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Monday 29th October 2012

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Get clean hair with TD

TRAVEL Daily readers are this week being offered the opportunity to win a year's supply of Paul Mitchell shampoo and conditioner, courtesy of Hawaiian Airlines - see p6.

And don't forget to enter this month's Austrian Tourism competition, with a major prize of a trip for two to Austria.

The monthly competition closes on Wed - for details see the last page of today's issue.

Qantas Airways returns to the Gold Coast!



To celebrate Qantas Holidays have some amazing holiday packages* for you. Sale until 9 Nov 2012.

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Maestro sidesteps w'salers

FORMER Tempo Holidays exec Simon Hills and ex Kirra Holidays ceo John Morley have today formally launched Maestro Travel, a new group which allows agents to buy nett rate product from suppliers around the world.

The business model "effectively eliminates one link in the supply chain, thereby providing scope for agents to improve yield while offering competitively-priced product to a growing band of value-conscious consumers".

Maestro has launched with a number of DMCs and product suppliers in 28 countries, with the range including accommodation, coach tours, transfers, attraction tickets, FIT arrangements and private tours.

Hills said that Maestro is not another agency network but "an exclusive coterie open only to

invited like-minded agents".

He said that only one Maestro agent would be appointed in any suburb, postcode, shopping centre or country town, with the Maestro offering to run alongside existing commercial affiliations.

An annual membership fee covers access to Maestro Travel's group buying power and a dedicated website, with the group to offer famils, training and a seamless payment gateway for international transactions.

See maestrotravel.com.au.

Another Oasis for RCI

ROYAL Caribbean International ceo Richard Fain has confirmed that the company is in talks with Finnish shipyard STX for another sister ship to its gigantic *Oasis of the Seas* and *Allure of the Seas*.

Speculation of the new vessel was dismissed earlier this month by the cruise line (TD 08 Oct).

Fain told analysts that a deal could be confirmed by the end of the year - just as rival Carnival Corporation announced an order for two new vessels - see p3.

Another packed issue

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

- AA Appointments
- Travel Trade Recruitment

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Quest Sydney Olympic

QUEST Serviced Apartments has opened its second largest 4.5 star property in Sydney today - the Quest at Sydney Olympic Park.

The \$30 million 140 studio, one-, two- & three-bedroom property is the 4th Quest opened since Jul.

Chairman Paul Constantinou says the property will cater to the 12 million visitors to the region and 6,000 events held at Sydney Olympic Park annually.

Quest plans to add eight more properties to its network in Australia/NZ in the 2012/13 FY.

Expedia nights soar

ONLINE travel giant Expedia saw significant growth in room nights for the quarter ended 30 Sep, up 27% year-on-year.

TTV was \$9.05b, and Expedia's revenue rose 17% to US\$1.12 billion while its "adjusted net income" rose 4% to US\$188m.

Worldwide hotel revenue rose 20%, but average price-per-room night fell 6%, while worldwide air revenue fell 10%, with a 19% drop in income per ticket partially offset by an 11% increase in the number of tickets sold.

Qantas' Gold Coast return

QANTAS' resumption of services from Sydney to the Gold Coast yesterday got off to a great start with its first flights packed.

The flying kangaroo withdrew from the GC four years ago, but it's now back offering three daily flights ex-Sydney using B737-800 aircraft.

Travel Daily was on the first flight with Lyell Strambi, ceo Qantas Domestic who said the carrier was bringing a premium flying experience back to the region, and to date, had record sales for the new service.

"In the two days after Qantas put this route on sale, we sold an unprecedented 24,000 airfares in just 24 hours at the introductory price of \$48 per seat," he said.

"We'll continue to offer bargain airfares to the Gold Coast with the latest selling for only \$85 one way."

"We'll have 7,000 seats a week on Qantas alone and combined with Jetstar we can offer over 30,000 seats on the route each week, and we'll be opening our Qantas Club for 100 premium pax from the end of Nov," Strambi said.

The QF executive noted that the

proposed alliance with Emirates stands to boost inbound tourism, with EK flights feeding directly into the QF domestic network, including the new non-stop Sydney-Gold Coast flights.

Strambi also reiterated Qantas' investment in Qld, spending \$30m on a new maintenance base at Brisbane and \$80m on a catering facility, due to launch next year.

Travel Daily TV is showcasing the Gold Coast relaunch - click the logo or see 
traveldaily.com.au/videos.

Scenic India brox

SCENIC Tours has launched its 2013/14 India program, featuring new tours to South India and extensions to Goa and Nepal.

More new brochures on **page 8**.

Viva! Island hopping

VIVA! Holidays is offering a free Hawaiian Airlines interisland flight on island hopping packages in Hawaii, with a seven night air and land deal to Kona (4) and Waikiki (3) priced from \$1,770ppts.

