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Emirates inflight wi-fi

EMIRATES is now offering extra connectivity on flights between Dubai and Australia, after its communications partner OnAir received approval to operate wi-fi within Australian airspace.

Ten pages of news!

TODAY'S packed issue of TD has ten pages of news, plus full pages of travel jobs from: (click)

- TMS Asia Pacific
- AA Appointments

NRMA \$15m travel writeoff

NRMA has recorded a major "impairment charge" in its 2011/12 accounts, due to a huge write-down of the value of its travel business.

The \$14.55 million hit means that the operations of NRMA Travel, Adventure World, Value Tours, Creative Cruising and Coral Seas are now valued at \$8 million in total - significantly less than the organisation paid when it acquired the businesses over the last few years.

The NRMA annual report details the move which it says is a result of "declining revenues and margins due primarily to the impact of increased competition and changes in the Travel business model plus downward pressure on business valuations as a result of the global financial crisis".

It cites significant growth in online bookings, as well as "retail chains growing their own wholesale travel presence" but says the NRMA travel operations are continuing to implement a turnaround plan which involves rationalising the various brands in the business.

"These initiatives and cost savings already implemented should see the business return to profitability in the near term," the report says.

Total revenue in the Travel & Touring division fell 14% over the year to \$279.5m, and commissions revenue dropped 16% to \$19.6m, resulting in an overall segment loss of \$8.3 million for the year.

Travel & Touring includes the retail and wholesale travel businesses as well as Thrifty Car Rentals, Holiday Parks and NRMA's Travelodge joint venture with Mirvac.

NRMA said the restructure of its travel operations was seeing it "focus on a narrower range of more profitable products," while the Travelodge hotel chain recorded a strong 86% occupancy.

Tourism Aus appoints

SOUTH Australian Tourism Commission director of sales, Karyn Kent, has been named as Tourism Australia's new Regional General Manager - Southeast Asia.

She replaces Maggie White in the Singapore-based role.

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EK deal to arrest QF decline

THE proposed alliance between Qantas and Emirates (**TD Thu**) is an "urgent strategic imperative" for the Australian carrier, which will "arrest the terminal decline of the international operation of Qantas," according to the carriers' newly lodged formal ACCC submission (**TD breaking news**).

The document paints a very bleak picture of QF International, which it says has been supported for many years by other more profitable divisions such as Jetstar and the frequent flyer operation.

A range of measures such as the launch of more A380s, investment in new international lounges and in-flight entertainment systems "have not halted the loss of passenger share".

And if the Emirates deal is not approved, Qantas warns that its current European network will continue to contract, "with one of the daily London services possibly being withdrawn in the short term".

Redacted sections of the document detail the performance of QF's trans-Tasman, Asian and European routes, which are all

making "significant losses".

"In the absence of authorisation, it is likely that in the medium to long term Qantas will retreat to a 'virtual network' rather than an operating network... this is not in the national interest," the submission states.

The QF/EK partnership would cover extensive coordination including pricing, schedules, agent commission, codeshares, yield management, frequent flyer programs, harmonised IT and joint airport facilities, as well as potentially other areas such as ground handling, procurement or even joint sales offices.

Jetstar services are also covered, with the deal likely to include interlining and at a later stage codesharing on Jetstar-branded flights where appropriate.

The document also confirms that QF and EK will coordinate trans-Tasman services, with the airlines committing to not reduce overall trans-Tasman capacity and the possible introduction of direct flights to Auckland from both Perth and Adelaide.

More on the pact on **page 4**.

Intrepid Euro sailing

INTREPID Travel has added six new sailing adventures to its 2013 Europe program following success with cruise programs to Croatia, Greece and Thailand this year.

Options include seven-day Sail Italy-Aeolian Islands & Sail Italy-Amalfi Coast itineraries, or an eight-day Sail Turkey-Gocek to Antalya voyage, all departing regularly from Apr to Oct 2013.

New tours include a nine-day Ukraine Highlights tour and a 15-day Russian Experience.

Early booking discounts of up to 20% are offered on some Europe trips when booked before 12 Oct.

TASCO famil space

THE Africa Safari Co. has one last space remaining on its 13 Nov educational to Mozambique, that includes luxury lodges and sailing on the Indian Ocean - details at enquiries@africasafarico.com.au.

Heavier QF Gold bags

QANTAS has beefed up its checked baggage policy for Gold Frequent Flyers flying on domestic services from 2 x 23kg bags to 2 x 32kgs, effective immediately.

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Capacity up, loads down at Virgin

A NEW business model at Virgin Australia reflecting higher capacity has in turn yielded higher passenger counts but lower load factors, according to the carriers operating statistics for Jul & Aug released today.

