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First with the news

Friday 15th February 2013

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Footy tipping reminder

IT'S not too late to join *Travel Daily's* Super 15 footy tipping competition, with this year's season kicking off this weekend.

The comp is free to enter for people in the travel industry, with a major prize of a trip for two to Dubai up for grabs courtesy of Emirates and Holiday Inn.

Enter your details online at rugby.traveldaily.com.au - and you can also sign up for AFL and NRL at afl.traveldaily.com.au and nrl.traveldaily.com.au.

Eight pages of news

Travel Daily today has eight pages of news and photos, plus full pages from: ([click](#))

- AA Appointments jobs
- NTIA
- TD agent mini-conference

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QF/EK reveal financial model

QANTAS and Emirates have provided further information to the Australian Competition and Consumer Commission on their proposed alliance, including a description of the revenue sharing agreement between the carriers.

The Master Coordination Agreement will see the carriers cooperate on two types of routes, which are defined as "Trunk" and "Non-Trunk".

Trunk Routes include QF flights to Europe via Dubai (e.g. SYD-DXB-LHR), and Emirates services from Dubai to Australia and beyond (e.g. DXB-SIN-SYD and DXB-SYD-AKL).

The rest of the carriers' respective networks are Non-Trunk routes, such as DXB-AMS.

According to the document the financial model varies according to the type of route.

On non-Trunk routes, simple commission codeshare terms apply - that is, the non-operating ticketing carrier receives a commission payment based on a percentage of passenger revenue.

However on Trunk Routes a "benefit transfer model" applies.

TD agent conference

THERE'S already been a strong response to *Travel Daily's* first ever travel agent mini conference titled "Do travel agents have a future in Australia?"

Full details are included on the **last page** of today's issue.

This is designed to "ensure an equitable transfer of incremental profits over and above each party's profit prior to the partnership," as well as creating a 'metal-neutral' outcome where there are "no incentives for either party to prioritise its own metal."

The benefit transfer model, which isn't spelt out in detail, also aims to allow Qantas & Emirates to "effectively work together to manage yield and inventory, as incentives are aligned".

Full details of the Master Coordination Agreement have not been made public because of its "highly commercially sensitive" and confidential nature".

In response to an ACCC request the submission also lists all of the related companies for QF and EK, which interestingly include Alpha Flight Services, Hudsons Coffee, dnata, Emirates Hotels, UK travel agency group Travel Republic and Travel Counsellors in Dubai.

Fourth Authority office

THE Travel Authority has added its fourth office, with the opening of an outlet at Terrigal on the NSW Central Coast.

The new team is headed up by Claire Winnel, with TTA md Peter Hesper saying the expansion "further enhances our ability to meet the growing demand for corporate leisure support as well as servicing the needs of existing and future Central Coast clients".

New CCC Fiji gm

CAPTAIN Cook Cruises Fiji has announced the appointment of Karl Evans as General Manager, based in Fiji, coinciding with the firm's "ongoing commitment" to further develop the business.

Evans will join the management team led by Fiji md Commander Semi Koroilavesau.

QF int'l bag adoption

QANTAS says its amended international checked baggage allowances (**TD Tue**) will apply for flights booked on 26 Feb, for travel from 31 Mar.

QF altered its policy on checked baggage from a piece and weight system to a solely weight system on all int'l flights (except to the Americas) to bring it in line with prospective partner, Emirates.



Deb Duncan
General Manager

travel counsellors →

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Friday 15th February 2013

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Travel Daily on location with Tiger Airways

Today's issue of *TD* is coming to you from Coffs Harbour, where Tiger Airways today operated its first direct flight from Sydney.

TIGER Airways this morning launched its first NSW intrastate route, with four weekly A320 flights from Sydney to Coffs Harbour on the NSW North Coast - with a fifth weekly service added from 31 Mar.

The inaugural was kicked off with fanfare at Sydney Airport, where TT commercial director Carly Brear said she was confident the services will prove popular, "stimulating demand and providing significant tourism and economic benefits to both destinations".

Participants in this weekend's famil will stay at the Novotel Coffs Harbour Pacific Bay Resort, and we're looking forward to a range of activities including getting up close and personal with dolphins - not to mention some pampering!

See Mon's issue for more.

AA to remain in oneworld

CONSOLIDATION in the global aviation industry is continuing apace, with the boards of US Airways and American Airlines overnight confirming that the carriers will merge (*TD* yesterday).

The merged airline, which will become the largest carrier in the world in terms of revenue and passenger numbers, will operate under the American Airlines brand, with the combined US/AA networks reaching 336 destinations in 56 countries with a fleet of over 900 aircraft.

According to a message to the travel industry from AA's vice president global sales, Derek DeCross, the combined airline will continue as a member of **oneworld**, with US Airways set to leave the Star Alliance.

The deal will take American Airlines out of bankruptcy, with AA creditors holding a 72% majority stake in the merged airline, while the remainder will be owned by US Airways.