US Hurricane alert

AIRLINES on America's east are bracing for a week of major flight disruptions as Hurricane Sandy bears down on the coast, causing about 7,000 flight cancellations.

American Airlines, United, Delta, US Airways, Hawaiian Airlines and even Qantas are each offering passengers the ability to alter flight plans without penalty until at least 31 Oct, at airports including New York's JFK & La Guardia, Newark, Washington Dulles and Reagan National, Philadelphia and Boston.

US weather forecasting service AccuWeather says the "extremely rare and dangerous" storm will put 60 million people in its path and has the potential to lead to billions of dollars in damage.

"Ripple-effect flight delays and cancellations are possible over a large part of the nation," the firm said, and that it could lead to the worst coastal flooding on record.

The Dept of Foreign Affairs & Trade yesterday issued an advisory for Hurricane Sandy to make landfall between North Carolina and Connecticut by tomorrow, bringing strong winds, heavy rainfall, flooding & power outages.



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Monday 29th October 2012

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New ships for Carnival, HAL

CARNIVAL Corporation has announced a new order with Italian shipbuilder Fincantieri for two new vessels, one for each of its Carnival Cruise Lines and Holland America brands.

The new HAL ship will carry 2,660 passengers and is scheduled for delivery in the third quarter of 2015, while the Carnival Cruise Lines vessel will have capacity for 4000, and will arrive at the end of 2016, according to the deal.

The Holland America ship will be a new class of vessel for the line, and will enter service five

years after the latest HAL vessel, the *ms Nieuw Amsterdam* which debuted in 2010.

And the Carnival Cruise Lines ship, also a new class, will launch four years after *Carnival Breeze* which was delivered this year.

"Today's order continues the company's strategy of introducing two to three ships per year across the corporation's ten brands," said ceo Micky Arison.

He said the introduction of the new ships had been strategically timed to allow the brands to grow their passenger base and absorb the new capacity, while minimising the dilution of yield in their existing fleets.

Carnival Corp now has nine ships under construction - two to be delivered next year, two for 2014, three for 2015 and two for 2016, with some of the new tonnage also expected to replace capacity lost due to possible sales of older ships.

Accor Mirvac rebrand

ACCOR is continuing to rebrand properties acquired under the Mirvac sale, with a new Novotel & Mercure opening in Parramatta and Brisbane respectively.

Formerly the Sebel Parramatta and Citigate King George Square, the Novotel Sydney Parramatta and Mercure Brisbane King George Square join the recently added Pullman Quay Grand Sydney Harbour, Pullman Cairns International & Pullman Brisbane King George Square (**TD 10 Oct**).

Members of Accor's loyalty scheme Le Club Accorhotels are being offered double points for stays at the hotels (and others), for travel between 01-30 Nov.

AAX 5th Birthday sale

AIRASIA X is celebrating its 5th anniversary flying to Australia with fares priced from \$9 offered on its network, on sale until 04 Nov, for travel 01 May to 30 Sep 2013 - see www.airasia.com.



Window Seat

TOURISM NZ isn't the only organisation aiming to leverage off the new *The Hobbit* movie.

US diner chain Denny's has announced a new hobbit-inspired menu, focusing on the mythical creatures' propensity to eat a lot.

Hobbits apparently enjoy two breakfasts and five other meals through the day, which was seen as a good fit for the Denny's model of "comfort eating".

DUBAI is likely to see a massive jump in the number of female visitors following the opening of the worlds largest shoe store by luxury retailer Chalhoub Group.

Spread across 96,000sqm, the new outlet, which has been named the "Level Shoe District", is located in the Dubai Mall, will feature 15,000 pairs of shoes across 250 brands.

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NZ \$7 Night Rider fare

AIR New Zealand has slashed the cost of its new Night Rider 'seat only' fares between Auckland and Wellington to NZ\$7, for travel between 17-24 Dec.

'Seat + Bag' fares start at NZ\$17.

The Night Rider product will debut on 05 Nov (**TD** 22 Oct) and operates as the last service of the evening between the two cities, departing Auckland at 10pm, Sun-Fri and 9pm on Sat, and departing Wellington at 10:30pm.

CEO Rob Fyfe said Air NZ was making domestic travel more affordable, with the fares coming ahead of Christmas likely to be welcomed by retailers in each city.

ATE open for sellers

TOURISM Australia's 2013 Australian Tourism Exchange (ATE), being held 26-30 Apr at the Sydney Convention & Exhibition Centre, is now taking registrations from sellers - more details on ATE at tourism.australia.com/ate.

