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Friday 26th October 2012

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Massive rail ticket sale

RAIL Europe says discounts of up to 60% are being offered on selected European routes in its biggest ever rail sale.

Both rail passes and point to point tickets are included, and agents are encouraged to promote rail travel to clients travelling in coming months, with deals on offer via Rail Plus, Rail Tickets, CIT Holidays and Infinity Rail.

Flybe into oneworld

FLYBE Finland is joining the oneworld airline alliance as an affiliate member on Finnair routes, effective 28 Oct.



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Qantas Dubai fares on sale

QANTAS has overcome its first hurdle in establishing a hub in the Middle East, receiving a green light from the Dubai Civil Aviation Authority to offer daily services from Sydney and Melbourne to Dubai, **Travel Daily** can reveal.

Although the new DXB services are still subject to a number of other regulatory and government approvals, Qantas can start selling Dubai as a stand-alone destination for the Northern Summer, commencing 31 Mar 2013.

Up until now, Qantas has been limited to promoting the planned A380 flights to the UK via Dubai as a transit point only.

The new hub is seen as a crucial component of Qantas' proposed alliance with Dubai-based Emirates, with its submission currently being studied carefully by the Australian Competition &

Consumer Commission.

Three weeks ago, QF/EK pulled a request for interim approval by the competition regulator on the pact, saying at the time it wasn't needed to undertake a significant amount of preparatory work.

A QF spokesperson told **Travel Daily** that despite other govt approvals still being weighed, "competition approval is not required for Qantas to commence selling these new services."

The new QF1/QF2 & QF9/QF10 fares are available to selected destinations in the Middle East, with year-round all inclusive return prices to Dubai from \$2,058 ex Sydney or \$2,050 ex Melbourne.

Other Middle East ports listed online include Amman, Bahrain, Doha, Jeddah and Muscat.

The fares compare with year-round all inclusive return fares of \$2,619 to London and \$2,046 to Los Angeles, from Sydney.

"These fares to/from Dubai are some sectors of the flights previously announced between Sydney/Melbourne and London Heathrow," the spokesperson confirmed to **TD**.

Customers based in Australia, New Zealand and the UK can now purchase tickets on the new routes to Dubai online at qantas.com or via Qantas contact centres or travel agents.

Five-day Cathay promo

CATHAY Pacific has released a range of Short Sale fares to Hong Kong, valid for the next five days, starting at \$919 return to Hong Kong ex Melbourne, valid for departure from 14 Jan to 31 Mar. More travel specials on **page 7**.

New NZ Globus chief

GLOBUS today announced the appointment of Troy Ackerman as its General Manager New Zealand.

Ackerman moves from his current role as the company's Australasian Sales Manager, returning to his NZ homeland and replacing Caroline Moser.

Globus md Australasia Stewart Williams said the NZ market had been performing well in recent years, particularly in river cruising, with Ackerman set to "expand that growth".

Nine pages of news

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

- AA Appointments jobs
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Four Seasons for sale

SYDNEY'S iconic Four Seasons Hotel has been placed on the market, with price expectations approaching \$400 million.

According to today's *Financial Review*, the property was purchased for \$225m in 2006 by investment group Eureka Funds Management, with the 531 room hotel recently undergoing a huge \$40 million refurbishment.

Four Seasons has a management agreement for the property in place until 2026.

JET shares released

JETSET Travelworld Limited has confirmed the release of 976,822 shares, which were previously held in escrow under the deed with Europe Voyager NV.

The release follows a determination that an unspecified number of managers have been determined as "Good Leavers".

The company also announced a new issue of 847,627 shares to satisfy the requirements of its Performance Rights Plan, under which former ceo Peter Lacaze and cfo Elizabeth Gaines receive share-based payments.

Amadeus adds Lido AADX

AMADEUS has announced a "market-first" agreement which will see the full integration of the Lido Group's Australia and New Zealand Accommodation Data Exchange (AADX) into the Amadeus distribution platform.

AADX content, which includes hotels, motels, apartments, leisure parks and B&Bs across Australasia, will for the first time be available to travel agents via Amadeus Hotel and Hotels Plus - as well as via online tools such as Amadeus eTravel Management and Amadeus Hotel Web Services.

