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## FRENCH TRAVEL WORKSHOPS

Sydney: Tues, 11th Sept. 2012. Sofitel Wentworth 4-7 pm

Melbourne: Wed, 12th Sept. 2012. Sofitel Melbourne 4-7 pm

Perth: Fri, 14th Sept. 2012. Novotel Perth 10am-1pm

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# Travel Daily

First with the news

Monday 10th September 2012

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## Jetstar Pan Asia ultimatum

THE creation of future Jetstar ventures in Asia will be dogged if the proposed Qantas/Jetstar Joint Venture Coordination Agreement is knocked back, the carriers have told the competition regulator.

The planned pact covers a range of business aspects including scheduling, pricing and marketing between Qantas, Jetstar & Jetstar subsidiaries & their local partners.

In a new submission to the ACCC the applicants said if the conduct was denied each participant would need to operate solo.

Lawyers for Qantas and Jetstar

claim a refusal would prevent the parties achieving "significant cost savings and economic efficiencies and generating the substantial & real public benefits that would be otherwise result from the Proposed Conduct."

"Further, the Applicants would cease to invest in the Jetstar Pan-Asian Strategy including the establishment of Future Jetstar Joint Ventures such that an integrated Jetstar network would not exist," lawyers Johnson, Winter & Slattery argued for the airlines.

MEANWHILE, QF/JQ said their proposed JVCA has resulted in rival LCCs signalling an expansion of ops in Asia and Australia since lodging their submission in Jun, citing planned new routes and frequencies to Australian hubs by AirAsia X, Scoot and SilkAir.

## Amadeus into China

AMADEUS has announced its entry into the Chinese market, following new regulations which will allow foreign carriers to use GDS to distribute their fares to agents in China from 01 Oct.

Amadeus has appointed Bart Tompkins as md of its new China operation, with the IT firm saying the move will "enable a new technology infrastructure that will allow for a more dynamic travel booking market" in China.

### Today's issue of TD

Travel Daily today has nine pages of news, a front full page promoting the **French Travel Workshops** plus full pages:

- AA Appointments
- Travel Trade Recruitment

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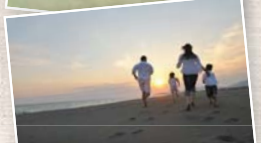
## New Asia/India guide

ADVENTURE World has today launched its 2013 Asia and India brochure, with the new guide boasting a brand new look.

The program covers product in India, Vietnam, Cambodia, Laos, China, Thailand, Malaysia, Borneo, Nepal, Bhutan, Sri Lanka, The Maldives and Indonesia.

More details on the new Adventure World guide, as well as all of the latest brochures released on **page seven** of today's TD.

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New Caledonia

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## Wet'n'Wild Sydney construction underway

**VILLAGE** Roadshow last weekend began construction of the \$115m Wet'n'Wild Sydney water park (TD 13 Sep '10) in the city's west.

The project will feature 42 slides & rides including wave pools & the world's tallest Double SkyCoaster.

It expects to open in Dec 2013 and is predicted to lure around 900,000 visitors annually.

"Almost 20% of those will come from overseas and interstate, and that's great news for hotels, that's great news for restaurants, for those people who run businesses in and around western Sydney," NSW Premier Barry O'Farrell said.

Wet'n'Wild Sydney is being built not far from the site of the defunct Australia's Wonderland theme park at Prospect, and will create jobs for some 300 workers.

## Webjet \$30 voucher

**ONLINE** travel agent Webjet is offering a \$30 credit for hotel bookings of \$200 or more made on Webjet Hotels up until 13 Sep.

To validate the deal, use the coupon code 'September' on the payment page.

## Qantas meal pre-selection

**QANTAS** has announced a pilot scheme which will allow International Business customers to pre-select their meals.

Dubbed 'Select on Q-Eat' the system sends an email to customers travelling in Business three days before departure, inviting them to choose their supper from a special website at [selectonq.qantas.com](http://selectonq.qantas.com).

It offers choices from the current inflight menu, as well as a selection of additional dishes exclusively available online.

Effective immediately, the service is being trialled on flights from Los Angeles to Sydney, Brisbane or Melbourne on flights QF12, QF16, QF94 and QF108.

Customers can make their choice up to 24 hours before they fly.

"Select on Q-Eat' is the first of a number of enhancements we are making to provide our International Business travellers with greater choice and control and the highest levels of comfort and luxury," the airline said.

It's separate from the special meal options for dietary requirements, and requests are

cancelled if travellers change their flight or departure date.

Qantas said that depending on the success of Select on Q the service maybe extended to other flights in the future, or withdrawn without notice.

The trial is separate to a range of other innovations planned as part of the proposed alliance between Qantas and Emirates, which will see harmonisation of frequent flyer schemes and a number of product offerings including chauffeur drive (TD Fri).