Last chance for Asia

AGENTS across Australia & NZ have only until C.O.B on Wed to get their entries in for the Jetstar "Experience Asia" luxury famil.

Selected winning entrants will be whisked off to Kuala Lumpur, Phuket and Singapore, flying Star Class on all the long-haul sectors.

To enter, send details of booked JQ/3K relocs with your details to experienceasiapromo@jetstar.com.

QR plots 3 US cities

QATAR Airways chief Akbar Al Baker has signalled plans to add the key US commercial hubs of Boston, Detroit and Atlanta to its network in the near future.

Although unable to provide a specific schedule, Al Baker said the Doha-based carrier was adding up to 16 new destinations in the next year.

QR currently flies to New York, Washington Dulles and Houston Bush International and will add Chicago O'Hare in Apr.

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Top End fam for Managers



TERRITORY Discoveries hosted this group of Travel Managers on a tropical Top End famil recently, which included visits to Darwin, Kakadu and Katherine.

Highlights of the five-day trip included dinner at Jimmy Shu's Hanuman Restaurant in Darwin, 4WD touring with AAT Kings and an exclusive showing of Paspaley Pearls while in Darwin.

The trip was led by Marelene Nolan, Territory Discoveries bdm for Queensland/Northern Territory.

Pictured on the Arnhem Land side while on the Guluyambi Cruise from left are: Sharon Summerhayes, Annie Redgrove, Lillie Smith, Michelle Michael-Pecora, Marlene Nolan, Surette Preller, Julie Smith, Scott Hallo and Antonella Damiano.

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Surf's up for QF on the Gold Coast



QANTAS' return to the Gold Coast yesterday (see p2) was welcomed by a group of local surfers - as well as travellers, who have enthusiastically embraced the service.

Just 20 seats on the inaugural QF860 remained unsold, with Qantas Domestic ceo Lyell Strambi among those on board the Boeing 737, who were able to check out the new Sky Interior and state-of-the-art touch screen Panasonic inflight entertainment.

Pictured above with the surfers and QF cabin crew are local MP Steve Ciobo; Gold Coast Airport chief operating officer Paul Donovan; Qld Tourism Minister Jann Stuckey; and Lyell Strambi.

EK beefs up Saigon

EMIRATES commenced Boeing 777-300ER services from Dubai to Ho Chi Minh City on Sun, replacing Airbus A330-200s on the route and boosting capacity by almost 50% since its launch in Jun.

UK agency collapse

BRITISH travel agency group Bowen Travel Group has been placed into administration, with almost 400 staff set to lose their jobs as a result.

The business operated 38 shops as well as a coach touring business and experienced "serious cashflow problems due to the depressed leisure sector".

NZ Tasman soars 10%

AIR New Zealand has reported a 10.1% year-on-year increase in demand on Sep Tasman/Pacific revenue pax kilometres, with traffic spiking 6.5% to 317,000.

Domestic demand and pax numbers were up 9.0% and 6.7%. Short-haul passenger numbers rose 6.6% as demand increased 9% and load factors escalated 5.8 percentage points, at the expense of price reductions which Air NZ says will impact yields.

Long-haul passenger counts were up 4% to 147,000, fueled by growth on North America and UK routes which were up 6.6%, or around 6,000 pax on last Sep.

Asia/Japan/UK pax movements were flat at 56,000.

easyJet to Moscow

EUROPEAN low-cost carrier easyJet has been granted the right to fly between London and Moscow, pipping Virgin Atlantic's ambitions for the route.

easyJet will fly from London Gatwick to the Russian capital, with Virgin saying it's "perplexed" by the UK Civil Aviation Authority approving the low-cost carrier instead of its Heathrow proposal.

The route was up for grabs because bmi exited the route following its acquisition by the International Airlines Group.

Hawaii tsunami alert

MORE than 80,000 people were evacuated from coastal regions of Hawaii overnight, after an earthquake in Canada triggered a tsunami warning.

A number of hotels in the state adopted a "vertical evacuation", whereby guests on low lying floors were moved to higher levels.

The alert came as tourists and locals celebrated Halloween on Sat evening, but was cancelled a few hours later as major waves failed to eventuate.

The 7.7 magnitude quake struck off the coast of British Columbia.

Golf wholesaler

A NEW golf wholesaler keen to work with travel agency groups, & a division of ASI Corporate Travel, has launched in Australia.

The Sydney-based Golf Touring Company handles groups of up to 200 & says its point of difference is providing a teaching pro on each trip, while offering agency commissions in its prices - see thegolftouringcompany.com.au.