"Corporations and travellers will also for the first time have access to much needed regional hotel content both within Australia and New Zealand," Amadeus said, with the move "reducing manual and lengthy hotel booking processes to mere seconds".

The AADX LinkHotel integration builds on the Amadeus AADX Smart Tab, which was announced in Feb this year and will continue to be available for agents to use for on-request, group and long stay bookings.

"This is a great win for Amadeus

customers, as it gives them access to relevant Australian and New Zealand content for the first time," said Amadeus IT Pacific md Sari Vahakoski.

She said that AADX bookings via Amadeus can be modified or cancelled instantly, improving service for corporate clients.

Hotels distributed via Lido will now have a global audience and reach through Amadeus subscribers worldwide, with seamless integration between PNRs and mid/back offices.

AADX ceo Steve Mackenzie said the move would "enable our partner hotels to leverage and benefit from distribution technologies, therefore better responding to the evolving needs of the end traveller".

New customs chief

THE government has today advertised for a new ceo for the Australian Customs and Border Protection Service.

It's a full-time Canberra-based role, with an appointment to be made for a term of up to 5 years.

Scenic flights probe

THE Civil Aviation Safety Authority is soliciting public comments on the potential regulation of scenic flights.

An update from CASA's Director of Aviation Safety, John McCormick, has highlighted a discussion paper which has the objective of finding an approach to effectively manage the safety regulation of local scenic flights "without imposing undue burdens on the sector".

Four options are canvassed: a requirement for a full AOC under new Civil Aviation Safety regulations; an AOC with exemptions from some of the rules; no AOC but registration with CASA; or no registration.

CASA says there are 294 air operators currently conducting scenic flights, and under the proposed new regulations, which abolish the distinction between charter and regular public transport flights, they would be subject to a range of additional requirements including safety management systems and human factors training.

Comments are sought before 23 Nov 2012 - see www.casa.gov.au.

Great British Heritage with Leeds Castle!



On this 18 day tour enjoy numerous visits to castles, country mansions and beautiful gardens with unique excursions such as a 'Braveheart' tour, the Captain Cook trail and the Welsh Borderlands. Cruise on Lake Windermere, ride on a steam train across the Yorkshire Moors, and stay overnight in Leeds Castle - 'the loveliest castle in the world.'

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Industry lauds Crown progression

TOURISM Accommodation Australia managing director Rodger Powell has welcomed the announcement yesterday of the progression to Stage 2 in the NSW govt's approval process of Crown's Barangaroo six-star casino project.

The unsolicited proposal, which Crown submitted two months ago (**TD** 02 Aug), will now be assessed in terms of how NSW will benefit from approving a restricted gaming license to the project.

Powell said the addition of the Crown development to Sydney (pictured) would benefit Australia's \$38b tourism industry.

"Sydney is the gateway to Australia for int'l tourists, and it is critical that our biggest global city is able to offer the standards and experiences being expected by today's guests," Powell said.

"The addition of a major tourist attraction in our biggest and most accessible city will help attract international visitors, many of whom will then go on to visit other parts of Australia," he added.

Crown chief exec officer Rowen Craigie quickly applauded the progression of the proposal in the consideration process, labelling it



as a major step forward.

"No other organisation can deliver this unique project at Barangaroo," Craigie announced.

NSW Premier Barry O'Farrell praised the proposal's estimated job creation & long-term financial contributions to the state, as well as job-creation prospects.

Crown's proposal outlines the development would consist of over 350 hotel rooms, signature restaurants, spa and pool facilities and more at a \$1b total cost.

Accor has also added its voice in support of the project, with chief operating officer Simon McGrath saying it would boost Sydney's profile in key Asian markets.

"Sydney has so many natural advantages, but without investment in infrastructure it is easy for a city to fall behind its competitors in attracting major events, high-yielding tourists and large-scale conferences," he said.

Transport unions unite

AUSTRALIA'S Transport Workers Union has announced an alliance with the Transport Workers Union of America (TWUA).

TWUA spokesman Jim Little said issues confronted by the TWU with Qantas were similar to those faced by his members at American Airlines, saying unions "have to coordinate activity around the globe to match activity by international companies in the transportation sector".

Vietnam cruise move

HALONG Bay-based Paradise Cruises has appointed Complete Travel Marketing as its sales and marketing representative office for Australia and New Zealand.

The five-star luxury cruise firm operates nine vessels on the World Heritage waterway.

