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Monday 3rd September 2012

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RECRUITMENT ASSOCIATE

Cruise week kicks off

THE International Cruise Council Australasia has achieved major coverage for the inaugural National Cruise Week, with the travel sections of weekend papers filled with special ICCA cruise line offers.

National Cruise Week (see p4) takes place from today until 09 Sep, and has seen a range of deals made available through ICCA accredited travel agencies in the lead up to this year's wave season.

A number of agency groups are capitalising on the move, including Flight Centre which is running a series of Cruise Expos around the country, starting in Perth last Sat, rolling onto Sydney and Adelaide next weekend, with events to also be held in Melbourne (16 Sep) and Brisbane (29-30 Sep) - cruiseexpo.net.au.

QantasLink capacity boost

THE reconfiguration of the Boeing 717 jet fleet operated by QantasLink (**TD** breaking news) will allow the carrier to expand capacity on key routes, with an extra ten seats being added to all thirteen aircraft.

Currently, the B717s operate in partnership with National Jet Systems on routes in Western Australia, the Northern Territory and North Queensland.

EY takes 10% of Virgin

ETIHAD overnight confirmed that it had further increased its shareholding in Virgin Australia, lifting the stake to 10% via on-market trading in recent days.

The move means that Virgin Australia is majority foreign owned, with the EY stake adding to 19.9% held by Air New Zealand and the Virgin Group's 26%.

Etiihad ceo James Hogan reiterated that the airline is not interested in taking control of the airline, with the "small equity stake" reflecting the carriers' strong working relationship.

It "again demonstrates our enduring commitment to the Australia market," he said.

Hogan said the stake would "lead to more revenue generating opportunities" with areas of cooperation being explored including "operational synergies, shared IT infrastructure and other forms of cost-sharing efficiency".

The newly reconfigured planes will offer 125 of the new seats, in a single class configuration and will have an ergonomic design which maximises legroom.

They also have an additional seat pocket for the storage of personal electronic devices, an adjustable headrest and a sliding tray table.

The upgraded 717s will have an interior colour scheme "consistent with Qantas' contemporary styling" according to the carrier.

Qantas is continuing to invest in its older aircraft, with the B717 reconfiguration following the recent announcement of new interiors and IFE for 16 of its Boeing 767s (**TD** 21 Aug).

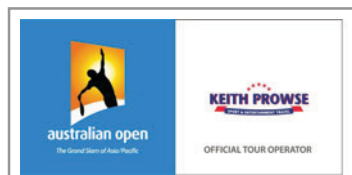
EK/QF speculation rife

EMIRATES president and chairman, Tim Clark, is understood to be arriving in Sydney this Thu on EK412, with 06 Sep mooted as when a formal Qantas alliance is expected to be launched.

Interestingly, GDS displays show that EK412 on that date won't proceed to Auckland as per its normal operational schedule.

A variety of reports speculate that the QF code will be placed on Emirates services to Dubai ex Sydney, Melbourne, Brisbane, Adelaide and Perth as well as Christchurch and Auckland.

Other rumours suggest that Qantas will withdraw its own metal from Frankfurt in favour of an EK codeshare, as well as possibly ceding some of its prime arrival slots into LHR to Emirates.



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Win a South Africa trip

TODAY sees the launch of another amazing **Travel Daily** competition, this time offering a major prize of a trip for two to South Africa courtesy of South African Tourism and SAA.

We're still collating thousands of entries from last month's Mauritius competition, so keep watching **TD** for the winner announcement later this week.

Today's issue of TD

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

- AA Appointments

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Aircalin has a cure for the cold

"I was told to keep warm and drink plenty of liquids!"

Aircalin
New Zealand

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SYD slashes parking

SYDNEY Airport is making an aggressive move to encourage the "meeter-greeter, fareweller" market, with the launch of a \$20 three hour parking offer at the international terminal.

The deal, available until 30 Nov, also includes two free cups of coffee, a copy of the *Daily Telegraph* and a \$10 duty free shopping voucher.

The airport has just added 2300 new international terminal car park spaces, and other new options include a wide range of online offers for pre-bookers.

These include a domestic Weekender deal where travellers can leave their vehicle for two weekend nights for \$69.

"Last year we had more than 35.6 million passengers through the airport," said ceo Kerrie Mather, adding "we have been doing a lot of work to increase choice and value in our parking offers and food outlets".

During the first three weeks of the promotion, free photo booths have been installed at T1 so travellers can take a farewell pic and post it on Facebook prior to departure.

