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Travel Daily

First with the news

Friday 11th January 2013

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Virgin Sabre checklist

VIRGIN Australia has released a checklist for industry partners ahead of its migration & cutover to the SabreSonic CSS from Sat.

The list aims to act as a tool "to assist with the smooth transition" of existing Virgin Australia bookings and customer profiles.

Travel agents are also being made aware of new help desk telephone options which come into effect on Sun 13 Jan - full details at www.bit.ly/VAchecklist.

Uniworld all-inclusive

UNIWORLD Boutique River Cruise Collection will expand its list of service and amenity inclusions in 2014 to include 24-hour dining & all gratuities/taxes.

The new inclusions extend to unlimited free wine, beer and spirits and tips onboard Uniworld ships and ashore, as well as for pre and post-cruise extensions.

President of Uniworld, Guy Young said the 2014 inclusions will mean clients won't need to worry about ancillary items, "so that all they will need to do is simply relax and enjoy their well-deserved holiday."

Online vs retail gap widens

THE divide between consumers booking travel through online channels rather than bricks-and-mortar travel consultants has never been so great, new Roy Morgan Research has revealed.

According to the latest Holiday Tracking Survey, around six out of every 10 overseas holidays made over the 12 months to Nov 2012 were booked via the internet.

At 58%, the online figure is up 22 percentage points on Jun 2007.

That compares to 20 percentage point plummet in international travel arrangements being made 'in person' through retail agents, which sits at 37%.

The survey also showed that the number of bookings made by phone declined from 28% to 20%.

"Traditional bricks-and-mortar travel agents are losing popularity as more Australians use the internet to book their overseas holiday," Roy Morgan Research's International Director of Tourism, Travel & Leisure, Jane Ianniello said yesterday.

"However, some travel agents, such as Flight Centre, have maintained their brand strength

and relevance by developing a strong web presence.

"With increasing penetration of home computers the trend towards online travel bookings is likely to continue," she said.

A growing number of overseas holidaymakers (3%) are now also using their mobile devices to book holidays, added Ianniello.

Flight Centre Ltd executive gm of Marketing Colin Bowman confirmed to **Travel Daily** today the uptick in online transactions was limited to simple point-to-point domestic flights and accom.

"While we have seen an increase in international airfare bookings online, customers still use travel agents to book holidays and more complex itineraries," Bowman said.

He said enquiries by phone has risen by more than 10% year-on-year, "so how customers end up booking is a matter of choice."

The group has also seen a spike in the use of mobile devices, with people using phones and tablets to research, plan and enquire from Flight Centre's mobile site, Boman told **Travel Daily**.

Rail price increase

RAIL Plus is advising agents of price increases for European and Korean products due to changing market conditions.

Any booking containing either European or Korean products need to be paid and ticketed by 3pm ESDT on Mon 14 Jan, otherwise higher rates will apply.

The firm warns that due to the number of reservations on its system, it may take up to a week to re-cost/update bookings.

Merlin recruiting

MERLIN Entertainments Group is seeking a Victorian-based Trade Account Manager to promote third-party sales ticket sales.

See **page eight** for specifics.

Six pages of news

Travel Daily today has six pages of news and photos, plus full pages from: (**click**)

- AA Appointments jobs
- Merlin Entertainment Group

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An application form can be downloaded at <http://www.airmauriti.us.com/aboutus/mkexternalvacancy.pdf>

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TNZ China strategy

TOURISM New Zealand has unveiled a new strategy to lure Chinese travellers to stay longer and spend more in the country.

Launched on Thu, the Premier Kiwi Partnership (PKP) program will see TNZ working with a group of 12 inbound tour operators and 18 China-based travel sellers to develop and market innovative, higher quality packages.

The program comes in response to a 38% year-on-year spike in visitors from China in 2012, NZ's second largest source market for inbound tourism.

TNZ's gm Asia Markets Tony Everitt said most Chinese visitors spend only three days in New Zealand as part of a tour group on a dual-destination package combined with Australia.

But there's been an increasing number of independent higher value Chinese travellers electing to tour NZ alone, Everitt said.

"These travellers generally spend far more time here; visit more regions, have more discretionary spending power and have a higher quality experience. "Their value to New Zealand's tourism industry is greater, so it makes sense to focus on growing this part of the market," he added.