From Apr 2013, Qantas will offer complimentary limousine transfers to passengers in First and Business class on flights longer than 12 hours.

Qantas chauffeur drive will also be available for those transferring to an eligible international flight via domestic services from Perth, Adelaide, Brisbane, Hobart, Canberra, Sydney or Melbourne as well as Auckland, Christchurch and Wellington.

Eligible long-haul destinations include flights to London, Dubai, Los Angeles, Dallas, New York, Santiago and Johannesburg.



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## Tourism shift in the Territory

**NORTHERN** Territory's new Mills Government has announced the formation of a new Tourism Commission to align its strategic direction and policy guidance.

Newly sworn-in State Tourism Minister Matt Conlan declared the new body will focus on the revitalisation of tourism to the Red Centre & Territory as a whole.

One of the ways this will be done will be through expertise sourced from senior industry figures, with the first appointment to the Commission being Airlorth ceo Michael Bridge.

"Mr Bridge has a deep understanding of local issues and I am confident he will maximise the Territory's economic and tourism potential," Conlon said.

Former Tourism Top End general manager Tony Clementson has also been named on the new Commission in the role of Ministerial Tourism Advisor.

**MEANWHILE**, Conlon has named Alice Springs as the new home of Tourism NT as part of a plan to make the Red Centre the industry's hub for the state.

The Minister said the move will

help to revitalise regional and remote tourism.

"Central Australia is a famous international tourism destination and boasts a 365 day a year tourism industry," Conlon added.

While elements of the Tourism NT department will remain in Darwin, Minister Conlon said the "Red Centre is also home to some of the Territory's most popular tourist attractions like Uluru, and relocating Tourism NT to Alice Springs will help to increase the dwindling tourist numbers we have seen over the last decade".

### Ridgway winds down

**LONG** serving Virgin Atlantic chief executive Steve Ridgway has announced his retirement from the airline, to take effect at some point in the first half of next year.

Ridgway has worked for VS for 23 years, joining in 1989, serving as chief executive since 2001 and will personally conduct the search for his successor.

"My time with Virgin Atlantic has been nothing short of an adventure," Ridgway said.

### Early bookers save \$\$

**A SURVEY** of 11,500 Australians, conducted last month by online travel portal travel.com.au has found Earlybird booking seasons and associated discounts remain of high interest to travellers.

More than two in five Aussies plan trips to the UK and Europe at least two months in advance, with one in five booking six months or more ahead of time.

Last minute bookings, or those departing in the same month, were done by only 6% of those surveyed.

Earlybird discounted airfares and tours remain a popular incentive for bookings to be made, with 60% of respondents saying price was a major factor.

Travel.com.au general manager Renee Welsh said consumers tend to plan holidays far in advance due to leading such busy everyday lives.

"The busier we are, the more we need to plan – particularly when it comes to holidays [and] for the majority of Australians, travel requires forward planning such as taking time off work and if you're a parent, factoring in school holidays," Welsh said.



## Window Seat

**IRISH** low-cost carrier Ryanair has been ordered to have a plane fumigated after passengers complained about insect bites.

Doctors diagnosed ticks after examining two travellers on a flight from Billund, Denmark to Ciampino, Italy, and airport staff called in the pest controllers.

"As the source of these alleged insect bites was unknown, Ryanair was happy to disinfect the aircraft overnight before returning it to service," the airline said.

**THE** latest attraction in the US city of Philadelphia is a museum devoted to pizza.

Dubbed "Pizza Brain," it's also a restaurant and ice-cream shop so people can fill up while they enjoy seeing over 1000 pizza-related toys and knick knacks.

The owner is 27-year-old Brian Dwyer, who is "so into pizza that he has a tattoo on his back of himself holding a slice and saying 'Totally Saucesome'," according to *USA Today*.

Surprising Moments

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# Insight goes everywhere, man

THE launch of the Insight Vacations 2013 Europe & Britain program sees the tour operator running trips in 42 of the 46 independent states across Europe.

At an event on Fri the new brochure was debuted by global md John Boulding (pictured right), who also introduced Insight's new Australian chief Joost Timmer (left).

Boulding told **TD** the program "delivers better than ever before," continuing Insight's commitment to top quality hotels, great guest experiences and additional flourishes.

The Iberian peninsula is a key focus for expansion following strong performance of the northern Spain itinerary last year, and Insight has added a nine-day Highlights of Portugal for 2013.

There are more than 100 itineraries, including eight new tours and extensions, with three new luxury Gold trips - the *Gaelic Treasures* in Ireland, *Celtic Legends* in Scotland and the



appropriately named *Spanish Gold*.

2013 has also seen the Insight 'Select' program renamed as 'City Breaks,' while sharp-eyed agents will also spot a major innovation on the brochure - the travellers pictured are looking at, rather than away from, the reader.

Boulding said that the London Olympics had impacted Insight's performance this year which was "essentially flat," but now that the games are over significant demand is emerging for 2013.