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Stamford Plaza
111 Little Collins Street

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15 November 2012

Market Place Opens 5.30pm
Evening ends by 9pm

Hilton Brisbane
190 Elizabeth Street

These events are strictly limited and RSVPs will be taken on first come, first serve basis. So don't miss out reserve & your seat today!

SHINY LOCKS YEAR ROUND



This week **TD** is giving one lucky reader the chance to win a years supply of Paul Mitchell shampoo and

conditioner, courtesy of **Hawaiian Airlines** and **Paul Mitchell**.

For centuries, Hawaiian natives have used the fragrant juice of the Awapuhi ginger plant to moisturise skin and hair. Captivated by the plant's healing benefits, Paul Mitchell and co-founder/owner, John Paul DeJoria and friends established a sustainable solar-powered Awapuhi farm in Hawaii nearly 30 years ago.

For your chance to win this great prize, email your answer to the question below by COB on Friday to: awapuhi@traveldaily.com.au.

In 25 words or less tell us why would you recommend Hawaiian Airlines to your clients to Hawaii & the US Mainland?



MGTO chief change

THE head of the Macau Government Tourist Office, Joao Manuel Costa Antunes, is set to step down from his position at the end of this year.

Antunes, who was in Australia just over a week ago as part of a senior delegation from Macau (**TD 17 Oct**), has been in the role for 24 years.

He'll be replaced by MGTO deputy director Maria Helena de Senna Fernandes, with Antunes continuing to focus on other roles including his position as PATA chairman and as coordinator of the Macau Grand Prix.

Theme park turnaround

ARDENT Leisure, the owner of Dreamworld on the Gold Coast, has today reported a "return of earnings growth" in its theme parks division over the three months to 30 Sep.

The Gold Coast park saw total revenue of \$26.61 million due to "more normalised weather patterns and improved local patronage," according to the firm's ceo, Greg Shaw.

He said the return of the Qantas service to the Gold Coast (**see p1**) would also assist in driving incremental interstate traffic to the destination, with growth also set to be spurred by recent investments including the DreamWorks precinct, the BuzzSaw rollercoaster as well as the return of the *Big Brother* reality TV series.

Dreamworld will also soon feature a new Kung Fu Panda thrill ride, with construction of the attraction "well advanced for a Dec 2012 opening".

Future Fund diligence

THE owners of the Australian Infrastructure Fund (AIX) portfolio of airports has extended the exclusivity period for the gov't's Future Fund to conduct due diligence investigations as part of its proposed purchase of the assets (**TD 24 Aug**).

According to an ASX update today, it's anticipated that the probe will be completed in late Nov, with AIX saying it now anticipates convening an extraordinary general meeting in early Jan 2013, at which security holders will have the opportunity to vote on the deal.

PAL domestic move

PHILIPPINE Airlines has confirmed a "realignment" of its domestic operations, which will see ten routes transferred to its low-cost subsidiary airPhil Express.

Affected destinations include Butuan, Cotabato, Cagayan de Oro, Roxas, Dipolog and Legazpi.

Behind Croatia scenes

BACK-ROADS Touring has added a new seven-day Croatia and the Dalmatian Coast itinerary, taking in Split & Dubrovnik, priced from \$2,650ppts, if booked by 15 Dec.

Melbourne mulling third airport

A DISCUSSION paper has been released into the prospect of a third Melbourne airport to be developed in the city's southeast fringes in coming decades, to cope with growing populations.

Although still speculation at the moment, sites in Toorabbin, Tyabb and South Gippsland are among those being considered.

The discussion paper cites poor traffic congestion causing delays in access from the area to Avalon and Tullamarine as reasons behind the mooted new facility.

Melbourne Planning Minister Matthew Guy said the idea was at least worth considering.

"We should have the debate or the discussion, at least, around the idea - it's a facility you would put out as an expression-of-interest to the private sector".

The potential plans will be sure to add further pressure to NSW Premier Barry O'Farrell over the need for a second Sydney Airport, according to Tourism and Transport chief John Lee.

"It would be a tragedy for NSW if Victoria get the march in terms of aviation & have a third airport within the Melbourne metropolis while Sydney is still yet to even agree on where a second airport is to be sited," Lee said.

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Virgin travel insurance

VIRGIN Money has added travel insurance to its existing portfolio of insurance products, with the new service launching today.

Offered in partnership with Allianz, the comprehensive travel insurance product is available irrespective of the airline pax fly with, and covers cancellations, overseas medical expenses, theft of cash, travel documents, credit cards or luggage, among others.

The new product is available for domestic or international travel & can be purchased online, with more details at www.bit.ly/VATrvl.

Aeromexico to DFW

MEXICO City-based carrier Aeromexico has announced the return of new twice daily services to Dallas/Ft Worth using Embraer E190s, commencing 05 Nov.