Approved PKP sellers will benefit through digital marketing partnerships, joint marketing collateral, PKP recognition in advertising and marketing, along with priority listings for famils to New Zealand.

Lindeman Is. \$200m revival

THE former Club Med Lindeman Island in the Whitsundays is set for a \$200m facelift by its owners, White Horse (Australia) Holdings.

The Chinese company acquired the resort last year (**TD** 27 Apr) for \$12 million - a fraction of what it will reportedly invest in reviving the Whitsunday island.

It's understood a 228-room luxury resort will replace the tired Club Med which closed on 31 Jan.

WHH chairman William Han is to lead the resort's overhaul, which will be funded by a marketing campaign.

Whitsunday Tourism and Marketing ceo Danial Rochford said White Horse Holdings' focus would be squarely aimed at the Asian market, which "would be a huge boost to the region."

Rochford said White Horse's announcement was not only significant for the Whitsunday region but also nationally.

"Certainly it will have a long-term significant contribution and benefit to the region," he added. The new Lindeman resort could take up to two years to reopen.

Inspiring price drop

INSPIRING Journeys has today rolled out its 2013/14 Australia small group adventures program, cutting the price of six of its local itineraries.

The price drop aims to appeal to customers seeking competitive touring deals, Inspiring Journeys head of sales David Gendle said.

"To this end Inspiring Journeys has responded by significantly reducing the price of its Australian itineraries without compromising on delivering the very best in immersive and authentic experiences which we have become well known for," he said.

See inspiringjourneys.com.au.

Excite Hols motto

B2B wholesaler Excite Holidays is reinforcing its commitment to travel agents in 2013, rolling out a new 'Exclusively Yours' brand statement to accompany its logo.

"This clearly communicates the fact that we are solely dedicated to travel agents, unlike many wholesalers who also target consumers direct," said Excite Holidays chief executive officer George Papaioannou.

MU alters bag limits

CHINA Eastern Airlines has adjusted its luggage allowance, now permitting Economy Class passengers two pieces for a combined weight of 46kgs.

Business Class luggage limits are two pieces at a total of 64kgs.

The recently adjusted luggage limits are valid from Sydney and Melbourne through to China/Europe/Japan/Korea/South East Asia and North America.

Rocky agent scheme

ROCKY Mountaineer has today launched its first online training program for sales partners and travel agents, designed to equip sellers with knowledge and confidence selling the product.

The first 100 participants to sign up to 'TRACKS' and complete the module before 15 Mar will also go into the draw to win one of three iPad minis - get started at agent.rockymountaineer.com.

NATIONAL SALES MANAGER

Do you live and breathe travel but are bored with the standard industry fare and toeing a well-worn line?

We are looking for someone that has drive, enthusiasm and some innovative flair along with all the skills and experience to take our trade sales to the next level.

This is a new role based in Adelaide with the key objective of growing Bunnik Tours' presence with travel agencies nationwide. As your strategies take effect you'll be building and leading a team of interstate-based sales executives.

For further information please click here.

Applications close 31 January 2013.

Bunnik Tours is one of Australia's fastest growing travel companies & winner of the BRW Private Business Awards 2012 for excellence in customer service. www.bunniktours.com.au



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To succeed in this role you must be self-motivated with exceptional attention to detail. You will ideally have three years of experience in a similar role. The successful candidate will be confident with the Adobe Creative Suite including InDesign and pre-press skills are essential. Flash & HTML skills would be an advantage.

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Melbourne trumps Gold Coast

AUSSIE travellers are more in favour of a holiday to Melbourne than any other domestic city, a new poll has shown.

According to the latest Holiday Tracking Survey produced by Roy Morgan Research, 4.1 million Australians (22%) would choose the Victorian capital as a desired vacation destination within the next two years.

The under 30 market was attracted to Melbourne because of the city's shopping, dining, nightlife and special events.

The Gold Coast was favoured by 3.3 million (18%), followed by the Sunshine Coast (12%), Sydney

(12%) and the Great Ocean Road (11%) rounding out the Top 5.

International Director of Tourism, Travel & Leisure Jane Iannillo said Australia's beach destinations, such as the Gold Coast and Sunshine Coast, have suffered in popularity over the past decade due to heightened competition from Bali, Fiji and Thailand.

The figures were based on a 12 month moving average to Nov 12.