US Airways ceo Doug Parker will become president of the new AA while Tom Horton, ceo of American Airlines parent firm AMR, will serve as chairman.

The merged AA/US will be based in Fort Worth, Texas.

"The combined airline will have the scale, breadth and capabilities to compete more effectively and profitably in the global marketplace," Parker said.

"Our combined network will provide a significantly more attractive offering to customers."

It's business as usual for the two airlines until the deal is sealed later this year, with expectations that it will be finalised by the third quarter of 2013.

The merger is subject to approval by US competition authorities and the court overseeing AA's bankruptcy.

Star Alliance said that until the proposal had been examined by the relevant authorities, US remains a full member "and will continue to offer benefits to the network's customers".

eNett payment delays

ENETT has advised agents that payments processed this week may incur delays due to issues with its banking partner.

According to an update issued this morning, the error is yet to be resolved, "and as a result transactions made after 2pm Monday 11th February will incur payment delays".

For agents, this means that money won't be debited from accounts, while suppliers will see a delay of 1-2 days in credits.

"While we continue to work with our bank to resolve this as quickly as possible, we have been informed that there may be further issues over the coming days," the company said.

New cloud over Reed

REED Business Information, the company which owns monthly industry magazine *Travel Weekly* is set to rebrand as Cirrus Media after being purchased by a private equity firm.

CEO Jeremy Knibbs is a minority shareholder in the new owner, with the changes seeing the departure of John Nuutinen who was group publisher of *Travel Weekly*, *Lawyers Weekly* and *B&T Magazine*.



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Air NZ pushes against QF/EK

AIR New Zealand chief strategy, networks and alliance officer Stephen Jones has cited a variety of capacity-related concerns in a fresh submission to the ACCC as its expected decision date on the Qantas / Emirates alliance nears.

In a letter to the Australian competition watchdog dated 13 Feb, Air NZ urges for all capacity under the proposed partnership to be rigorously tested against all of the potential public benefits.

The letter is the third official submission concerning the tie-up from Air New Zealand, following similar letters in Oct (**TD 08 Oct**) & last month (**TD 14 Jan**) detailing concerns for the partnership in relation to trans-Tasman routes.

Jones added this week initial capacity conditions may be

justifiable in circumstances not meeting the net public benefits, but that the ACCC "should look to restore natural market forces" once the public benefits test can be achieved.

The submission also reiterated that allocating capacity without a thorough examination could have "negative or unintended consequences including a reduced ability to respond flexibly to adjust supply to demand".

According to Jones, inflexibility in the allocation of resources can have a significant cost impact on the airlines themselves, competing carriers & consumers.

Citing anti-competitive concerns, the submission added that any future participants seeking to operate on the the trans-Tasman route would see that 95.9% of total capacity under an approved QF/EK alliance would be operated solely by Qantas, Emirates, Virgin Australia and Air New Zealand.

Approval conditions would see an inability to adjust on an overall trans-Tasman basis and on certain specific routes, also providing suppliers such as airports with scope to raise fees, knowing the carriers could not adjust capacity.

In closing, the submission claims that unforeseen situations such as natural disasters or events like the Global Financial Crisis could affect the carrier due to any rigid capacity conditions imposed.

Jones once again urged the ACCC not to approve the alliance on Tasman routes if public detriments do not outweigh the benefits, or to consider a short-term approval of conditions with options to review.

ACCC QF/EK meeting

THE competition watchdog has admitted it does not consider Qantas' International operation as in "terminal decline" (**TD 11 Sep**).

Overseeing a pre-meeting conference relating to the tie-up between Qantas and Emirates on 01 Feb, Commissioner Jill Walker said the Australian Competition & Consumer Commission did not "accept" that claim in handing down its Draft Determination in favour of the proposed alliance.

Details of the conference were made public yesterday afternoon.

Minutes from the meeting show the regulator hadn't accepted QF/EK's view that there would be no detriments from the arrangement, but did believe the pact may have "little or no impact on total employment or procurement from Australian businesses."

Brissie Master Class

TRIPADVISOR will hold a special Master Class for hotel industry staff to impart advice on strategies to develop marketing campaigns that encourage direct bookings & maximise an online reputation.

The free workshop will take place at the Emporium Hotel in Brisbane on Thur 21 Feb, with two sessions at 9am and 1pm.

Guest speakers will include TripAdvisor head of industry relations Brian Payea & Australian Tourism Data Warehouse ceo Liz Ward, speaking on digital tourism.

For more details or to register, visit www.bit.ly/hotelmater.

14 Triumph trips axed

CARNIVAL Cruise Lines has cancelled 14 planned sailings on the *Carnival Triumph*, stretching from the incident ladened 07 Feb sailing now until 13 Apr 2013.

The firm said it would provide all impacted passengers on the future cancelled voyages a full refund on the cruise fare, non-refundable transportation costs, pre-paid shore excursions, taxes, gratuities and government fees.

Travel agent commission will be protected, the line confirmed.

