



# Celebrate the New Year with Qantas. Sale on now.







Monday 14th January 2013



#### **Bonus EK commission**

**EMIRATES** has boosted agent commission on European flight bookings across all classes when ticketed before 03 Feb 2013.

Agents are being offered 8% commission on Economy Class & combo Economy/Business Class bookings, and 10% on Business and First class, when ticketed on EK/176 'paper', departing between 01 Feb and 20 Jun this year.

The offer does not apply to EK codeshare flights on other airlines.

Qantas Holidays Hawaii 2013/14 Brochure

#### Out now!

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# Fiesta Hols shuts up shop

**AFTER** 13 years of operation Perth-based wholesaler Fiesta Holidays has wound up business.

The Australian-owned niche company offered a mixed-bag of packages to exotic destinations such as Mauritius, Maldives, Sri Lanka, Reunion, Sabah, Seychelles and Bali, along with 'Fly-Cruise' deals with 16 major cruise lines.

Making the announcement via an email-blast late on Fri, Fiesta Holidays informed trade partners the business would cease to provide quotations or take new bookings from travel agents.

"After a lengthy period of reflection, we have decided to gracefully retire from travel wholesaling and to focus on our other travel-related business activities," the memo stated.

MD Brian Spitteler confirmed to *Travel Daily* on Sun the wholesale division had "effectively passed its used by date," citing on-line bookings, price-matching and loss of volume for Fiesta's demise.

Spitteler added that the firm's Directors made the choice to no longer service the trade, "instead,

focusing on developing our brand."
Fiesta's parent company, whose core business is corporate/retail travel, remains "very strong."

"Fiesta Holidays was very well supported by the trade, however the GFC had a significant impact and the operation lost its economies of scale," Spitteler said.

Last year, Fiesta was nominated in the 2012 Australia National Travel Industry Awards under the 'Best Wholesaler - Int'l' category.

Fiesta is requesting agents with deposited bookings to organise final payment as per invoices, with documents to be dispatched as quickly as possible.

Spitteler told *TD* the firm was still holding about 1,000 bookings for around 2,000 passengers.

"All monies are held in trust and the company is well able to finalise all existing bookings.

"There will be no shortfall so no additional support will be required," he insisted.

Up to eight Fiesta Holidays staff jobs will be lost after 08 Feb, while four to five roles will be transferred to the retail division.

#### **QF New Year promo**

**QANTAS** has launched a New Year sale on int'l fares to Africa, Asia, Europe/UK, North America and SW Pacific - see **cover page**.

#### Eight pages of news

**Travel Daily** today has eight pages of news & photos, including a front full page for **Qantas** plus full pages: (click)

- AA Appointments
- Travel Trade Recruitment

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#### Momento sold off

**MOMENTO** Travel Services has been sold by owner Kylee Kay for an undisclosed sum.

"The brand is being sold but it is business as usual." md Kav confirmed to **TD** exclusively after the sale late on Fri afternoon.

Kay launched the Momento brand in Mar 2010 and confirmed that the new buyer will continue to operate the business under the Momento Travel Services brand.

Sister-firm APTMS will remain as a General Sales Agent for Aston, Alamo and Peirce & Leslie.

#### Carnival role for Loeb

**CARNIVAL** Cruise Lines has appointed former Head of Sales for Cover-More Travel Insurance, Anton Loeb as Director of Sales for Australia and New Zealand.

Loeb's previous industry experience includes roles with Contiki and The Globus Family of Brands, where he forged close ties with partners such as Flight Centre, HWT and TSAX.

# Ellen to echo Oprah effect

TOURISM Australia has thrown its support behind plans to bring talk-show queen Ellen DeGeneres to Australia, two years after mega star Oprah Winfrey caused a global phenomenom, recording her program in the country.

DeGeneres revealed to her live audience last Fri [Thu US time] she would film segments of her hugely popular show in Sydney & Melbourne in Mar, to air in Apr.

Backed by Swisse Wellness, and supported by Qantas, the luring of The Ellen DeGeneres Show is tipped to deliver a major tourism boost for Australia.

Tourism Australia Managing Director Andrew McEvoy said the coup was great news for Australia, praising Swisse for the initiative.

"Ellen has huge appeal within the United States, a key market for us, and will do a fantastic job in shining the media spotlight on the whole country, just as Oprah did for us in 2010.

"As with Oprah, she'll be sending a big audience across, and a lot of Australian tourism operators will reap the benefits as they get to explore the tourism delights of NSW and Victoria.

"Oprah said her visit was about planting the seed and, with the resurgence in US arrivals in the past twelve months, I'd argue she did that pretty well.

"I have no doubt that Ellen's visit will see those seeds grow quite a bit stronger, and maintain that great momentum & reignite US interest in Australia," he said.

Qantas is providing audience members with free return fares to Australia from New York, Dallas/ Fort Worth or Los Angeles, to use within 12 months.