Carnival reappoints

CARNIVAL Australia has today announced the reappointment of IDNZ to handle tour operations in New Zealand for its three lines - P&O Cruises, Princess Cruises and Carnival Cruise Lines.

The extension with IDNZ is for a period of two years.

S. Africa hotel theft

DFAT has issued a fresh travel advisory for South Africa, warning that theft from hotel rooms and guest homes is "common".

Smarttraveller suggests luggage and valuables should never be left unattended & where possible be placed in a secure facility.

More Xmas in Lapland

BENTOURS has re-released its Christmas in Lapland tour after securing additional capacity.

The five-day family adventure includes a visit to Santa's secret hideaway in Rovaniemi, a sleigh ride and a traditional Finnish Christmas dinner.

It departs on 23 Dec and is priced from \$1,834ppts.



KOREAN Air teamed up with Consolidated Travel to showcase the de-militarised zone separating South from North Korea in respect to the Australian soldiers lost in the early 1950's battles.

Agents from around Australia were flown to the troubled zone, visiting the United Nations Memorial Park in Busan, with the 35-acre cemetery set up by the UN to commemorate the battlers who died in the conflict.

The group also visited Haeundae Beach in Pusan, Korea's most popular beach, as well as taking in the sights and sounds of Seoul, undertaking a series of challenges in a "Race Around Seoul" team-building event.

Pictured above at the DMZ, which runs the breadth of the Korean peninsula, with Korean Air national sales and marketing manager Cameron Brown, Steve Heinrich, Adam Shepherd, David Streek and Simon Breman are Kim Byrne, Monika Jones, Bernadette

van Breemen, Angel Wang, Lou Plagens, Karen Ward, Deborah Weetman, Brett Morgan, Kenny Evans, Craig Robinson, Markar Meguerditchian, Barbara Lischka, Ravi Gnanadickam, Jyllian Anderson, Claire Smith, Karen Daly, Suzanne Cohen, Mark Dale, Kathleen Doherty, Tammy Koniarski, Omar Tabiaat, Michael Finnie, Murat Sevin, Paul Oneill and Maria Schiavoni.

\$361m MCVB events

THE Melbourne Convention + Visitors Bureau has revealed the business events secured in the last financial year will inject a forecasted \$361m into the Victorian economy over coming years.

Victoria Minister for Tourism & Major Events Louise Asher added that 14 association business events had been secured by Melbourne for the first quarter of 2012/13, which alone are expected to generate \$27m.



Hello Tomorrow

Senior Secretary / Sales Support Melbourne

Tomorrow, you could be helping to create the future of air travel. Emirates is seeking a dynamic, dedicated and motivated professional to assist the Regional Manager in the Melbourne Town Office.

The successful candidate must be able to:

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- Liaise with retail chain marketing / sales teams in producing local / national sales incentives.

Interested applicants should have:

- Minimum 1 year previous secretarial / administrative experience.
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- Ability to handle a variety of tasks simultaneously and often under pressure.
- Good knowledge of airfares and ticketing.
- Familiar with GDS systems.

For further details, and on-line application process, please visit our web site www.emiratesgroupcareers.com. Ref No. SS&AS/CJ/22902

Please note: Telephone and postal applications will not be entertained. Applications close Sunday 4 November 2012.

Only candidates that meet the minimum requirements will be considered and contacted.

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HAWAII TOURISM
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GOLDLEAF service on the Rocky Mountaineer, float plane rides, zip lining and helicopter trips were highlights of a recent Canada APT agent famil experience.

The group gathered above on Athabasca Glacier to be **pictured** in this group shot, with the back row consisting of Ashley Heald of HWT Mount Gambier; Annika Luscombe, FC Mooloolaba and Elitza Hyduke from APT.

Second back row: Michelle McInerney, FC Plaza Food Court; Linda Conacher, APT; Nicole

Bourke, FC Darwin Central; Alison Simpson, FC Cottesloe; Monique Dewhurst, FC Balwyn; Ben Walters, Cruiseabout Mitcham; Mel Borg, HWT Cranbourne; Mandi Cole, APT; Melissa Perera, APT; Ellen Eastwood, Cruiseabout Mt Gravatt; Fiona Borg, FC Sunshine Marketplace; Daniel Wilson, FC Albany Creek; Jessica Shelton-Agar, APT UK; Kylee Lynn, FC Gateways; Kymberley Cook, HWT Lower Templestowe; Sharron Hungerford, Travelscene Caloundra; Antonella Stabile, TravelExperience.com and Stan McKeon, APT.