Sunlover SA event date

SUNLOVER Holidays' first South Australia roadshow (**TD** yest.) will be at the Rockford Adelaide Hotel on Tue 12 Mar 2013.

Wolgan Symphony tkts

EMIRATES Wolgan Valley Resort & Spa is offering an extra \$200 saving for last minute bookings for the inaugural Symphony Under the Stars weekend in Mar, now priced from \$725pppn.



Window Seat

MUM and Dad always have a unique way of giving advice.

Royal Caribbean International is tapping into this, introducing a new holiday advice phone line staffed by mums and dads.

The purpose of the line is to help families decide whether a cruise is the right type of holiday for them, and who would know better than other mums & dads who have also taken a cruise holiday with their own kids.

Parents available to chat will have kids in all age ranges and will have cruised recently, giving them the knowledge they need to help families of all sizes and with kids in all age brackets.

The line will be open each weekday between 9:30am and 2:30pm, presumably because the staff have to pick their own kids up from school or daycare.

THEFT while on holiday can happen in the most unlikely of ways, but a Scottish visitor to New Zealand is probably going to have a hard time convincing people that a parrot stole his holiday savings from his car.

The bird, understood to be a kea, snatched a small cloth bag containing the man's holiday fund of about NZ\$1,300, before flying off into the wilderness.

A nearby Canadian couple alerted the man to the larceny.

Dealing with the local police was no less embarrassing, with the man saying that the officer asked "Do you mind if I just stop to laugh", while completing his report on the incident.

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Oceania Insignia back

OCEANIA Cruises' fleet will be propped up through the addition of the 684-pax *Insignia* ship from May 2014, when it comes off a 2-year charter from Hapag-Lloyd.

Rocky relationship for Valentines

THE Rocky Mountain States of America showed Sydney some love on Valentines Day with sunset drinks at Manly Wharf Bar. Continuing the annual affair with Australia, on their sixth visit, were representatives from Idaho, Montana, Wyoming, North and South Dakota and Rocky Mountain International, escorted by Caroline Davidson, of Davidson Communications.

For the first time, the five states' tourism departments, coordinated by Rocky Mountain International (RMI), will have full representation in Australia, with Davison taking on the role on a 24-month contract.

RMI has also produced a new combined guide for Australian and New Zealand visitors, 'The Real America 2013/14: Your Guide to The American Rockies', and launched a website specially designed for the fast-growing Australian/NZ market (**TD Tue**).

"The growth from this market has been amazing," RMI's Barbara Stafford told *Travel Daily*.

"We have heard from all our suppliers that Australian visitor numbers are up substantially, especially in Yellowstone."

The team started the week with their first-ever visit to Perth, where they met with Adventure World, followed by a five-day fling in Sydney, before a hectic schedule of meetings in Melbourne, Brisbane and Auckland - more at www.rmi-realamerica.com.au.

Etihad Sabre switch

ETIHAD Airways will next week migrate its website, check-in and sales systems to the Sabre Airline Solution, in the most important step of its US\$1b, 10-year deal with the travel technology firm.

The carrier's airline reservations, inventory, distribution, departure control activities and eCommerce software will all be transferred to the new system, beginning 23 Feb.

EY is advising pax travelling 22 to 25 Feb to arrive at the airport 4hrs ahead of departure and use web check-in facilities if possible.



Australia Day Hawaii style

HAWAII Tourism Oceania and Hawaiian Airlines recently hosted a VIP famil for wholesalers and retail partners to Hawaii.

Led by HTO Country Manager Helen Williams and Hawaiian Airlines sales and marketing mgr Sherilyn Robinson, the group joined the action of the Pro-Bowl in Honolulu and also celebrated Australia Day at the spectacular Turtle Bay Resort on Oahu's north shore, where they donned the green or gold to recognise the day.

At Ola's Restaurant on the beach, the group enjoyed a stunning lunch which included Aussie favourites, such as Minties, Fantaes and Vegemite.

The group, **pictured** at Turtle Bay Resort, included Robert Crack, Flight Centre; Sally McFadyen, FCL; Heike Binting; Infinity Holidays; Jen Barclay & Petra Correa, Jetset Travelworld; Vanessa Ligovich & Susan Bordin, Pinpoint Travel; Deanna Marrocco, Creative Hols; Melvyn Almeida, Consolidated Travel and Nansi Gidiess, HA.

Tongan carrier ceases

TONGA'S domestic carrier Chathams Pacific will cease ops effective 02 Mar, with affected pax urged to contact tour operators or travel agents for alternative arrangements.



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Conditions apply; click here for details. Only open to eligible travel agency employees in AUS & NZ aged 18+. Must be available to travel between 15/5/13 and 20/5/13. Starts 21/01/13 and ends 17/03/13. Trip prizes split as follows: NSW/ACT: 40, VIC/TAS: 40, WA: 40, QLD: 40, SA/NT: 40, NZ: 80. There will be 30 trips per State group (60 in NZ) awarded via a game of skill. Remaining trips will be awarded via a game of chance. iPad mini prizes also awarded in game of chance. Mystery prizes awarded in game of skill to first placed entrants in each State Group. See conditions for details.