The company's winter 2012/13 business is up 10%, with bookings continuing to come in particularly as customers capitalise on cheap airfares to Europe.

"The business is there," he said.

## Travel Daily First with the news

Monday 10th Sep 2012

### InPlace site launch

**TRAVEL** recruiter inPlace Recruitment has today debuted a new website, which includes deep integration with social networks and easy navigation to help job seekers quickly narrow in on suitable vacancies.

Managing director Sandra Chiles said the firm had drawn on its many years of experience to create a site totally focused on the travel and tourism industry.

As well as being featured on [www.inplacerecruitment.com.au](http://www.inplacerecruitment.com.au) all jobs are streamed through to Facebook, Twitter and LinkedIn.

### QLD cash in from ADR

**INDONESIAN** vehicle parts manufacturer ADR Group will send 300 staff and clients to QLD as part of incentive rewards achieved through winning Tourism Queensland's *Million Dollar Memo* promo (**TD** 01 Sep).

The company has produced brochures and flyers for its global network promoting the state and encouraging them to incentivise staff with trips to Queensland.

**AFL** Finals - Wk1

CONGRATULATIONS

**Brenden Young**  
from *Virgin Australia*

Brenden is currently ranked #1 in *Travel Daily's* AFL industry footy tipping competition, with an impressive score of 325. He is closely followed by John Auld, from *Hastwell Travel & Cruise*, with a score of 321.

### Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai, courtesy of **Emirates** and **Holiday Inn**



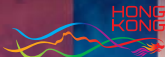
**2nd Prize:** 5-night holiday to Vanuatu, courtesy of **Air Vanuatu** & **Iririki Island Resort & Spa**



### A&K Arctic sailing

**A&K** Australia will offer its first sailing into the Arctic aboard *MV Le Boreal* from 16-30 Jul 2013, priced from USD\$11,995ppts.

HONG KONG TOURISM BOARD



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Sample the flavour of Asia's world city, where a new culinary experience lies around every corner.



## An Antarctic "Epic"

**VETERAN** Antarctic explorer Tim Jarvis will lead a special recreation journey following in the footsteps of British explorer Sir Ernest Shackleton's 1916 polar voyage, with ten places being made available for Aussies.

The 56-day, 800-nautical mile voyage will depart Punta Arenas, Chile on 03 Jan next year, and will return to Rio De Janeiro late Feb.

Places on the journey are being sold by Intrepid, with more info at [www.shackletonpic.com](http://www.shackletonpic.com) or by phoning 1300 797 010.



## 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](mailto:advertising@traveldaily.com.au)

## McLaren T-QUAL fund

**FEDERAL** Tourism Minister Martin Ferguson has opened The Stables Wine Immersion Centre in South Australia's McLaren Vale, a result of a \$60,000 T-QUAL grant.

"The Stables Wine Immersion Centre is an excellent example of a great Australian food and wine experience for which the beautiful McLaren Vale region in South Australia is renowned," Minister Ferguson said.

Visitors to the centre can partake in a personalised wine-tasting process, with multimedia displays, a structured tasting program and a wine-blending feature allowing visitors to take home a bottle they have blended and labelled themselves.

"To remain competitive, Australia needs to provide our visitors with world-class products and experiences that they cannot get elsewhere," Ferguson added.

## United to cut capacity

**HIGHER** fuel prices & a slowing economy have forced United Airlines to cut its flying capacity from Sep until the end of the year.

UA cfo John Rainey told an investors conference in New York that the carrier will cut available seats by 2-3%, for the final five months of the year, up from its initial expectation of a 1-2% cut.

## Campus gets best in the west



**BEST** Western last week hosted agents from Sydney's Campus Travel, specialists in travel for the tertiary education and research sectors, at the Best Western Plus Hotel Stellar.

The evening followed the recent opening of the first Best Western Premier branded property in the Melbourne suburb of Kew (**TD 14 Jun**), its 195th property in Australia, and gave the agents from Campus Travel an opportunity to learn more about the brand's plans for the future.

Closer to home, the catchup provided updates on the Best Western Plus and Premier brand hotels already open in Sydney as

well as regional properties.

**Pictured** above in the back row is general manager of the Best Western Plus Hotel Stellar Daniel Rosso, Tim Hunt, Liam Elliot, Jodi Walton, Belinda Lorusso and Jon Stevenson.

Front row: Touli Togrou, Jane Perrett, Sarah Tan, Sonia Jennings, Lorraine Donnan and Rohan Dhowan from Best Western.

## Hong Kong winner

**CONGRATULATIONS** to Tracey Taber from Flight Centre who was Fri's winner in our Hong Kong Tourism Board mini competition, winning a Kylie Kwong cookbook.

