLITZ

DOMESTIC CORPORATE CONSULTANT MELBOURNE & SYDNEY - SALARY PACKAGES TO \$50K (DOE)

Currently a domestic corporate consultant however looking for a new working environment where you can really step up to the plate? This independent travel company in Melbourne & Sydney's CBD are seeking a domestic corporate consultant with Australian fares & ticketing experience. Working Monday to Friday hours, you will work with some of the most respected professionals in the business. Top potential to train into international. Don't delay.

EXPERIENCE THE BEST CORPORATE CONSULTANTS

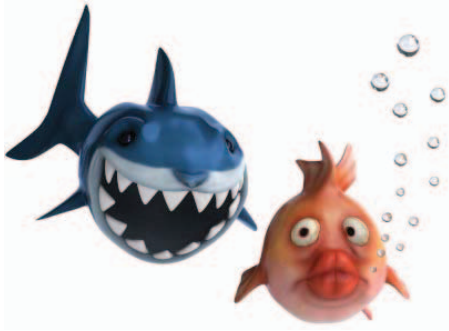
MELBOURNE (INNER) - SALARY PACKAGES TO \$70K+ OTE
Looking for a secure organisation that seems to be growing even in the slow times? You can not go past this global travel company! If you possess 2 years international travel consulting experience and are looking for a change of pace, this is your chance to secure one of Australia's highest paying corporate consulting roles! Working Mon to Fri, you will receive added benefits such as educationals and access to

ARE YOU A CALYPSO WHIZ? WHOLESALE RESERVATIONS CONSULTANT PERTH (CITY) – SALARY PACKAGE TO \$60K (OTE)

This is your chance to join the winning wholesale team! With this in-house wholesaler growing day by day, you will love the energy coming out of this office. You will build long standing relationships with your agents, having them return to you continually for each and every booking. Not only will you earn sensational \$\$\$, you will enjoy great educationals, awards and discounted travel and fitness benefits!

EARN WHAT YOU DESERVE RETAIL TRAVEL CONSULTANTS BRISBANE CBD – SALARY PACKAGE OTE \$60K

Are you sick of watching your colleagues do half the work you do but getting paid the same? Want a role where your hard work will actually see you earn the \$\$ you deserve? Well this is it. You'll love working for this market leader where you get paid commission on every booking you make plus enjoy great families and discounted holidays along with having the opportunity to take your travel career in the direction you choose. Want to know more? Call us today!



**FISHING FOR A NEW TEMP ROLE?
WE HAVE TEMP JOBS WITH BITE!**

TOP TEMP BENEFITS INCLUDE

Best industry rates; paid weekly
Referral vouchers
Temp to Perm opportunities

Temp of the Month/Annual rewards
Flexible working hours/days
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LOOKING FOR GREENER PASTURES? WHOLESALE TEAM LEADER – 6 MONTH CONTRACT SYDNEY – MANAGEMENT HOURLY RATE

In-between management jobs?

Not sure where you are heading in your career?

Why not try before you buy!

This leading wholesaler is looking for an experienced Team Leader to manage their existing team. Whilst this is covering maternity leave, there is the potential to go perm so this is a great opportunity. A minimum 3 years supervisory experience, with strong communication skills & product knowledge a must.

WANT TO BECOME A PRODUCT GURU? PRODUCT ROLE – LONG TERM CONTRACT SYDNEY – TOP HOURLY RATE

Tired of providing endless quotes? Want a change from consulting and work behind the scenes? This award winning company has an exciting new role in their product department. Your role will include providing expert product knowledge to agents, building and maintaining supplier relationships, keeping up to date of new product information and inventory. If you have 3 years experience in the travel industry and are looking for a change apply today. Calypso skills are essential.

WORK FOR THE BEST IN THE BUSINESS RETAIL TRAVEL CONSULTANTS X 5 ADELAIDE (INNER) – TOP HOURLY RATES

Here is your chance to add the name of one of the most credible agencies in the business onto your CV. Working for this company provides you with loads of variety and a well known reputation in their local area so the business comes to you. All you need is a superior level of customer service skills, be Galileo proficient and have a min 2 years travel consulting experience.

In return you will be offered flexible working hours, a competitive hourly rate and the opportunity to work with some of the most experienced consultants around.

