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Qantas global sale

QANTAS on Sat launched an International Global Sale, with a range of special fares available for departure dates in 2013 and 2014 to a wide variety of destinations in Africa, Asia, Europe/UK, North America, Middle East, South America and South West Pacific.

Offers under the sale are available until 11:59pm on 30 Jan 2013 (tomorrow night) - for details see the special front full page of today's *Travel Daily*.

QF anti ACCC Tasman bond

QANTAS has downgauged its transTasman seat capacity pledge by over 100,000 seats under the proposed alliance with Emirates, and ruled out new Tasman routes under ACCC flight limitations.

In a joint submission to the competition regulator made public on Fri, QF and EK are seeking to overturn a city-pair restriction on four overlapping Tasman routes.

Responding to conditions of the Draft Determination announced in late Dec, Qantas & Emirates are urging for an alternate capacity commitment on the Tasman as a whole, rather than the specific city pairings of Sydney, Melbourne and Brisbane to Auckland, as well as Sydney-Christchurch.

Based on QF's internal analysis, the four routes carry about 60% of total Tasman passengers, while holding 77% of capacity.

"Mandating levels of capacity to be maintained on those specific city pairs will mean that the Applicants have no incentive or ability to profitably expand on currently non-contested routes (such as Adelaide-Auckland), or on routes where there may be additional customer demand, the seven-page submission says.

QF/EK say the sectors form a 'middle part' of longer journeys, not just start and finishing points.

The carriers claim isolating capacity on a city pair basis is an "artificial" means to preserve competition, and will result in the existing "substantial capacity excess" for another five years.

"The increased capacity proposal will not deliver an optimal competitive outcome," instead reducing Qantas' operational

efficiency across the Tasman.

City-pair capacity commitments will eliminate "any possibility" of Qantas re-establishing the ADL-AKL route (see **page 5**) due to a shortage of aircraft.

Australia's outbound market will need to rebound significantly to soak up substantial extra capacity on the routes, QF/EK said.

The Applicants are steadfast on sticking with the commitment of holding base levels of capacity at an "aggregate level" across all Tasman routes, as it is a "more appropriate & pro-competitive way to address any potential concerns."

They have further added a new provision to meet with the ACCC if aggregate load factors top 90%.

Meanwhile, QF's base capacity commitment level flown on the Tasman has been reduced by 102,034 seats, to 1.769 million.

The revised figure for the year ending 30 Jun 2012 now excludes unseasonal seat demand for the 2011 Rugby World Cup, and seats used to transfer pax to QF's axed Auckland-Los Angeles service.

MEANWHILE, Canberra Airport is wanting assurance from the ACCC the capacity commitment takes into account the ACT and regional communities, while VIPA and Adelaide Airport have also addressed concerns - **pg 3 and 5**.

Eight pages of juice

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment

Oswald-induced chaos

VIRGIN Australia, Qantas, Jetstar and Tiger Airways have all cancelled scores of flights across the country due to adverse weather in Queensland and northern NSW in recent days.

There's severe flooding in some Qld destinations, while coastal tourism operators are expected to be impacted due to heavy seas.

AFTA ceo Jayson Westbury has commented exclusively to **TD** on the chaos - see **page eight**.

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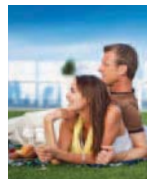
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THE Qantas Industry Sales site is advising agents of the removal of the Qantas flight code on services flown by Jetstar between SYD, MEL, BNE, ADL and PER in a bid to "increase transparency in the booking process" - full details at www.qantas.com.au/agents.

The change comes ahead of the planned expansion of the Qantas/Emirates proposed alliance onto QF's domestic network, expected to commence today (**TD** Thu).

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Gongs for Asker, Hoffmann

CROYDON Travel founder Phil Asker and Phil Hoffmann of SA's Phil Hoffmann Travel were both recognised by the Governor General for their contributions to the nation in Sat's Australia Day Honours List (**TD** breaking news).

Asker, who has run Croydon Travel since 1971, received the Medal (OAM) of the Order of Australia for "service to the tourism industry and to the community".

His citation included significant fundraising efforts, believed to amount to more than \$3 million, for a variety of charities including Diabetes Australia, the Australian Red Cross and the Royal Flying Doctor Service.

Asker's entrepreneurial spirit has seen him establish the highly successful Captain's Choice Tour

as well as operate Antarctica Sightseeing Flights since 1994.

Phil Hoffmann was named Member (AM) of the Order of Australia for "significant service to the travel and tourism industry through contributions to professional associations and the development of training standards".

As well as establishing Phil Hoffmann Travel in 1990, he has served as South Australian Tourism Commission chairman, AFTA national president and co-founded Cruiseco and travel recruitment firm TMS Asia-Pacific.

The Australia Day Honours List also included former Qantas executive general manager aircraft operations, David Forsyth, cited for "significant service to the aviation industry through a range of administrative and leadership roles".

Other travel industry luminaries in the Australia Day and Queen's Birthday honours lists in recent years include former AFTA ceo Mike Hatton OAM (**TD** 10 Jun 08) as well as BridgeClimb founder Paul Cave AM (**TD** 15 Jun 10).