**NSW Acting Premier Andrew** Stoner and Minister for Tourism George Souris applauded the move to promote Sydney, with Souris adding the state govt and **Destinations NSW looks forward** to working with Swisse & Qantas.

The Ellen DeGeneres Show is broadcast to 16 million viewers in 21 key international markets, including Japan, NZ & Singapore.

#### Kings Canyon to open

THE NT's Kings Canyon Resort will reopen to guests on Wed 16 Jan, a week after 110 staff and guests were evacuated due to approaching bushfires (TD Wed).

Structural damage to the resort caused by fires was minimal, owner Delaware North Companies said on Fri, and would not impact on guest accom or public areas.

Kings Canyon Resort staff returned to the property after two days in Alice Springs and are now assisting with the clean-up.

Access roads, Luritja Road and Mereenie Loop Road are now open and the retail operations (service station and shop) opened to the public yesterday.

The Watarrka National Park, the Kings Canyon Rim Walk and the Kathleen Springs Walk will remain closed until further notice.

#### **AF-KLM renews GDS**

**AMADEUS** has renewed a full content sharing agreement with Air France-KLM, with Amadeus connected agents now also able to book AF's 'New Economy Offer' MiNi seating option (TD Wed) as well as ancillary services.

#### **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.



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Monday 14th January 2013



# Air NZ anti QF/EK interim OK

**QANTAS**' push for interim authorisation to begin marketing its conditionally approved alliance with Emirates has been protested by Star Alliance carrier, Air New Zealand (TD breaking news).

In a submission to the ACCC, revealed by Travel Daily on Fri, Air NZ's Chief Strategy Networks and Alliances Officer, Stephen Jones, deemed granting an early tick was "not appropriate".

Interim authorisation would allow the future aviation partners to arrange joint sales and pricing strategy, as well as scheduling and capacity coordination of flights.

He argued "without a complete, full and considered analysis" of the planned co-ordination of pricing and capacity between Qantas and Emirates may have a detrimental impact on competition on the Tasman route.

"It is difficult to see how the ACCC could authorise cooperation on the Tasman, if that authorisation is to be subject to conditions which are not yet finalised," Jones told the competition watchdog.

"On a practical level, we don't believe the carriers could coordinate capacity effectively if capacity conditions are not yet settled."

Jones insisted that allowing QF/ EK to jointly set pricing and plan future capacity, particularly on the Tasman route "should not be permitted if the ACCC is not completely comfortable that the detriments have been considered adequately."

"As stated in our original submission [filed in Sep], the sharing of commercially sensitive information which is necessary to effectively coordinate and set pricing and capacity, can not be retracted should authorisation be rejected," Jones warned.

#### New Tourism Fiji ceo

TOURISM Fiji has today announced the appointment of former Flight Centre Ltd executive Rick Hamilton as the tourism authority's new chief executive officer after an "extensive global search", effective immediately,

Hamilton has 15 years industry experience, most recently as md of travel agency network, Flight Centre New Zealand for 5 years.

His background also includes stints at Flight Centre South Africa and Students Flights Australia.

Tourism Fiji chairman Dave Pflieger said the appointment comes as the entity rolls out its rebranding (TD 09 Nov) and repositioning "to implement a fresh and comprehensive new strategy to enhance Fiji's reputation as an ideal vacation destination for all demographics & global markets."

Pflieger said Hamilton's expertise and experience was expected to significantly assist in beefing up tourism to the country, through increased visitor arrivals, spend and length of stay in 2013.

"I am truly thrilled to be joining the team at Tourism Fiji and I am excited to work with our many business partners, Fiji's tourism operators and Tourism Fiji's new global partners," Hamilton said.

"Tourism is a vital part of the Fijian economy and I am delighted to have the opportunity to bring more people to visit and experience the amazing beauty of Fiji and the warmth of hospitality of the Fijian people," he added.

# Window

**AMERICAN** publication USA Today has released a list of its Top 10 most "overrated" tourist traps around the world, with some interesting inclusions, and not all outside the US itself.

Stonehenge in the UK begins the list, along with the famous Irish Blarney Stone.

Elsewhere, Italy's Leaning Tower of Pisa makes the list, mainly for the cringeworthy habit of tourists lining up "that photo" of themselves trying to push the tower back to being upright.

USA Today also included New York's Times Square and the Hollywood Walk of Fame in the list, the latter due to the number of peddlers in superhero outfits hoping for tourists to buy a pic.

LONDON's Olympic Games may be well and truly over, but that hasn't stopped the people of the Masai region of Kenya from hosting their own unique contests of fit and wit.

Some of the events contested were more in line with Olympic sports, such as high jump, a javelin throw and a 5000m run, but others aren't so traditional.

The stranger events include throwing a rungu, or wooden club at a target, or sprinting 200m before celebrating by adopting Usain Bolt's famous lightening bolt victory pose.