MEANWHILE, Sydney hotels achieved the highest number of hotel bookings in the country over the Christmas and New Years period, Lastminute.com.au reported today.

Melbourne was the second most popular destination, then the Gold Coast, Sunshine Coast, Brisbane, Perth, Adelaide, Hobart, Canberra and Cairns.

Haggling sales boom

GRAYSECAPE.COM says the number of bookings made via the channel soared 300% in Dec, compared to the corresponding month in 2011, as website users become more willing to haggle.

GM Gary Berman said he was chuffed with the increased take-up by consumers to negotiate deals directly with hoteliers.

"Under the bigger and better GraysEscape banner [previously Ubid4rooms.com], business is progressing better than expected," Berman said.

He added the site is aiming to boost inventory by 30% by Easter.

QR synthetic fuel

QATAR Airways will begin using the first new aviation jet fuel approved globally in the past two decades on an A340-600 service from Doha to London Heathrow.

The GTL Jet Fuel, developed in Qatar by Qatar Petroleum and Shell, is a blend of conventional crude oil and synthetic paraffinic kerosene, and will be used at Doha International Airport.

EY/GA USA codeshare

ETIHAD Airways is seeking US regulatory approval to enable it to add the flight code of Garuda Indonesia on services from Abu Dhabi to New York and Chicago.

Currently, GA has a codeshare pact with China Airlines into San Francisco, along with rights to operate to Honolulu, Los Angeles and Guam in the United States.

The Indonesian carrier told the Department of Transportation it requires additional exemption authority in order to market the new Indonesia-New York/Chicago routes, codesharing with Etihad.

EY/GA said they plan to launch the new codeshare as soon as approval has been granted by US authorities.

ATM registrations

REGISTRATIONS for the 2013 Arabian Travel Market being held between 06-09 May at the Dubai International Convention and Exhibition Centre have opened.

This year's Middle East tourism and travel showcase is entitled 'One Event, Unlimited Destinations'. Register at www.bit.ly/ATMregs.

QVH brox release

QANTAS Holidays and Viva! Holidays have completed the loading of all product for the 2013/14 brochure season.

Brochure distribution for five new Qantas Holidays titles - Bali, Fiji, Hawaii, UK/Europe and Thailand - has already begun.

Window Seat

IT SEEMS the staff at the Travelmanagers office just can't seem to stop dancing.

Fresh from a well-rehearsed rendition of Psy's *Gangnam Style* at last year's conference in Fiji (*TD* 12 Nov), the staff at the NPO have decided to do their bit for struggling rural communities fighting bushfires by performing an office rain-dance routine complete with tribal chanting.

The female staff donned tinsel and proceeded to dance around one of their male colleagues, and it seems to have worked.

From dancing on Tue, it then rained in Melbourne and Hobart and drizzled in Sydney on Wed.

Travel Daily TV has obtained a copy of the video, which can be viewed by clicking on the logo.



SOMETIMES it can be flattering when we are mistaken for much younger versions of ourselves based on looks, but not in the case of British actress Emma Watson as she was returning to the US this week.

Upon reaching Customs, the baby-faced 22-year old was mistaken as an unaccompanied minor and inquired as to the whereabouts of her guardian.

Watson laughed off the mixup, tweeting that she has been through the experience before.

SEALINK Business Development Executive

Travel Group

Employing over 650 people throughout Australia, SeaLink Travel Group are best known for their ferry operations connecting the South Australian mainland to Kangaroo Island. In addition they have built a significant tourism operation as a tour operator, travel wholesaler and retail travel business nationally recently purchasing Sun Ferries in Townsville (now SeaLink Queensland) and Captain Cook Cruises on Sydney Harbour.

SeaLink Travel Group has an opportunity for an exceptional and experienced Business Development Executive to join their team. The position of Business Development Executive, Victoria & Tasmania, is a permanent full time opportunity, based in Adelaide. To be successful you will demonstrate a strong understanding of retail trade distribution in these markets, with previous experience in a Business Development Executive or Retail Travel Management capacity.

For more information visit www.seek.com.au.
Applications should be received COB, 18 January 2012.

Travel Managers



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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

BW set to boost Qld

BEST Western has indicated Queensland will continue to be the fastest growing state in Australia in terms of hotel development, citing strong bookings already for Jan.

General manager of sales and marketing Kimi Anderson said regional destinations within the Sunshine State showed potential.