MK praise from PER

PERTH Airport ceo Brad Geatches has applauded Air Mauritius' plan to boost capacity by 50% with a new third weekly service to Perth from Apr (**TD** Wed), saying it will provide "significant benefits" to the WA economy and tourism.



Window Seat

A FORGETFUL traveller - possibly an air marshal - caused a sensation at Denver International Airport his week when he inadvertently left his gun behind in a bathroom.

A businessman was surprised to find the weapon on the floor beside a toilet, and alerted security officers who handed it over to investigators.

Police eventually found the owner, who the Transportation Security Administration said had been "authorised to carry a firearm aboard an aircraft" but declined to give further details.

NO wonder travellers to Italy feel so high about the country.

A new study by Italian researchers has found that there are trace amounts of marijuana and cocaine in the air of eight cities - including Rome, Florence, Milan and Turin.

The report also found that the minute drug concentrations changed through the year, with marijuana levels rising in winter.

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QF hosts at Sony Foundation



ABOVE: Peter Collins, Regional General Manager NSW & Emma Brodie, Sales Manager NSW of Qantas Airways hosted some of the carrier's key industry partners at the Sony Foundation Luncheon held yesterday at China Doll, Woolloomooloo Wharf, Sydney.

Over 800 people from various organisations attended the event, helping to raise over \$500,000 for

cancer victims.

Pictured from left are: Emma Brodie, Qantas Airways; Craig Smith, CTM; John Veitch, Flight Centre; Peter Collins, Qantas Airways; Donna Meads-Barlow, DBT; Chris Goddard, Maxim's Travel; Digby Warren, The Journey Masters; David Goldman, Goldman Travel and Phil Robinson, Show Travel.

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Aus Brand index drop

AUSTRALIA has fallen one spot to 6th on FutureBrand's 2012/13 Country Brand Index (CBI).

The CBI rates countries based on cultures, industries, public policies and global perceptions from international travellers.

This year saw Canada knocked off the No. 1 ranking, slipping to 2nd spot behind Switzerland.

Rounding out the Top 5 was Japan (up 1 place to 3rd), Sweden and then New Zealand.

Germany leapt four spots to be rated 7th on the CBI.

The UAE was ranked top of a new study rating nations on their ability to transform the future global landscape economically, poticially and culturally.

Honolulu PreCheck

ON TUE, Honolulu Airport will be added to the Transportation Security Administration's Pre✓ expedited screening program, joining many other US airports.

ILTM for Africa

ORGANISERS of next year's International Luxury Travel market have announced the debut of a new South African event which will take place in Cape Town in Apr.

ILTM Africa will be held at the Mount Nelson hotel, gathering luxury travel suppliers from across the continent to meet with hosted luxury travel buyers.

Unlike other ILTM expos, the African event will focus on African product rather than featuring exhibitors from across the globe.

Budget Volga cruises

BEYOND Travel is offering 'Discover More' credits of up to \$250 when booking & depositing on its range of 3-star 2013 Russia Volga River cruises before 20 Dec.

The 10-day Volga Classic cruise from Moscow to St Petersburg is priced from \$1,115ppts, sailing between May and Sep.

More details on 1300 363 554.

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

Click here for more details



Philippine Airlines

Roy Morgan satisfiers

VIRGIN Australia has taken out the crown in Sep for the leading domestic airline in terms of customer satisfaction, based on new Roy Morgan Research data.

Virgin scored a rating of 85% in the monthly survey, followed by Qantas and QantasLink.

Regional Express, previously rated number 1 in Jul and Aug, failed to make the top 5 airlines, pipped by both Jetstar & Tiger.

On 91%, Singapore Airlines was again the top International Airline for satisfaction during the month, then Garuda Indonesia, Air New Zealand, Virgin Atlantic and Emirates.

Crowne Plaza jumped into the top spot for satisfaction among Hotels & Resorts in Sep, with a rating of 91%.

It held off Accor's Sofitel brand in second place, followed by Marriott and Sheraton hotels.

Moving into 5th spot on the Hotel & Resort list was Choice International's Comfort brand.

QR to Phnom Penh

QATAR Airways has announced via Facebook the addition of new services between its Doha hub and Phnom Penh in Cambodia.