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#### **Sales & Marketing Coordinator**

Air Mauritius, an international airline, operating out of its base in Mauritius has an exciting and challenging position at its office in Melbourne.

A detailed job description is available on the Air Mauritius website http://www.airmauritius.com/vacancies.htm

An application form can be downloaded at http:// www.airmauritius.com/aboutus/mkexternalvacancy.pdf



#### Arrivals surge 5.5%

**AUSTRALIA** saw a 5.5% jump in international visitor arrival figures for Nov, figures from the Australian Bureau of Statistics reveal.

Asia continued to lead the way, as visitors from China (20.4%) and Malaysia (25.6%) both surged, contributing a combined 823,000 arrivals to Australia alone.

The statistics showed visitors from New Zealand remained the top inbound source market for Australia, although the 987,000 NZ arrivals recorded was a drop of 3.4% on Nov 2011.

The US proved popular among traditional markets, up 8.2%.

Tourism Australia managing director Andrew McEvoy said the figures made pretty good reading.

"It's pleasing to see continued recovery in traditional markets like Japan and especially United States, where 'Team Australia' has just completed another very successful G'Day USA," he said.

Short-term resident departures were up 5.2% year-on-year for the month, and up 0.1% (to 689,100) compared to Oct.

#### Virgin now on Sabre

VIRGIN Australia travel agents and customers now have access to a new booking and check-in system after the staged transition to the SabreSonic CSS last weekend went live last night.

The switchover, and subsequent dropping of the DJ designator code, lead to short queue waiting times on Sat and Sun, however most airports ran more smoothly than expected, a VA spokesperson told *Travel Daily* today.

"However, as expected, there were some longer than usual queues at some times at some airports," the spokesperson said, including at Los Angeles, Melbourne and Adelaide.

On-time perforance for flights was above 80% on both days.

Virgin Australia said that while the transition to Sabre was mostly smooth, the check-in process may be slower than usual initially.

"We will continue to look for ways to enhance the system for the benefit of our customers and partners," the spokesperson said.

Customers can now check-in, make new flight bookings or make changes to current bookings via the VA website.

The carrier is recommending pax check-in online prior to arriving at the airport this week.

#### Airnorth sale now on

**TOP** End carrier Airnorth has a New Year Sale on selected routes across its destination range, with sectors on sale until 20 Jan.

Fares start at \$209 one way for services between Mount Isa and the Gold Coast, with special fares also available on services from Perth, Kununurra, Townsville and Darwin - www.airnorth.com.au.

#### **Sydney Socialite tours**

A NEW venture entitled "Night Out with a Socialite" has launched in Sydney, aimed at giving guests an opportunity to experience the premium side to Sydney nightlife.

The service allows a number of different experiences, allowing guests to attend exclusive parties and to experience a city's nightlife like a high-rolling celebrity or rock star would do so themselves.

#### Big 2012 stats for SLH

SMALL Luxury Hotels of the World has reported 2012 to be its best year ever, with revenue increases of 21% to \$119m across its property portfolio, total room nights of 341,000, as well as 56,000 new members joining its loyalty scheme, The Club.

The group added 63 hotels to its network over the year, including 17 in the Asia-Pacific region.

#### Worldhotels appoints

JAN Whiteside has been appointed Groups Desk Executive, Australia and New Zealand for Worldhotels.

In the role, Whiteside will handle all quotes and enquiries from PCOs, Event Planners, Buyers and Corporate Event Teams for Worldhotels' portfolio.

The post sees her as the main and central point of contact for all domestic & global MICE related groups, meetings, exhibitions and special interest groups.

She can be reached by email at jwhiteside@worldhotels.com, or phone (02) 9212 3355.

#### Cooke shares lapse

**ONLINE** travel agent Wotif.com has advised investors that former chief executive officer and md Robbie Cooke has now ceased to be a director of the firm following his resignation on 18 Sep.

A stock exchange announcement made on Fri by Wotif confirmed Cooke would retain 500,000 shares in the company.

An additional 800,000 options which he held in Wotif as part of his remuneration package, lapsed on Fri 11 Jan 2013 due to his resignation.

Cooke is leaving Wotif.com to take on the chief executive officer post at Tatts Group Ltd.



"Airfares quoted ex Adelaide. Advertised Economy Class return fares valid for sale until 28th February, 2013 for travel from 1st February until 30th November, 2013. First and Business Class fares are also available. All advertised fares are subject to seat availability at time of booking and includes taxes, surcharges and levies. Taxes are correct as at 20th December, 2012 and are subject to change. Final inclusive fare may vary depending on date of travel, departure point, final destination, flight routing and stopovers taken. Blackouts and flight restrictions apply. Further terms and conditions apply. For bookings or more details visit emirates.com/au, contact Emirates on 1300 303 777 or see your local travel agent.



#### **P&O Price Promise**

P&O Cruises in the UK has rolled out a new Price Promise that guarantees early bookers will be offered the best value.

The program shadows a similar scheme introduced last week by luxury liner, Cunard (TD Thu).