# From Melbourne to mingling at 40,000 feet

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## AY seamless accom

**FINNAIR** has signed a one-year deal with hotel & accommodation reservation service provider Booking.com, enabling seamless flight and accom reservations.

## QF credit downgrade

**CREDIT** rating agency Standard and Poor's has taken action on Qantas' poor financial result in its international operations, cutting the carrier's investment grade to Triple B Minus.

It is the second cut the carrier has suffered this year, following a rating downgrade by Moody's to Baa3/stable (**TD** 01 Feb).

Despite the cut, Qantas remains one of only two airlines regarded as "investment grade", with the other being Southwest Airlines.

## Hooroo says hello to site award

**LAST** week's TravelTech conference in Sydney (**TD** Fri) saw innovation in the Australian travel industry honoured with the annual Amadeus TravelTech Web Awards which named the country's top ten websites.

A number of new entrants made the grade for the first time, with Qantas-owned startup Hooroo.com coming out on top just months after being launched.

Established sites such as Contiki.com, Ski.com.au and Jetstar.com held on to their spots in the Top Ten, joined this time around by other newcomers Rome2Rio.com and FlightFox.com.

Other top ranked sites included cleancruising.com.au, godo.com.au, worldnomads.com and car rental site vroomvroomvroom.com.au.

Hooroo chief information officer John Sullivan, who's **pictured** above accepting the award from Sari Vahakoski of Amadeus, gave



a fascinating presentation about the company, including the choice of its development platform centred around the newest, most innovative technology so that he could attract the best developers.

Sullivan also detailed the cloud-based hosting of Hooroo which utilises Amazon servers around the globe, costing around \$10,000 per month - much less than if the company had invested in its own IT infrastructure.

## King seeks expansion

**JULIE** King and Associates, which represents the Dubai Department of Tourism and Commerce Marketing in Australasia, has outlined plans to expand its destination marketing operation into areas including tourism research, hospitality, consulting, training and mystery shopping.

The move comes hot on the heels of the organisation becoming part of the GlobalCom PR Network (**TD** 21 Aug).

King has taken the first steps in her expansion plans, forming an alliance with Storm Training in the UK, and told **Travel Daily** she hopes to add clients in Africa, Europe and Asia to her portfolio in the coming year.

## WIN A 3G KINDLE TOUCH!

This week Travel Daily, courtesy of **Smartraveller**, is giving one lucky reader the chance to win a 3G Kindle Touch e-reader leading into the holiday season.



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## LH staff back to work

**LUFTHANSA** cabin crews have resumed work after ending strike action which saw thousands of passengers stranded at numerous ports across the LH network.

The carrier cancelled as many as 900 services during the one-day work stoppage by striking crews.

## QF to pilot Boeing Performance App

**BOEING** has announced that Qantas will serve as the launch customer for its new Onboard Performance Tool for iPad.

The app aims to give pilots information on ideal speeds and engine settings for any type of aircraft, on any runway and in any weather condition, and is being developed by Boeing to deliver gains in fuel efficiency, operational range and payload.

It works both as standalone use or as a backup to existing Class 2 or 3 Electronic Flight Bag applications currently in use.

Qantas will deploy the tool on iPad across 130 of its Boeing aircraft in Q4 of this year, and follows extensive rollout of iPads across its operation both as a way of simplifying communication and reporting for pilots, but also from a consumer standpoint in the form of inflight entertainment.

"The Boeing mobile OPT is very

## IHG for Indonesia

**INDONESIA** will be home to five InterContinental Hotels Group brands over the next few years, the company has announced.

IHG vice president of operations for Southeast Asia, Alan Watts said the upcoming expansion will see InterContinental, Holiday Inn, Hotel Indigo, Holiday Inn Express and Crowne Plaza all in operation.

The rollout will commence in 2013 with the opening of the Holiday Inn Jakarta Kemayoran, while the brand will increase its Bali presence with two Holiday Inns opening over the next 2 years.

well aligned with our flight deck mobile strategy," Qantas head of flight technical Captain David Oliver said.

"We especially appreciate the OPT's remarkable flexibility, which allows us to define unique policies and configurations to suit our needs".

The app is proving to be popular, with more than 80 airlines having requested quotes or more information on the program and its use on the iPad.

Boeing has said it is continuing to evaluate uses for both existing and new applications via mobile and tablet devices.

## Luxperience debuts

**THE** first ever Luxperience trade show has opened at Sydney's Overseas Passenger Terminal this morning, running from 10am to 5pm daily until Wed 12 Sep.



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## Brochures of the Week

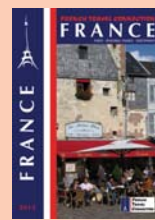
**WELCOME** to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Trafalgar - Europe and Britain 2013

More than 104 guided holiday options make the new Europe and Britain release from Trafalgar one of its biggest programs ever. Spread across a mammoth 256 pages, the guide continues on the innovative trail the company has become famous for, introducing new concepts and offering details on Trafalgar exclusives.