Quest for franchisees

QUEST Serviced Apartments has launched a major recruitment drive for new franchisees "to keep up with the company's rapid expansion across Australia, New Zealand and Fiji".

There are now some 150 properties across the network, with a further nine scheduled to open across Australia this year.

Chairman Paul Constantinou said the growth was creating many opportunities, with the group seeking individuals to invest in and operate the new businesses, as well as in a selection of existing locations.

MEANWHILE, Quest has also today reopened 133 newly restyled Melbourne apartments at its Quest Docklands property after a \$2 million refurbishment.

EK mega famil goes off

MORE than 1540 travel agents have already registered to take part in the Emirates and Dubai Tourism Mega Agent Incentive, after it was exclusively launched in **Travel Daily** last week.

There are 280 spots on a trip to Dubai in May up for grabs, as well as weekly prizes of an iPad mini - see emiratesincentive.com.

MEANWHILE, Dubai Tourism will also take 20 'Dubai Expert' agents to experience the destination on a special famil in early Mar.

All existing Dubai Experts as well as those who sign up at anz.dubaixperts.com by 14 Feb will be eligible to win a place.

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Egyptian curfews

THE Dept of Foreign Affairs & Trade is advising travellers a state of emergency has been declared in Egypt following further civil unrest in Cairo and other cities and towns in the country.

The violent clashes have led to numerous deaths, with Aussies urged to avoid demonstrations.

The state of emergency includes a 9pm to 6am curfew in the towns of Suez, Port Said and Ismailia, through until 27 Feb 2013.

CBR QF/EK alliance backlash

CANBERRA Airport insists the proposed Qantas/Emirates pact runs the risk of undoing efforts by the Australian capital to secure international services.

The alliance further stands to deliver detriment to regional communities, Canberra Airport managing director Stephen Byron has warned the ACCC.

In a new submission to the competition regulator, Byron argues the transTasman capacity commitment required of the new airline partners will limit growth opportunities for Canberra.

Currently, based on the ACCC's draft ruling, QF/EK must provide capacity minimums on flights from Sydney, Melbourne and Brisbane to Auckland, and on the Sydney-Christchurch route (pg 1).

The proposal has earned the ire of the Canberra Airport boss, who says those flight boundaries will "impair" the ACT and south-east NSW from being serviced.

"Within the Draft Determination the ACCC acknowledges the intended capacity commitment may have the effect of deterring entry into other routes, but stops short of accounting for the detriment experienced by communities outside the proposed alliance," Byron said.

He added: "A decision to tie up airline capital into other Australian airports would deliver a major setback to introducing international flights to Canberra."

The ACT government & Canberra Airport have been working diligently to attract new entrants, with Byron saying Canberra is "the most viable transTasman market to establish sustainable

direct international flights."

Byron made mention the way the planned capacity promise now stands will contribute to "growing congestion of Sydney Airport over the life of the alliance."

He suggested the joint capacity commitment apply to overall transTasman capacity - not to individual routes - and that if QF added new Canberra-Auckland and/or Canberra-Wellington services, the capacity is included on the Sydney-Auckland or the Melbourne-Auckland capacity to comply with the ACCC conditions.

Air Van birthday fares

AIR Vanuatu is celebrating its 25th anniversary by offering \$200 return fares (excluding taxes and charges) to Port Vila and Espiritu Santo from Sydney, Brisbane and Melbourne on direct flights.

The deal is valid on select departures when booked by 15 Feb, for travel until 30 Nov 2013.

Including taxes and charges, fares lead in at approx \$442 from Brisbane, \$459 from Melbourne and \$468 ex Sydney.



Window Seat

TRAVEL The World has shown impeccable timing with the appointment of Ita Buttrose as Australian Ambassador for Tauck last year (TD 14 Jun).

The magazine queen and strong supporter of charity signed up to help boost the local profile of Tauck, which has been represented by TTW for 25 years.

Buttrose is set for even more exposure in the coming 12 months after being named 2013 Australian of the Year in a special ceremony on Sat.

HERE'S an airline promotion with a difference.

Austrian Airlines has launched a new 'Lucky Luggage' competition for travellers to Vienna from the US and Canada.

On every incoming flight there will be a surprise at the baggage pick-up, with three suitcases randomly marked with a red ribbon which entitle their owners to instant prizes such as lounge access or priority security screening.

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AGENTS INCENTIVE



First NYC Viceroy

BOUTIQUE luxury hotel brand Viceroy will open its first self-branded hotel in New York City with the Viceroy Manhattan set to open its doors in Sep.

CZ Ferries into Australia Day

CHINA Southern Airlines celebrated Australia Day on Sat, taking part in the Sydney Festival Ferrython for the second successive year, held on Sydney Harbour.

As official airline partner to the annual event, China

Southern had its own custom designed ferry-plane take to the seas (pictured above) complete with inflatable wings and tail-fin, which was unable to repeat last year's victory, finishing third in the race of four.

Pictured above with CZ Executive Vice President He Zhongkai (third from left) are some of China Southern's Australian cabin crew, from left are Katie Doyle, Nicole Cooper, Stu Dennis, Limor Shuster and CZ Cabin Crew Manager, Chen Wei.