The daily service will launch on 20 Feb, making Qatar Airways the only carrier from the Gulf to fly to Cambodia.

Phnom Penh will be QR's 11th destination in the ASEAN region.

Taiwan visits on the up

TAIWAN Tourism Bureau saw an 8.4% increase in the number of Australians entering the country in Sep compared to last year, taking year-to-date visits to over 55,000 - up 8% year-on-year.

Freo icon hotel sold

THE 300-room Esplanade Hotel in Fremantle, WA has been sold to Primewest for \$88.5 million.

The firm, which operates Rydges Hotel in Kalgoorlie, plans to appoint a management company to run its new addition.

Travelport changes the game



KEY customers, VIP partners and travel industry professionals were this week hosted to a glittering soiree at Travelport's Sydney headquarters as the GDS giant showcased its latest technological developments.

Guests were given a chance to mingle with product experts to

gain some insider knowledge and learn some handy hints on the recently launched GalileoTerminal.

Many of the company's range of industry products were on display, including Travelport Universal Desktop, Smartpoint App and the Rooms and More platform.

Pictured above from left at the event is Robert Clark, Travelport Director of Strategic Accounts; Eva Santo, European Spa Tours; Mark Swift, The Global Connection md & Alex Fitzpatrick, Travelport.

Tahiti specials

TAHITI Travel Connection and Air Tahiti Nui have released a new selection of seven night Tahiti packages priced from \$2,880 per person ex SYD and MEL via the carrier's connecting AKL services.

The deals include return TN Economy class flights, five nights in Bora Bora or Moorea, pre and post overnights in Tahiti and interisland travel and transfers.

More info 1300 858 305.

Europe Earlybird Sale now on



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Virgin australia

Agents bear Canadian elements



TOURISM British Columbia, Travel Alberta and Air New Zealand recently hosted this group of agents in conjunction with the Canadian Tourism Commission, with the group returning to Australia today.

Participants, all of whom have successfully completed the Canada Specialist Training program, enjoyed visits to Vancouver and Vancouver Island before a visit to the Great Bear Nature Lodge to

view Grizzly Bears in their natural forest habitat.

VIA Rail transferred the group east, to Alberta and to the Rocky Mountain town of Jasper, with a further extension onto Edmonton enjoyed before heading home.

Pictured above bear watching from left in the back row is Nicole Edgar from TravelManagers; Kristy Prince, Adventure World; Kieren Murphy, Tourism Vancouver; Kaya Russell, Jetset Norwood; Ben Simpson, Flight Centre Paddington; Joanne Motta, Tourism BC and Maria Di Pietro, Jump on Board Travel.

Front row: Lorraine Morris, Escape Travel Blacktown; Vitra Sianne, Harveys Choice Holidays; Andrew Cecere, Next Generation Travel; with Maria Pandalai & Bev Fitzsimons from Travel Managers.

Crown Spa upgrade

CROWN Towers in Melbourne has completed a \$10 million enhancement of the Crown Spa & its 19 treatment rooms.

New Aqua Retreat facilities include a hammam steam room, deluge shower and vitality pool.

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Tiger spam penalty

TIGER Airways has been levied with a \$110,000 fine from the Australian Communications and Media Authority for repeated violations of the Spam Act.

The discount carrier was fined following a spate of complaints from customers to ACMA saying Tiger's marketing emails did not allow them to unsubscribe from the mailing list.

ACMA says it has received an enforceable undertaking from the airline that it had suspended its marketing activities and tuned its emails to allow an opt-out facility as well as training its staff in Spam Act compliance.

Any breach of the undertaking could see the carrier sanctioned further by the Federal Court.

Free Inca trail permits

WORLD Expeditions is offering to cover the cost of Inca Trail permits (valued at \$120) when booking one its 12 South American treks, departing between 01 Jan-30 Sep, before 30 Nov 2012.

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Cruise to battlefields

CORAL Princess Cruises will run the next instalment of its popular Victories in the Pacific itinerary series with the next sailing being a 10-night New Guinea Campaign leaving Port Moresby on 13 Nov.

The *Oceanic Discoverer* voyage will be led by military historian Mat McLaughlin, & is priced from \$9,090ppts - coralprincess.com.au.

JAL/BA lift codeshare

AMSTERDAM, Bologna, Rome, Milan and Warsaw will be added to the list of destinations Japan Airlines will add to its network under an expanded codeshare agreement with British Airways, now standing at 32 cities.