New Crystal local trips

CRYSTAL Cruises has introduced a new "uber-exclusive" collection of Boutique Adventures limited to up to a maximum of 15 guests.

Debuting in coming weeks, the excursions take Crystal guests inside private estates, art studios, museums, castles and businesses for exclusive meals, lessons, workshops & behind-the-scenes tours.

Offered in the Mediterranean on *Crystal Symphony* & *Crystal Serenity*, options include private painting lessons in Corfu, Greece or cooking lessons with Michelin-star chefs in Sorrento and Taormina, Italy.

Boutique Adventures are priced between US\$223-\$1,000pp.

JetBlue ups AUS/FLL

US CARRIER JetBlue Airways has introduced a new second daily nonstop service between San Francisco & both Fort Lauderdale and Austin from 21 May.

The Gauguin heads to Australia

BOUTIQUE luxury cruise line Paul Gauguin Cruises has revealed it will launch new itineraries visiting Thursday Island and Darwin during its 2014 season.

The line will operate the 332-guest *ms Paul Gauguin* on an 11-night Fiji to Australia voyage and a 12-night Australia to Fiji cruise.

Sailing from Lautoka, Fiji on 14 Jun, the cruise to Cairns will stop at Port Vila and Espiritu Santo in Vanuatu; Guadalcanal in the Solomon Islands; as well as Kieta, Samurai Island, Bougainville and Rabaul in Papua New Guinea.

Between the one-way journeys are two 14-night Australia and Southeast Asia journeys.

Departing 25 Jun from Cairns, the first 14-night sailing will visit

Thursday Island and Darwin, before tracking to Komodo Island, Benoa & Semarang in Indonesia, ending up in Singapore.

The itinerary then operates in reverse on 04 Aug from Singapore.

On 18 Aug 2014, *The Gauguin* will return to Fiji out of Cairns, stopping at the same ports of call.

Other voyages from Fiji include a 12- and 13-night Fiji, Tonga, Cook & Society Islands itineraries, as well as seven-, 10-, 11- and 14-night cruises in the South Pacific.

Paul Gauguin's other vessel, the *mv Tere Moana* will introduce 14 new ports in 2014, in Spain, Italy, France, Panama and Costa Rica.

More details on pgcruises.com.

SATC regional grants

APPLICATIONS are being sought from event organisers in South Australia for the 2013/14 Regional Events and Festivals Program.

Grants of up to \$5,000 are being offered by the South Australian Tourism Commission to promote regional tourism.

"South Australia is known for its vibrant events calendar and this grant program demonstrates the SATC's desire to keep its offering of events and festivals fresh and diverse," said SA Tourism Minister Leon Bignell.

Last year, the program backed 26 events, with a total of \$363,000 awarded across the SA.

Proposals close on 28 Mar, see www.bit.ly/SATCgrants for info.

Stay, Splash and Play

SEA World Resort & Water Park has released a 'Stay, Splash and Play' package that includes one night's accom and unlimited Sea World entry for \$90pp, with kids an extra \$20pp per night.

Valid for stays between 25 Feb and 20 Mar, the deal represents a saving of up to 55%.

Head of Sales, Princess Cruises

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Princess Cruises is the third largest cruise ship operator in the world and part of the world's leading cruise holiday company, Carnival Corporation (represented in the Asia Pacific region by Carnival Australia). Known as the Destination Experts, Princess Cruises visits more than 330 ports around the world. Locally, Princess Cruises has operated cruises for more than 10 years and has three ships departing from Sydney, Brisbane, Melbourne and Fremantle. Princess Cruises is a multi-award winning cruise line having won AFTA's Best Cruise Operator for four years running.

Reporting to the Commercial Director, Princess Cruises Australia and New Zealand, and managing a field sales team, the Head of Sales will be responsible for growing domestic and international revenue and passenger volume in Australia and New Zealand. This will be achieved by developing and executing innovative and comprehensive sales plans that positions Princess Cruises as the Premium Cruise category leader.

We seek applications from experienced sales professionals who demonstrate:

- several years experience in a senior new business development/sales position across multiple channels (within travel highly desirable)
- a successful track record managing and inspiring a team of remote sales people
- strong relationship building, influencing and negotiation skills, with experience negotiating contracts at a head office level
- financial acumen and business management skills, including sales planning, budgeting and forecasting
- the ability to adapt to change and engage teams and internal stakeholders during change

For further information and to apply online, please visit: careers.carnivalaustralia.com Job Reference: CAR/1053750

For further information on Princess Cruises please visit: www.princess.com



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Destination NSW

Executive Manager Regional Programs and Services

Destination NSW is a NSW Government statutory authority established to grow the visitor economy by positioning Sydney & Regional NSW as a global tourism and event destination.

We devise and implement strategies to grow the visitor economy, with particular focus on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW.