Guests booking well in advance will be rewarded with "on-ship benefits" should their cruise be undercut anytime up until sailing.

Benefit options include onboard money, free parking, coach transfers and upgrades.

The cruise company said the Price Promise guarantee "is expected to help many would-be cruise customers make the decision to book right away.

#### Doha airport named

**THE** new Doha International Airport is to be renamed as Hamad International Airport. officials have confirmed.

The state-of-the-art \$15.5 billion facility has suffered ongoing setbacks, and is now expected to debut in the second half of 2013.

#### **UA** baggage delivery

**UNITED** Airlines has introduced a new checked baggage delivery service, avoiding the need to wait at airport luggage carousels.

'BagsVIP' enables pax to have their checked-in bags delivered to a location within 100 miles of the arrival airport, with charges starting at US\$29.95 for a first bag to a destination within 40 miles.

Two piece start at US\$39.95 and three US\$49.95.

The service is initially available at six domestic airports in the US - Boston, Chicago, Honolulu, Houston, Los Angeles & Chicago but United is planning to adopt the service to nearly 200 domestic airports in coming months.

BagsVIP charges are in addition to any standard United Airlines checked baggage fees.

#### **Ethiopia travel advice**

**THE** Department of Foreign Affairs & Trade is recommending against travel to Ethiopia's border areas with Kenya, Somalia and Sudan due to the "extremely dangerous security situation" in those areas.

The call follows a communique from the US Govt advising that Westerners travelling to the eastern portion of the Somali Region State of Ethiopia run the risk of being kidnapped.

# Gauguin christens Tere Moana



AHEAD of its maiden seven-night voyage into the French West Indies, British Virgin Islands and also to St Kitts & St Nevis recently, the new Paul Gauguin vessel MV Tere Moana was christened in a glittering induction ceremony.

The Moana's godmother, Mireille Bailey, presided over the ceremony before smashing a bottle of Veuve Cliquot over her

bow as per seafaring tradition.

The new 90-guest Tere Moana will soon operate a number of Panama Canal sailings before relocating to Europe for a variety of 7-night sailings in that region.

Mireille is **pictured** above left with Paul Gauguin Cruises president Diane Moore, Captain Rajko Zupan and company chairman Richard Bailey.

#### Kingfisher impounded

**BELEAGURED** Indian low-cost carrier Kingfisher Airlines has had its aircraft impounded by the Indian Service Tax Department due to unpaid service taxes of around \$34.6 million.

#### Port Lincoln tax rise

**QANTAS** is advising agents of a increase to the QR (Head Tax) at Port Lincoln (PLO) from 01 Feb. For sale from 15 Jan, the new

QR tax will be \$7.80 per adult and child, up from \$6.60.



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- A handy cruise calendar on pages 82 83

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#### Aircalin NOU Year sale

AIRCALIN has partnered with New Caledonia Tourism to offer heavily discounted fares that can be combined with special hotel deals, valid for travel between 18 Feb-27 Mar and 29 Apr-31 May.

Sales manager Brett Walsh said the broad date range provides ample flexibility to select a choice of itineraries, backed by good seat availability.

Walsh said New Caledonia presented a "uniquely different" destination for Aussies wanting to enjoy a 'Le Long Weekend.'

The sale runs from until 25 Jan.

#### AI 787s sooner to CDG

AIR India will commence 787 Dreamliner services between Delhi and Paris Charles de Gaulle from 14 Jan, GDS displays show, moving the date forward from the planned 31 Mar debut.



click for more...

#### **Road rules resumes**

**GLOBALCARS** is now offering comprehensive resumes of the rules and regulations governing vehicle use in Eastern and Western European countries.

GlobalCARS director Andrew Morgan said the document was prepared to help Australian travellers acquaint themselves with "widely-varying conditions" in European countries.

The guides detail licensing, drink/drive laws, compulsory winter-driving equipment, insurance requirements, payment or denial of fines and emergency telephone numbers.

They also provide advice on speed limits, expressway use, toll payments and seat-belt/child-restraint laws.

More details on 1300 789 992.

#### **SeaDream up Thames**

**SEADREAM I** will conclude a two-week sailing from San Juan in the Caribbean to London via the Azores by sailing up the Thames River and under London's iconic Tower Bridge.

Docking alongside former WW2 Royal Navy vessel and current museum ship, the *HMS Belfast* on 10 May, the 56-stateroom will commence its next sailing from the UK capital the following day.

#### **Carriers suspend Iran**

**AUSTRIAN** Airlines & Air France-KLM will both suspend services to the Iranian capital of Tehran from Vienna & Amsterdam respectively due to weak passenger demand.

Austrian-owned Lufthansa said it will continue to serve the route.

#### A new BER setback

BERLIN'S eternally delayed Brandenburg Airport has been hit with yet another setback, with a number of environmental issues pushing the European Union closer to launching legal action.