NEED SOME EXTRA CASH FOR CHRISTMAS?? RETAIL TRAVEL CONSULTANTS X 4 PERTH (VARIOUS) - TOP HOURLY RATE

Did you know there are only 63 days until Christmas?! If your Christmas fund is running a little low, here is your chance to earn some extra cash. We have a number of temp roles due to start over the coming months in various locations around Perth. With a generous hourly rate on offer all you need is a minimum of 1 years consulting experience and knowledge of a GDS (Galileo preferred). Working for some of the most reputable agencies in town, we are sure to have the right role for you! Contact us today to find out how you can register!

START TOMORROW RETAIL CRUISE TRAVEL TEMP BRISBANE INNER SUBURBS – TOP HOURLY RATE

Don't miss out on the rare chance to experience temping for this highly regarded boutique travel agency. You'll be assisting their cruise team and handling enquiries from the discerning traveler. Galileo and CCT skills will be a must along with extensive cruise knowledge and recent retail travel consulting experience. Working Monday to Friday hours you'll earn a top hourly rate and weekly pay cheque. This assignment is starting ASAP so don't delay – apply today.

ARE YOU AVAILABLE IN NOVEMBER? RETAIL TRAVEL TEMP GOLD COAST – TOP HOURLY RATE

We are currently looking for an experienced retail travel consultant with superb Sabre skills to come and assist this northern Gold Coast agency. This two week assignment starts 22nd November and will see you handling the international travel needs of a range of leisure clientele. As a travel temp you enjoy great benefits and flexibility whilst keeping your industry skills and knowledge up to date. Min 2 years travel consulting experience along with Sabre skills needed.

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Ben Carnegie

National Sales Manager - Sydney

- ▶ Sydney based role
- ▶ Travel Wholesale
- ▶ Salary pkg to \$95K + incentives

This is a great opportunity for you to take on a senior management role in a very successful travel based business. This unique opportunity will look at your experience from a variety of travel based backgrounds including wholesale, retail, corporate, groups and incentives.

The company is well established and a market leader in their field. The position will oversee BDM's across the country whilst planning and implementing the sales strategy.

This is a great role for an experienced National Sales Manager or Senior Business Development Manager seeking to take the next step in their career.

An attractive salary package up to \$95K + incentives is on offer for the right person. Apply today!

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

Events Accounts Executive

- ▶ Events agency in Sydney
- ▶ Domestic conference & meetings
- ▶ Salary \$60K + super

Our client manages domestic conferences & meetings as well as international incentive programs. Solid experience in logistics, budgeting & client management is needed.

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

Online Retail Travel Cruise Consultant

- ▶ Looking to get away from face to face retail travel?
- ▶ Sydney CBD location, open plan working environment
- ▶ Salary \$45K - \$55K + super

Join an energetic team booking extensive itineraries which include flights, land and cruise. Direct public clients sales, all online and telephone - no face to face.

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

Groups Operations Coordinator

- ▶ Global company
- ▶ Located on Sydney's Lower North Shore
- ▶ Salary \$43K + super + bonus

Quote, book and coordinate large groups to Europe and Asia, all land arrangements including accommodation, transfers, tours and attractions.

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

Senior Leisure Retail Travel Consultant

- ▶ Sydney SW- close to Campbelltown, Macarthur
- ▶ Get away from sales targets! Sabre CRS
- ▶ Earn up to \$50K package

Expect to enchant clients with all that you know about travel arrangements, selling and booking worldwide holiday packages. Supportive team, yearly overseas famils.

Call or [email](#) Dana Peric for more details

Escalations Support Specialist

- ▶ Tired of travel consulting?
- ▶ Looking for a change in the same industry?
- ▶ Salary from \$55K + super, Mon-Frid only

A newly created role with a market leader in GDS support. If you are seeking a change and consider yourself to be a systems guru, send your CV today! GDS experience ess.

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



the gathering

IRELAND 2013

Tourism Ireland Roadshow 2012

Dear travel agent,

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

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

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

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

The Gathering Ireland. Be part of it!

RSVP is essential- First come first served.

The Tourism Ireland Team



Ireland

Sponsored by



Sydney

When: 13th Nov. at 5:30pm

Where: The Establishment

RSVP by: 31st October

Brisbane

When: 15th Nov. at 5:30pm

Where: Customs House

RSVP by: 31st October

Perth

When: 19th Nov. at 5:30pm

Where: The Duxton Hotel

RSVP by: 31st October

Click here to RSVP