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# Travel Daily

First with the news

Monday 24th September 2012

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## Excite's new site

AGENT-ONLY wholesaler Excite Holidays has today launched its new website with a host of new features to simplify booking.

There's a new map search function to easily locate hotels, integrated with a "price slider" to refine choices, and the ability to search for properties close to particular points of interest.

More than 160,000 hotels, 5500 activities and transfers are on offer - see the **front full page**.

## SYD capacity ok until 2045

SYDNEY Airport ceo Kerrie Mather says the planned reconfiguration of the facility into two separate "traffic flow-based" precincts will enable the airport to handle projected demand for more than 30 years.

A new master plan is currently being formulated after wide consultation on the proposal which was first announced late last year (*TD* 05 Dec 2011).

Speaking at a function on Fri, Mather said there had already been significant changes, with the plan to now be based on traffic flows rather than airline alliances.

"Alliance market shares change dramatically, as do alliance memberships," she said.

Key to the new arrangements is the introduction of "swing gates"

that can be used for both domestic and international flights, which have significantly different peak periods.

Mather said that despite claims that Sydney is approaching capacity, currently only 61% of its available slots are used and in fact the same number of aircraft are using the airport today as a decade ago, with passenger growth largely driven by new, larger aircraft such as A380s.

Mather also highlighted a new approach to car parking (see p3), targeting the LCC market after the popularity of Sydney services by AirAsia X and Scoot.

## New Topdeck gm

TOPDECK Travel has named Sarah Clark as its new gm Australia/NZ, with responsibility for sales ex Australia/NZ for the firm's entire tour portfolio as well as overseeing its domestic range.

She's worked with Topdeck previously, and moves from her most recent role as VP Product, Marketing and Online for STA Travel in North America.

### What an issue!

*Travel Daily* today has ten pages of news, a front full page for **Excite Holidays**, a photo page for **Adventure World** plus full pages from: (*click*)

- AA Appointments
- Travel Trade Recruitment

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## Travel leads on-line spend

**CONSUMERS** are turning to the internet for online sales more so for travel products than any other shopping segment, according to new Roy Morgan Research data.

The report shows that in the 12 months to Jun 2012, almost \$23b was spent in online shopping - up 14% on last year, and ahead of "normal retail sales" at 3%.

Roy Morgan Research chief exec Michele Levine said the biggest ticket web-based item was Travel - in the form of accommodation and tickets - accounting for 26.1% and valued at \$5.9b.

Travel takes a "substantial chunk of online spending," Levine said.

The next largest category for expenditure in the *Spotlight on Online Shopping* report was Entertainment & Leisure, at 16.9%, worth \$3.85b.

### Intrepid appointment

**ALISON** Mead has been named as Regional Sales & Marketing Manager for Intrepid Travel in Australia, NZ and Asia.

She has been with Intrepid for over 12 years.

The report shows 84% of Aussies now have access to the web and buying online, 57% have bought products online & 48% have made a transaction recently.

People most likely to buy online are 'technology early adopters', Levine said, which also happens to be the segment of the market with a brand preference of Webjet.com.au vs Flight Centre.

### Qantas baggage boost

**QANTAS** has expanded its pre-purchased Additional Baggage Allowance product, which now allows pax to purchase up to five extra pieces of luggage online up until 3 hours prior to departure.

The product has also been extended to include journeys both to and from Japan, and is available for any domestic or international QF-operated service provided the customer is not connecting on the same day to a flight operated by another airline.

Pre-purchased baggage rates are cheaper than paying at the airport, and Qantas Frequent Flyers can pay using points.



Machu Picchu, Cusco



### Join PromPeru Quiz Night Events!

Be part of these exciting cocktail events with interactive education and entertainment hosted by PromPeru the national tourism office of Peru. This is not your standard roadshow, so get ready to be entertained and dance along with an exclusive live music performance from one of Peru's leading contemporary bands, Novalima!

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## France Eurail Select pass pullout

**FRENCH** rail operator SNCF will withdraw from the Eurail Select Pass effective from 27 Dec 2012, with the move potentially adding complexity to booking European rail journeys including France.

The Eurail Select Pass provides unlimited travel through three, four or five adjoining European countries, and will no longer be valid for travel on SNCF.

Confusingly, the French rail operator will continue to be covered by the Eurail Global Pass,

## Ibis "Sweet Bed"

**ACCOR'S** Ibis brand has announced the launch of a new "Sweet Bed" as part of an overhaul which will see it become three tiers from next month - Ibis Budget (currently Formule 1), Ibis Styles (currently All Seasons) and the standard Ibis brand.