New tours for 2013 include a 9-day Corsica & Sardinia, with some tours discounted by up to 13% on 2012 offerings, as well as a revamped Early Payment Discount program available on all departures.



### French Travel Connection - France 2013

Bigger than ever is the new guide to France from FTC, with 108 pages full of detail on a new small group tour product range and pages on high-end luxury itineraries. Laid out in a new format, the brochure is divided up into three easy-to-read sections on Paris, Regional France and French Waterways, which for the first time, occupy their own 45-page section.



### Peregrine - Asia, with India and Nepal 2013/14

The new guide to Asia, Nepal and the subcontinent of India also includes the Himalayas, China and Japan, and has been changed this year based on agent feedback, with a new easy-to-navigate reading format. All of the top selling tours return for 2013, while new itineraries in Vietnam, Cambodia, India, Sri Lanka and Burma also feature. Korea is another new destination,

with a cultural tour in South Korea featuring alongside an "off the beaten track" itinerary in the mysterious North Korea.



### Norfolk Island - 360° of Wonder

For a small island, the new brochure from Norfolk Island Tourism, soon to unveil a new branding sales campaign, showcases the highlights available in the destination in extraordinary detail in 13 categories. Air New Zealand offers flights to the island from Sydney, Brisbane & Auckland with further domestic connections in Australia through alliance partner Virgin Australia.



### Discover the World Cruising - Norway & Scandinavia

Following the success of the inaugural Discover Norway brochure last year, the second edition has been built on and improved, under a new look branding, with the company partnering with Hurtigruten. New for 2013 are a range of new voyages beyond Norway and along Europe's west coast, as well as journeys into the British Isles, Trans-Atlantic crossings and Arctic adventures.

THERE'S NOTHING LIKE AUSTRALIA



Tourism Australia is seeking organisations or sole traders to be appointed to a Panel of Contractors to support the coordination of Tourism Australia's Media and Opinion Leader Hosting programs.

Panel members will be appointed on a case-by-case basis to coordinate, and at times, escort visits for international media and opinion leaders.

To apply for the panel write to [mediahosting@tourism.australia.com](mailto:mediahosting@tourism.australia.com). Applications close Monday, 1 October 2012.



## Register for EK promo

**AGENTS** can now register for the new Emirates incentive (**TD Fri**) which will offer ten lucky winners an exclusive experience at the carrier's Melbourne Cup marquee, which this year will have an Irish theme.

The prize includes flights to Melbourne and a stay at the Hilton on the Park, along with chauffeur transfers to Flemington and a chance to meet celebrities including Mischa Barton.

See [emiratesincentive.com](http://emiratesincentive.com).

## MCVB Asia mega fam

**MELBOURNE** Convention + Visitors Bureau & Tourism Victoria will host 70 Asian buyers from eight countries on a four-night fam to Melbourne, commencing on Wed.

## Air India 787 routes

**AIR** India took delivery of its first 787 *Dreamliner* aircraft last weekend (**TD Fri**), with the carbon-composite jet initially to be used on short haul int'l sectors over the next two months.

India's *The Hindu* reports AI will operate the 787 on routes from Delhi to Dubai, Kolkata, Bangalore and Amritsar first, then induct the *Dreamliner* on long-haul routes such as Melbourne and Sydney by Dec of this year.

## MU set for big growth

**CHINA** Eastern Airlines has detailed plans to boost capacity and increase int'l services in the second half of 2012 following a 19% increase to its outbound pax numbers so far this year.

The carrier will receive 21 new planes in the second half of the year, including narrow-body Airbus A320's, twin-aisle A330's and Boeing 737's and will launch new destinations including Cairns, touching down in the northern Queensland city later this month.

## Cruisescene's own expo

**SYDNEY** agency Cruisescene welcomed clients on Sat afternoon to its very own cruise expo, which featured a range of cruise line participants such as Complete Cruise Solution, Viking River Cruises, Azamara Club Cruises, Travel The World



and Discover the World Marketing.

The Cruisescene/Donna Barlow Travel team were kept busy taking bookings, with the promotion part of the International Cruise Council Australasia's National Cruise Week.

It was a big weekend for cruise

industry representatives, many of whom also participated in the Flight Centre Cruise Expo on Sun.

**Pictured** above at the Cruisescene offices are Yvette Bortolussi, Donna Meads-Barlow and Stephanie O'Keil.

## Tiger TV triumph?

**THERE'S** no such thing as bad publicity?

Viewers of last night's channel 7 *Airways* program might disagree, with the new series once again highlighting disgruntled travellers on Tiger Airways domestic flights.

It was good TV though, with the 30 minute show mainly focusing on the frustrations of pax on a cancelled flight from Melbourne to Sydney.

## APT Vietnam brox

**APT** has launched its 2013/14 Vietnam, Cambodia, Laos & Thailand brochure featuring 18 trips including Mekong cruises.