The new destinations are able to be ticketed immediately, for travel from Sun (28 Oct).

Captain Cook Cruises

SEALINK

Sales Manager Asia – Senior Role

Join an Iconic Brand with Iconic Destinations

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.

Four Seasons events

FOUR Seasons Resort Maui at Wailea has unveiled its line-up of 2013 *Unforgettable Events*.

Options include a surf camp or windsurfing camp in Feb and Mar with experts Dave Kalama and Matt Pritchard, a Vinyasa Yoga Retreat, and a cycling camp.

The Four Pinots at Four Seasons Resort Maui also returns for a second year on 24-26 May - info at www.fourseasons.com/maui.

Naturebank appointed

THE WA govt has selected eco-tourism specialist's Claire & Adrian Prendergast's proposal for a low impact, nature-based tourism venture for the historic Wharnccliffe Mill site.

Released as part of the state's Naturebank program, the site will provide opportunities for indigenous involvement while offering eco-friendly, sustainable accom and experiences, Tourism Minister Kim Hames said.

Cruise tour cancelled

WORLDWIDE Cruise Centres is advising of the cancellation of its 03 Jun 2012 Whistler, Wildlife & Waikiki holiday package which featured a cruise aboard Oceania Cruises' flagship *Regatta* vessel.

The firm advises the cancellation was beyond the control of either Worldwide Cruise Centres or the Cruise Marketing Group.

Getaway host change

LONG-TIME host of Channel Nine travel show *Getaway*, Catriona Rowntree, will not front the program in 2013 after not having her contract renewed.

The overall future of the show is also under a cloud, although a Nine spokesperson said a decision has not been made regarding the show's future.

MEANWHILE, tomorrow's episode of *Getaway* will feature Tasmania's Bay of Fires walk, snow kitting in New Zealand, NSW coastal stopovers and the conclusion of a Scenic Tours Volga River cruise in St Petersburg.

FURTHER, *Getaway* and partner Scenic Tours will feature a three part series on the *Scenic Tsar* Russian River Cruising product on Sun, starting 28 Oct at 4pm.



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

In terms of airfares, normally you won't travel far for \$50, but with the **Travel Industry Club**, you can get all the way to Vanuatu. TIC still have good availability for the steal of a fare, and to book, phone (02) 9700 8711.

Sydney's **Grace Hotel** has summer covered with a perfect Darling Harbour Attraction family package deal at their city central location. Offering one night accom for 2 adults and 1 child & entry into either Wild Life Sydney Zoo, Sydney Aquarium or Madame Tussauds, the deal is priced at \$230 per room and valid until 20 Dec. Call (02) 9272 6602 to book your stay.

Take the family to the New Zealand capital of **Wellington** between 15 Dec and 31 Jan, and the kids accommodation is free. Simply book a stay at one of 16 properties across the city by 18 Nov to take advantage of the summer savings. For more information or to book a visit, head online to www.wellingtonNZ.com/KidsStayFree.

Peaceful mountain retreats are on sale at the **Lake Crackenback Resort & Spa** this summer with two night mid-week stays available from \$358 per room twin share. To snag some R&R, call 1800 020 524 to book.

SLH expands by 15

SMALL Luxury Hotels of the World has added 15 properties to its portfolio, including the Unzen Kanko Hotel in Japan and Princess D'An Nam Resort & Spa, in Ke Ga Bay & Vinpearl Luxury Nha Trang, in Hon Tre Island - in Vietnam.

Trout Point Lodge in Kemptville, Canada, the Refinery Hotel New York & Blue Diamond Riviera Maya in Playa del Carmen, Mexico are among new additions in the Americas, along with Aressana Spa Hotel & Suites and La Maltese Estate in Santorini, Greece.

Liquid laws not fluid

THE American Society of Travel Agents has written to the US Department of Transportation's Hazardous Materials Safety Administrator seeking clarification on a pending rule regarding sales of tickets requiring acceptance of a hazardous materials declaration.

The rule is currently set to take effect from 01 Jan 2013 and, if implemented, requires agents to ensure passengers are aware of restrictions on hazardous materials being carried in baggage.