The Sweet Bed is claimed to be a "five star bed at a three star price," with a 7cm 'topper'.

Eurail two-country passes and the France Rail Pass.

Select Passes issued up to 27 Dec can still be validated for travel in France until 26 Jun 2013.

Rail Plus says its consultants can advise on the best solutions for clients affected by the change - for info see [www.railplus.com.au](http://www.railplus.com.au).

## TNLA Japan launch

**FEDERAL** Tourism Minister Martin Ferguson launched the latest phase of Tourism Australia's *There's Nothing Like Australia* campaign to the Japanese market in Tokyo late last week.

Japan is the 5th largest tourism market for Australia, with 347,000 visitors in the 12 months to Jul.

The TA Japan campaign focuses on TV, digital and social media, "engaging Japanese consumers to share their own world class Australian tourism experiences," Ferguson said on Fri.

## SYD targets LCC clients

**SYDNEY** Airport has significantly repositioned its car parking operations as it moves to capture more of the leisure market using low cost long-haul services by Scoot and AirAsia X (see p1).

CEO Kerrie Mather said the project has seen the introduction of new, state-of-the-art parking systems which enable easy redemption of special offers which can be purchased online.

A new "Blue Emu" long stay budget carpark offers reasonable pricing, and other offers include the "weekender" deal for domestic leisure pax, which has proved very popular.

The airport has invested \$57 million in new car parks, and is currently expanding the facility at the domestic terminal with an additional 900 spaces.

Mather said so far almost 120,000 customers had taken advantage of online parking discounts which can be redeemed up to six hours before arrival.



## Window Seat

**A RECENT** Australian promotion for the Hilton Hotels loyalty rewards program HHonours saw the hospitality giant give workers in the Sydney CBD the chance to have their photo taken in a Hilton bed.

No, there wasn't any funny business - the picture was superimposed on a range of backgrounds based on Hilton locations from around the world.

Participants could fantasize about being in iconic spots such as the Hilton Maldives Iru Fushi Resort, the Hilton Seattle with the famous Space Needle behind, or backdrops featuring icons from London, New York and many others to choose from.

The hardest part of the whole exercise was apparently getting people out of the super-comfy bed after they had been snapped.

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## TQ 'I Spy' campaign

**TOURISM** Queensland has rolled out its latest domestic marketing campaign, titled 'I Spy', in partnership with Wotif.com.

The two-week long campaign will be pushed via TV and radio, encouraging bookings for the shoulder season - from now up until the Christmas holidays.

Leanne Coddington, TQ acting ceo said the promotion will benefit most tourism operators, while enticing Aussies to "spy" some 550 Qld holiday deals.

Offers include nightly rates priced from \$99 on the Sunshine Coast and Brisbane, \$110 on the Fraser Coast or from \$145 on The Whitsundays.

The campaign is also being pushed via Wotif.com's subsidiary, GoDo which has 1.8m subscribers in Australia & NZ, along with TQ's 450,00 e-newsletter subscribers.

## Brisbane arrivals up 3%

**BRISBANE** Airport has reported a 2.8% year-on-year increase in total passenger numbers for Aug.

International traffic fell 2.3% to 374,231 but domestic figures were up 4.1% on last year.

Despite a drop in overseas traffic numbers were up from the UAE (71%), Russia (152%), Eastern Europe (36%), South/Central America (53% and Africa (24%).

## Gurney AFTA vice chair

**NEWLY** appointed Jetset Travelworld Limited ceo Rob Gurney has taken the place of Peter Lacaze on the AFTA board.

Gurney will be AFTA vice-chairman alongside Flight Centre ceo Graham Turner.

## Emirates auto STPC

**EMIRATES** is now offering automatic issuance of STPC documents, which effective immediately no longer need to be handwritten by EK ticket offices.

Hotel vouchers will be issued at check-in at the airport on the inbound sector into Dubai and processed along with boarding passes.

STPC stays are automatically verified by the Emirates res system based on the best available connection, and must be booked via the call centre with criteria requiring over 8 hours and less than 24 hour connection time for economy, and more than 6 hours and less than 24 hrs for business or first class - more info at [www.emiratesagents.com/au](http://www.emiratesagents.com/au).