"We're seeing strong tourist growth in places like Toowoomba, Bundaberg and Port Douglas," Anderson said.

Bali popularity fading

AUSTRALIAN tourist arrival numbers to Bali recorded a 3.7% year-on-year growth for the Jan-Oct period, however the result was down on double-digit growth posted in previous years.

The figures from the Central Statistics Agency show the number of Aussie arrivals totalled 684,312 compared to 660,743 for the same period in 2011.

Indonesian tourist officials have blamed the high Australian Dollar for the downturn, which they say is encouraging Australians to travel to further away destinations like Europe and the US.

Syd hotel rates to rise

REAL estate financial analysts are expecting average room rates at hotels in Sydney to track north during 2013 as worldwide hotel transaction volumes hits \$32b.

Jones Lang LaSelle's Hotel and Hospitality division says hotel operating fundamentals are generally holding strong, due to growth in room revenues.

"Global travellers will boost demand and average room rates in markets such as Istanbul, Munich, San Francisco, Boston, Sydney and Singapore, which have already enticed investor interest and will be the markets to watch in 2013," the firm said.

TD's Christmas comp winner



ABOVE: Congratulations to Arundhati Teli of Travelport who was the winner of **TD's** exclusive trade Christmas Party photo competition, promoted in Dec.

Arundhati is **pictured** centre with colleagues Andy Mitchell (left) and Viren Teli who dressed as Na'vi characters from Avatar for their office Christmas bash.

Courtesy of Fraser Place Melbourne, she has won two nights accom in a new Studio Deluxe Suite, brekkie and more.

Loews Cabana project

LOEWS Hotels & Resorts has this week begun development on Universal's Cabana Bay Beach Resort within the Universal Orlando Resort in Florida.

The behemoth project is being constructed in partnership with Universal Parks & Resorts, and will offer 900 rooms, targeted at the moderate and value-priced accommodation seeker.

It's slated to open in 2014.

This weekend
Virgin Australia
will have a new
reservation system.

Virgin Australia is transitioning to the SabreSonic CSS reservation system over 12 and 13 January 2013. With this new system, Virgin Australia will become a fully ticketed airline with a single designator - VA.

There will be some important changes for you as a travel agent and for your customers. To find out what you need to know, [click here](#).

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australia

Boeing defends 787s bad week

AIRCRAFT manufacturer Boeing has issued a statement defending the in-service performance and safety mechanisms aboard its B787 *Dreamliner* following a string of incidents this week.

Boeing commercial airplanes vp and B787 chief project engineer Mike Sinnett said the company is experiencing similar issues with initial operations as on previous aircraft roll-outs.

"We are right where the 777 program was when it went into service...We're probably on the low side of the average".

"I am 100% convinced that the airplane is safe to fly," he said.

An onboard fire on an empty JAL plane (**TD** Tue) was followed by an aborted takeoff as a result of a fuel leak (**TD** yest.), with both occurring at Boston's Logan Airport, although JAL later said the fuel leak was not a result of a defect in the *Dreamliner* design, but merely an open fuel valve that connects tanks that was incorrectly found to be open.

United Airlines said an inspection of its 787s found internal wiring issues in the same system which sparked the fire in the Japan Airlines auxiliary battery.

Elsewhere, All Nippon Airways has said it was forced to cancel a domestic service from Yamaguchi Ube Airport to Tokyo Haneda after brake problems were found on the aircraft.

Qatar Airways chief executive Akbar Al Baker has dismissed the succession of incidences as little more than "teething problems" and that he had no plans to modify QR's current 787 orders.

Globally, there are 50 of the fuel efficient aircraft in operation, with over 1-million flying hours currently logged, Sinnett added.

"We continue to have extreme confidence in the 787 airplane".

777 production up

BOEING has rolled out its first 777 aircraft built at the increased production rate of 8.3 per month.

It now takes the Everett factory 48 days to manufacture one of its 777 variant jets - one day faster than previously achieved.

It's the second rate increase for the aircraft type in the past 31 months, up most recently from 7 frames per month in 2011.

Boeing has so far delivered 1,066 777s, with orders for 1,431.

New Chiva-Som gm

THAI health retreat Chiva-Som Resort and Spa has appointed 30-year spa and wellness veteran Sheila McCann as its new general manager, effective immediately.

Travel Specials



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.