Across the entire network, Virgin posted a 2% increase in total pax carried for Jul, followed by a 2.4% jump for Aug year-on-year.

Int'l operations proved to be the most successful, with Virgin

reporting it carried 235,909 pax for Jul and 219,956 in Aug, jumps of 5.2% and 5.1% year-on-year.

As salvos continue to be traded between DJ and QF in domestic patronage, subsequent capacity increases to Virgin's domestic network on key routes have yielded declining load factors, down 4% in Jul and 4.1% for Aug.

RPKs climbed 3.8% in Jul and 3.7% over Aug, a result of longer sector lengths & improved sales on longer trans-continental routes.

Japan ski bounce back

SKIJAPAN is reporting interest levels from Australians travelling to Niseko for the upcoming 2013 ski season to be greater than its record 2010 season, with many earlybird deals & free nights available - www.SkiJapan.com.

Hahn Air adds K6/GA

E-TICKETING platform Hahn Air has added Cambodia Angkor Air (K6) and Garuda Indonesia (GA) to its ever expanding list of airline partners it can issue on HR-169 e-documents - www.hahnair.com.

No immunity for GA

GARUDA Indonesia has lost a High Court bid to claim immunity from ACCC allegations of cartel conduct relating to the carriage of air freight.

The long-running ACCC prosecution has seen a large number of carriers, including Qantas, pay substantial fines over claims they colluded about fuel surcharges on cargo.

Garuda had claimed that it was entitled to "sovereign immunity" under the Foreign State Immunities Act 1985, because it's owned by the Indonesian govt.

However, the GA application had already been dismissed by the Federal Court and then on appeal to the Full Federal Court, and on Fri the decision was unanimously upheld by the High Court.

The ACCC hailed the decision, which it said would allow the claims against Garuda to be determined on its merits.

The ruling comes just a month before a major ACCC case is due to commence in the Federal Court in Sydney, alleging cartel conduct against Singapore Airlines, Cathay Pacific, Emirates, Air New Zealand and Thai Airways.



Window Seat

HERE'S a new interpretation for the term "fish and chips"...

The Gulfstream Racing and Casino Park in Hallandale Beach, Florida has just finished cleaning up after its gigantic fish tank, filled with 50,000 litres of water, mysteriously cracked and burst in the middle of the night.

Gamblers fled for their lives as the water, and the tank's contents, which included angelfish, groupers, lionfish and even two nurse sharks, flooded out onto the floor.

The casino, unsurprisingly, was closed the next day and brought giant fans in to help dissipate the smell of wet carpet.

Thankfully, aquarium staff managed to save all of the fish, although it is unlikely the casino will replace the tank.

SUNDAYS have never been sweeter at the Maui Beach Hotel, with the hotel launching "Krispy Kreme Sundays".

The hotel has partnered with the doughnut outlet to create the promotion, in which all guests staying at the hotel on Sunday nights until 23 Dec receive a voucher for one free dozen original glazed treats.

Guests also receive a voucher for 20% off other menu items at Krispy Kreme during their stay.

To make a booking, visit www.mauibeachhotel.net and quote promo code "DOUGHNUT".

Fortunately, according to the hotel website, guests also receive free fitness centre access to work off the extra calories.

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Govt pro Qantas/Emirates pact

FEDERAL Infrastructure and Transport Minister Anthony Albanese yesterday flagged the government's support for the proposed 10-year airline alliance between Qantas and Emirates.

Albanese said the 'World's Leading Airline Partnership' was potentially "a very good deal for the travelling public."

"Qantas clearly, in the way that aviation's organised globally, needs to have partnerships. Emirates is a strong partner," he added.

Albanese said Emirates is a company that has wide interests

in Australia such as its investment in Wolgan Valley Resort and its sponsorship of the Melbourne Cup, and not limited to "just flying in and flying out."

"They have a commitment to Australia and have created Australian jobs here," he said.

"Qantas, of course, if it's more secure, can mean more Australian jobs into the future.

"So for the travelling public I'd be very hopeful that the ACCC looks favourably upon it," the Minister told SKY AM yesterday.

ACCC chairman Rod Sims has said the deal will take at least six months to review, with particular concern over possible fare rises as a result of the alliance.

FRA definitely out

QANTAS has confirmed that it will discontinue its loss-making Frankfurt service irrespective of whether its new partnership agreement with Emirates is approved by the ACCC.

The QF/EK ACCC application (see p2) says that the FRA flights will cease after the proposed alliance is authorised, to enable a smooth transition for passengers to Emirates Frankfurt flights - "or will otherwise cease by the end of 2013".

Less QF partnerships

THE Qantas/Emirates ACCC application (see p2) details the termination of even more existing codeshare partnerships than initially unveiled when the alliance was announced on Thu.