## Air India 787s to DXB

**AIR** India has chosen Dubai as its first international gateway to launch 787 Dreamliner aircraft, with a daily operation from Delhi scheduled, effective 26 Sep.

# Travel Daily

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Monday 24th Sep 2012

## Cosmos comp winner

**CONGRATULATIONS** to Maxeine McKeon from Harvey World Travel Erina Group who has been selected as the winner of *Travel Daily's* Cosmos Route 66 comp.

Maxeine won over the judges from Cosmos with her photo of herself with the second man on the moon and lunar module pilot in Buzz Aldrin.

Christian Schweitzer from Cosmos said Maxeine's photo was the most impressive because "It's not every day you meet someone that has walked on the moon who is an American icon".

"Buzz has experienced the Cosmos and now Maxeine will as well, winning the Route 66 tour next year," Schweitzer added.

Maxeine's prize-winning photo is **featured** below.



## AFL Finals - Wk3

### 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 337. He is closely followed by **John Auld**, from *Hastwell Travel & Cruise*, with a score of 329.

### 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**



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\*Airfares are quoted ex Melbourne and are inclusive of taxes and surcharges correct at 11th September, 2012. Offer ends 30th November, 2012. Travel from 1st February, 2013 until 31st October, 2013. Airfares shown are for travel in the low season. Seats subject to availability. Amendments and cancellation fees apply. Flight restrictions apply. For more information contact your Emirates' Sale Representative or the Emirates' Contact Centre on 1300 880 599.

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## 150th Independence

**THE** 1 Independence Travel Group says its on track to reach its goal of 300 members within two years after this past weekend reaching the half-way mark, signing Fairflights Travel Family.

Executive gm of 1 Independence parent firm, Orient Express Travel Group, Ari Magoutis said the independent group now had "effective scale" in the market, with double digit growth and a proven track record of delivering increased returns to members.

Magoutis said Express Ticketing has developed several additional products for its members which will be revealed soon.

## P&O Melb Cup cruises

**P&O** Cruises has fares from \$779pp quad share & \$1,149pp twin share on Melbourne Cup cruises aboard *Pacific Pearl* and *Pacific Jewel*, operating round-trip from Sydney to Melbourne.

The six-night voyages depart on 03 Nov and include three nights in Melbourne - phone 13 24 94.

## Vanuatu stay pays

**RATUA** Private Island & White Grass Ocean Resort on Vanuatu's Santo & Tanna islands are offering Stay 5/Pay 4 deals, valid for stays to 31 Mar 2014 to meet demand.

## Pullman/Sofitel LPR

**TRAVELPORT** has added Accor's Sofitel and Pullman hotel brands to its Lowest Public Rate Program that guarantees agents access to the lowest policy available rates.

## Bayview gunning for gift cards



**OCEANIA** Cruises is working hard to ensure it remains on the front foot in terms of how up-to-date their agents are in the latest offerings, providing front-line consultants with vital training.

Last week Oceania conducted a training seminar with the team at Bayview Travel, briefing staff on its latest developments & details on its 2013 range of itineraries.

The session formed part of a nation-wide sales "blitz", with a national incentive also in place in which every booking made before

31 Oct will see the agent receive a \$100 gift card, with the dollar amount doubled if the cruise sold departs in 2012.

Further, the top achieving agents will win a luxurious weekend away at the Emirates Wolgan Valley Resort in Sydney's Blue Mountains region.

**Pictured** are the Bayview Travel team of Josie McPaul, Judy Gillard, Dianne Wright, Michael Nolan, Evelyn Mehrengs and Jenny Macaulay, with Jane Tanti, Oceania Cruises (third from left).

## Is your tourism business eligible for an Export Grant?



If tourism exports is your business, you may be eligible for Export Market Development Grants (EMDG) of up to \$150,000.

In 2011-12 Austrade's Export Market Development Grants (EMDG) scheme helped 272 Australian tourism businesses and regional tourism organisations with grants amounting to \$9.4 million to meet the costs of marketing their tourism services internationally. EMDG partially reimburses marketing expenses such as the cost of overseas marketing visits, attendance at trade fairs, website costs and promotional literature.

**Grant applications for promotional expenses incurred in 2011-12 must be lodged with Austrade by 30 November 2012.**

Visit [www.austrade.gov.au/What-Is-EMDG](http://www.austrade.gov.au/What-Is-EMDG) or call Austrade on **13 28 78**.