ASTA is seeking answers to a number of queries including the scope of the rule, how it applies to frequent travellers such as government or corporate, GDS ticketing requirements and scripts concerning oral rule disclosure.

WIN A LUGGAGE SET!



This week *Travel Daily* and **Smartraveller** are giving one lucky reader the chance to win a Caspian Hybrid three-piece luggage set – perfect for the holiday season.

A valuable website for travellers to register an itinerary, subscribe to the latest travel advice updates and source insurance information, Smartraveller.gov.au should be a first port of call for Australians heading overseas.

For your chance to win, tell us in 25 words or less:

How many travel advice levels are there and why it is important to advise your clients to subscribe to travel advisory updates?

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Every traveller, every trip.

FC Allured to the Caribbean



FLIGHT Centre's best performing staff are each year treated to a special trip for the company to thank them for their loyal service.

So it came to be that this group of fifty agents were part of the 2012 "In Crowd" trip, treated to a seven-night Caribbean cruise aboard the largest cruise ship in the world - *Allure of the Seas*, operated by Royal Caribbean International.

Representing Flight Centre, Escape Travel, Cruiseabout and Infinity Holidays, the group sailed the seas, visiting the many

New UK Doubletree

DOUBLETREE by Hilton London Marble Arch has opened its doors in the UK capital, becoming the 7th property in the brand, located near Oxford St and Hyde Park.

Aviation recruitment

THE town of Port Hedland in north-western WA is this week seeking an aviation recruiter.

Newspaper advertisements are seeking proposals from "suitably experienced firms or individuals" to help find an aviation industry specialist who will lead a \$70.5 million project to redevelop Port Hedland International Airport.

A formal RFP document is available, with a deadline of 4.30pm WST on Mon 05 Nov - more info 08 9158 9318.

AF wants AB to move

AIR France has expressed a desire for Air Berlin to abandon its oneworld membership and join the SkyTeam alliance to allow the French national carrier to codeshare on some of its routes.

According to an interview with AF chief exec Alexandre de Juniac, expansion plans into Eastern Europe and Germany are high on the agenda with Air France, but Air Berlin's oneworld membership and alliance with Etihad, who itself own 29.21% of Air Berlin, continue to cloud potential plans.

"If we further work closer together along the way Air Berlin must decide if it would stick to the oneworld alliance or switch to the SkyTeam alliance of Air France-KLM," De Juniac said.

highlights of the Western Caribbean region, with no end of things to keep them occupied.

During off-ship excursions, the group enjoyed activities such as a whale-shark snorkel experience, before hopping back on the boat to head to the next exciting port-of-call.

Allure of the Seas currently claims the title of the world's largest cruise ship, by a margin of two inches over sister vessel, the *Oasis of the Seas*.

The "In Crowd" group of Flight Centre Ltd Group agents are **pictured** above during their Caribbean cruise adventure.

Malaysia luxury goals

THE Malaysian Tourism Board has highlighted a plan to increase tourism yield by targeting high-end luxury-seeking travellers.

The country has set itself a goal of welcoming 36-million tourists and yearly tourism revenues of RM186b (AUD\$62b) by 2020.

AC/UA joint venture

COOPERATION between Air Canada and United Airlines on all but 14 key cross-border routes has been approved by the Canadian Competition Bureau.

Citing a need to protect consumers from what it described would become a monopoly on routes between the two countries, the govt agency said the carriers could coordinate prices, revenues and other information on routes seen as not anti-competitive.

The two carriers have pledged not to coordinate on the 14 high demand routes stipulated after a proposal for a full alliance between the two carriers was denied last year (**TD** 19 Aug 11).

Maureen's TTC Pearl Jubilee

INSIGHT Vacations' head of marketing Maureen Van Metter this week celebrated a fabulous milestone, chalking up her 30th anniversary with The Travel Corporation group of global brands.

Maureen's loyalty to the company was recognised, with TTC global ceo John Weeks (**pictured** right with Maureen) joining the celebrations to present TTC's long-serving stalwart with a massive bouquet of flowers for her dedication.

Starting with the company in the US in 1982, Maureen moved to Australia in 2002 and has been featured three times in Travel Agent Magazine's Most Powerful Women in Travel (1998, 99 & 01).



Asia boost for Sofitel

ACCOR has unveiled plans for a significant expansion of the Sofitel brand in the Asia-Pacific region.