Last week, QF ceo Alan Joyce announced the cessation of the Joint Services Agreement with British Airways and the current codeshares on Air France to Paris and Cathay Pacific to Rome.

However the document lodged yesterday also confirms that the QF/EK deal will see no more codesharing on Kenya Airways flights between Bangkok and Nairobi, as well as the removal of the QF code from Iberia services within Europe.

Qantas said it's possible that it may continue to codeshare on certain services operated by British Airways to ports to which Emirates does not fly, "however there will not be any price or capacity coordination between Qantas and BA in respect of any routes following the termination of the JSA," the submission says.

BA may also codeshare on certain services operated by Qantas from Singapore, Hong Kong and Bangkok to ports in Australia, but again there will be no price or capacity coordination between the carriers.



Finals - Wk1

CONGRATULATIONS

Guy Dundas from *Travel Daily* is leading our NRL Footy Tipping Competition, but isn't allowed to win - so **Ozlem Tuncay**, from Tramada Systems and **Alex Lee**, from Korea Travel Agency, are fighting it out for the #1 position, with scores of 263 and 261 respectively.

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Tasmania \$1m Afterglow promo

TOURISM Tasmania is targeting the 25-39 and 40-64 age groups in its latest marketing campaign to lure mainlanders to the state during Spring and Autumn.

Launched yesterday & running for the next two months, the \$1m 'Tassie Afterglow' advertising promo aims to take advantage of an already high Australian appeal level for the Apple Isle.

It'll aim to entice couples "with good incomes, education and jobs", primarily from Victoria, NSW and SE Queensland.

"These couples are more likely to have no children or be 'empty nesters', have dual incomes, be motivated to travel in Australia, and have Tasmania on their list of desired travel destinations," said Tourism Tasmania.

"The advertisements evoke a sense of nostalgia consistent with romance novels, pulp-fiction paperbacks and early advertising," used to differentiate it from other national & overseas destinations Tourism Tasmania says.

Ads will feature in select golf,

Summit China growth

SUMMIT Hotels & Resorts, a brand of Preferred Hotel Group, has expanded its Asia Pacific portfolio, signing the Oriental Riverside Hotel Shanghai in China.

walking, food & wine and outdoor magazines and newspaper insert supplements, further supported by online advertising.

A massive 80% of the total media spend is being committed to the older couples market, with TT research and tracking from past campaigns confirming the effectiveness of print advertising to the mature demographic.

The remaining budget will be used "mainly to communicate with and promote the state to the younger couples in the target audience," the firm said.

The www.tassieafterglow.com microsite will connect viewers with info and itineraries for five main themes - walking; golf; food & wine; heritage, art & culture; and touring holidays.

Tassie Afterglow partners include Travelscene American Express, Flight Centre, Tiger Airways and TasVacations.

The campaign comes ahead of a new destination brand campaign for Tasmania, expected to kick off in Feb 2013.

Scoot China boost

SINGAPORE-based low-cost carrier Scoot has confirmed the launch of two new destinations in China (**TD** 30 Aug) by year's end.

According to Scoot's reservation system, the Singapore-Qingdao and Singapore-Shenyang services will launch on 27 Nov, operating initially as thrice weekly.

MEANWHILE, the Singapore Airlines offshoot has made policy changes enabling amendments to be managed online, alterations to be made to promo fares and the ability to alter bookings within 12 hours under a new grace period.

Sonaisali social bonus

FIJI'S Sonaisali Island Resort has launched a promotion rewarding guests who 'Like' its Facebook page with bonus inclusions during their pending stay.

Guests who become fans of the site and visit between now and 31 Dec will receive a Facebook t-shirt on arrival.

If the top is worn at select times & locations during their stay they will receive a free drink per day.

There's also a funny photo comp wearing the t-shirt on-site or at an iconic site in the guest's home country, which if posted on Sonaisali's Facebook page could see the guest win a return stay.

More at bit.ly/sonaisalipromo.

Money

WELCOME to Money Talk, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US1.034

Last week, the Reserve Bank was tipped to keep interest rates on hold, and hold them they did.

Their rationale behind the lack of a move was that consumer confidence was not at quite the halt they needed it to be to justify an interest rate drop.

Since the weekend, the commodity-driven AUD dropped again on the back of various financial results from around the globe, and against the USD, our local currency doesn't appear to know if it is coming or going.

Speaking of the US dollar, as the race for the White House ramps up to its 06 Nov election date, lots of promises will be made, sure to keep the USD on its toes. *Wholesale rates this morning:*

US	\$1.034
UK	£0.646
NZ	\$1.277
Euro	€0.810
Japan	¥80.92
Thailand	฿32.17
China	¥6.55
South Africa	R8.46
Canada	\$1.01
Crude oil	US\$96.27

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Angliss go to Malaysia

TOURISM & Hospitality training provider William Angliss Institute has formed a partnership with Malaysia's Berjaya University College of Hospitality.