# Creative toasts Tasmania



**CREATIVE** Holidays recently took its South Pacific / Fiji roadshow to Tasmania for the first time ever, with the event attended by over 50 agents.

The show was held at Hobart's Grand Chancellor Hotel, with attendees given many opportunities to speak directly with key suppliers to meet them

and to get to know their products better for themselves.

Air Pacific were just one of the many suppliers who also brought a selection of exciting prizes to be won, including a pair of return tickets to Fiji, along with two nights at the Westin Denerau and three nights at Musket Cove Resort in the Mamanuca Islands.

The attending agents thoroughly enjoyed themselves and implored Creative to bring another roadshow to Tasmania soon, with the group pictured above.

## JTB HQ relocation

JTB Australia is advising of a half-day closure scheduled for Fri 28 Sep from 12:00pm (AEST) as the firm's Sydney-based office relocates to a new address.

The move will result in JTB's Melbourne office also being shut down over the same time, re-opening on Mon 01 Oct.

Due to the NSW Labour Day Holiday, the re-opening of the Sydney office will be on 02 Oct.

Effective 02 Oct, the JTB Sydney office will be located at Level 18, 456 Kent Street, Sydney 2000.

Phone, fax numbers and email addresses remain unchanged.

## Peru Aus visit record

**PROMPERU** has reported a 23% spike in the number of Australian travellers to Peru between Jan and Jun 2012, compared to the same time last year.

At 17,388 visits by Aussies, the period became the busiest year-on-year recorded.

## LATAM alliance choice

**SOUTH** American carrier LATAM Airlines will make a decision as to which global airline alliance it will partner with in the first half of 2013, it's chief executive Ignacio Cueto has revealed.

LATAM is the result of the merger of Chile's LAN and Brazil's TAM, with LAN a member of oneworld and TAM part of Star Alliance.

## Six new Design Hotels

**DESIGN** Hotels has expanded its portfolio, adding six new locations to its portfolio across the UK & Europe and South America.

The latest additions incl South Place Hotel in London, Gezi Hotel Bosphorus in Istanbul, Hotel De Nell in Paris, Design & Wine Hotel in Caminha (Portugal) and Hotel Pulitzer in Buenos Aires.

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## SLH Israel presence

**SMALL** Luxury Hotels of the World has signed The Efendi Hotel - its first property in Israel.

The 12-room boutique property is located in the town of Acre in northern Israel.

## Novo Melb b'day offer

**NOVOTEL** Melbourne on Collins is celebrating its 20th anniversary in Oct, offering a 20% discount on the best available rate when booking two or more nights.

The special runs from 01 Oct to 11 Nov - phone (03) 9667 5800.

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## Aulani stay pay deal

**GUESTS** booking at Aulani, A Disney Resort & Spa in Hawaii can take advantage of a Stay 5/Pay 3 deal on offer by 10 Nov.

The special is valid for travel from now until 18 Dec, timed to coincide with the construction of resort enhancements (**TD** Thu), scheduled through to mid-2013.

See [www.disneyaulani.com](http://www.disneyaulani.com) and quote code O8V.

## Qantas ROE change

**QANTAS** has updated its Rate of Exchange for AUD to 0.95675, effective 01 Sep 2012.

## New aprons for BNE

**BRISBANE** Airport has unveiled a new 68,000sqm apron for the domestic terminal to be used for parking, refuelling and boarding.

The apron will be used mostly by Qantas, Virgin Australia, Tiger and Jetstar, providing space for up to eight aircraft.

A similar apron and taxi-way will launch at Brisbane's International Terminal in the near future, providing parking for four additional aircraft.

## ANA wants more 787s

**AIR** Nippon Airways has shown its confidence in Boeing's state-of-the-art *Dreamliner* aircraft, on Fri last week making a fresh order of 11 787-9 variants.

The Japanese carrier has so far taken delivery of 13 of 36 787-8s on order, and this latest deal will prop up its 787-9 requested fleet to 30 - for a combined total of 66.

The 787-9s will be delivered between 2018 and 2021.

ANA was the launch customer of the *Dreamliner* aircraft.

## Inplace comp winner

**CONTRATULATIONS** to Anthony Hunter from RAA Group who was the winner of last week's InPlace Recruitment mini-comp, featured exclusively in *Travel Daily*.

Anthony has won a \$100 prepaid Visa Card, courtesy of InPlace Recruitment.