In the past year, the brand has opened four new hotels in APAC, with a further twelve slated for debut in the next three years, including nine in China alone.

Technology Update

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

Excite Maps It Out

The online travel space is rapidly growing by the day. In order to stand apart, embracing the ever evolving technology that is available to us is paramount. Sophisticated travel technology is enabling the development of exciting new tools for delivering web content to visitors. Such tools include highly interactive maps offering detailed views of specific properties from various perspectives.

At Excite Holidays, we have successfully launched our new interactive map feature as part of our new website enhancements. Agents are able to use the advanced map search function to search for hotels that meet their client's criteria and see precisely where they're located in a particular area. New York. Then, you may choose to refine by searching for properties surrounding Central Park. The zoom levels allow you to see more detailed information the further you zoom in, including star ratings and properties on sale highlighted with a red flag. Plus, you can book directly from the map, it couldn't be more simple!



George Papaioannou,
CEO,
Excite
Holidays



LHW renews CRS deal

LEADING Hotels of the World has renewed its contract with Trust International, which offers GDS connectivity and other services to 430 LHW members.

Kerala makes Australia pitch



BRISBANE this week welcomed a delegation of tourism officials from the southern Indian state of Kerala.

The region is located near the bottom of the country, with the nearest aviation link being Thiruvananthapuram Airport.

Launching a new push into the Australian market, the Kerala Tourism Roadshow began a tour of Australia at the Brisbane Marriott Hotel, before moving on to Melbourne and making its final stop in Perth last night.

Representatives from hotels and day tour operators were on hand to introduce the destination to Australian tour wholesalers and agents, and encouraging Aussie

travellers to head to the region for their next international holiday.

Each roadshow offered an opportunity to win a week-long holiday to Kerala for attendees.

The attending delegation from Kerala Tourism and sales team are **pictured** above with the Kerala Government Minister for Tourism, Anil Kumar (fourth left).

Gisborne off the chart

AIR New Zealand has announced a reduction in capacity into the north-island eastern coastal town of Gisborne, following the airport imposing a 106% increase in its landing fees from 01 Dec.

NZ Group general manager for Australasia, Bruce Parton, says the decision will make already marginal services unsustainable in the future.

Filo Berjaya renamed

BERJAYA Hotels & Resorts debut property in Manila has changed the name of the resort to the Berjaya Makati Hotel.

The name change coincides with the unveiling of the hotel's new executive floor, consisting of 33 new studio-style rooms.

AAPA slams US security mindset

ASSOCIATION of Asia Pacific Airlines director general Andrew Herdman has urged the United States to change its mindset from preconceived notions that every traveller is a "potential terrorist".

Speaking at the International Aviation Club in Washington DC, Herdman instead called for an intelligence based process using outcomes achieved through pre-screening as the way forward.

"Effective security procedures must balance risks against costs and inconvenience to the travelling public," Herman said.

"What we have is a mistrusted traveller program, with 100% enrolment - we need to break free of the current mindset that by default treats every pax as a potential terrorist," he added.

IATA's mooted Checkpoint of the Future, currently being evaluated as part of a refined standards push (**TD** 17 Oct), was a good start but does not go far enough, the AAPA boss said, claiming that long lines at immigration and customs are only getting longer.

"Given the fact that most passengers' details have already been provided in advance to the governments involved, one might expect smoother processing of arriving visitors.

"This is another opportunity for governments and industry to work together to streamline this aspect of the passenger experience," Herman concluded.

MEANWHILE, AAPA Sep figures released today show a 4% year-on-year lift in pax numbers.

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



Austrian Austrian National Tourist Office **Travel Daily**

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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.**

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Tired of working as a retail travel consultant? Want to stay in the travel industry but thirsty for a new challenge? Want to look forward to coming into work everyday? Then RECRUITMENT could be your ideal perfect role. Following a very successful financial year, our Brisbane office is searching for a talented individual to join the Perms division. As part of our friendly team, you will be responsible for sourcing ideal candidates for our existing clients, business development and assisting our candidates in their own career development. You will enjoy fantastic perks including an uncapped salary package, up to 5 weeks paid annual leave and amazing team rewards including a luxury Annual AA Conference. This is the ideal opportunity to use your travel industry knowledge, passion, strong sales ability and great customer service skills in a whole new career direction. Want to know more? Contact our MD on 02 9231 6377 or send your CV to apply@aaappointments.com.au

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SYDNEY (CBD & LANE COVE) – SALARY PACKAGE \$65K+
Are you a senior consultant who prefers only to work with high end itineraries? We are currently recruiting for two travel companies specialise in all things 5 star! Minimum 5 years retail travel consulting experience. GDS skills are essential and outstanding customer service and strong sales skills are a must. If you prefer the finer things in life and are looking for a role more becoming your experience send your CV to AA Appointments today!!