We are seeking a highly motivated and proactive individual to temporarily fill the role of Executive Manager Regional Programs and Services, for a period up to 31 May 2013.

Your key responsibilities will include:

- Leading and managing the operations and activities of the Regional Programs and Services team providing strategic input into the development of regional tourism partnerships in NSW
- During the temporary employment the successful applicant will be responsible for implementing regional actions from the VET Industry Action Plan including a new funding program, Destination Management and TASAC policy review

For further information and application details visit: Seek

Friday 15th Feb 2013

A&K range on show

ABERCROMBIE & Kent will next week hold its annual roadshow series, with two events to take place at Level 14, 131 Macquarie Street in Sydney & The Australian Club, 110 William St, Melbourne on 19 & 21 Feb respectively.

Agents attending will enjoy the official launch of the firm's new "Connections by Abercrombie & Kent" itinerary range as well as hear from key delegates visiting from A&K's overseas offices.

CH Beach incentive

CREATIVE Holidays has launched its 2013 Ultimate Beach Breaks agent incentive, with a cash prize pool of \$3,000 along with ten seats to Hawaii up for grabs.

A number of travel packages for Bali, Phuket, Hawaii and Fiji have been released, and for more details, visit www.bit.ly/chbeach.

Sabre on the buses

SABRE'S Red platform has added a new 'VoyenBus Red App' which gives agents real-time access to schedules, fares and seat information on buses serving destinations across Argentina, Uruguay, Chile, Peru, Paraguay and Bolivia.

Director of Sales, P&O Cruises



With a local cruising history of 80 years, P&O Cruises is Australia's most loved cruise line. From the Pacific Islands, Papua New Guinea and New Zealand, to the best of Australia's east and southern coasts, P&O Cruises delivers some of the southern hemisphere's most incredible destinations.

P&O Cruises is part of the world's leading cruise holiday company, Carnival Corporation (represented in the Asia Pacific region by Carnival Australia). Growth in the Australian cruise market is outpacing all international markets with brands managed by Carnival Australia (including P&O Cruises, Princess Cruises, Cunard, Carnival Cruise Lines, Seabourn and Holland America Line) representing the majority of the local cruise industry.

This newly created position will head up the Australian and New Zealand field sales teams and is responsible for maintaining, growing and positioning the P&O Cruises brand as the market leader, and delivering revenue and passenger volume targets. This will be achieved by implementing a targeted distribution strategy, maintaining and growing key industry relationships, building excitement around our product and ensuring P&O Cruises unique selling points are communicated throughout trade channels.

We seek applications from enthusiastic and innovative senior sales professionals who bring:

- an extensive track record in developing new business, including negotiating sizeable contracts with large trade partners at a head office level
- several years experience successfully managing, motivating and coaching a remote field sales team
- strong relationship building, networking, influencing and negotiation skills
- strategic thinking, strong sales planning skills, a preparedness to challenge the status quo and proven ability to make sound commercial decisions

While travel industry experience is highly desirable, it is not essential for people who bring the above and a genuine passion for cruising.

For further information and to apply online, please visit: careers.carnivalaustralia.com
Job Reference: CAR/1053753

To find out more about P&O Cruises please visit: www.pocruises.com.au



Geez Louise, it's tough for some!



ABOVE: These top selling agents from JTG were last week whisked out of their Australian summer & off to the wintery wonderland of Banff & Lake Louise in Canada by Skimax and Lake Louise Tourism.

The lucky agents were shown around the ski resorts in the area, also enjoying ice-walking in the Johnstone Canyon, while thawing in the famous Banff Hot Springs.

Pictured above skiing in Lake Louise with their ski instructors, in the back row is Jenny Coros, Skimax; Jason Connell, Ski Big 3; Shannon, Lake Louise; Andrew Sullivan, Don't Forget Travel; Jackie Schurmann, HWT Ascot Vale and Matthew Perre from HWT Mt Pleasant.

Front row: Stacey Dudley, Fair Flights; Kylie Howard, Globenet Travel; Donna Sheather, iTravel and Samantha Pedley from Travelworld Daisy Hill.

AB/HM sign c/share

AIR Seychelles & airberlin have signed a codeshare agreement.

The pact will see Air Seychelles place its code on airberlins daily return flights from AUH to Berlin and Dusseldorf, with reciprocal arrangements on Air Seychelles four weekly flights to Abu Dhabi.

WIN A \$500 RED BALLOON GIFT VOUCHER



This week **Travel Daily** and **inPlace Recruitment** are giving you the chance to win a \$500 Red Balloon gift voucher to indulge in an amazing experience of your choice.