A&K lifestyle club

ABERCROMBIE & Kent has introduced a loyalty club offering "unprecedented levels of service."

A&K Lifestyle Club members will have access to a global concierge service 24/7, and be assigned a Lifestyle Manager who will be on hand to provide "the ultimate" in travel, lifestyle, medical and security services.

Chairman, founder and ceo Geoffrey Kent said as the world gets smaller, clients requirements have become more demanding.

"A&K Lifestyle will meet the needs of those looking for an individually tailored service which is totally focused on travel, lifestyle and safety wherever they might want to travel to for business or pleasure," Kent said.

Scenic gala event

SCENIC Tours will hold its first ever national 'invitation-only' travel consultant recognition award night in Sydney next month.

In past years Scenic has hosted state awards around the nation, but has broken from tradition to honour its 2012 top sellers, inviting agents from Australia and New Zealand to a special event at The Ivy Ballroom on 16 Feb.

Marketing manager Liz Glover told **TD** more than 200 agents had already RSVP'd to attend the gala ceremony.

The night will feature a number of awards presented, including the top three agencies in each state and nationally, the top three consultants nationally and top NZ consultant and agency.

Qld braces for flood impact

AUSTRALIA'S largest travel agency Flight Centre Ltd says dozens of Queensland (and Northern NSW) agencies have been affected in varying degrees by heavy rains and floods as a consequence of ex-Tropical Cyclone Oswald.

Flight Centre spokesman Haydn Long told **Travel Daily** today in some cases the problems were with carparks, rather than the shops themselves.

"In addition, some shops have been impacted by communication and power issues," Long said.

The Queensland Tourism Industry Council (QTIC) has issued a call for tourism operators in flood-affected areas to seek out assistance packages on offer.

"If your business has been affected by a natural disaster in Queensland, they may be financial assistance available," the QTIC is advising on its website.

Disaster relief arrangements have been activated in nearly 20 regions of the state - further info at www.bit.ly/QTIC13floods.


MEANWHILE, P&O Australia's *Pacific Jewel* has been delayed returning to Sydney, with the ship stuck at sea by a day due to rough conditions, now on track to arrive tomorrow morning.

Pacific Pearl delayed yesterday's cruise from Sydney to NZ, with the ship departing today.

FURTHER, Qantas has issued a waiver policy for impacted flights on the Industry Sales website.

Virgin Australia has cancelled 20 flights around the country today due to flow-on disruptions.

AND, Tiger Airways axed seven services to the Gold Coast on Mon, while a Scoot service was diverted to Brisbane and a Jetstar flight from Osaka Kansai operated directly to Sydney.



Passenger Sales Executive ACT Temporary Part-Time (12 months maternity leave replacement)

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- A current drivers license, a reliable vehicle, safe driving record and the ability to obtain security clearance for an ASIC.

This is a temporary part-time position, working from a home office base for a standard 30 hours per week. Singapore Airlines is offering an attractive salary package including, medical insurance, superannuation and work from home allowances.

Written applications should be forwarded to Lida Alevizos, Sales Manager NSW/ACT, via email to Lida_Alevizos@singaporeair.com.sg

Applications close Friday, 01 February 2013. Only successful applicants will be contacted for interview.





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ADL pro QF/EK Tasman

ADELAIDE Airport continues to back the Qantas/Emirates alliance, suggesting the reopening of Adelaide-Auckland services - not seen since 2007 - would reignite competition with Air New Zealand on the route.

Adelaide Airport Limited md Mark Young said having Qantas operate nonstop flights to NZ ex the SA capital will also add a "premium product" on the route.

In Qantas and Emirates' latest submission to the ACCC (pg 1), the carriers detailed that by utilising Emirates' A380 on the Sydney-Auckland city pairs, QF will be in a position to relaunch the Adelaide-Auckland route with freed up Boeing 738 aircraft.

Qantas will maintain a QF-coded presence on the Sydney-Auckland route through six daily services - four QF738s, one LAN A340 and one EK A380.

The Australian carrier added Jetstar has no intention to fly the Adelaide-Auckland route.

Emirates to Haneda

EMIRATES will launch a new daily non-stop Dubai-Tokyo Haneda route from 03 Jun 2013, becoming the carrier's 131st destination and third for Japan - behind Tokyo Narita and Osaka.

EK will utilise triple-class Boeing 777-200LRs on the new route, while expanding its codeshare agreement with Japan Airlines to include the new city pairing.

Tuesday 29th Jan 2013

VIPA: closer scrutiny

VIRGIN Australia Group pilots' organisation, VIPA says it shares concerns of the TWU, ALAEA and AIPA regarding Qantas' tie-up with Emirates.

The group "would consider the very real likelihood of the scaling back of routes without expansion in other areas to be a negative outcome of the determination," it told the competition regulator.

VIPA told the ACCC that any QF reduced capacity brought on by the alliance with EK could result in Australian Aviation employee jobs being sent offshore.

"The potential loss of highly skilled jobs by the scaling back or the offshoring of operations would see Qantas retreat from its long history of growing & strengthening aviation operations and employment wholly in Australia.

"Of additional concern is this could also open the floodgates to the loss of these skills to the Australian economy for the foreseeable future," VIPA exec. director Simon O'Hara warned.