ARE YOU AN ASIA EXPERT?

**WHOLESALE RESERVATIONS CONSULTANT
SYDNEY – SALARY PACKAGE \$41K +**

Luxurious educationals, overseas conferences and a fun and friendly working environment! This dream could be your reality! We are currently searching for a travel professional to join an Australian favorite. You will be working with trade customers, booking beautiful journeys throughout Asia. If you have min. 6 months experience in wholesale or retail travel, and a passion for Asia send us your CV today.

**MOVE INTO TO NUMBER ONE SPOT
RETAIL TRAVEL CONSULTANT**

MELBOURNE - SALARY PACKAGE TO \$50K+ BONUSES

This is one of Melbourne’s most successful retail travel agency’s and you have the opportunity to become a part of their success! If you enjoy the variety leisure travel has to offer yet are looking for an agency closer to home with a fantastic working environment, you can not go past this winning role. Working with friendly and social team mates, you will have a min 2 years experience and be proficient on Galileo.

WHOLE LOTTA FUN

**WHOLESALE RESERVATIONS CONSULTANT
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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!

**A SOUTHERN DELIGHT
RETAIL TRAVEL CONSULTANT**

BNE SOUTHERN SUBURBS – SALARY TO \$40K + INCENTIVES

Sick of travelling into the city? Want to join a reputable agency where you can continue to develop in your travel career? Then come and join this southern suburbs team. Working a 6 day rotating roster you’ll be an expert on selling leisure travel and enjoy working in a small and supportive team. A strong base salary along with incentives, educationals and much more will be on offer. Min 18 months retail travel consulting experience a must. Cut down on your commute – apply now.

**WELCOME BACK YOUR WEEKENDS
CORPORATE TRAVEL CONSULTANT**

BRISBANE CBD – SALARY PACKAGE TO \$60K OTE

Are you sick of working 7 day rosters? Looking to jump into corporate travel? Here’s your chance! This leading TMC is looking for new consultants to join them due to winning new accounts and growth. They are the best in the biz and recognise their staff as their most valuable asset and reward them accordingly. Great \$\$, progression opportunities and educationals are just the tip of the iceberg. Call us today to find out more and get your life back.

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Kick off with Etihad Earlybirds and win a trip of a lifetime!

Simply sell Etihad Airways through Consolidated Travel and you could be **on your way to the UK to see Manchester City play** from the Etihad Corporate suite, flying to **Manchester, London and Abu Dhabi** in comfort and style in Coral Economy Class (upgradeable to Pearl Business Class).

What's more, each week during the incentive period, the top combined Diamond First and Pearl Business Class seller will win \$1,000 cash!

Here's how you can win!

- Be one of the top three selling Travel Agencies in VIC, top two selling Travel Agencies in NSW or the top selling Travel Agency in QLD to **win the trip of a lifetime**;
- Be the top combined Diamond First and Pearl Business Class seller to **win \$1,000 cash each week**.

BOOK NOW!

Incentive exclusive to:



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Group

Quikfares
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Valid for tickets issued by Consolidated Travel or via Quikticket during the incentive period 08OCT-31OCT12 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Places on the educational will be awarded to the 3 top selling Travel Agencies in VIC, 2 top selling Travel Agencies in NSW and the top selling Travel Agency in QLD. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. 3 bonus prizes awarded for weekly top Premium seller from 08-27OCT12. The educational will depart in early March, travelling in Coral Economy Class, upgradeable to Pearl Business Class if space is available. The winners of the bonus cash prizes will be rewarded with \$1000 deposited into their account by Consolidated Travel. The same office cannot win the weekly bonus more than once. This offer is open to all full time international selling agents only. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. All prizes include GST where applicable and taxes are included in the price of the ticket and land content.. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The gross value of the prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue: 04OCT12.

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