The new pact will see both institutions share expertise and allow Angliss' specialist programs to be run through Berjaya Uni.

"The programs will offer students an opportunity for dual recognised qualifications and deliver graduates with universal skills that set the benchmark for industry standards internationally," William Angliss Institute director Wayne Crosbie said.

Syd Festival sign Enta

SYDNEY Festival has engaged Enta Ticketing Solutions to provide its ticketing, marketing, subscriptions and CRM systems for next year's event.

The annual festival will be held between 05-27 Jan 2013.

Inspired, yet stuck in the desert



THIS group of 13 Travelscene agents followed up last month's National Consultants Conference in Alice Springs by joining a tour of the Red Centre, courtesy of Inspiring Journeys.

Highlights included hiking the outer rim of Kings Canyon, walking around Uluru & a 4WD adventure through the West MacDonnell Mountain Range.

Pictured here with Inspiring Journeys NSW sales exec Aaron Christian are Jodie Anderton, Elite Travel Solutions; Brenda Simon, National Seniors Travel; Kirsty Byrne, Summerland Travel

Merimbula; Siobhan Bull, Travel Crew Rockhampton; Kristy Swyny, Travel Edge Redbank; Andrea Gaylard, Travelscene Albert Park; Alison Harding, Travelscene Belrose; Elisha Tadic, Travelscene Wangaratta; Rina Flynn, Travelscene Wollongong; Anna Honeyman, Zeppelin Travel; Tina Backer, CPE Travel; Emmily Strong, CPE Travel & Rosina Rieter, Sanford International Travel.

Air Niugini res outage

IMPLEMENTATION of a brand new reservation system will be installed by Air Niugini, beginning from this weekend.

Starting from 8pm on Fri 14 Sep, the airline's online booking system will be unavailable until 6am on Sun 16 Sep, with phone bookings also unavailable from 8pm Sat 15 Sep to 6am 16 Sep.

The carrier's phone assistance line will be open between 8:30am and 12pm on Sat - 1300 361 380.

Business Development Manager, VICTORIA



DriveAway Holidays, Australia's leading car rental wholesaler, is looking for a highly motivated & experienced Business Development Manager to service our Victorian travel agencies on a full time basis.

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HA pax upward trend

HAWAIIAN Airlines has reported a 12.6% year-on-year increase, or nearly 100,000 more pax carried for the month of Aug, with the result taking the carrier's rise in pax for the calendar year to 8.4%.



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Canada: bear safety

Australia has some nasty creatures, but with the exception of the crocodile, we don't really have anything that will hunt you down and rip you to shreds. Not like Canada and their bears, so how come we get the bad reputation?

Thankfully, bear attacks are as uncommon as croc' and shark encounters and usually occur if you stumble into and surprise it. So, rule number one for hiking in Canada's great outdoors is to make a lot of noise.

The most likely place you'll encounter a bear is at a campsite or picnic ground, but there are things you can do to minimise the chances. Read all about bear safety at SureSave.net.au and download the PDF for your customers.

Canada has polar bears too, and tours to see these magnificent animals before global warming takes its toll are popular. Mostly, the tours are conducted by reputable and safety-conscious companies, but if you've taken yourself to Manitoba and you encounter one, be warned, they are not timid and will consider you a good meal.

Don't run if you see one, it arouses its hunting instincts. Instead, calmly exit the area or get inside. Don't turn your back, but try not to make direct eye contact.

SureSave travel insurance does cover you for bear attack, but only if you are acting reasonably, which usually means doing your best to stay out of harm's way. Putting yourself at risk for the sake of a photo is not a smart idea.



AIME chooses the Bay

MELBOURNE'S Bay Travel has signed a partnership with the Asia-Pacific Incentives & Meetings Expo (AIME) to oversee travel preparation responsibilities for the 2013 Hosted Buyer Program.

Bay Travel will work together with the existing contracted travel agency The Human Group to coordinate the plans.

KLM tweeting deals

A NEW Twitter account has been set up by KLM Royal Dutch Airlines devoted entirely to the announcing of special airfares.

The carrier has created the @KLMDeals_AU account to keep followers aware of tactical airfares from five Australian cities to over 90 European destinations.

Orion single supp-less

ORION Expedition Cruises will waive single traveller surcharges on brochure prices on a range of departures between Sep 2012 and Dec 2013.

The offer applies to 14 individual sailings on both *Orion* & *Orion II* over that period of time, covering destinations including Borneo, South Pacific & domestic cruises in the Great Barrier Reef and the Kimberley region - 1300 361 012.