PMC a key industry concern

FEARS that increased taxes may lead to diminished international visitor arrival numbers was a major worry highlighted by the 2012 TTF Mastercard Tourism Industry Sentiment Survey which was released overnight.

The survey yielded mixed outcomes, with the potential for renewed growth in domestic travel potentially being offset by declining international arrivals due to imposts such as the Passenger Movement Charge, leading to poorer international competitiveness.

The high Australian dollar remained the top concern for the industry, albeit down 11% in terms of the number of respondents labelling it their biggest worry.

A quarter of respondents cited a lack of convention and exhibition space, and shortages in unskilled labour as of primary concern, followed close behind by inadequate hotel room supplies.

Making the biggest jump up the list of impediments for the industry was a lack of access to banking finance, up 12 points to 14%, potentially limiting the

ability of tourism operators to invest into new and refreshed products in their businesses.

Nearly 60% were worried about the PMC, with many believing this will impact arrivals from New Zealand, China, Japan and the US.

TTF chief John Lee said the survey highlighted some major issues for the industry.

"All these elements combine to reduce the competitiveness of Australia as a tourism destination, which is of particular concern to leisure-dependent regions which are trying to compete with low-cost Asia-Pacific rivals," Lee said.

Greyhound Virgin deal

GREYHOUND Australia today launched a partnership with Virgin Australia to promote Far North Queensland tourism.

The deal will see Greyhound customers offered exclusive flight deals to Cairns, with Greyhound ceo Neil Taylor saying it aimed to "entice travellers into Cairns to start their adventure," rather than ending up in FNQ at the end of their trip low on cash.

Zegrahm launches Australian itinerary

SMALL ship adventure cruise specialist Zegrahm Expeditions will operate a *Faces of Melanesia* voyage ex Brisbane next year, with the itinerary launched today by The Small Ship Adventure Co as part of National Cruise Week.

The 15-day voyage will travel to Papua New Guinea, Solomon Islands and Vanuatu aboard the 110-passenger *Clipper Odyssey*, departing BNE on 23 Mar 2013 and taking in rarely visited cultural and scenic experiences across the region.

Prices start at US\$11,480 per person twin share, and includes a pre-voyage hotel night in Brisbane, all meals, a world class lecture program, insurance, group transfers and a dedicated air coordinator to assist with shore arrangements.

The Small Ship Adventure Co md Kylee Kay said the firm is "very excited to represent and market Zegrahm Expeditions to travellers who are looking to explore Oceania's most exotic and beguiling destinations on a small luxury eco-adventure cruise".

More info, phone 1300 650 481.

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Bunnik wins BRW service gong

A CONSISTENT dedication to customer service - including coordinating the evacuation of tour groups from Cairo during the 2011 Egypt revolution - has seen Bunnik Tours take out top honours in this year's *Business Review Weekly* Private Business Awards.

The five award categories formally recognise outstanding achievements of private firms and their contribution to the Australian economy, with Bunnik honoured as the Excellence in Customer Service winner.

Before the revolution, Egypt accounted for about 40% of Bunnik's business, and when the uprising escalated md Dennis Bunnik flew to Cairo to ensure all

clients returned safely.

"As a family owned and operated company, our clients are like family and we felt it essential to have a senior manager on the ground to not only reassure our clients but also to help with the changes to their itineraries," he said.

And since the revolution, Bunnik has been working to restore confidence in the Egyptian travel market, with company owners Dennis, Sacha and Marion Bunnik currently in Cairo for meetings about the coming high season.

The BRW report interestingly revealed details of Bunnik's turnover, which has fallen 22% to \$17.9 million this year, down from \$23m in 2010/11.

But a "dramatic increase in business" is expected once Egypt stabilises, and in the meantime Bunnik is seeing strong growth in demand for tours to South America, Sri Lanka and Vietnam.

MSC \$1 super sale fare

MSC Cruises has released a \$1 fare offer, plus port charges, for the second passenger as part of National Cruise Week.

The deal applies to five sailings aboard five different ships, sailing from Venice and Genoa on various dates in Oct/Nov this year.

For details or to make a booking phone 1300 028 502.

New Solomons bilateral

MINISTER for Foreign Affairs, Bob Carr, has signed a new five year air service agreement with the Solomon Islands, which will see a significant capacity increase on the Brisbane-Honiara route.

Under the deal, the current 820 weekly seats available for Solomon Airlines will increase to 1200, with Solomons PM Gordon Darcy Lilo urging the carrier to "work hard to capture this growth in the market," according to the *Solomon Star* newspaper.