Middle row: Carol Mallett, Brighton Travelworld; Sandra Cahill, APT; Lindy Dalton, Travelscene Belrose; Dean Jones, FC Mt Ommaney; Kim Taylor, HWT Rosebud; Tanya Ilkin, FC Kirribilli and Sarah Griggs, Brandons Travel.

Front row: Alisha Dopfer, APT; Ben Van Der Veer, Cruiseabout Hobart; Kara Edwards, HWT Rutherford and Teresa Petrocco, Travelscene Baulkham Hills.

PAL Oz boost in effect

PHILIPPINE Airlines yesterday began increased services between its Manila hub and Australia, with four weekly Sydney and three to Melbourne now operational.

MEANWHILE, PAL timed the service increase to coincide with a visit late last week to Canberra of a special A330 carrying the Filipino President Benigno S Aquino III on official duties.



TICKET OFFICER - MELBOURNE

A full time temporary position exists in our Melbourne Ticket Office with an immediate start.

The successful candidate will preferably have the following skills and attributes:

- Previous experience with an airline or travel agency at International level
- Fares & Ticketing I and II
- Good knowledge of fares and ticketing procedures
- Strong service attitude and good communications skills
- GDS experience – particularly Amadeus would be highly advantageous
- PC literate with Internet knowledge
- Ability to work under pressure and as part of a team

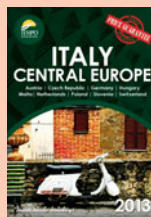
An attractive remuneration package, which includes the starting salary of \$41,620 p.a., will be offered to the right candidate.

Written applications by close of business 06 November 2012 to : Ticket Officer Supervisor, Singapore Airlines, 416-420 Collins Street, Melbourne 3000 or email: mel_agency@singaporeair.com.sg Please note: only short listed applicants will be contacted.



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, itineraries and a PDF of the cover, & contact details to brochures@traveldaily.com.au.



Tempo Holidays - Italy & Central Europe 2013

A variety of new tour options ranging in duration from 4-15 days highlight the new 115-page guide from Tempo, with options canvassing more than 10 European countries. The company has also boosted its FIT options for those liking a bit more flexibility in planning their holiday. Earlybird discounts of up to \$150 are available for 2013 departures when booked before 28 Oct, or \$50 on the 7-day Italian Lakes/Cinque Terre Experience.



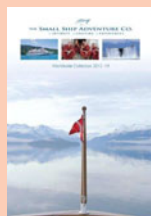
Royal Caribbean International - Worldwide 2013-14

Inside the 2013 RCI guide, readers will find an expanded array of dining and entertainment options amid a host of new itineraries. Enhanced onboard technology and a closer look at the *Voyager of the Seas*, which is back for a second Australasian season in 2013. Perhaps the most exciting innovation relates to new kids activities, incl the world's most famous doll, Barbie, joining the Adventure Ocean Youth Program on all ships from 2013.



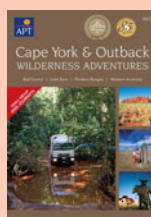
Bunnik Tours - Trans Siberian

Comprising a six-page foldout, the guide to the scenic region crossing China and Russia is detailed, with two itineraries between Moscow and Beijing, one in each direction on offer. Both of the all-inclusive journeys run for 18 days and include travel on an entirely private train, as well as travel by luxury coach and boat, and opportunities for long photo stops and private picnics in scenic locations. Three departures between Moscow and Beijing are scheduled for 2013, with six set to run in the reverse direction.



The Small Ship Adventure Company - 2012-14

Offering comprehensive detail on 20 luxury small-ship cruise itineraries across six continents, Alaska and Scandinavia, the new 2012-14 guide offers sailings tailored to suit singles, couples, families and private charters. Itineraries featured include those of American Safari Cruises, InnerSea Discoveries and Zegrahm Expeditions, and boast a unique and more personalised style of journey, visiting smaller bays, inlets and coves often inaccessible by the big superliner vessels.



APT - Cape York and Outback - 2013

Get your hands dirty by day (if you wish to) and relax in stately luxury by night on small group journeys into the rugged Aussie outback & Top End, all lovingly detailed in the new guide from APT. Featuring itineraries ranging from 6 to 22 days in duration, the guide covers the Kimberley region, Birdsville, the Pilbara, Flinders Ranges, Lake Eyre, the Kimberleys and many more across the program. All tours are conducted in custom designed 4WD vehicles, and special earlybird discounts of up to \$1500 are available on selected trips if booked by 31 Dec.



Russian Cruises - 2013

Three, four and five-star cruising options are covered in comprehensive detail in the new guide from Russian Travel Centre and Eastern Europe Travel. Tourist class and Superior Tourist Class vessels are used on a variety of Good Value Cruise offerings throughout Russia and Ukraine, while high-end tailored cruising is available aboard the M/S VolgaDream. Catering to a maximum of 100 guests with 60 crew, assistance - as you need it - is never far away. All guests also enjoy 5-star accom in Moscow & St Petersburg, a unique feature for Russian cruising programs.