# Ferguson welcomes 3u flights

**FEDERAL** Tourism Minister Martin Ferguson says the addition of new services by Chinese carrier Sichuan Airlines into Australia (**TD** Fri) will go a long way to achieve goals set by Tourism Australia.

On Fri, the Victorian Premier Ted Baillieu & Melbourne Airport announced the Chengdu-based airline would introduce new thrice weekly flights to Melbourne, although a commencement date is still in the works.

"Direct flights from Chengdu to Australia is another step in boosting Chinese visitor numbers to Australia, particularly from large secondary cities," he said.

Chengdu, with its population of 14 million, was one of three cities in China earmarked by Tourism Australia where extra support would be pledged via the gov't's \$48.5m Asia Marketing Fund.

The city, along with Qingdao

and Chongqing, will shortly see a regional push of TA's *There's Nothing Like Australia* marketing campaign to attract visitors.

Funds will be used to educate and train qualified travel agents, airlines & operators in Chengdu (for the first time) to promote and sell Australia.

Additionally, Ferguson said the Asia Marketing Fund was enabling Tourism Australia to lure flights from Asia through airline deals, such as Sichuan Airlines (3U).

Tourism & Transport Forum boss John Lee said additional aviation access was crucial to growing visitor numbers from China.

"Australia is not the only nation to have recognised the potential of the Chinese inbound market, so building capacity - especially through direct flights - is vital to ensuring that we capitalise on this opportunity," Lee said.

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## GHM signs Bali deal

**GENERAL** Hotel Management, or GHM Hotels, has signed an agreement to manage a new 100-villa development to be built on a secluded island off Bali's coast.

The project, to be constructed ahead of a 2015 opening, will be known as The Chedi Nusa Penida.

GHM currently operates two other properties in Bali - The Legian in Seminyak and the Chedi Club Tanah Gajah in Ubud.

## Aer Canada sign pact

**IRISH** national carrier Aer Lingus and Air Canada have signed an interline agreement to improve passage between the countries.

The deal, effective immediately, is the first step in a full codeshare alignment process the carriers plan to implement next year.

Air Canada will see EI's code placed on the currently seasonal Toronto to Dublin services ahead of the service increasing to year-round and better connections via London Heathrow to Ireland.

## TripAdvisor views

**SEMINYAK**, Bali is the top rated international destination Aussies are considering travelling to, according to views on the TripAdvisor.com.au website.

New York City was the second most popular destination, then followed by Paris, Singapore, London and Honolulu.

Bali's Kuta, Ubud, Legian & Nusa Dua regions all also made it into the top 20 viewed overseas cities.

Bangkok & Patong in Thailand were in the top 10, while Kuala Lumpur, Malaysia was 15th.

Interestingly, no Pacific Islands were among the top 20 cities.

Domestically, Melbourne pipped arch rival Sydney as the most viewed city by Australians, followed by Brisbane, Surfers Paradise and Cairns.

Beachside locations also rated among the top 20 viewed cities, including Airlie Beach, Noosa, Byron Bay and Broome.

## New PR at Syd Hilton

**KIMBERLEY** Roberts has been named as the new PR Manager for the Sydney Hilton Hotel.

Roberts will oversee the development of the property's social media presence & boosting the profile of the hotel in terms of international media exposure.



## 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).



### Insight Vacations - India & Nepal 2012/13

The subcontinent of India and neighbouring Nepal and their respective offerings have been covered in high detail by Insight Vacations in its 2013 guide. Also featured in the 27-page guide are holidays in Bhutan and Sri Lanka, with guests able to experience sunset in the Himalayas, encounter elephants & tigers in national park safaris & visit World Heritage Sites. Guests are transported in luxury vehicles, with first-hand knowledge of professional guides at hand.



### 50° North - Summer 2013/14

Nordic region specialist 50 Degrees North has released its *Midnight Sun & Summer Holidays* brochure, which details the company's range across the 90-page guide. The brochure covers Scandinavia, Finland, Iceland, Greenland, Russia, Mongolia and the High Arctic region and the many ways to see it, whether that be by rail, ferry, self drive or even as a small group adventure.



### Creative Holidays - Disney Parks & Resorts 2013

There is always something exciting going on inside a Disney theme park, with *Creative Holidays* up to date with the latest info on the entertainment giant's global offerings. Featured in the guide is a range of new themed lands at Disneyland Anaheim (the fabulous Cars Land) and Hong Kong (Grizzly Gulch). Special offers from Euro Disney as it celebrates its 20th birthday are included, along with the spectacular Walt Disney World in Orlando and Hawaii's stunning new Aulani Resort.