He called on QF ceo Alan Joyce to make a commitment to employee numbers locally, similarly to a promise made by Virgin Australia ceo John Borgehetti.

Accor leaders program now open

GLOBAL hotel giant Accor has announced the launch of the 2013 Accor Executive Leadership Program for aspiring management wishing to progress their careers through the hospitality ranks.

The program is now seeking applicants for the accelerated two-year syllabus, in which the key skills and attributes essential to attaining general manager hotel roles can be learned.

Successful applicants will be placed into two 12-month traineeship-style programs to put their individual skills to use into everyday business requirements, and undergoing six professional development workshops.

Accor chief operating officer Simon McGrath said the company was committed to helping its

employees become the hotel leaders of tomorrow.

"In our business it's all about having talented employees at the forefront, and giving our guests genuine and authentic connections," McGrath said.

Interested applicants should have a hospitality or tourism degree or two years experience in an industry leadership role, with applications open until 25 Feb.

See www.accorjobs.com.au.

Insight special interest

INSIGHT Vacations has added two new exclusive special interest trips to both France & Spain, and Italy departing 05 May & 29 Sep, and 12 May & 22 Sep respectively.

The 18-day Splendours of France & Spain leads in at \$4,635ppts, while prices for the 15-day Country Roads & the Vineyards of Italy start at \$4,706ppts - itinerary specifics at insightvacations.com.

Agents booking the trips before 28 Feb will earn themselves a \$50 Myer gift card per person.

Niseko Mar packages

SKIJAPAN.COM has a range of ski deals on offer in Niseko, Japan for travel in Mar, with a 7-night package at Yotei Cottage priced from \$748pp, including transfers & lift passes - call 1300 137 411.



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Sichuan Air confirms MEL debut

CHENGDU-based Chinese airline Sichuan Airlines (3U) has sured up dates for its launch to Australia, with GDS displays showing a 28 Feb debut for Melbourne flights.

Last Sep, Melbourne Airport confirmed Sichuan Airlines would introduce flights to the Victorian capital, however a date was unspecified (**TD** 21 Sep).

It follows a Tourism Australia led delegation of Australian airports which travelled to Chengdu last Apr to spruik direct flights.

With a population of 15 million, Chengdu represents one of China's fast emerging secondary cities, Tourism Australia's managing director Andrew McEvoy said.

"As the largest aviation hub in central western China, it marks a huge potential for us to open up new markets within China."

Secondary cities in China are a key target for Tourism Australia, boosted through extra funding from the government's Asia Marketing Fund.

According to GDS displays, 3U will operate return services to Melbourne on a thrice weekly

basis, on Mon, Thu and Sat, utilising Airbus A330-200 aircraft.

The Melbourne-Chengdu route is currently not showing on 3U's online route map.

3U also has operational hubs in Chongqing and Kunming.

China Southern Airlines holds a majority stake in Sichuan Airlines.

QFLink Sydney move

QANTASLINK is understood to be about to shake up its Sydney Airport operation, with **TD** sources flagging the regional carrier is likely to shift its operation from Terminal 2 to Terminal 3.

QFLink was unable to confirm the switch before **TD**'s deadline.

20th Silversea calendar

SILVERSEA Cruises has released its 20th anniversary calendar of global sailings, offering more than 200 voyages throughout 2014 on its fleet of luxury small-ships, including over 500 destinations and 12 brand new ports.

Book Scoot on GDS

LOW-COST carrier Scoot has signed a content-sharing deal with Travelport, offering its fares, schedules and availability to Galileo and Worldspan-connected agents worldwide.

The GDS has also been chosen by the carrier to provide airline IT services, database management, mainline and interline e-ticketing and ground handling technology.

ATEC earlybird deals

REGISTRATION discounts are now available for the Australian Tourism Export Council's annual Symposium, taking place this year at the Adelaide Convention Centre between 04-07 Jun.

Under the 2013 theme of "Performance Excellence", savings of \$150 on registration costs are available prior to 03 Mar.

For more details and to register, see www.bit.ly/2013sympo.

Qatar launches Najaf

QATAR Airways has expanded its network map in Iraq with the launch of new four-times weekly services to Najaf.

The port joins Erbil & Baghdad as QR destinations in the country, taking Iraq's service to 12 weekly.

New WA national park

HORIZONTAL Falls at Talbot Bay in the WA Kimberley region has been declared as a National Park, granting Class A protection status to the 3,000sq/km parklands.

Downloading tunes on THAI

RIGHT: Chris Goddard of Maxim's Travel in Sydney is the latest winner of THAI Airways' Temptations promo.

The incentive is seeing agents all over Australia rewarded with a \$50 iTunes media download card for each booking to Europe ticketed before 28 Feb for travel by 31 May 2013.

A total of \$22,000 in Apple iTunes vouchers are available during the incentive, with the top seller in Australia receiving an Apple voucher worth \$3000.



The top ticket seller in each Thai sales area will take home a \$1,000 reward for their efforts.

Chris is **pictured** above receiving his voucher from TG sales exec Barbara Christian.

MEANWHILE, BCD Travel is

getting right into the hunt for Apple merchandise, with their company logo now also endorsing the program to its staff.