SYD lands new CFO

SYDNEY Airport has named Stephen Mentzines as the new chief financial officer of Sydney Airport Holdings Limited and Sydney Airport, replacing Tim Finlayson who is set to depart in Oct after a two year term.

Mentzines will commence in the role effective 02 Oct 2012.

Hard Rock expands

HARD Rock International has signed a deal with Mission Hills Group to expand its collection of hotels within China by two.

The 280-room Hard Rock Hotel Shenzhen and 250-room Hard Rock Hotel Haikou will open in 2015.

Topdeck US road trip

TOPDECK has launched a 20-day transcontinental American road trip travelling from Los Angeles to New York, priced from \$3215pp.

The Coast to Coast tour visits Las Vegas, the Grand Canyon, Nashville, Washington DC and places in between - 1300 886 332.

Luxperience launches

AUSTRALIA'S first "luxury and high end experiential" travel event kicked off at Sydney's Overseas Passenger Terminal yesterday, with organisers saying it's the "fulfilment of a wonderful dream".

Luxperience founder Rosemarie Sama welcomed delegates, saying the event brings together the "creme de la creme" of upmarket travel experiences with key buyers who are regularly dealing with the world's high net worth individuals.

The sellout show features more than 100 suppliers and 300 buyers who will take part in three days of highly targeted appointments, as well as "spectacular and memorable events which showcase the best of what Sydney has to offer".

TD visited the show yesterday, and was intrigued at the unique "poken" electronic devices which allow delegates to "poke" each other to exchange contact details and other information.



Thanks to a pre-event LuxConnect online networking facility about 75% of the exhibitors have entirely full pre-scheduled meeting itineraries.

Sama is pictured above right with Alexander O'Connor from Virgin Australia, which is the Luxperience airline partner.

Lots more pics on our website and at facebook.com/traveldaily.



ABOVE: Anthony Knox of Relais & Chateaux with Karen Christensen of Silversea Cruises.



ABOVE: Tanya Curtis from Peirce & Leslie with Kylee Kay of Momento Travel.

RIGHT: Tere George of Jumeirah with Terri Cordin, African Wildlife Safaris.





TRAVEL & CRUISE CONSULTANT

Join the fantastic team at Travelworld Carlingford in this full time travel and cruise consultant role.

This role offers a diverse and loyal client base, plenty of cruise clients, experienced colleagues and a great manager.

To apply you must have previous retail travel consultant experience including cruise. Galileo beneficial.

Salary negotiable on experience

Confidential applications to Philippa Baker on 0404 842384 or email Philippa@alexander-associates.com.au

Recruitment agency applications not accepted

TSA security failing

A SURVEY of frequent flyers has found 90% of people believe the US Transportation Security Administration is either doing a 'poor' or 'fair job' performing security screenings in America.

76% said the TSA's screening procedures are either 'not effective' or 'not too effective' at preventing acts of terrorism on an aircraft, the *Frequent Business Traveler* study revealed.

AR promoting rugby

AEROLINEAS Argentinas, in conjunction with the Argentine Embassy & The National Institute of Tourism Promotion for Argentina, will begin a two-week marketing campaign based around this week's upcoming Rugby Championship match between Los Pumas and the Wallabies.

The first of two events will take place this Wed night at the Park Hyatt in Sydney before moving on to the Gold Coast on Fri.

Travelport's global outreach to students

TRAVELPORT has pledged its support to encouraging students worldwide to pursue careers in the travel and tourism industry through the launch of a multi-country educational program.

The GDS has entered into a strategic partnership with Global Travel and Tourism Partnership (GTTP) which aims at supporting industry education & promoting career prospects in the industry.

Company president and ceo Gordon Wilson, along with corporate and government affairs senior vice president Dirk Vande Beek have both been appointed to seats on the GTTP board.

"Through this partnership, we can encourage students to look at the industry as a source of worthwhile and rewarding careers," Wilson said.

MSC Med upgrades

MSC Cruises is giving pax a free upgrade from a Category 12 balcony suite to a deluxe suite in the MSC Yacht Club aboard *MSC Splendida*, if booked by 30 Sep.

The offer applies to seven-night Western Mediterranean cruises until 30 Sep, a saving of \$1280pp.



AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury

AS MANY that read this column regularly know, AFTA is engaged with the global travel agents grouping known as the World Travel Agents Association Alliance. I am fortunate to this week be attending the American Society of Travel Agents (ASTA) trade show in Los Angeles, followed by an extensive range of meetings with the WTAAA being held in Washington DC.

"The White House" is on the agenda and as many of you know I like a bit of political banter so I will be in my element. Fundamental to the discussions with our global friends on the WTAAA are the proposed new standards being considered by IATA which on the surface look like a new form of GDS.