### Orion Expedition Cruises - 2013 Expeditions

The new guide from Orion for 2013 is spread over 67 pages, and has adopted a photo based layout. The effect this has is that each photo sends a different message on the kind of experiences that can be had, while the 33 itineraries, which visit 94 destinations, from Australia's Kimberley region, Antarctica, Borneo, New Zealand, PNG and themed voyages are all covered in great detail.



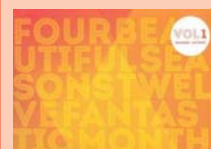
### Virgin Limited Edition - Luxury Portfolio

Foreworded by Sir Richard Branson himself, the *Virgin Limited Edition* brochure touches on many unique, exclusively high-end luxury experiences in a carefully selected portfolio of product which is owned by Branson across the globe. Experiences range from the Necker private island in the Caribbean through to African game reserves, mountain chalets, exotic catamaran yachts, exclusive restaurants and much more.



### MS Europa 2 - May 2013 - April 2014

Hapag-Lloyd Cruises is introducing the newly-built, 516-passenger *MS Europa 2* into the market, with the new guide including information on 26 itineraries it will operate across the Mediterranean, Arabian Peninsula and Asia, visiting 123 ports. Eleven decks of highlights are covered, with details on 251 suites, each with outdoor balconies, eight restaurants, a cooking school, six bars, spa facilities, a fitness centre, theatre and even a jazz club.



### Centenary of Canberra - Event Guide

Australia's capital city is celebrating 100 years since it was officially named, and what a party it is throwing. A \$30 million year-long cavalcade of celebrations is planned, with so much on that this 100-page volume guide covers only the first five months of the year, with a supplement to be released soon. Events to be held include sporting events, art festivals and musical performances.



## WANT TO WORK FOR AN **AWARD WINNING** WHOLESALE TRAVEL COMPANY?

### CUSTOMER SERVICE CONSULTANTS

HERE'S WHAT YOU'LL GET:

- ✓ Competitive salary with incentive based rewards
- ✓ **\$2,000 per year** to spend across our travel brands
- ✓ Fun team environment with ongoing training

WHAT WE ASK FOR IN RETURN:

- ✓ Exceptional customer service skills on the phone
- ✓ Ability to talk travel with travel agents
- ✓ Keen eye for identifying customer needs
- ✓ Proven track record of excelling at the work you do

### SOUNDS LIKE YOU?

To apply, forward your CV and covering letter to [recruitment@globusfamily.com.au](mailto:recruitment@globusfamily.com.au) with the position title in the subject line by **Friday 28th September, 2012**.



# India and Asia can be an Adventurous World

Monday 24th Sep 2012

WITH the ink barely dry on Adventure World's hot new India and Asia brochure, it was time to introduce the trade to everything that was new & exciting about it.

The company has recently held a series of roadshows across Australia designed to serve this very purpose, and what an amazing success they were.

The roadshows featured staff in traditional Indian dress, with henna tattoo artists, Bollywood dancers and a snake charmer.

The new look brochure features a mix of guided tours and FIT product in 13 countries in Asia and the surrounding subcontinent of India, including for the first time ever, Indonesia, while two new suppliers are offered in Exodus Adventure Holidays and The Family Adventure Company.

Agent reactions to what they saw were overwhelmingly positive, with many new products showcased in the new look guide.



## Swanning around with TTC



**THE** Travel Corporation's Insight Vacations, Trafalgar and AAT Kings brands joined forces recently to treat a coachload of agents from stores across Western Australian to a luxury Swan Valley day out.

It was a day of decadence and delight, with the 30-strong group enjoying fine wines, cheeses & chocolates along with beer and coffee tastings alongside a huge platter lunch extravaganza.

The experience was to give the group but a taste of what their

## THAI A380 inaugural

**THAI** Airways will this week fly its maiden A380 superjumbo on the Bangkok to Hong Kong route, with Singapore, Narita, Frankfurt and Paris to see the jet by Feb.

clients enjoy on Trafalgar, Insight and AAT Kings coach tours all around the world, with the agents now thoroughly envious of the experiences their special clients are lucky enough to enjoy.

**Pictured** above with a very content, and very full group, are Trafalgar WA sales managers Clare Sweeney and Leya Pearce, AAT Kings sales manager SA/WA Victoria Turnbull and Insight Vacations WA sales manager Sophie Weller.