As the travel job market heads into full swing for the year inPlace Recruitment is asking you:

What office perk would you choose, to make your workplace more satisfying and why? (in 25 words or less)

Email your answer by COB on Friday 15th February to: inplacecomp@traveldaily.com.au



Application Support Specialist

An exciting opportunity exists for an Application Support Specialist to join the Blue Holidays business, based in Brisbane. In this role, you will join a dynamic online travel team and help drive our customer led travel technology platform, development roadmap and deliver its application development goals. The ideal candidate will have proven experience in working with travel software vendors and be capable to drive business initiatives to advance the technology platform enhancements from concept to completion. An understanding of tour operator, mid/back office travel systems, GDS, HTML, css, Excel and project management, is desired.

Please submit your CV to chad.howard@blueholidays.com.au or call (07 3295 5070) for a full position description.
No agencies please.

Discounted island hop

TEMPO Holidays has reduced its 13-day Greek Island hopping tour, visiting Athens, Mykonos, Crete & Santorini for bookings paid in full by 28 Feb - phone 1300 362 844.

JQ receives sharklets

JETSTAR Asia has taken delivery of its first A320 equipped with fuel-saving wing 'sharklets' - the first Singaporean airline operating aircraft with the winglets.

Further sharklet-fitted A320's will be delivered to Jetstar Japan later this month and to Jetstar Airways in Australia later this year.

The wing-tips allow for fuel savings of up to 4%, a greater rate of climb and help to lower engine maintenance costs, Jetstar said.

MEANWHILE, Jetstar in Australia will provide \$120,000 in travel & grants to non-profit organisations funding projects aimed at helping their local communities.

JQ Australia & New Zealand ceo David Hall said the program was about allowing Jetstar to make meaningful contributions to the communities it services.

Experts on Seabourn

SEABOURN has recruited a team of naturalists, scientists and historical experts to conduct lectures and informative talks on its 2013/2014 Antarctic voyages.

Among the line-up is naturalist lecturer Brett Houston, who has travelled to Antarctica annually for the last quarter-century.

BW Khao Lak launch

BEST Western International has opened its 16th property in Thailand in the southern Thailand region of Khao Lak.

Located a one-hour drive north of Phuket, the 125-room Best Western Premier Khaolak Southsea Resort forms part of the group's Premier tier of higher-end properties and also offers two restaurants & Andaman Sea views.

'Must do' FC tours

FLIGHT Centre is offering a new range of earlybird deals on select European guided itineraries via a new partnership with Trafalgar, Insight Vacations, Contiki, Cosmos and Topdeck.

Released as a list of "must do" tours in Europe, the retail giant has identified one tour from each company as a "must do" itinerary.

Contiki's *European Discovery*, Trafalgar's *Highlights of France and Barcelona*, Topdeck's *Greek Island Hopper*, Insight's *Country Roads of Switzerland* and Cosmos' *Hidden Treasures of Northern Italy* comprised the list.

Technology Update

Today's Technology Update is brought to you by Amadeus IT Pacific.

Näkemiin, a Finnish farewell



The time has come to say farewell. My departure is bittersweet as I leave a community of which I

feel such a part. A community that has overwhelmed me with friendliness and inspired me with its innovation and energy.

We are in a unique location in the Pacific; a market that dares to take risks to meet the needs of a complex and challenging travel landscape. Aussies and Kiwis are among the most travelled and knowledgeable people in the world. This compels the industry to continually innovate.

We are proud that Amadeus' Australian airline partners have spearheaded huge aspirational leaps in global aviation technology which has resulted in a leapfrog for the travel industry in general.

That's why having a true technology partner is so important.

To the Australian travel community - agents, airlines, hotels, cars, cruise companies, technology partners, media and our competitors - I want to say thank you for being proactive and innovative; for working with partners like Amadeus who are shaping the future of travel. Together there is nothing we won't achieve.

As Amadeus continues its exciting journey and growth in the Pacific, I know that the Amadeus community, under the new leadership of Tony Carter, will continue to be your source of inspiration, community and technology leadership.

Sari Vahakoski, Managing Director, Amadeus IT Pacific

amADEUS
Your technology partner

Africa welcomes again in 2013



KENYA has welcomed the first group of Australian agents, hosted by The Africa Safari Co's maiden educational for 2013.

Reports from the group say the wildlife on show was nothing short of spectacular, with visits to the Maasai Mara, Lake Nakuru & Amboseli National Park among the many highlights enjoyed.

The group saw thousands of

pink flamingos by the lake, fed the giraffes, visited an elephant orphanage many cheetahs & hyenas and even saw a pride of 12 lions take down a hippo.

Pictured above in front of a snow-capped Mount Kilimanjaro, from left is Julian Insall from The Africa Safari Co with Heather Gibson, Debi Kitt, Robyn Taylor, Tim Dobson & Claire Anderton.

SINGAPORE AIRLINES



SALES OFFICER - ADELAIDE NEW FULL TIME POSITION

Due to an increase in flight frequency, an opportunity exists for a highly motivated individual to join the Singapore Airlines team.

KEY AREAS OF RESPONSIBILITY:

- Provide support and assistance to the sales team.
- Assist in the preparation, administration and distribution of local fares, marketing initiatives and product updates.