BCD's Sandra Merlo is **pictured** left with Jane Allwright from Thai Airways showing off her haul of iTunes vouchers.



TTF push for a firm airport stance

TOURISM and Transport Forum chief exec John Lee has called on both sides of Federal politics to formulate & adopt a firm opinion on the long-term future of Sydney's aviation gateways ahead of the upcoming election.

In a report commissioned by Sydney Airport, Lee noted the preferred option remained a second facility at Badgerys Creek, followed by a relaxing of hourly

cap restrictions at SYD.

Both options have already been ruled out by Federal Transport Minister Anthony Albanese, with the Gillard Govt's position seeing Wilton the preferred airport site.

"The whole of the industry now have a strong position on Sydney Airport and a future airport for Sydney, and this should give a very clear view about what we're after," Lee told today's *Fin Review*.

Lee added temporary solutions were to relax rules on hourly aircraft movement caps at Sydney Airport, with the opening of space at Bankstown & Newcastle Airports also able to take some of the short-term weight off Sydney.

"The fear is always that politics beat policy, that the political imperative will outweigh the much needed enhanced policy outcomes," Lee added.

SiteMinder UK signing

WEB-BASED accom distribution company SiteMinder has inked a deal with Macdonald Hotels & Resorts - the largest privately owned hotel group in Britain.

The agreement will see room inventory from the group's 45 hotels across the UK connect with SiteMinder's Channel Manager.



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PER tenders awarded

PERTH Airport has announced Built Environs as the successful tenderer for the construction of its new Domestic Pier & expanded International Departures Hall.

The project will consist of 18 new check-in desks for int'l flights, two gates capable of serving A380 aircraft, new lounges and retail shops, with the project on target for a Jun 2014 completion.

OTAs owe Hawaii \$\$\$

ONLINE travel agents Expedia, Travelocity, Priceline and Orbitz have been ordered to pay approx US\$150m in what the judge said were unpaid back taxes relating to online hotel booking revenues.

The taxes apply to \$2.7b in OTA room sales made since 2000.

REWARD!



Lost & Found in Singapore

This week **Travel Daily** and **Singapore Tourism Board** are giving you the chance to win a mini iPad.

In order to find the best and most memorable Singapore experiences, the trick is to consciously get lost and truly explore Singapore.

Share with us something you found in Singapore and you will be in the running to win.

I got lost in Singapore and found the following cultural experience:
(in 25 words or less)

Send your entry by COB on Fri to: stbcomp@traveldaily.com.au



Last carbon-free step

GREAT Barrier Reef catamaran tour operator Passions of Paradise is now providing customers with the option of offsetting carbon emissions from their reef cruise.

The step comes as the last step on its drive to become a carbon neutral operator, with the attraction now set to apply for Climate Action Leader status from Ecotourism Australia.

Republic Embraer win

EMBRAER has won a US\$4b order for 47 E-175 aircraft, with an option for a further 47, which will operate as American Airlines' regional carriers American Eagle and Republic Airways (**TD** Fri).

Free Shangri-La wi-fi

SHANGRI-LA Hotels & Resorts has opened up free wi-fi access to guests staying at its 78 hotels worldwide, including its Traders and Kerry Hotels brands.

Free wi-fi connectivity has also been fitted to the group's fleet of chauffeured cars and limousines.

New Melbourne tower

CONSTRUCTION of a new 108-storey skyscraper to be built next to the Eureka Tower in Melbourne is understood to be before city officials, seeking approval.

Should the green light be given, construction of the building, to be named the Australia 108 Tower, is estimated at taking only four years to complete.

The structure would contain a 228-room hotel with sky-deck on top and two-storey lobby on the 83rd and 84th floors featuring bars and a variety of restaurants, according to the initial proposal, *News Limited* reported.

Hertz non-rental cars

HERTZ in the US has signed a multi-year sponsorship agreement with Penske Racing to act as the primary sponsor on two NASCAR entries for the 2013 season.

Le Meridien growth

STARWOOD Hotels & Resorts has announced it plans to open nine new Le Meridien branded resorts over the next 12 months.

Intended locations for the new properties include Dhaka, Cairo, Ho Chi Minh City, India, Bali, plus two in China and two in the US.



Brochures of the Week

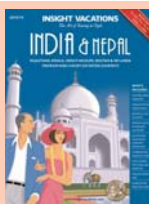
WELCOME to *Brochures of the Week*, **Travel Daily's** Tue feature.

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.



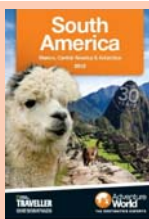
DriveAway Holidays - Earlybird Sale 2013

Showcasing the best way to see Europe as being in a tax-free Peugeot, the open roads of Europe await. Selected models offer up to nine free rental days and 50% off European delivery and return fees. Peugeot leases include unlimited kilometres, 24-hour roadside assistance and full vehicle insurance with no excess. More than 20 cities in France also offer airport pick-up and drop-off. All Peugeot vehicles are the latest off the production line.