Industry rates to Europe have been extended with Finnair, with bookings available through the **Travel Industry Club**. Sales valid until 31 Mar with a stopover in Bangkok also valid on the journey. Return seats priced from \$600 plus taxes. For more info or to book, phone TIC on (02) 9700 8711.

The vibrant Central American destination of Peru is increasingly becoming a hotspot for Aussie travellers. Adventure World is offering an 11-night "Highlights of Peru" itinerary including accom, transfers, sightseeing & an internal flight, priced from \$2,216ppts. See www.adventureworld.com.au.

Celebrations for Chinese New Year are starting early with Moevenpick Hotels and Resorts throughout Vietnam, Thailand and Singapore. Special rates abound at properties in Saigon, Hanoi, Sentosa and Phuket. For more information on available deals, visit www.moevenpick-hotels.com.

Carnival Australia has recently launched an 'All You Can Play' sale, with fares on 8-12 night cruises to the South Pacific islands starting from \$745 per person twin share. On sale until 27 Jan, available ports of call include Mare, Lifou, Noumea, Isle of Pines and more. Visit www.goccl.com.au.

MTM appointment

MARINE Tourism Management has appointed Wendy Fisher as its International Sales Manager, based out of Takapuna in NZ.

MTM represents Blue Lagoon Cruises, Awesome Adventures Fiji and Vinaka Fiji Volunteering.

Love on the high seas

A NEW 'Linked by the Sea' blog has been launched by Princess Cruises, featuring stories from passengers who found or rekindled romances at sea.

The blog will feature a new story each week throughout 2013 and follows on from the success of its '50 Essential Experiences' and 'Inspired to Cruise' blogs which captivated readers in 2012.

Princess Cruises executive vice president Jan Swartz said cruising often forged new relationships or rekindled tired romances.

"These moving tales provided the perfect theme for our third blog and we know they will touch readers," Swartz said.

The blog can be accessed at www.linkedbythesea.com.

Vatican City card ban

CREDIT card and point-of-sale debit transactions have been banned in Vatican City, the Department of Foreign Affairs and Trade is advising travellers.

The blacklist applies at Vatican Museum, shops, the post office and pharmacies in the city.

The Smartraveller website says the incidence of ATM fraud using skimming devices has increased.

Le Meridien Chicago

STARWOOD Hotels & Resorts will expand its presence in Chicago, signing a deal to open the 172-room Le Meridien Chicago - Oakbrook Center in 2014.

KLM to cease Sudan

DUTCH flag carrier KLM will cull the Sudanese port of Khartoum from its route network from the end of Mar due to weak demand.

Cessation of the direct flights from Amsterdam on 26 Mar will leave Lufthansa & Turkish Airlines as the only large European carriers serving the African nation.



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Cairo still on KE no-go

KOREAN Airlines will extend the current suspension of direct services between its Seoul hub and the Egyptian capital of Cairo until 31 Aug, GDS displays show.

Korean made the decision to suspend direct services on the route late last year (**TD** 31 Dec).

MEANWHILE, effective 16 Jan, KE will begin codesharing with KLM Royal Dutch Airlines on flights between Seoul Incheon and Amsterdam.

The deal will see the 'KE' flight code placed on KLM's four weekly flights to ICN & KLM place its code on KE's three weekly services.

Donny & Marie to stay

ICONIC performing duo Donny & Marie Osmond have confirmed they have signed an extension of their residency at Las Vegas' centre-strip Flamingo property.

MGM top notch wi-fi

MGM Resorts International has rolled out the highest-performing viewless LAN in the industry at its properties to improve the guest experience for those travelling with handheld devices.

The next gen wi-fi technology developed with Cisco Systems operates 30% faster - meaning longer battery life - and enables guests to operate multiple wireless devices at once.

MGM deployed the new wi-fi at in public spaces of Bellagio, MGM Grand, Mandalay Bay and The Mirage in Las Vegas late last year, and will extend the technology to the Monte Carlo, New York-New York, Luxor and Excalibur in 2013.

Hotel guests will be able to enjoy the upgraded wi-fi in public spaces on a complimentary basis.

Kids free on Crystal

CRYSTAL Cruises is offering a 'Kids Sail Free' offer on four Jun and Jul 2013 Northern Europe and Mediterranean cruises.