KNOWLEDGE AND EXPERIENCE REQUIRED:

- Knowledge of airfares, GDS/AMADEUS and ticketing procedures would be an advantage.
- Minimum 2 years experience in the travel industry.
- High level skills with MS Office package including Excel, Access, PowerPoint and Publisher.
- Excellent written and oral communication skills.
- Team player with strong organisation, planning and time management skills with a keen eye for detail.
- Ability to handle pressure with minimal supervision.

This position attracts a package including generous travel benefits and subsidised medical benefits.

Please forward written application with CV to Irmina Inglot, Secretary to Manager SA, GPO Box 1738, Adelaide 5001 SA or email to irmina_inglot@singaporeair.com.sg by Friday 28 February 2013.

Only suitable applicants will be contacted for an interview.



Travel Specials

TRAVEL INDUSTRY CLUB



Travel, for travel people

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

Thailand is on the menu this week from the **Travel Industry Club**, with a short term special return fare to the popular destination on sale from \$440 plus taxes. To secure your seat, phone TIC on (02) 9700 8711.

Rarotonga's **Crown Beach Resort & Spa** has launched its travel industry rates for 2013/14, valid for sale to 15 Mar 2014, for travel from 01 Apr 2013 to 31 Mar 2014. Rates start at NZ\$299 (AU\$246) for a 1-bedroom garden villa for the first two nights, and slightly higher for additional nights. To book, quote res code TI-2013/2014 via email at info@crownbeach.com.

Utracks has released their Spring Sale for European walking itineraries, with 10% off all active tours continent-wide departing before 31 May. To secure the commissionable special, book by 08 Mar - ph 1300 303 368.

'Take a friend to explore Japan' is the message from **Jetstar**, with special 2-for-1 companion fares now on sale to Tokyo or Osaka. Seats start from \$189.50 per person (one way, no checked bags), with seats on sale until 19 Feb. Valid travel dates vary by origin port. Visit www.jetstar.com.au.

Extended Drive deals

DRIVEAWAY Holidays has extended some of its earlybird car hire deals in the UK, Europe and the USA, along with its Peugeot Leasing Earlybird until 02 Apr.

Offers include discounts of up to 20% in some European countries and up to a 15% saving in the UK.

Chinese NY SYD party

SYDNEY Airport last weekend celebrated the Chinese New Year by welcoming arriving passengers with these two traditional dancing dragon performers (**below**).

The special greeting was also in line with the airport's partnership with the City of Sydney's Chinese New Year Festival.



Photo by Renee Nowytagger

Precision SYD landing

AIRSERVICES Australia has selected US company Honeywell Aerospace's SmartPath instrument to be installed at Sydney Airport as the country's first Ground-Based Augmentation System.

Benefits of the program include improving operational efficiency and decreasing aircraft noise over suburbs around Sydney Airport.

SmartPath will complete testing procedures before the end of Q1 this year, and will be implemented upon certification by CASA.

Tahiti app released

ANDROID and iPhone users can access guides on dining, transport, accom and activities in Tahiti with a free new smartphone app now available from Tahiti Tourisme.

Clinton address WTTC

FORMER US President Bill Clinton will deliver the keynote address at the World Travel and Tourism Council Global Summit in Abu Dhabi between 09-10 Apr.

Heathrow fees triple that of a decade ago

THE British Air Transport Association (BATA) has protested any further increase to passenger fees at London Heathrow Airport following the official publication of a £3b redevelopment plan at the facility (**TD** 05 Feb).

BATA chief Simon Buck said the group supported the improvement of passenger facilities but said it could be done without further pushing airport fees up.

"Prices at Heathrow are triple the level they were ten years ago and Heathrow is already the most expensive hub airport in the world," Buck said.

"Clearly, this is a concern for all passengers travelling through Heathrow, and all airlines operating there".

Travel Daily

First with the news

Friday 15th Feb 2013

Oaks on Cowboys side

OAKS Hotels & Resorts has launched a Townsville travel deal for fans of the Nth Queensland Cowboys NRL team at its Mon Palmer property, consisting of two game tickets, one night accom & airport transfers from \$269pn.

To book, phone 1300 559 129.

IATA drop Kingfisher

KINGFISHER Airlines could see its IATA membership terminated from 31 Mar due to the expiry of its Air Operating Permit and its current financial predicament.

Abu Dhabi

Win

a luxury trip to Abu Dhabi



Abu Dhabi Tourism & Culture Authority is giving one lucky Travel Daily reader and their guest the chance to experience the awe-inspiring nature, exhilarating adventure, rich culture and warm Arabian hospitality of Abu Dhabi.

Your luxurious prize will include: return Coral Economy Class flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane) with award-winning Etihad Airways, 4 nights' accommodation at the 5* beachfront Fairmont Bab Al Bahr, an Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of February, simply send the correct answers for our daily questions to abudhabicomp@traveldaily.com.au and this fascinating Arabian holiday for two could be yours.

Q11. What building in Abu Dhabi is certified by the Guinness Book of World Records as the 'World's further leaning man-made tower'?