Insight Vacations - India and Nepal 2013

Insight's launch into the subcontinent last year was a resounding success on all fronts, and the program's second year has been expanded, now offering a wider range of luxury Gold itineraries, three new Premium Escorted journeys and eight new mini-tours. Tours are packed with visits to historical monuments, scenic landscapes, dining in palaces and experienced, knowledgeable guides.



Adventure World - South America 2013

A range of new escorted itineraries, independent tours pepper the new Adventure World brochure, along with a suite of more than 10 new hotels, resorts and destinations to visit. Highlights include some hidden "off the beaten track" hotspots such as Bolivian salt flats and hiking in the Atacama Desert. Authentic experiences also feature, such as Peruvian cooking classes, to the more unique such as fishing for piranhas in the Amazon.



Qantas Holidays - Fiji 2013

Featuring a range of brand new products in Denarau, the Coral Coast and many island resorts, as well as road and boat transfers to get you there. Through the brochure, journey with Qantas Holidays staff member Sarah as she guides you through, pointing out her best tips on how best to enjoy your stay. The brochure is packed with holiday ideas for families, couples and solo travellers.



Snowscene - 2013 Australian Earlybird Deals

Launched at the beginning of summer, ski & snowboard enthusiasts who just can't swap the snow for the swimmers will enjoy leafing through this guide, putting together their next assault on Australia's wintery mountains. Featuring a variety of specials exclusive to Snowscene, ski deals start from \$64 per day, with all packages commissionable at 10% to agents. All major Australian ski regions are featured, and deals are on sale until 28 Mar.



Queensland Rail Travel - 2013/14

For the most comprehensive view of Queensland and the opportunity to enjoy a host of unique experiences, the best way to see it all is by rail. Journeys featured in this new brochure offer access to five World Heritage listed sites and countless picturesque landscapes with reef, rainforest, outback, beach and city all flying past panoramic windows. The brochure features more than 30 itineraries with packages ranging in length from 4-14 days.



Tauck World Discovery - USA & Canada 2013

Five new itineraries feature in the new range of escorted tours from Tauck. Explore the Hidden Gems of New England, the Hudson Valley, New Mexico and Life on the Mississippi. Many more tours are available, offering insight into the history of the Old West, the Deep South, National Parks, The Rocky Mountains and many more. Hawaii's islands & the Alaskan wilderness are also on offer.



AFTA UPDATE

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

BATTEN down the hatches we are in for another rough start to the year.

Over this Australia Day weekend, at a time when we all should be celebrating our nation and the achievements of so many great Australians, our hearts and minds go out once again to the people of Queensland. If the bushfires in the southern parts of Australia did not have an impact on us all over the past few weeks, the floods will definitely reach all of us in one way or another. Like in 2011, the pain of these floods will hit us all. Those that are in the middle of the floods will of course be the worst affected and for many, this is like a bad movie that just won't stop running. Very sad and troubling times for so many in Qld - for some they had not yet fully recovered from the last big flood.

It is almost too hard to believe that this is happening so soon after the last flood disaster. Premier Newman has launched the Queensland Flood Appeal 2013 in conjunction with the Red Cross, and for anyone in the travel industry wishing to donate, you can do this via the www.redcross.org.au website and just follow the prompts.

Like last time, who knows what will come for us all as the Federal and State Governments try and work out how to foot the clean-up bill. And then there is the issue of insurance – the haves and have not's and the cost implications for everyone going forward. Basically, this will create a rocky start to the 2013 year and over the coming weeks as stories and details emerge, we can only hope that those that have been impacted can rebuild their lives and get back to normal as quickly as they can.

Importantly and not to miss the point, the weekend did bring Australia Day and with it Australia Day honours. Two Australian travel agents were recognised this year and this is something the travel industry can be very proud of. Congratulations to Phil Hoffmann AM (past Chairman of AFTA) and Phil Asker OAM. Both men have given great service beyond their own commercial interests and both men have contributed to the nation in such a way that they have been recognised for their services. A great honour for them both and an inspiration to many within the travel industry.

This shows that Travel Agents can make a difference.



New member hotel

INDEPENDENT hotel alliance Worldhotels has announced the addition of the 57-room suburban Shanghai property Le Camélia Shanghai to its global network.

AA jets get the A'OK

AMERICAN Airlines has received approval from a US bankruptcy judge to proceed with an order for nearly 500 new aircraft placed in Jul 2011, just before the carrier entered Chapter 11 bankruptcy.

The order consisted of 130 Airbus A320 family aircraft, 130 A320neos, 100 Boeing 737NG's and 100 of a new CFM Leap-X powered 737 variation aircraft.

MEANWHILE, reports from news agency Reuters claim that AA and rival US Airways are in the "final stages" of merger negotiations, with a deal to be potentially announced in the next two weeks.

A merged AA/US would have revenue of around \$39 billion, making it slightly larger than United Continental.

Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.com.au

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Tollman achievement

FOUNDER and Chairman of The Travel Corporation, Stanley Tollman, was recently honoured as the group patriarch was presented with the first-ever Lifetime Achievement Award for Global Travel & Tourism at the 2013 Globe Awards in London.

HOP now underway

AIR France has rolled out its new inter-regional carrier, dubbed HOP, operating flights on routes within the country.

The low-cost carrier forms part of the AF group's restructure to restore profitability (**TD** 16 Oct).