Low-cost for Russia

RUSSIAN carrier Aeroflot has indicated plans for a low-cost offshoot to be set up, according to comments made by SU ceo Vitaly Savelyev last weekend.

CT serves up BA/Orient luxury



BRITISH Airways recently hosted this group of CT Partner agents to a luxury incentive trip to London and Barcelona.

During the months of Jul and Aug, CT Partner member agents that issued British Airways tickets

to London entered themselves into a draw to win places on the luxury European journey.

The winning agents were flown to the UK and to the Spanish city of Barcelona in BA's Premium Cabins, staying at swanky Mandarin Oriental properties in both cities.

Pictured above enjoying lunch at the Mandarin Oriental in London's Hyde Park, moving from left around the table is Lauren Awerbuch, Bay Travel; Rita Anastasa, Executive Edge Travel; Alan Waite, British Airways; Vicky Woolnough, Egencia; Ryan Potts, Travel Edge; Paul Felsch, TravelManagers; Kersten Remy, Mandarin Oriental Hyde Park; Kelli Hampstead, Travel Beyond; Natalie Cooper, MP Travel and Rachel Holman from Mandarin Oriental Hyde Park.

Quarter off Star sails

DISCOUNTS of up to 25% are available on two of Star Clippers inaugural Cuba voyages, operated on its *Star Flyer* tall ship.

Seven-night departures from Cienfuegos on 16 and 23 Feb start from \$2,232pts.

Hamilton seeking int'l

NEW Zealand's Hamilton Airport is reportedly in discussions with another carrier to operate int'l services following Virgin Australia's cessation of flights last weekend.

Cancelled three years after Air NZ pulled the plug on int'l flights from the port in 2009, Virgin cited "plunging passenger numbers" as the reason for ending the service.

Hamilton Airport chairman John Birch said: "What we are doing right now is talking to some low-cost operators, making sure they are aware we are there and we want to deal with them".

New easyJet routes

BRITISH low-cost carrier easyJet has announced it will next year fly to Marrakech, Morocco; Sofia, Bulgaria & Sharm el Sheikh, Egypt from London's Stansted Airport as part of its 2013 route launches.

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 National Tourist Office



T'port calls fair game

TRAVELPORT has urged IATA to maintain fair standards across all participants in the travel supply chain in its proposed New Distribution Capability concept.

The GDS called for open dialogue to be maintained in the evaluation process, and for IATA to address existing concerns as it proceeds.

Rock in Philadelphia

HARD Rock International is diversifying its hotel management interests, signing an agreement with Tower Entertainment to manage a non-Hard Rock branded casino hotel in Philadelphia.

The new development will be named The Provence, however no opening date has been set as the owner is still seeking finance to construct the property.

US boom for Boeing

AIRCRAFT manufacturer Boeing is expecting American carriers to take delivery of over 7,000 new aircraft by the year 2031, worth over \$820b, the company says.

Narrow-body aircraft will form 69% of orders taken, Boeing said.



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

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

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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DAILY



CONTINUE MOVING YOUR EXECUTIVE CAREER FORWARD WITH AA.

JOIN THE LARGEST RECRUITMENT TEAM 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!

BRING YOUR E-COMM SKILLS TO A GLOBAL CO. E-COMMERCE SUPPORT SPECIALIST SYDNEY – EXCELLENT SALARY PACKAGE

Join a successful company with a strong global presence and watch your career soar. Here you will be responsible for the continued service of pre and post sales support for E-Commerce customers. You will have the ability to manage multiple stakeholder relationships, work closely with the sales team and be an expert on the product. Experience with IT Infrastructure, CRS and Online (OBT's) additions required here.

DYNAMITE SALES ROLE

BUSINESS DEVELOPMENT EXECUTIVE MELBOURNE– TOP SALARY PKG ON OFFER

This is your chance to really shine. We're on the lookout for a sales dynamite who can drive business and loves that thrill of the chase. In this role you will be covering the Southern Region responsible for sales across VIC, SA & WA. You will need to show a strong understanding of the travel industry market with key connections already established in the retail travel market. Own Vehicle required. Travel interstate required at times.

LIVE THE LIFE IN HONG KONG

REGIONAL OPERATIONS MANAGER –ASIA HONG KONG – EXCELLENT SALARY PACKAGE

This rare opportunity with a Global travel provider will see you working on high profile accounts. Your role will be to ensure service consistency, continuous improvement and driving operational projects. You will be a senior operations manager with exceptional people management skills and the ability to question current practices to seek improvement. A great salary with a relocation package is on offer.