According to letters exchanged between the two parties, initially announced flight paths now differ to final flight routes announced by the facility recently, which see aircraft travelling over lakes and habitats of endangered species.

The threat of legal action has not led to another postponement of the facility's opening date, which has already been pushed back four times and is currently at 27 Oct 2013 (**TD** 31 Dec).

## Kerr tests QF chauffeur service

AUSSIE supermodel and Qantas Ambassador Miranda Kerr recently road-tested the new luxury Chauffeur Drive service as part of a promotion in Los Angeles.

Kerr trialled the service whilst in LA for Tourism Australia's annual *G'Day USA* week of promotional events.

From Apr, Qantas First and Business Class passengers travelling between Australia, Dubai and London will have access to the service, in which luxury transport will be provided at each end of the journey.

The benefit will also be rolled out at destinations served by Qantas flights of 12 hours or longer, such as Dallas/Fort Worth, Los Angeles, New York, Santiago and Johannesburg.

Kerr is **pictured** above stepping out of her chauffeured vehicle upon her arrival at Los Angeles' luxury Mr C Hotel.



#### **Design Oslo opening**

**CHIC** hotelier Design Hotels has announced the opening of its newest member in Scandinavia.

Located on the waterfront on the islet of Tjuvholmen in Oslo, THE THIEF features 119 rooms and offers rates priced from 2090 NOK (AU\$360) per night.



# Airport Services Officer (Part-time) Perth Airport

Cathay Pacific Airways is looking for a highly motivated and experienced Part-time Airport Services Officer to join our Perth Airport team.

Reporting through Airport Supervisors to the Airport Manager, the successful candidate will be responsible for delivering first class customer service to our customers.

# To be successful in this role, you would need to demonstrate the following:

- Strong communication skills
- Proven ability to anticipate and solve problems in an effective way
- · Demonstrates cultural sensitivity and awareness
- Is a team player and encourages collaboration
- Ability to work efficiently and remain cool under pressure
- Proven experience in customer service/customer contact role, particularly dealing face-to-face with customers
- Travel/hospitality industry experience is an advantage
- Proficient in PC skills, usage and understanding
- Fluent in an Asian language, particularly Mandarin or Cantonese would be an advantage

This position is a part-time position, involving 20 hours per week, on a 7-day rotating roster. The successful candidate will be required to work shifts; early morning shifts, late evening shifts, weekends and public holidays.

An attractive remuneration package will be offered to the successful candidates.

If you have the above skills and are confident of achieving complete success, please send your CV to: Andrea Sampson, Airport Services Manager, CX-Perth - andrea\_sampson@cathaypacific.com Applications close 16 January 2013.

Only those applicants who are selected for an interview will be contacted.



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Hint! Visit www.family-travel-scoop.com

#### **Escape on Exchange**

**DOMESTIC** and trans-Tasman online itinerary and research website, The Escape Lounge, has been added as a supported site on the Tourism Exchange Australia (TXA) network.

The platform, operated as a joint venture between the Australian Tourism Data Warehouse and tourism technology firm V3, will see Escape Lounge customers gain access to an expanded range of bookable hotel options.

Under the integration, registered supplier members of the TXA database will have the opportunity to market their property to an expanded range of travellers.

#### **Cubans free to travel**

**RESTRICTIONS** on international travel will be eased from today in Communist-led Cuba, as citizens waited in long lines over the last week to freely secure passports for the first time since 1959.

The restrictions will allow Cuban citizens to leave the country without exit visas and letters of invitation in a freeing up of limits imposed by Fidel Castro in 1961 following the Cuban revolution.



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#### **Shonky invoices**

**THE** Australian Tourism Data Warehouse is alerting tourism operators to be cautious of some dodgy invoices being posted out by an online distributor.

The ATDW says the letter often contains a request for payment of \$95 or \$99 for a 12-month subscription to list on the firm's website, such as QLDTourism.com, VICTourism.com and others.

"Please be advised that these invoices have not been issued by State Tourism Organisations or ATDW, and these websites are not part of our greater distribution network, nor are they a licenced distributor of ATDW's content," the organisation says.

The group said it would monitor the situation & provide updates.

#### **Petite Aussie discount**

**FRENCH** luxury Bed & Breakfast provider Petite Paris has launched a range of special discounts available to Australian travellers for stays in Paris from Jan to Mar.

Selected Petite B&B's have seen rates discounted, including the 17th century Haussmann mansion, now priced at €165p.n. More at www.petiteparis.com.au.

#### **USA ESTA changes**

**HAWAIIAN** Airlines is calling on travel agents and customers to be aware of updated documentation requirements for travel to the US.

The carrier is advising pax must not only complete the online Electronic System for Travel Authorisation (ESTA) at least 72 hours prior to travel, but must now present their ESTA documentation at check-in.

HA is also advising Aussie agents to ensure that passenger names match that of passports and that all passport details are inserted correctly and are entered into the passenger booking record.