## Endeavour last flight

**NASA** has confirmed the final ferry flights of the space shuttle Endeavour from Kennedy Space Center in Florida to its new home on the US West Coast.

Mounted atop a modified 747 Shuttle Carrier Aircraft, Endeavour will perform low level flyovers at points on its transcontinental journey including the Kennedy Space Center Visitor Complex and NASA facilities in Houston and Galveston in Texas on 17 Sep.

Other flyover destinations are San Francisco, Sacramento and Los Angeles, on 20 Sep.

Endeavour's ownership will be transferred to the California Science Center in Los Angeles under a deal struck last year.

## Regional Sales Manager - New South Wales



**STA Travel is a global leader in youth & adventure travel experiences and our team members embrace this attitude in every way.**

We are looking for an inspirational, commercial & results oriented team player with a proven track record of success to become our Regional Sales Manager for New South Wales.

As well as the day to day running of your region, the role also entails working closely with our other NSW Regional Sales Manager and the Regional Development Manager in the shaping of the two regions and to drive the business to greater heights. We're not looking for an average leader, we are seeking a results oriented individual who will drive sales numbers whilst having the passion to develop their team through a great mix of people skills.

**To be considered for this role, you have:**

- Proven results in a comparable role within the Retail Travel industry
- Solid experience in managing staff
- Proven ability to work collaboratively with a team to drive revenue growth with new and existing customers
- The ability to build relationships with key internal stakeholders & external partners;
- Strong leadership skills. You must be an inspirational leader and your leadership style should reflect the frenetic nature of the travel industry – vibrant, solutions based problem solver & a strong communicator.

**What's in it for you?**

- A competitive salary and incentive structure
- Professional and progressive culture that rewards success
- The opportunity to part of a great team of people
- Future career opportunities with a leading global organisation

If you are a committed, positive and resilient individual with the dedication to achieve great results across a number of KPIs, and believe you are ready for this exciting challenge then don't hesitate - please submit your resume and letter of application detailing why you are perfect for the role by visiting our careers page – [www.statravel.com.au/workforus](http://www.statravel.com.au/workforus)



### CASUAL DATABASE LOADING - CALYPSO

**Do you know someone who is looking for some flexible work?**

**We are currently seeking expressions of interest**

Applicants should have the following attributes:

- Calypso trained (any area) and have used within the last 2-3 years
- Good attention to detail
- Ability to work to timeframe targets
- Not currently working for another business which uses Calypso

Full time or part time.

Would suit parents who are caring for kids, or others who want flexible hours.

Preferably based in our Sydney office – however there is a possibility to work from home.

Please forward your application in confidence to [fiona.mclaren@au.pinpoint.biz](mailto:fiona.mclaren@au.pinpoint.biz) ASAP, or at the latest by Monday 17 September 2012.

Monday 10th Sep 2012

# Club Med Maldives magic

## Travel Daily

First with the news



IT WAS all play and little work on a recent faml experience for these high-selling Travelscene American Express agents from Queensland, treated to some high-end Maldivian luxury.

The trip was run by Club Med

and in conjunction with Singapore Airlines, who provided return flights to Male.

While at the Club Med Kani Maldives, the group were treated like rock stars, enjoying the all-inclusive service which included meals, open bar, snacks, and all entertainment, land and water sporting activities.

The group also spent time in Singapore, visiting the Club Med Bintan Island for more of the same, as well as checking out the Bintan Island Golf Course.

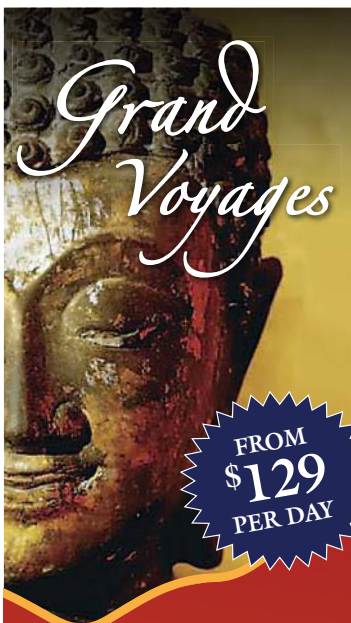
**Pictured** above during another laborious day enjoying the sun and service, from left, is Jodie Weeks, Club Med; Rebecca Rayfield, Pulse Travel; Micarlie White, Mobile Travel Agents; Darren Chapman, Travelscene Burleigh Heads; Benice Parkinson, Globenet Travel; Ann Louise Walker, Port to Port Travel; Fiona Browne, Travelscene on Capri; Jillian Young, Travel About & Ester Steinberg from Singapore Airlines.

More photos of the group are available on **TD's** Facebook page at [www.facebook.com/traveldaily](http://www.facebook.com/traveldaily).