Tuesday 29th Jan 2013

Star Ezeiza lounge

STAR Alliance has opened a new lounge at Buenos Aires Ezeiza Int'l Airport through ground handling company CrossRacer.

Available to First and Business Class passengers and Star Alliance Gold Card Holders, the new lounge is located on the second floor on the new Terminal B, and caters for 130 guests.

WIN A HOLIDAY TO SINGAPORE

FINAL WEEK!

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



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 has already given away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the grand prize, simply answer all the below questions. After 31 January the *Travel Daily* reader with the most creative responses to **all three** questions will win the grand prize of a holiday for two to Singapore, flying BA.

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

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

Q3: Grand Park is the Luxury hotel brand of the Park Hotel Group. How would you best describe the Grand Park Orchard and Grand Park City Hall?



Deluxe Room at Grand Park City Hall



Grand Park City Hall

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

[CLICK HERE](#) for terms & conditions



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HOT ROLES OF THE WEEK

Retail Travel Consultant - SA

- ✓ Major retail travel agency group
- ✓ Good salary plus uncapped commissions
- ✓ Small friendly team
- ✓ Must have 2 yrs experience as a retail travel agent
- ✓ CRS skills a must

Please contact Sharon Moss on 02 9231 6444 or email sharon@tmsap.com

Product Procurement Manager - Brisbane

- ✓ Looking for experts in Wholesale Product
- ✓ Proven Managerial success
- ✓ Travel Industry Guru
- ✓ Experience in interpreting financial reports
- ✓ Exceptional earning capacity

Please contact Alex Sleba on 0402 289 769 or email alex@tmsap.com

Retail Travel Consultant - CBD

- ✓ Mon - Friday hours
- ✓ No face to face consulting
- ✓ Boutique Office
- ✓ Must have strong Europe knowledge
- ✓ Generous famil program

Please contact Sharon Moss on 02 9231 6444 or email sharon@tmsap.com

Marketing Co-ordinator, Sydney

- ✓ Leading travel company
- ✓ Min. 2 yrs marketing experience
- ✓ Salary \$55k
- ✓ Online social media experience required
- ✓ Young and fun team

Please contact Sally Frape on 02 9231 6444 or email sally@tmsap.com

Business Development Manager, SYD, VIC & PER

- ✓ Global travel company
- ✓ Need a hunter
- ✓ Strong B2B sales
- ✓ Salary \$80k + super + commission
- ✓ Great management team with company perks

Please contact Sally Frape on 02 9231 6444 or email sally@tmsap.com

Calypso Product Co-ordinators - Temp - Sydney

- ✓ Immediate start - 1 months assignment
- ✓ Must have previous Calypso and product load experience
- ✓ Modern offices
- ✓ Inner West location
- ✓ Excellent hourly rates on offer

Please contact Sharon Moss on 02 9231 6444 or email sharon@tmsap.com

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**BOOK BAND TOURS & ROCK FESTIVALS
CORPORATE ENTERTAINMENT CONSULTANT
SYDNEY – SALARY PACKAGE TO \$70K + SUPER**

Passionate about the music industry? Fancy having access to free concerts and rock festivals? Then it's time to join Australia's leading boutique entertainment travel Company. As part of their entertainment division, you will enjoy working with production companies; to plan and book itineraries for the hottest band tours and national music festivals. If you have a minimum 2 years corporate travel experience; that can do attitude and want something new; call us now.

**WORK DIRECTLY FOR THE CLIENT
CORPORATE IN-HOUSE CONSULTANT
NORTH SYDNEY – SALARY PACKAGE TO \$65K**

Are you looking for a new challenge in corporate travel? Do you want to work directly for the client in an implant role? This award winning company is looking for a talented senior corporate consultant to join their fast paced travel team. You will be responsible for booking all corporate travel needs both domestic/international to a wide range of destinations. If you have 3 years corporate travel experience and are looking to take the next step up in your career apply today.

**SEEKING WORK LIFE BALANCE IN 2013?
RETAIL TRAVEL CONSULTANTS**

MELBOURNE (INNER) - SALARY PACKAGE \$55K+ (OTE)

Travel Consultants of Melbourne, Look no more, we have a sensational retail role that will see you constructing interesting itineraries for the many repeat and referral clients of the office! Working with 5 star products, you will have time to really sit down with the clients and nut out those exciting itineraries! If you have a minimum 10 years retail experience and high end leisure is your forte, this role could be yours! Call us today!

**WOW- CHECK OUT THESE 2 ROLES IN ADELAIDE
RETAIL CONSULTANTS**

ADELAIDE (VARIOUS) – SALARY PACKAGE TO \$50K (OTE)

Searching for a new role in Adelaide?! We have 2 exciting roles that will see you working Monday - Friday hours, being paid a high base salary and booking exciting travel itineraries. If you have a minimum 18 months international consulting experience and are ready to make the move into a new role then we want to hear from you! Start the New Year with a new role and reap the rewards!