#### AirAsia eyeing India

**LOW-COST** carrier AirAsia is planning to launch a subsidiary in the Indian market, according to a report in the Indian *Economic Times* last week.

#### 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.

# uluru

#### uluru AAT Kings - Uluru Day Tours 2013

Deep in the Red Centre of Australia lies so much more to do during a visit than meets the eye, both near and far from Ayers Rock itself, and this broad range of activities are detailed in this special AAT Kings guide. Offering a refreshing new look for 2013, the guide includes information on day tours to sacred Indigenous sites, natural canyons and other formations, hidden rivers, with bonuses such as BBQ dinners, free hotel

pick-ups & complete information on how to maximise your adventure.



#### Sun Island Tours - Greece, Turkey & Cyprus 2013

The new guide to the Mediterranean nations of Greece, Turkey and the small island of Cyprus can best be described as having something for everyone. The vast range of FIT product & suggested itineraries are within, with information on accom, day tours, cruising, ferries to islands, car hire and information on group bookings. Packages have the flexibility of being tailored to suit

individual tastes, with experienced local ground operators contracted.



# Travel Indochina - China featuring Tibet & Hong Kong The vast expansive land that is China is covered in

detail, featuring a range of tailor-made itineraries over 40 pages. New for 2013 are 12 new boutique hotels, day tours and experiences, along with new overnight tours. Feedback from travellers seeking access further afield from the major cities has resulted in cities such as Chengdu and Dali and Sichuan receiving a boost,

along with comprehensive product ranges on Tibet and Hong Kong.



#### Adventure World - Walking and Cycling 2013

With a tagline of "Heatwater", Adventure World has compiled a vast range of off-the-beaten-track journeys and experiences designed for the active traveller. A variety of unique European walking itineraries have been designed to offer passengers the chance to forge their own path in Europe, with cycling itineraries also available for two-wheeled enthusiasts. Destinations

covered incl France, Italy, Spain, Switzerland, Austria, Croatia & more.



#### Sunshine Coast - Official Golf Guide 2013

The pristine region, an hour north of Brisbane is home to a wide variety of golf courses, with even some of the best in Australia available to travellers and for public access. In addition to the Palmer Coolum resort, home to an annual PGA tournament, another 16 courses are nearby, including four other championship standard courses including Club Pelican, Noosa Springs and Twin Waters.



#### Italian Travel Specialists - Enjoy Italy 2013

Niche wholesaler Southern Italian Tours offer firsthand knowledge and experience on the picturesque Italian countryside, coast and everything in between. The region offers an array of hotels, villas & apartments in city and country regions, in vineyards and on the coastline. Car hire and rail passes are also available, which combined will leave you knowing Italy like a local.



#### Holland America Line - Cruise Holidays 2012-2014 Vessels carrying the branding of the Holland America Line operate all over the world, and it is in this guide

that details the firm's operations on the globe's oceans. From deck plans, ship information through to details on itineraries & ports-of-call, all questions are answered in thorough detail to ensure the voyage of a lifetime.



#### Ningaloo stay pay

**NOVOTEL** Ningaloo Reef has launched a Stay 5/Pay 4 deal for travel up until 28 Mar 2013.

The promotion is valid on all room types at the Western Australian hotel.

To take advantage of the 'Summer Bonus' phone (08) 9949 0000.

#### Hooroo's secret spots

QANTAS' travel accom website Hooroo has revealed its list of Top 'Secret Spots', as voted by the public in a nation-wide search.

The survey had more than 500 entries since its Nov launch, with Hooroo reporting the 40 finalists received thousands of votes.

Waterfully Gully in SA lead the Top 5 Secret Spots in Australia, followed by Fish Rock Cave (NSW), then Secret Falls (Tas), Tumby Bay (SA) and Little Beach (WA).

Waterfully Gully is located a short walk from Adelaide's CBD.

#### New PHL/SLC option

**US AIRWAYS** has launched a new nonstop service between Philadelphia and Salt Lake City in Utah, effective 08 Jun.

The daily return service will be operated utilising dual-class Airbus A320 aircraft.



#### 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

#### **Duty rise talks at LHR**

**INCREASES** of up to 50% on Air Passenger Duties at London Heathrow and Gatwick are being mooted as a possible measure to force some flights to operate from smaller UK regional airports.

The UK Revenue and Customs department has compiled a report showing that four million less travellers would use Heathrow and Gatwick annually if additional taxes of up to 50% were imposed.

Current UK airport congestion figures show Heathrow as already full to breaking point, with LGW to reach bursting point by 2019, London City by 2021, Stansted by 2028 and Luton by the year 2029.

The UK Treasury has said that the report is merely a "research project to inform policy making in general" at this stage.

#### Vanuatu safety concern

**TOURISTS** to Vanuatu are being advised by the Department of Foreign Affairs to exercise caution when travelling in taxis and buses within the South Pacific island, especially at night and for females travelling alone.