### Morani wing is open

**KENYA'S** Sweetwaters Tented Camp, operated by Serena Hotels, has opened 11 new tents in its new "Morani" wing.

The new tents have been fitted out in the form of five doubles, four twins & two triples, include a swimming pool and are situated on the camp's south-eastern side.



FROM  
**\$129**  
PER DAY

TRADE WINDS  
HOLY LANDS

OCEANS & MONUMENTS

TSARS & EMPIRES

MEDITERRANEAN MARVELS



\*Based on 'Grand Trade Winds' 27 February 2013 Sailing  
TERMS & CONDITIONS APPLY

## WIN a trip for two to South Africa

### Tick South Africa off your Bucket List!

During September, South African Tourism, South African Airways & Travel Daily are giving Travel Consultants the chance to win an incredible 7 day holiday for two.

Including: economy airfares to Johannesburg, 2 nights city stay, 4 nights luxury safari lodge, transfers, tours & breakfast daily.

**PLUS** weekly draws: 2 bottles of South African wine.... Check Travel Daily each week to see if you are the winner!



#### TO ENTER

Tell us in 25 words or less what is on your Bucket List in South Africa!

Get creative and email your response to

>> [satcomp@traveldaily.com.au](mailto:satcomp@traveldaily.com.au)

Register for the South African Tourism Roadshow  
>> [www.etouches.com/SARoadshow](http://www.etouches.com/SARoadshow)

Click here for competition terms and conditions

### BA signs up Amadeus accounting software

**BRITISH** Airways has become the first airline customer for Amadeus new passenger revenue accounting solution software.

The real-time system is designed to enable customers to make revenue decisions more quickly and accurately and reduce operational costs, with BA set to migrate to the system in 2014.

**MEANWHILE**, the UK's *Financial Times* has reported British Airways is in talks with Qatar Airways over a new Asian partnership to replace its former Joint Services Agreement with Qantas.

Talks of Qatar Airways joining the oneworld alliance are also starting to gather steam.

### CTC tourism video

**CANADIAN** Tourism Commission has called on travellers to upload photos and video of their experiences in the country which will be blended into a new promo video for the country.

See [www.35milliondirectors.com](http://www.35milliondirectors.com).

### Delta start up refinery

**DELTA** Air Lines has commenced preliminary restart procedures at its newly purchased oil refinery in Pennsylvania, aiming to produce 185,000 barrels of jet fuel per day by the end of this month.

The carrier's purchase of the refinery earlier this year (**TD** 02 May) has been made in an effort to cut US\$300m per year from its fuel bill, which hit \$12b last year.

**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](http://www.traveldaily.com.au).

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## THE AA EXECUTIVE TEAM HAVE YOUR NEXT CAREER MOVE MAPPED OUT

### ROLL UP FOR THE BIGGEST EVENT

**EVENT MANAGER – CONFERENCE & INCENTIVE  
SYDNEY – SALARY PACKAGE TO \$110k+**

Bring your wealth of experience to this program management team and add an edge of creativity and innovation to the design & delivery of the product. Extensive background in incentive travel & event management is essential, as well as being a passionate leader of people with the motivation to drive team performance and service delivery to VIP clientele. Strong financial skills also required.

### NEGOTIATE GLOBAL DEALS

**SENIOR PRODUCT MANAGER  
SYDNEY – TOP LEVEL SALARY PACKAGE**

Looking for a new challenge with an exciting new company that offers loads of career development? This product role will be suited to a key negotiator who has a strong commercial focus and a background in closing agreements. You will need in depth experience in contracting, excellent analytical skills and high level communication skills. Great salary and company benefits on offer to the right person.

### ANALYSE YOUR BEST CAREER CHOICE

**SYSTEMS ANALYST  
SYDNEY – EXCELLENT SALARY PKG DEP ON EXP**

Join this forward moving operator using your analytical & accounting experience. Skills in UML with the ability to gather user requirements, creating cost estimates and writing user cases is a must along with experience in testing and preparing interface diagrams. With your strong background in IT analysis you will be able to show exceptional problem solving skills and an ability to find results.

### LOVE RETAINING ACCOUNTS

**CORPORATE ACCOUNT MANAGER - TMC  
SYDNEY & MELBOURNE – SALARY PACKAGE \$100K+**

Time to bring your knowledge of corporate travel and client management to this growing organisation that is making a strong name for itself in the corporate market, and will only get stronger. You will have a background in account management, being strategic and analytical with the ability to negotiate the best outcomes for both the business and the client. Grow your career with a growing company

### ONLY THE ELITE WILL DO

**CORPORATE BUSINESS DEVELOPMENT  
SYD & BNE - SALARY PACKAGES OTE \$130K - \$150K+**

We're looking for the best Corporate BDM's based in Sydney and Brisbane – REWARD YOUR PAY PACKET TODAY. These roles require your skills in pipeline development, rapport building, delivering compelling pitches, negotiation skills and a real hunger to win and close the deal. Join a leading organisation that will support you with advanced technology, great people and a fantastic reputation.