MasterCard eNett deal

TRAVEL industry payments system eNett International has signed a partnership with MasterCard Worldwide, under which Mastercard will be the exclusive payment partner for all eNett Virtual Account Numbers (VANs) generated in Europe.

VANs are dynamically created credit card numbers which can be used on a short-term basis to finalise payments before they become inactive.

eNett ceo Anthony Hunes said VANs had been gaining strong traction in the European market "and this partnership further reinforces the confidence in this product as a solution for B2B travel payments".



Window Seat

MUCH debate and of course individual tastes go into talk about the perfect ingredients on a burger, but an upcoming New York State Beef Industry competition has received an entry from an entrant submitting their unique topping - ice-cream.

Perry's Ice-Cream team members have created what they believe to be a winning entry, resting tomatoes, pickles, onions, tomato sauce and the creamy dessert resting atop a thick patty of award-winning NY bovine.

Should this be worth trying for yourself, the recipe can be found at www.bit.ly/icburgers.

EVER heard of a city tour where the view gets progressively more blurry the longer you ride?

Germany's "Bier Bike" concept is facing fresh criticism from local politicians, who want to shut it down purely from a safety (or lack thereof) aspect.

Munich and Dusseldorf have both banned the contraption, essentially a rolling pub, which can seat up to 16 people and includes a CD player, a 360° bar counter, large roof, stein glasses and of course, a beer supply.

Berlin still offers the trolley (as snapped by a TD correspondent in Berlin recently below) despite it being slow and hard to steer.



AA back up & running

TRAVEL industry recruitment firm's AA Appointments' website is www.aaappointments.com.

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Expressions of interest should be put forward by COB Friday 14th September 2012 to maria.lopez@fly.virgin.com.

If you do not get a response within 2 weeks of applying, please consider yourself unsuccessful.

Experience Burma

Insider Experience # 5

Visit a local nunnery to share and prepare lunch with the resident nuns



TRAVEL
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Share the Experience

Monday 3rd Sep 2012

QH Hong Kong push

QANTAS Holidays will support the upcoming annual Hong Kong Wine & Food Month by offering 10,000 bonus Qantas Frequent Flyer points with every eligible Oct/Nov Hong Kong booking.

The gastronomic extravaganza will see a range of promotions and carnivals take place from 01 Nov - see qhv.com.au/agents.

MEANWHILE, the Hong Kong Tourism Board is this week promoting the Hong Kong Wine & Food Month with a special daily competition - see **p6** to enter.



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

Contiki rock incentive

CONTIKI is reminding agents to enter its wildly popular annual incentive, Rock Around the World which next year will see twenty consultants from the top 20 Contiki-selling agencies across the country enjoy a VIP trip to one of the world's hottest international music events.

Details of the destination are still under wraps, but previous winners have experienced the V Festival in the UK, U2 and Snow Patrol in Toronto and the Rolling Stones in Istanbul.

See www.contiki.com/agents.

Abu Dhabi says fore

THE organisers of next Jan's Abu Dhabi HSBC Golf Championship have released a series of visitor packages including event tickets and playing opportunities - see www.golfinabudhabi.com.

Traders Brisbane gm

SHANGRI-LA Hotels & Resorts has named Bruno Cristol as the general manager of the Traders Hotel Brisbane which was rebranded from its former Holiday Inn identity on 07 Aug.

Cristol has worked with Shangri-La for more than ten years, including roles in Sydney, Cairns and most recently in Penang.

Aussie agents on the green



ABOVE: This group of top-selling Travelscene American Express agents from Vic, Qld and NSW were whisked off to the picturesque vistas of Ireland's East Coast recently to take in some of the region's sights.

The trip, supported by Etihad Airways, featured highlights such as visiting Ireland's National Stud, in which the agents got up close and personal with Vintage Crop, the winning horse of the 1993 Melbourne Cup.

Agents also took a guided tour of the Japanese Gardens and the Wild Irish St Fiachra's Gardens, along with a visit to Kilkenny

Castle, watched a Hurling match, and toured the newly opened Etihad Skyline, a new attraction offering a panoramic view over the city of Dublin.

Pictured above, the group consisted of Gillian Kelly, Tourism Ireland; Georgina Davies, Etihad Airways; Katrina Roberts, Richmond Travel Centre; Jessica Tymensen, Travelscene Pakenham; Tonia Cleland, Travelscene Mt Eliza; Casey Anderson, Travelscene Echuca; Liane Plant, Travel Crew; Megan Shepherd, Travelscene Logan; Christine Matthews, New England Travel Centre and Vivienne Reid from Status Travel.