The advice warns travellers not to go out alone after dark or to visit isolated locations, especially when travelling on foot.

#### History theme cruises

**AMERICAN** Cruise Lines has announced a number of themed voyages will be introduced into its departure range for 2013.

The company will operate a Gold Rush themed voyage on its Alaska sailing departing 20 Jul, with another voyage departing 06 Apr on the Mississippi River which is operating under a Civil War theme.

The sailings will feature tours and informative lectures for history buffs.

Other themed voyages in the program include Mind, Body Soul, a Lobster Festival Cruise, Culinary and Wine, and Savouries.

For more information, visit www.americancruiselines.com.

#### 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 - CITY HALL

**BRITISH AIRWAYS** 

#### WIN THIS WEEK'S **PRIZE**

- Three nights at Park Hotel **Clarke Quay** 



PARK HOTEL CLARKE QUAY

Throughout January, *Travel Daily* is to Singapore, including flights and accommodation, courtesy of **Park** Hotel Group and British Airways.

three weekly prizes of hotel stays in Singapore and Hong Kong.

answer Question 2 (below) by close of business on Friday 18th Jan 2013. The subscriber with the most creative

throughout the month. At the end of January the *TD* reader with the three questions will win the grand Singapore, flying British Airways.

Q2: Aussies love Clarke Quay. Apart from location, what do you like about Park Hotel Clarke Quay?







Send your entries to: parkhotelcomp@traveldaily.com.au **CLICK HERE** for terms & conditions



PARK HOTEL GROUP

**BRITISH AIRWAYS** 

#### **Tune into Scotland**

**BUDGET** hotel chain Tune Hotels has opened its inaugural property in Scotlandas the Tune Hotel Haymarket in Edinburgh.

The 179-room property will offer rooms from £25 per night.

#### Hawaii banks on Asia

**HAWAII** Tourism Authority has issued forecasted figures for total scheduled seating capacity from int'l markets for Q1 of 2013, with projections tipped to climb 9.4%.

Visitation numbers from Asia & Oceania markets are expected to rise 9.5% to over 900.000 visitors from markets including Australia.

#### AMEX cut travel staff

**WEAKER** than expected financial results at American Express will see the firm cut 5,400 jobs from its global workforce, with many of the redundant positions coming from its travel-related businesses.

Blaming a digital revolution of the way consumers are booking their travel, the firm said job cuts will be spread proportionately between its US and int'l markets.

American Express chairman Kenneth Chenault said the cuts to the workforce came "against the backdrop of an uneven economic recovery...and to make American Express more efficient.

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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Pharmacy

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#### HIGHLY SOUGHT AFTER ROLE

COMMERCIAL AND SALES PLANNING DIRECTOR SYDNEY – EXECUTIVE SALARY PACKAGE + BENEFITS

This position is critical in the negotiation process. Bring your strong financial and analytical skills to this global supplier. Key responsibilities include contracting solutions for major airlines & making recommendations to increase revenue. Ideally you will come from a strong airline and financial background with exposure to yield, net margins and revenue. Want to know more? Ring now a confidential chat.

#### YOU CAN ACHIEVE YOUR DREAMS

CORPORATE SALES

SYDNEY - SALARY PACKAGE OTE \$100K+

If you have achieved great results as a BDM in the corporate market bring your skills to an award-winning TMC who is enjoying an exciting period of growth. As a BDM here you will focus on winning new business from the SME market and you'll play an integral part in their ongoing success. There's a great team environment, attractive incentives, and a bright future ahead of you here. Be rewarded for your sales skills

# REPRESENT THIS EXCITING BRAND INDUSTRY SALES EXECUTIVE BRISBANE – SALARY PACKAGE TO \$70k

Love being on the road with this product in your hand! Agents will welcome you and want to learn more from your fun loving personality. You will enjoy being out and about and know how to put the hard yards in when it counts. Be rewarded here with superb famil trips for you to enjoy and bonus schemes. Everyone loves this brand which is growing bigger & better every year.

#### EARN THE BIG BUCKS HERE

CORPORATE BDM X 3

MEL/BNE/SYD - EXCELLENT SALARY PLUS COMMISSION

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a leading corporate TMC offering a long term career and the real opportunity of progression. With a leading Brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar

# THE PINNACLE OF ACCOUNT MANAGEMENT DIRECTOR OF ACCOUNT MANAGEMENT SYDNEY – EXECUTIVE SALARY PACKAGE

This new senior role is responsible for managing the Account Management team within a leading TMC. You'll have extensive experience in corporate account management and a positive track record of developing strategies for account retention & growth. Your leadership skills will influence the development d performance of your team resulting in improved client satisfaction.

# FRESH START IN PRODUCT CONTRACTING PRODUCT MANAGER X 2 SYD SALARY PACKAGE TO \$77k

Feeling stale in your current product role? Looking for a fresh start for 2013? Our client a leading travel organization based in Sydney has 2 vacancies for experienced product managers to join their team. If you have high level negotiation and contracting experience with at least 5 years product experience then call or email your CV today. Great salary and Perks on offer.