It is early days and while there is no need yet to panic, it is something that needs consideration and a careful guiding hand of the travel agent community. We all know that airlines want to sell seats (& ancillary items) directly to consumers. The majority of airlines spend considerable money thinking about and developing systems to do this. Meanwhile, travel agents & the GDS consistently and reasonably generate sales for them.

IATA is under the direction of their members as AFTA is. IATA members are the airlines so no matter how this is approached, it is important to remember who is driving the agenda. As with many things IATA do they take time and there is plenty of water to go under the bridge before we get a final outcome.

What is most important is that the global agency community can come together and talk about the concepts and ideas being proposed and form joint and agreed strategies for how we should approach these types of things in a united way. Thank goodness for the WTAAA as it is capable of careful analysis to inform a united approach to any challenge that is presented to us.

If for no other reasons, this is key to why AFTA and I continue to engage with the WTAAA on a global level to ensure that travel agents have a strong and considered voice on the things that matter and which can have a material impact upon the lives of travel agents across the globe.

Stay tuned, there will be all sorts of stories and thoughts to come out as these discussions progress and this new concept being considered by IATA is developed.



AIRLINE MARKETING AUSTRALIA

Sales Executive – representing Finnair Brisbane Based

Airline Marketing Australia is seeking a professional Sales Executive with airline or travel industry experience to fulfill an opportunity representing Finnair in Brisbane, Queensland.

Reporting to the AMA Manager in Brisbane and working closely with the airline's Australian management team, the successful candidate will need to be self motivated, results driven and proactive in growing the Queensland business.

The role of the Sales Executive will have a strong emphasis on both maintaining and developing mutually productive business relationships with our key agencies and partners. This will involve providing product updates, maintaining a sales plan and delivering strong, measurable sales results and attending various external functions when required.

A high level of customer service, communication and presentation skills are required, as well as the ability to prospect and identify new opportunities for growth. The successful candidate must also have a minimum of two years travel industry experience, strong GDS and fares knowledge.

Please send expressions of interest to hr@airlinemarketing.com.au with the email entitled **Sales Executive position – Finnair**.

Applications close September 20th, 2012.

Note: Due to the potential high level of interest, only successful applicants will be contacted for interviews.

Oman shares NTIA accolade



ABOVE: Sultanate of Oman Ministry of Tourism in Australia/ New Zealand presented Her Excellency, Maitha Al Mahrouqi, Undersecretary of the Ministry of Tourism (right) with its recent AFTA award for Best International Tourism Board while in Muscat last weekend.

Commenting on the accolade, Al Mahrouqi said "International Tourism Board of the Year award is fiercely contested and a great

accomplishment in a market place dominated by agents aligned to major airlines and representative offices with much larger budgets.

"It is industry endorsement of our Australian strategy, growing respect for our brand, and a reflection of the quality and focus of our team," Her Excellency said.

She is pictured with Mona Tannous, Oman Tourism country manager (left) and Jacqui Walshe, ceo Southern Travel.

France blows the horn for Champagne



LAST night Atout France staged another of its lavish events, with 450 guests from across the industry welcomed to the Sydney Sofitel in a fanfare (left) celebrating the region of Champagne-Ardennes.

Sponsored by Qantas and Air France, the spectacular soirée featured a stunning meal produced by two Michelin star chef Philippe Mille, who was flown in from his famous Chateau les Crayers restaurant in Reims.

The amazing meal was of course all washed down with lashings of bubbly, courtesy of G.H. Mumm which provided four different varieties of Champagne complementing the various courses.

It was also a visual feast, with performances from two French artistes from the Lido on the Champs Elysee and a formal ceremony of 'Sabrage' - in which participants (including Qantas regional gm Peter Collins and Air France's Tom Reeves) successfully knocked the top off Champagne bottles using a sword.

Australians are a key market for Champagne-Ardennes, comprising the third biggest visitor group to the city of Epernay, while products from the region are also very popular - 2011 saw a 30% year-on-year increase in Australian imports of Champagne.

BELOW: Some of the many industry guests included this group: Andrew Morgan of globalCARS; Brad and Anita McDonnell of French Travel Connection; and Paul Hodges from Renault Eurodrive.



Lots more pics at facebook.com/traveldaily

This afternoon, the French Travel Workshops kick off, with exhibitors from across France set to showcase their products and services to 1500 travel agents in Sydney, Perth and Melbourne.



ABOVE: Atout France chief Patrick Benhamou with a bevy of high-kicking French beauties.

LEFT: Tom Reeves of Air France/KLM with Tourism Australia md, Andrew McEvoy.



HILL + KNOWLTON STRATEGIES

Country Manager, Abu Dhabi Tourism & Culture Authority

Hill+Knowlton Strategies is a leading global PR and communications consultancy, advising and implementing strategic communication programs for top-tier organisations across a diverse range of industries.