**IS CUSTOMER SERVICE YOUR FORTE?
CUSTOMER SERVICE AGENTS X 2**

MELBOURNE (STH EAST) – SALARY PACKAGE TO \$45K+ (DOE)

This luxury wholesaler in Melbourne is growing more and more and is in demand for customer service consultants to assist with worldwide bookings. With sensational working hours and luxury famils on offer you will kick yourself if you miss this rare role! If you have a minimum 12 months industry experience and are ready to make the move to wholesale this role is for you! Call us now to secure your position!

**DREAMING OF A LUXURY SAFARI?
RESERVATIONS CONSULTANTS X3**

MELBOURNE (VARIOUS) –SALARY PACKAGE TO \$55K (DOE)

African wholesale roles now on in Melbourne! Africa is set to boom in 2013 and there has never been a better time to specialize in your favorite destination. These 3 wholesalers are searching for African experts who love AFRICA! You will be responsible for booking detailed itineraries from tented safari's to luxury lodges throughout the region! M-F hours on offer and luxury famils! Apply today!

**CRUISE INTO A GREAT NEW ROLE
CRUISE CONSULTANTS**

BRISBANE CBD – SALARY PACKAGE \$50K PKG + BONUSES

Are you an experienced retail travel consultant looking to specialise? Well this could be your chance. This boutique travel team located in the heart of the CBD is looking for travel superstars to join them. Your day will involve selling a range of travel products with a strong focus on cruising. You'll enjoy a strong base salary plus earn more \$\$ with the achievable incentive scheme in place. Plus enjoy top training & wonderful famils. Min 18 months retail consulting experience needed.

LEAD THE WAY

RETAIL TRAVEL MANAGER

SUNSHINE COAST – COMPETITIVE \$ + BONUSES

Are you a ZIC sick of waiting in the wings? Or an experienced retail travel manager wanting a new challenge to sink your teeth into in 2013? Stop looking – this is for you. We are currently looking for an experienced retail travel consultant with strong leadership experience to step in and manage this small and successful agency on the Sunshine Coast. You'll earn a competitive industry salary package plus enjoy great perks and bonuses. Want to know more? Call us now!



Finding talent within the Australian Travel Industry

Senior Travel Consultant

Brisbane - \$40-50K + Super + Comm - Ref 2551A

Calling all Senior Travel Consultants who are looking for a fresh challenge in retail travel! Can you book a wide array of travel products including multi stop and long haul itineraries? This much loved travel agency need a new member to join their friendly team. Reward your hard work with an uncapped commission structure, fantastic perks and benefits and a great team environment. This position is guaranteed to be snapped up, so do not delay and apply today!

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

African Travel Specialist

Sydney - \$DOE + Super + Incentives + Famils - Ref 0392

A rare opportunity has become available for an amazing African Specialist. If you have sold extensively and travelled this amazing continent we need to hear from you. You will have at least 1 years' experience in an agency or wholesaler and would ideally have personal travel experiences of this area. You would offer anything from amazing beach breaks to Mauritius to private game reserves in South Africa. Be well rewarded for your brilliant destination and product knowledge.

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

Corporate Travel Consultant

Sydney - \$DOE (\$80K OTE) - Ref 409

Seeking dynamic, enthusiastic, sales focused travel consultants with at least 2 years' experience within retail or corporate travel sales. Come and join a leading name in travel within their growing corporate department as a Corporate Travel Consultant. This company really look after their staff so expect excellent working environment and excellent perks! Potential to grow and expand within this global travel company! Don't hesitate, apply now!

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

Groups Specialist

Melbourne - \$DOE + Super + Commission - Ref 399

Is adventure travel your thing? Do you have excellent groups & sales experience? Have you excellent leadership skills? This leading and global Adventure Travel Company are searching for an outstanding Groups Specialist to help lead a small department, work closely with suppliers & clients and to achieve sales targets. Ideally you will have worked as a Groups Specialist and have supervised a small team.

You'll be bubbly & enthusiastic! Interested? Please call me!

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

Senior Corporate Travel Consultant

Brisbane - \$50-60K + Super - Ref 2791A

A highly experienced Senior Corporate Travel Professional is needed to join a leader in Travel Management. Move to a TMC where you hard work will be financially rewarded and career progression encouraged. This is a fantastic opportunity to step away from repetitive reservations and to move into an exciting and diverse position and this is also a chance to work with a stable, secure and growing company where your efforts are recognised and rewarded.

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

South Pacific Travel Consultant

Sydney - \$Excellent (\$120K OTE) - Ref 389

Are you a super South Pacific seller! A fantastic opportunity to join a dynamic team in modern offices, based in the 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 South Pacific Islands. Only South Pacific lovers need apply today!

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

Travel Consultant (F/T or P/T)

Melbourne - \$Negotiable + 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](#)

Multi-Skilled Corporate Consultant

Perth - \$DOE + Super + Bonus - Ref 6000

Our client is a Boutique TMC looking for an experienced Corporate Travel Consultant. You will offer outstanding fares and ticketing, fluid use of Sabre, brilliant communication, both written and verbal, and be passionate about what you do. The perfect candidate would have at least 5 years' experience and be a real team player. There would be an element of Corporate Leisure to the role - no 2 days are the same! This company has an amazing reputation and has fantastic offices.

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

Find your ideal travel job at www.TravelTradeJobs.com.au
or download your **FREE Travel Trade Jobs App**
(Available on Apple & Android Smartphones)