# A RARE FIND PRODUCT TEAM LEADER BRISBANE CBD – \$65K - \$75K PKG

Here is the rare opportunity to step into a product management role in Brisbane. Leading this team of ten consultants you will be responsible for overseeing the loading of contracts, quality assurance and database maintenance plus be involved in recruitment, staff training and performance management. Enjoy top \$\$, career development and progression, job security plus much more

#### DON'T LET THIS ONE SAIL ON BY

OPERATIONS MANAGER (CRUISE) SYDNEY – SALARY PACKAGE \$100K+

This role is now available as a result of exciting growth within this large organisation. As an Operations Manager for this growing division your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures, budget control, good knowledge of cruise product and passion and drive.

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# THOUGHT OF A CAREER IN TRAVEL RECRUITMENT?

#### **A Career in Travel Recruitment**

Sydney CBD - \$75-85K OTE - Ref SYDAC1

Would you like to work for one of Australia's leading travel industry recruitment specialists? Travel Trade Recruitment is now looking for two exceptional individuals to join their team of consultants in Sydney, and provide a first class recruitment service to all travel industry clients and job seekers.

This is an excellent opportunity for an experienced Recruitment Consultant or Trainee Recruitment Consultant with lots of drive and determination to join a well-established company and develop their sales & customer service skills. You will enjoy working where no two days are the same, whilst utilising your travel industry knowledge and business development expertise.

The ideal candidate will be bright, articulate, computer literate, and have at least 2 sales years experience within the travel industry. In return you will be offered a great career opportunity with excellent salary package, fantastic merit based rewards, uncapped monthly commission scheme, generous quarterly bonuses, and many other financial rewards to incentivise your efforts.

To apply, send your CV with a brief explaination of why you're the best person for this role to Andy Cole at andy@traveltraderecruitment.com.au or click <a href="https://example.com.au">here</a>

#### **Travel Consultant**

#### Gold Coast - \$Competitive + OTE - Ref 2055

Are you a travel industry professional looking for a fresh challenge? I have a dream travel consultant position based in beautiful Townsville. Uncapped earning potential and recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have international and domestic travel industry experience, be well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

For more information, please call Sarah on (02) 9113 7272 or click <u>APPLY</u>

#### **Product Loader - 6 Month Contract**

Sydney- \$DOE + Super - Ref 1011

An excellent 6 month role on offer for an experienced Product Loader! Exceptional Calypso experience will be required for this role teamed with an eye for detail! You will be assisting all teams within this well-known house-hold name. You will be an excellent team player and bring your fantastic communication skills, excellent time management and experience in problem solving! This is a busy team working to strict deadlines, so the ability to multi task is a must! For more information, please call Natalie on

For more information, please call Natalie or (02) 9113 7272 or click APPLY

#### **Africa Travel Specialist**

#### S.E Melbourne - \$DOE + Super + Targets - Ref 322

Do you know the big 5? Can you sell Kruger and Serengeti National Parks? If you are passionate about selling Africa and have travel consultant experience, then I want to hear from you. You will have second to none customer service skills and ability to meet the demands of high end clients. You'll be fluid in a GDS and have great attention to detail. Build tailor made itineraries and look after a booking from beginning to end. Sound like you? Call me today!

For more information, please call Lisa on (02) 9113 7272 or click <u>APPLY</u>

#### **South Pacific Travel Consultant**

Sydney - \$Great Base (\$120K OTE) - Ref 389

Seeking a super South Pacific seller! A fantastic opportunity to join a dynamic team in modern offices, based in Sydney CBD. This market leading specialist destination company are growing and expanding, a truly exciting time to join them and further your career! The ideal candidate will have at least a years experience in a travel sales environment, and have travelled to or sold extensively the beautiful South Pacific. Expect OTE of \$120K!

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

#### Travel Consultant (F/T or P/T)

Melbourne - \$Neg + Super + Targets - Ref 393

Have you a client base following? Are you an experienced Retail Travel Agent looking for a change and flexibility in your life? This rewarding global travel company is looking for Galileo trained consultants with their own client base. You will have the flexibility to work full time or part time and the opportunity to work to sales targets to earn that extra \$\$'s. The successful candidate can expect a rewarding salary along with uncapped earning potential and career opportunities.

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

#### **Team Leader**

Adelaide - \$50-90K + OTE - Ref 394

Do you have a passion for the outdoors & adventure travel? A Senior Travel Consultant with leadership experience and qualities of a true team leader is required. You will have at least 2-3 years' experience in Retail Travel using Galileo or similar, have managed or supervised a small team and have excellent sales ability. In return, you will be rewarded with a great salary. Expect to work Monday to Fridays only – claim back your weekends. Don't hesitate – call me now!

For more information, please call Joana on (02) 9113 7272 or click APPLY