### MAKE THIS ONLINE BUSINESS THE BEST

**ONLINE DATA ANALYST  
BRISBANE – SALARY PACKAGE TO \$70k**

With your strong background in web based analysis you will be able to show exceptional reporting skills producing data and presenting to key management levels on various areas such as online activity, sales and competitor analysis. You will need excellent interpretation & communication skills to be able to present to key stakeholders showing them options for improved business functionality.

### GET YOUR MARKETING CAREER MOVING

**MARKETING EXECUTIVE  
BRISBANE – SAL PKG to \$55k + BONUSES**

Working alongside the National Manager responsible for delivering and distributing national marketing campaigns for this brand you will be responsible for assisting on National Campaigns. Playing a key role in delivering on excellence and setting the brand apart you will know how to manage multiple relationships and be able to implement unique campaigns to drive business further forward.

### 12 MONTH CONTRACT ROLE

**WHOLESALE RESERVATIONS MANAGER  
MELBOURNE – SALARY PACKAGE \$80k - \$90k**

Can you drive a team to perform? Love building high level customer satisfaction? Get your hands dirty making relevant changes here! If you're a dedicated manager who has overseen large teams and can manage call stats, staff training and development while also focusing on building customer satisfaction and being an integral part of the management team this has all you need!

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Anna Veitch  
NSW & ACT  
Ph: 02 9231 2825

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

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)



## Finding talent within the Australian Travel Industry

### Senior Travel Consultant

Gold Coast - \$40-50K + Super + Bonus - Ref 3117A

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

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

### International Travel Consultant - Junior

Sydney - \$32.5-35K + Super - Ref 2265-NCR

We are looking for an exceptional candidate! We need a junior Travel Consultant who has just finished studying travel and tourism and looking for their first big break! Work in a fun environment focusing on European hotels, tours and cruise. You must be able to speak Italian, have some travel industry experience and be able to offer exceptional customer service. This could be a full or part time role for the right person. Full work rights required.

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

### Wholesale Reservations Melbourne

Melbourne - \$40K + Super + Targets - Ref 225

Are you looking for a change of scenery? This leading wholesaler in Melbourne's South is looking for a dedicated and passionate Reservation Travel Consultant to join their busy team. You will have some travel reservations experience, have worked on a GDS for minimum 1 year and are happy to work to sales targets. You will have the opportunity to work with a fun and dynamic team and earn some great commission. If you are ready for the change, contact me today.

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

### Corporate & Leisure Travel Consultant

Adelaide - \$Highly Competitive Package - Ref 244

Are you a Corporate & Leisure Travel Consultant, or have you worked in both Corporate and Leisure Travel previously? Would you like a highly competitive salary package for your experience and the opportunity to work for a well-established and respected name in leisure and corporate travel, in Adelaide? No two days the same in this role where you will deal with your portfolio of corporate accounts offering both business and leisure travel services!

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

### Ski Reservations Consultant

Brisbane - \$35-40K + Super + Bonus - Ref 6334C

Do you love Ski? Have you travel industry work experience? Want to pull these two passions together and excel in your career? Then this is the dream role for you. Selling international and domestic ski packages in both a retail and wholesale environment commission is waiting to be made with great earning potential in this role. Work with likeminded people and put your expertise in this field to good use. For a confidential chat call me directly today.

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

### Wholesale Travel Consultant

Sydney - \$DOE + Super + Bonus + Fams - Ref 2269-NCR

This is a fantastic opportunity if you are well travelled, able to excel sales expectations and are customer focused! This would be a perfect role for someone who has travelled Africa and the Middle East. You will be well rewarded in this role with wonderful team support and exceptional educational trips on offer - get paid to learn the product! You will be offering high end trips of a lifetime to both wholesalers and the public so fantastic rapport skills will be needed!

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

### Senior Travel Consultant

South Melbourne - \$45K + Super + Targets - Ref 215

Have you solid retail agency experience? This reputable travel agency is looking for a Senior Travel Consultant to join their busy team. Located in South East Melbourne, you will book tailor made international and domestic travel for walk in clients. The ideal consultant will have solid CRS skills, good fares experience and have excellent worldwide destination knowledge. You can expect a competitive salary plus commission and benefits. Career opportunities will follow!

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

### Senior Retail Travel Consultant

Central Adelaide - \$55K + Super + Comm - Ref 227

We need you Senior Travel Consultants! A leading name in the Australian travel industry is keen to find a highly experienced retail travel consultant, to sell worldwide and assist the Travel Consultants in the team! This is a rewarding and varied position that comes with a great salary and commission for the successful candidate. If you have worked as a Travel Consultant, are well-travelled and can sell - we want you!

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



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