We have an exciting opportunity for the right candidate to head Abu Dhabi Tourism & Culture Authority's operations in Australia. This role is responsible for raising the profile of Abu Dhabi as a world-class tourism destination and increasing visitation.

The successful candidate will have:

- A proven track record in a similar role in a tourism-related field in Australia
- A strong background in Sales and Marketing; project management experience
- Established strong relationships with travel industry, travel trade and consumer lifestyle media in Australia
- Ability to develop and implement a marketing and public relations plan in line with ADTA global strategy
- High level negotiation, communication and presentation skills and ability to interact with a wide variety of tourism industry, media and senior management
- Previous experience working with various cultural backgrounds and business practices
- Demonstrated ability to manage budgets and all finance related procedures
- Track record in event organisation
- Ability to research and evaluate proposals from media representatives and non-traditional partners
- Ability to research and analyse opportunities for new products which could be introduced to the market in Australia.

Minimum of 5+ years senior level travel/tourism experience required and tertiary qualifications in marketing or related field is highly regarded.

At H+K Strategies we are passionate about what we do and this shows in our work. We offer great benefits to all our staff, have a convenient central CBD location and a social and fun loving team.

Interested applicants should forward a copy of their CV to the Talent Manager at Hill+Knowlton Strategies: careers_sydney@hkstrategies.com

Applications close Wednesday 19 September.

For more of an idea about H+K check out our website at www.hkstrategies.com.au



REGIONAL MANAGER for WA

Thrifty Car Rental is a member of the NRMA Group of Companies and is the only wholly owned Australian international car rental brand. We are a major industry player with an extensive fleet of over 11,000 vehicles around Australia.

We are looking for a results focused dynamic and experienced Regional Manager to lead and grow our business in Perth, a key location for us.

As someone with strong business acumen and Management experience in the Car Rental Industry, you will be responsible for the development of your people and delivery of exemplary service to our customers. Business planning and execution, revenue generation and growing our market share in Perth is key to your success in this role.

This hands on Operational Management role is based at Perth Airport and is also accountable for our Perth City location. You will report to Senior Management based in Sydney and be part of a team of Regional Managers located around Australia.

If this is the opportunity you have been waiting for and you have car rental management experience, we look forward to hearing from you.

Please send your resume with cover letter to jobs@thrifty.com.au by Monday 17th September.

Blue Mountains reward residents

BLUE Mountains Attractions Group (BMAG) has introduced a rewards scheme incentivising residents of surrounding areas to act as tourism ambassadors.

Local attractions such as the Three Sisters, Scenic Railway and Jenolan Caves contribute to tourism being the largest economic driver in the region.

The incentive program will be available from 24 Sep to residents of the Blue Mountains, Oberon and Lithgow council areas.

Blue Mountains, Lithgow and Oberon Tourism chairman Randall Walker said the scheme was a "worthwhile program that duly rewards our loyal resident community which supports tourism in so many ways."

To become involved, residents

can visit one of a number of locations to obtain a Greater Blue Mountains Rewards Card and information package, details of which can be found online at www.bit.ly/bluemnts, with photo identification & proof of address.

Cardholders are then eligible to receive discounts & special offers from participating attractions, which include the Blue Mountains Explorer Bus, Trolley Tours, Scenic World, Featherdale Wildlife Park and many more.

Development and rollout of the scheme has been supported and funded by Destination NSW.

Hapag-Lloyd Aus drive

LUXURY and expedition cruise specialists Hapag-Lloyd Cruises has earmarked Australia as one of select future growth markets for the German company.

Marketing activities for *Europa 2* will be ramped up in English-speaking countries, such as the USA, UK, Australia, Belgium and the Netherlands, md Dr. Wolfgang Flagel announced.

Hapag-Lloyd's maiden English language *Europa 2* brochure is due for release later this month.

New wing at Westin

BALI'S Westin Resort at Nusa Dua has started the next steps in its rejuvenation program, with the construction of a new 96-room accommodation block.

The new wing will also feature its own swimming pool, with the project tabled for completion by the middle of next year.

After Hours Corporate Travel Consultant Weekend and Evening Work

We have a new position available for an experienced travel consultant who has thorough knowledge in fares and ticketing. This is a great role which services all enquiries out of business hours. It has great flexibility and is based on a rotational roster. Great for an experienced corporate travel consultant looking to return to work. Must have corporate travel consulting experience to apply.

Afterhours Corporate Consultant Role:

You will make new bookings and service existing bookings. A high level of customer service. Be a problem solver, for last minute issues that arise. Ability to work well under pressure, and a high level of accuracy and attention to detail.