THIS NATIONAL ROLE COULD BE YOURS

NATIONAL SALES MANAGER SYDNEY –EXCELLENT SALARY PACKAGE

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

THE CREAM OF ACCOUNT MANAGEMENT

CORPORATE ACCOUNT MANAGERS X 2 SYDNEY – SALARY PACKAGE TO \$85k + INCENTIVE

Make a real impact on client activity and generate the best relationships possible with your client portfolio. Our client is looking for 2 experienced and dedicated account managers who knows the ropes. With your strong communication skills and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression to retain clients for the future.

A PRODUCT YOU'LL BE PROUD TO REPRESENT

INDUSTRY SALES EXECUTIVE (contract) BRISBANE – SALARY PACKAGE TO \$70

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

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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MANAGING DIRECTOR
Ph: 02 9231 1299

Anna Veitch
NSW & ACT
Ph: 02 9231 2825

Kathryn Hebenton
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



Finding talent within the Australian Travel Industry

Travel Branch Manager

Brisbane - \$Competitive + Uncapped OTE - Ref 2555A

Are you a senior travel consultant looking for a new challenge? This is a great opportunity for a travel sales guru to take the next step into management and help lead this agency into its continued success within the Brisbane travel market. An uncapped commission structure is on offer and the chance to develop you supervisory skills and take a hands on role in this agency's already fantastic progression. Mon - Fri hours, with a great team environment.

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

Sales, Marketing & Product Coordinator

Sydney - \$45-50K + Super - Ref LYB273

Are you a thinker, a problem solver...a modern day Aristotle or Newton? Like to work for a large, well known wholesaler and be rewarded for your hard work? Do you have a strong analytical mind and enjoy problem solving and organising? This is your opportunity to work with a leading name in the business as a Sales, Marketing and Projects Co-Ordinator. Must have travel industry experience and be able to liaise with high end clientele. Fantastic salary package available!

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

Branch Travel Manager

Sydney - \$DOE + Super + Bonus - Ref 1026-NCR

A fantastic opportunity to work for a leading independent high end agency. This organisation has an amazing reputation and is looking for a manager with a proven past record of achieving targets set as well as motivating staff and keeping the whole office running smoothly. This would be a Monday to Friday role, offering a fantastic salary as well as benefits and bonuses - you would be well supported and would have a passion for the travel industry with a proven track record.

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

Product Manager

Adelaide - \$50-60K - Ref 303

Are you a product expert with a few years travel industry background? Do you have a passion for Australia and its beautiful destinations as well as cruising and international products? This expanding and currently growing travel company located in Adelaide is looking for a team member for their Product & Marketing team. The successful candidate will get an above average salary, industry perks and an opportunity to progress within this reputable company.

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

Senior Corporate Travel Consultant

Brisbane - \$50-60K + Super - Ref 2791A

I am looking for a highly experienced senior corporate travel professional to join a leader in Travel Management. Move to a TMC where you hard work is financially rewarded and career progression encouraged. This is a fantastic opportunity to step away from repetitive reservations and to move into an exciting and diverse position. This is also a chance to work with a stable, secure and growing corporate company who offer great earning potential and structured training.

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

Team Leader Asia Specialist

Sydney - \$58k + Super + Incentives - Ref LYB299

Seeking a Team Leader to join a tight knit friendly team selling all the wonders that Asia has to offer! This wholesaler need an Asia Specialist to lead a team from the front, you will be adept at juggling your own work whilst mentoring a team! A chance to sell what you love and be rewarded for it, with the chance for growth within this expanding company! A lover of all things Eastern, keen to use this to sell and mentor a lovely team of likeminded folks, this is the role for you!

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

Cruise & Travel Consultant

S.E. Melbourne - \$45K + Super + Comm - Ref 289

Are you a travel expert with outstanding customer service skills? If you have used a CRS system and have excellent worldwide and cruise knowledge, I want to hear from you today! This Global Travel Company located in the South East is looking to expand their small and dynamic team. You will work to team targets and take incoming calls. As a successful candidate you will get the industry perks and an opportunity to progress within this reputable company.

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

Senior Travel Consultant

Adelaide - \$Excellent -REF 297

Travel Agents in Adelaide, now is the time to progress your career! Are you a Travel Agent with at least a few years' experience in retail and/or wholesale? Have you worked with Sabre, Galileo or Amadeus? Are you a good communicator and strong in customer service? Then we have an opening for you in central Adelaide and also south of Adelaide at Senior Travel Consultant level! Great basic salaries available, additional benefits, incentives too with leading travel companies!

For more information, please call Joana 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)**