## 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!



Is this on your SA Bucket List?

#### 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

## QATAR AIRWAYS RECRUITMENT

### Strive for Excellence with One of the World's Fastest Growing Airlines!

As one of the World's 5-star airline and fastest growing carriers, Qatar Airways is dedicated to excellence and continuous improvement. We apply this same philosophy towards our people where we provide diverse career focus, continual development and training.

### Airport Services Agents (Perth)

Representing the company in providing Qatar Airways renowned 5-star services to customers at the airport terminal, and helping create a stress free environment for customers whilst travelling. Support in ensuring total quality service and adhering to safety policy and security standards of the company.

We require a minimum of 2 year customer service experience in an airline / travel industry/ hospitality organization. IATA or airline Basic Tariff and ticketing knowledge will be an advantage.

**Applicants must have the right to live and work in Australia. Please send your detailed CV to [employment@au.qatarairways.com](mailto:employment@au.qatarairways.com) by 2 Oct 2012. Only those candidates that have made the shortlist will be advised.**



World's 5-star airline. [qatarairways.com](http://qatarairways.com)

## Indochina agreement

**TOURISM** Ministers from Laos, Cambodia, Myanmar & Vietnam have formed an alliance known as the Mekong Sub-Region, and have announced plans to introduce a single visa for foreign travellers in an effort to streamline visitation by foreign tourists.

At a meeting which took place in Saigon late last week, the officials signed the CLMV Tourism Joint Cooperation Plan, which will cover the 2013-15 period.

Thailand has said it may join the joint effort in the near future, with the intention of the pact also to encourage foreign investment.

More than 12.3m visitors arrived across the four countries last year, a 14.5% jump on 2010.

## Inflight wi-fi standard

**BOEING** has announced that by the end of next year it will include the installation of inflight wi-fi connectivity and mobile phone capabilities on all new B747-8 and B777 aircraft during the production stages.

Both of the twin-aisle aircraft types will also be fitted with the necessary technology to allow for live television broadcasts to be received while in-flight.

"We're always working to ensure that our products offer the airlines of the world the most modern and robust technologies available to provide their passengers with an exceptional flying experience," Boeing senior chief engineer Mike Sinnett said.

**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 APPOINTMENTS EXECUTIVE TEAM DELIVER MORE OF THE BEST

### QUEENSLANDERS EARN THE BIG BUCKS CORPORATE SALES MANAGER

BRISBANE - SALARY PACKAGE OTE \$130K - \$170K+

Our client is willing to pay for your skills and ability so don't delay! You will need to be at the top of your game in business development and have a strong background in developing key pipelines, tender presentation and securing those large business wins. If you have what it takes speak to AA today about getting the right salary for your expertise. A leading brand that ticks all the right boxes for you.

### ROLE OF THE MONTH

AIRLINE CORPORATE ACCOUNT MANAGER  
MELBOURNE - SALARY PACKAGE OTE \$70K+BENEFITS

Everyone wants to work for an airline and here it is. You will be skilled in corporate account management and be able to show a polished and professional presentation for this outstanding airline. Responsible for managing a portfolio of clients, developing relationships and generating new contracts this role is sure to excite. Get in quick as interviews are taking place this week!

### WHO LOVES ASIA?

INDUSTRY SALES EXECUTIVE  
SYDNEY - SALARY \$55K PLUS BONUS

This Asian specialist who create some fabulous journeys throughout South East Asia are looking for an experienced sales executive with industry contacts to be the face of their brand. You will visit agents to create brand awareness. With beautiful destinations and tours your job will be easy. You will receive a great base salary with a bonus and car allowance. You must have your own vehicle to be eligible for this role.

### BRAND NEW POSTION

BUSINESS DEVELOPMENT MANAGER -CORPORATE TMC  
SYDNEY - EXCELLENT SALARY

This role is new to the market and won't last long. Currently a BDM but want a fresh start? Our client a respected travel management company require an experienced BDM to join their team based in the CBD. You will be targeting a unique client base in the SME space. You will ideally have some corporate TMC experience in a BDM role, huge salary for those hungry for sales.

### PROVE YOURSELF IN THIS 12 MONTH CONTRACT

WHOLESALE RESERVATIONS MANAGER  
MELBOURNE - SALARY PACKAGE \$80k - \$95k

Can you drive a team to perform? Love building high level customer satisfaction? 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! Prove yourself in this contract and this could lead to further roles with this company!