Most importantly you need to have thorough knowledge of at least 1 GDS and be proficient in self ticketing.



To apply for this corporate travel position please email your resume to mena.clark@24x7solutions.com.au

Ceduna tourism boost

FEDERAL Tourism Minister Martin Ferguson will today open a 15-room expansion at the Ceduna Foreshore Hotel, following a \$3m investment by its owners.

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



Register for the South African Tourism Roadshow
>> www.etouches.com/SARoadshow



[Click here for competition terms and conditions](#)



Bringing down baby

AFTER an unsuccessful search for a buyer, International Airlines Group has now grounded its low-cost carrier bmibaby.

IAG acquired the carrier from Lufthansa in Apr, selling off bmi Regional in Jun, which is now operating as a separate entity but remaining as bmi Regional.

Approximately 450 employees of bmibaby are expected to be made redundant as a result of the carrier's closedown.



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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WHOLE LOTTA FUN!

**WHOLESALE TRAVEL CONSULTANTS
SYDNEY – SALARY PACKAGES TO \$60K**

We currently have a variety of wholesale roles available from junior positions to reservations to customer relations...AA has the jobs you want! Don't waste your time searching for the perfect role, let AA Appointments do it for you! We can provide extra information on travel companies and advise of details that may not be accessible to the "public". Not only will this assist in your career development, it will put you one step ahead of the rest when interviewing! Don't delay, call us today.

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Do you enjoy the finer things in life? Love to indulge in all things 5 star? Share your first class travel knowledge in a gorgeous boutique agency in Sydney's CBD. Enjoy dealing with high-end clientele, providing VIP treatment, booking top, 5 star holidays around the world. What's more you will enjoy a top class famils and a high-end salary to match your high-end clientele! To find out more, register with AA today.

THE MORE THE MERRIER GROUP RESERVATIONS

MELBOURNE (INNER EAST) - SALARY PACKAGE TO \$50K(DOE)

Are you ready for a change without the commitment? This maternity leave contract is perfect for you while you decide what role to settle into! This large independent travel agency is looking for an experienced travel consultant to join their dedicated groups department. This brand new role will see you booking escorted group travel for the many repeat and referral clients of this well known agency! Call us today!

MOVE TO WHOLESALE AND EARN SERIOUS \$\$\$ WHOLESALE RESERVATIONS

PERTH (CBD) – SALARY PACKAGE \$75K + (OTE)

Love travel yet sick of the low pay? We have a fantastic new wholesale role that will see you earning the big bucks! Working with this well known wholesaler you will sell worldwide destinations to your loyal travel agents, ranging from Africa, Europe and Asia. Fantastic famils on offer and the best commission structure in the industry! Make your move to wholesale and reap the benefits today!

ARE YOU SICK OF 7 DAY TRADE? RETAIL TRAVEL CONSULTANTS

MELBOURNE (STH EAST) - SALARY PACKAGES TO \$45K (DOE)

Are you ready to get back that work life balance? Sick of working 12 hour days without being rewarded for it? This new retail role in Melbourne's Eastern suburbs will see you working in a busy shopping centre Monday – Saturday! With a high base wage on offer and the support of a national brand, you will access to an in-house wholesaler and exclusive famils! If you have a minimum 2 years experience this role could be yours!

THE LEADER OF THE PACK WHOLESALE RESERVATIONS

MELBOURNE (INNER) - SALARY PACKAGES TO \$55K+ (DOE)

This large well known wholesaler located close to Melbourne's CBD is looking for an experienced Travel consultant to join their expanding Africa wholesale department. If you have personal travel experience to Africa and have sold the region extensively we want to hear from you! Now is your chance to move away from face to face consulting. Join this wholesaler today!

IN NEED OF A SEA CHANGE? RETAIL TRAVEL CONSULTANTS X 5

NORTH QUEENSLAND– SALARY PACKAGE \$55K OTE

Is city living getting you down? In desperate need of a sea change? Then these sensational roles may be just the ticket. We currently have a number of opportunities in Mackay, Townsville, Rockhampton and Cairns for experienced travel consultants. Top salary packages, supportive teams & management, superb educationals and much more are on offer. Most importantly you'll gain the work/life balance you have been searching for? Call to find out more.

MORE FUN IN NUMBERS

**CORPORATE GROUPS CONSULTANT
BRISBANE CBD – SALARY PACKAGE \$60K OTE**

Love planning group travel? Looking for a new challenge? You've found it! Based in the CBD this leading TMC is looking for an experienced groups' consultant to join their team. You will be responsible for planning meetings, conferences, events and more for corporate clients. Enjoy Mon – Fri hours along with superb \$\$\$, ongoing training and other great benefits. Previous groups consulting experience will be a must along with GDS skills.