The deal applies to the 25 Jun, 20 & 30 Jul *Crystal Serenity* Baltic sailings & 06 Jul *Crystal Symphony* Mediterranean departure.

BUSINESS DEVELOPMENT MANAGER (INSIDE SALES)



Cox & Kings Australia is the parent company to four of Australia's most highly regarded specialist travel brands, including Cox & Kings, Tempo Holidays, Bentours and ezeego l.

We are now seeking a highly motivated and experienced full time Business Development Manager, based in Melbourne, who will be responsible for promoting and generating sales leads for these reputable brands to travel agents. Interstate travel will be required on an ad hoc basis.

If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view a position outline.

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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CRUISE
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Pharmacy DAILY

WIN A HOLIDAY TO SINGAPORE

WIN THIS MONTH'S GRAND PRIZE

- Four nights at **Grand Park City Hall, Singapore**
- Two return economy flights from Sydney to Singapore on **British Airways**
- Airport transfers



GRAND PARK
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WIN THIS WEEK'S PRIZE

- Three nights at **Park Hotel Hong Kong**



PARK HOTEL
HONG KONG

Throughout January, **Travel Daily** is giving readers the chance to win an incredible grand prize of a trip for two to Singapore, including flights and accommodation courtesy of **Park Hotel Group** and **British Airways**.

Park Hotel Group is also giving away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the first weekly prize, simply answer Question 1 (below) by close of business on Friday 11th Jan 2013. The subscriber with the most creative answer will be the weekly winner.

There will be three questions throughout the month. At the end of January the **TD** reader with the most creative responses to **all three** questions will win the grand prize of a holiday for two people to Singapore, flying British Airways.

Q1: In 25 words or less tell us what Chinese Zodiac animal best represents the Park Hotel Hong Kong and why?



Park Hotel Hong Kong



Park Hotel Hong Kong

Send your entries to: parkhotelcomp@traveldaily.com.au

[CLICK HERE](#) for terms & conditions

PARK HOTEL GROUP

BRITISH AIRWAYS

2012 Stampede record

ATTENDANCE at the annual Calgary Stampede was up 20% y-o-y in 2012, with a record 1.4m lured to the 10-day extravaganza.

The Canadian Tourism Comm. said the increase was fueled by int'l visitation, due to a CAD\$5m grant from the Canadian govt.

Free shuttle for skiers

CALIFORNIA'S North Lake Tahoe has confirmed the introduction of the first ski shuttle in the region, with the free service providing transport to resort guests between Truckee and Donner Summit.

Baglioni into LHW

ROME'S Regina Hotel Baglioni has been selected as the newest partner member of The Leading Hotels of the World group of hotels and hospitality companies.

V9 launches operation

NOVOAIR, the newest carrier in Bangladesh has commenced the operation of four domestic routes from the capital city of Dhaka.

Flying under the IATA designator of V9, the carrier will operate 26 weekly services to Chittagong as well as flights to Jessore and Cox's Bazaar, and soon Sylhet.



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Are you an expert in group travel? Do you have a flair for coordinating large numbers of travelers? Do you have exceptional organizational skills? Work for one of the best wholesale companies in the business in their group’s department putting together group tours worldwide. No two days will be the same. If you have 12 months experience in group travel and have a want to make the move into a fantastic new role. Why wait apply today.

OUR NATION’S CAPITAL IS BOOMING CANBERRA CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$70K OTE

Do you live in Canberra and are you looking for a new challenge? Do you want to start the New Year with a new career? We have an abundance of roles in the travel industry in various locations in Canberra. This is your opportunity to make the move to a new and exciting position. We have roles in both the retail and corporate sectors. If you have 12 months experience in the travel industry. What are you waiting for? Make the move to your dream role today.

LUXURY ITINERARIES AND HIGH END CLIENTS RETAIL TRAVEL CONSULTANT

MELBOURNE (INNER) –ATTRACTIVE SALARY ON OFFER

We have a sensational new retail role for an experienced senior travel consultant. Working in this well established retail office you will be responsible for assisting repeat and referral clients with their high end luxury itineraries! With an Inner city location close to cafes and shops, you will work Monday- Friday hours and earn a sensational high base salary! With 5 star famils on offer, you would be crazy to miss this!