Hint - Visit www.visitabudhabi.ae

The deadline for all answers is 5.00pm Thursday 28th February, 2013.

Click here for full terms & conditions and to view all questions.



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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NO MORE WEEKEND WORK SWITCH TO TRAVEL RECRUITMENT BRISBANE BASED

- **Established clients**
- **Experienced, supportive team**
- **Salary Package circa \$55,000 + Bonuses**

Are you a talented, experienced travel consultant, who is still passionate about the travel industry, but tired of face to face retail consulting and all those weekend hours? Or maybe corporate travel is boring you to tears? If you are consultant looking for a new challenge plus a BETTER work life balance, then travel recruitment may be for you.

ABOUT US

AA Appointments is Australia's largest national travel recruitment specialist. Celebrating 30 years in the industry, our outstanding success this year has led to growth in our experienced Brisbane based team.

ABOUT THE ROLE

As a travel recruitment consultant you will enjoy interviewing, screening and placing candidates in their dream roles; maintaining existing client relationships and developing new business! This is a very rewarding fast paced role where no two days are the same!

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Key benefits include:

- an excellent salary package including a strong base and uncapped commission;
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- up to 5 weeks paid holidays
- Luxury 5 star annual conference.

WHAT YOU NEED TO SUCCEED

A minimum 3 years travel consulting experience, preferably within a retail or corporate agency. Full training will be provided.

Would like to know more?

Contact us today on 07 3229 9600 or send your CV directly to apply@aaappointments.com.au

WORK DIRECTLY FOR THE CLIENT CORPORATE IMPLANT CONSULTANT

SYDNEY (NORTH) – SALARY PACKAGE UP TO \$70K

This is a unique opportunity to leave the TMC & work directly for a global company, based in stunning offices. No more targets or multiple accounts. Be part of a close knit team, which prides itself on providing exceptional customer service to their own internal staff. If you enjoy working in a fast paced environment and are able to think outside the box, this is the perfect role for you. Do you have Sabre and 3 years corporate experience? Apply today.

***NEW* I STILL CALL AUSTRALIA HOME PREMIUM INBOUND CONSULTANT SYDNEY – 55K PACKAGE + BONUS**

This award winning inbound travel co. is looking for a talented consultant to join their thriving team. You will be responsible for servicing overseas clients with their domestic holiday needs. This company prides itself on its unique packages and product range. Great offices located in the CBD, close to transport and shops. A min 2 years inbound travel experience and a passion for Oz is all you need.

WANT A CHANGE OF SCENERY? HIGH END LUXURY LEISURE CONSULTANT MELBOURNE – SALARY PACKAGE TO \$63K (DOE)

This long standing travel agency is seeking a senior travel professional with experience servicing high end clientele with luxury leisure itineraries. Working Monday to Friday hours, you will work within a professional team servicing many of the offices repeat and referral clientele. Set salary package on offer. To be successful you must possess a minimum 8 years leisure travel consulting experience.

CRUISE EXPERTS REQUIRED CRUISE CONSULTANTS

BRISBANE CBD – SALARY PACKAGE TO \$55K

Calling all cruise consultants! Now is the time to take your pick of hot travel roles. From boutique to global organisation's, wholesale or retail there's sure to be a role that takes your fancy. Great \$\$, free cruises, ICCA training, sensational famils, travel discounts and supportive management are just the start of the great benefits you'll enjoy in these superb roles. If you have a min of 18 months travel industry experience & passion for cruising – call now.

2013

afta National Travel Industry Awards

The Hordern Pavilion, Moore Park
Saturday 20th July 2013

Hosted by media personality Andrew Daddo
Sponsored by Sabre



Nominations
OPEN

from 9am Monday
11th February to 5pm
Friday 1st March



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Do travel agents have a future in Australia???

Will we all still have jobs in 10 years?

Hear what some of the industry's foremost experts have to say on this controversial issue, at *Travel Daily's* first ever **Travel Agent Mini-Conference**.

Presenters include:

- Australian Federation of Travel Agents ceo **Jayson Westbury** who will speak on global trends in travel agencies
- Social media expert **Kim McKay** from Klick Communications, sharing her expertise and insights into the digital revolution
- **Dale Woodhouse**, Singapore Airlines Senior Manager Marketing & Alliances Australia, who will present on Travel Agent Distribution and the Singapore Hub
- and Travel Daily publisher **Bruce Piper** who will convene a panel discussion on the rapidly changing industry landscape in Australia.

If you want a glimpse into the future, you can't afford to miss this important event.

And afterwards, join us for a taste of Singapore, courtesy of the Singapore Tourism Board ...

Date: 6 March 2013 **Time:** 1545 **Cost:** FREE

Venue: Luna Park Sydney (Ted Hopkins Room)

Numbers are strictly limited; register ASAP by emailing your details to event@traveldaily.com.au, and your attendance will be confirmed by email in the coming days.

**Travel Daily**