### COMPETITION IS HOT FOR THIS GREAT ROLE

SALES EXECUTIVE (WHOLESALE)  
BRISBANE - SALARY PKG OTE \$65k + CAR ALLOWANCE

If you're going to be in Sales you might as well have a fabulous product to take to market. Your agents will always welcome you as their Rep working for this well known wholesaler. You'll be managing a territory split with the QLD team, presenting at expos & info nights and will need top notch communication and presentation skills. Brilliant travel benefits and overseas trips come with this position.

### COMBINE YOUR ACCOUNTS & ANALYTICAL SKILLS

BUSINESS ANALYST  
SYDNEY - EXCELLENT SALARY to \$85k plus plus

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 and accounting you must enquire about this rare analyst role.

### EVENTS SUPERSTAR -RARE ROLE

PROGRAM MANAGER  
MELBOURNE - EXCELLENT SALARY PACKAGE

Our client a leading conference and events company located in Melbourne have a rare vacancy for a program manager. You will be responsible for running the program's from inception to completion including budgeting and all delegate registrations. You will have at least 3 years experience at an event manager level with a passion for events. Ring today for a confidential chat.

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

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

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## Finding talent within the Australian Travel Industry

### Senior Corporate Travel Consultant

**Brisbane - \$50-65K + Super + Incentives - Ref 2611A**

A highly experienced Senior Corporate Travel Professional is needed by a leader in Travel Management. Move to a TMC where your 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 and this is also a chance to work with a stable, secure and growing corporate company where your efforts are recognised and rewarded.

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

### Corporate Leisure Consultant

**Sydney - \$55-60K+ Super + Bonus - Ref 2372-NCR**

Work for one of the leading independent TMC's in a centrally located office with amazing views! You will have brilliant destination knowledge and know your products. You will be working with some boutique accounts so it's all about the rapport. Our client is looking for a fantastic candidate with a solid work history and loves what they do! It's time to be well rewarded in this role, with a fantastic salary, Monday to Friday and possible bonus!

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

### Senior Travel Consultant

**Sydney - \$40K + Super - Ref 236**

A fantastic opportunity for an Arabic speaking Senior Consultant has become available. A well-established agency is looking for someone with extensive experience in the travel industry, a minimum of 4 years with brilliant ticketing skills. You will be the welcoming face of the office and be a mentoring figure for the more junior staff. You will book a mix of retail and corporate travel and offer amazing trips to the agency's valued clientele.

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

### Senior Corporate Travel Consultant

**Melbourne - \$50K DOE + Super + Comm - Ref 213**

A fantastic opportunity has arisen for an experienced Corporate Travel Consultant to join this fun & dynamic team in the CBD. With this company come training, uncapped earning potential & career opportunities. The ideal consultant will have excellent fares & ticketing skills, solid CRS training and have outstanding customer service skills. If you have a passion for travel, can work to sales targets and ready to kick start your Corporate Travel career, please call me.

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

### Senior Online Travel Consultant

**Brisbane - \$40-50K + Comm + Super - Ref 2177C**

Are you an experienced travel industry professional who wants to step away from face to face sales and focus on high spend lucrative bookings? If you have the sales skills, product knowledge and drive to succeed then you will flourish in this position. The custom is there waiting to be serviced by a suitably experienced candidate. Great earning potential and fantastic company benefits are on offer to the successful applicant with this leading travel company.

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

### Travel Consultant - Part Time

**Sydney - \$25K Package - Ref 2270-NCR**

Amazing part time role - 25 hours per week! This travel specialist is looking for an amazing South American expert. You will be offering fantastic customer service, provide the best possible service and ideally speak Spanish as a second language. In return you will be offered a base plus generous commission. In this role you will also be a key element in the marketing, training of agents and building the business! This is not your average travel consulting role!

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

### Senior Travel Consultant

**S. 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, benefits and career opportunities.

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

### Travel Consultant (Contract)

**Adelaide - \$Excellent + Super + Incentives - Ref 260**

Are you a Travel Consultant with good all-round destination knowledge, priding yourself on offering an excellent service to your customers? We have a fantastic opportunity for an experience Travel Consultant to join an established, reputable, nationwide company in either a 6 month or a 12 month contract role. This new role offers and above average basic salary, the chance to work for a great name, tailor-making travel itineraries and offering the best service!

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

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