SICK OF THE LONG, DAILY COMMUTE? RETAIL TRAVEL CONSULTANTS X 2

GEELONG AREA - SALARY PACKAGE UP TO \$50K (DOE)

Are you an experienced travel consultant sick of the daily commute into Melbourne? We have 2 new exciting retail consulting roles in the Geelong / Surf coast area that will see you working on interesting itineraries and with loyal clients! With high base salaries on offer and Monday- Friday hours you won’t want to miss these roles! Call us today to find out more about this top role!

SET SAIL ON YOUR NEXT ADVENTURE CRUISE RESERVATIONS CONSULTANT

PERTH (NORTH) - SALARY PACKAGE \$45K (OTE)

We are currently looking for a cruise consultant to join this leading wholesale travel company. You’ll love being a part of this fun and supportive team specialising in cruise holidays. Your days will fly by as you handle a variety of phone and email enquiries including P&O, Princess, Royal Caribbean and more.....Imagine the famils on offer! Sensational salary for the right candidate! Calypso and strong cruise knowledge req.

BRING YOUR PASSION FOR AFRICA AFRICA WHOLESALE CONSULTANT

MELBOURNE (INNER) - SALARY PACKAGE \$55K (DOE)

This sensational new wholesale role will see you moving away from face to face consulting and specialising in one destination... AFRICA! Working with this well-known African wholesaler, you will use your personal Africa experience and consulting experience to sell tailor made itineraries to your loyal agents. If you have strong Africa Knowledge and a min 2 years retail experience this role could be yours!

YOUR BIG BREAK INTO PRODUCT PRODUCT LOAD CONSULTANT BRISBANE CBD – UP TO \$49K PKG

Looking to leave retail travel? Want a role behind the scenes? Then come and join this leading product team in the CBD. On a daily basis you will enjoy the challenge of loading contracts, updating specials and systems in a timely manner along with liaising with internal and external suppliers when required. Great \$\$, a fun and supportive working environment, top training and development opportunities are on offer. Minimum 12 months travel industry experience a must.

TAKE THE LEAD RETAIL TRAVEL MANAGER

TOWNSVILLE – TOP INDUSTRY PACKAGE ON OFFER

Here is your chance to take on a management position in this reputable agency. You’ll have the support of a head office and love the challenge of running this small team whilst handling the travel needs of your clients. A rewarding salary pkg is on offer along with top benefits including educational leave, uniforms provided, travel discounts and much more. All you need is previous retail travel management experience and a strong work ethic.

TRADE ACCOUNT MANAGER VICTORIAN ATTRACTIONS



Merlin Entertainments Group is home to a fantastic range of attractions globally including Madame Tussauds, The EDF Energy London Eye, SEA LIFE, WILD LIFE and LEGOLAND. Here in Australia we have added six new attractions to the family including Melbourne Aquarium, Underwater World, Mt Hotham, Falls Creek, Otway and Illawarra Fly Tree Top Walks. We employ over 18,000 people worldwide who are dedicated to delivering magical experiences in over 80 attractions all around the world.

We are currently recruiting for a Trade Account Manager, based in Melbourne, to drive 3rd party ticket sales through our network of ticket resellers including hotels, sightseeing operators, online agents and corporates. You will also work alongside the Marketing teams to maximise volume and revenue through the Groups market, including social and sports groups.

This is a great opportunity to take your career to a new level and work for some of the world's best known attraction brands.

As Trade Account Manager, you will deliver the business targets for Trade Sales through Domestic 3rd party sales channels and Group/ Corporate Affinity markets in line with the overall Trade Sales strategy. You will identify, set up and act as the day to day point of contact with local Trade partners to grow business through pro-active Sales & Marketing activity with our network of Sightseeing, Concierge, Corporates, Hotel and Offline Ticket agents. You will also be required to attend exhibitions and local Trade shows to establish new partners and sales channels.

With a minimum of 2 years Sales experience in the tourism/ leisure industry, you will already have a solid network of Trade contacts alongside strong relationship building skills, excellent communication, negotiation and presentation skills. You will be proactive, well organised and have a passion to deliver against your targets in a results-driven industry. Whilst the role is based at the Melbourne Aquarium, it will be working with all of our Victorian attractions including the Otway Fly, Mount Hotham and Falls Creek. You will spend up to four days a week visiting your accounts and also be willing to spend time away from home.

Please send your CV to
opportunities@merlinentertainments.com.au
Deadline: 27th January 2013