HONG KONG TOURISM BOARD

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Hong Kong Wine & Dine Month.
Best Place. Best Taste. 1 - 30 Nov 2012

Kick off this epicurean feast with the 4 day Hong Kong Wine & Dine Festival showcasing the best in wine, cuisine, live music and entertainment. Throughout the month enjoy food and drink promotions, wine appreciation classes, themed tours and cooking classes.

Sample the flavour of Asia's world city, where a new culinary experience lies around every corner.

Agents get on board with NCW



ABOVE: Sydney travel agency Cruisescene, part of Donna Barlow Travel, is one of hundreds of agencies across the country promoting the International Cruise Council Australasia's inaugural National Cruise Week.

Cruisescene is inviting clients to join them, along with a "non-cruising friend" to check out the deals on offer at a special Expo to be held next Sat.

ICCA gm Brett Jardine said there had been a great response from agents, and "we're really looking forward to seeing how all the activity translates into sales".

Pictured above from left are the Cruisescene North Ryde team: Yvette Bortolussi, Tara de Andrade, Stephanie O'Keil, Donna Meads-Barlow, Kimberly Neville, Marc Randall, and Carla Chidiac.

Wolgan gets arty

EMIRATES Wolgan Valley Resort & Spa has announced the launch of its inaugural Artist-in-Residence Program which will feature local and internationally experienced landscape painter Georgia Mansour.

Intimate art classes aimed at "beginners and improvers" will be offered, with up to three sessions of instruction on watercolour techniques.

The program costs \$300 per person (plus accommodation) and includes outdoor sketching sessions, art materials and an artist's pack including a course syllabus.

It will be offered on weekends through Nov to all guests; more info on 02 9290 9733.

Lisa's on the pulse

CONGRATS to Lisa Betts from Pulse Travel in Brisbane, who was last Fri's winner in **TD's** Travel Trade Recruitment competition, taking home an iPod Shuffle.

Monday 3rd Sep 2012

Int'l departures up nearly 10%

NEARLY 2.4 million passengers departed Australian shores on international flights in Jun 2012, according to the latest statistics from the Bureau of Infrastructure, Transport and Regional Economics.

Compared to the same month last year, the result is a 9.5% increase to the 2.1 million recorded as departing in Jun 2011.

Across 52 international airlines operating scheduled flights into and out of Australia, the figures continue a growth pattern which has not seen a decline in numbers stretching back to Mar 2009.

The result is especially impressive when considered against increases

in capacity from newly launched carriers such as Scoot, new AirAsiaX flights into Sydney, and increased services or larger planes operated by Singapore Airlines, Emirates & China Southern Airlines.

Airlines operated a total of 12,475 flights out of Australia across the month, an increase of 6.1% year-on-year.

Results for the end of the financial year concluded 4.8% higher, with total passengers movements of 28,880 to the end of Jun, compared to 27,549 at the same period last year.

Ibis selects its threads

ACCOR has chosen designs from two NSW fashion students as its new uniform styles for staff at its three Ibis hotel brands, Ibis Budget, Ibis and Ibis Styles.

The students will work with the hotel group to gradually roll-out the designs - see them at facebook.com/traveldaily.

Ski season extended

MASSIVE snowfalls in the Australian Alps in recent weeks have led to an extension of the ski season, with NSW's Perisher Valley saying it will now stay open until 05 Oct.

The resort says conditions are the best since 2000, with the extension taking the opening to the end of the NSW school hols.

From Melbourne to mingling at 40,000 feet

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HONG KONG RIDDLE COMPETITION

This week **TD** is giving one lucky reader the chance to win a different Hong Kong themed prize every day, courtesy of the **Hong Kong Tourism Board (HKTB)**.

To celebrate Hong Kong Wine & Dine Month, HKTB will be sharing a daily dining riddle. Today, the 1st person to enter & answer correctly wins a bottle of wine from Hong Kong's award winning winery "8th Estate".



CLUE: Known as the party district of Hong Kong, restaurants bars and clubs are plentiful in L ___ K ___ F ___

Email your answer to HKcomp@traveldaily.com.au

Today's hints! Answer starts with 'L' & visit www.discoverhongkong.com/au/dine-drink/where-to-go/dine-and-drink-districts/index.jsp



Victoria tourism week

DEMONSTRATIONS on the social and economic benefits that tourism brings to the state of Victoria will be on show this week as the state marks its official Victoria Tourism Week.

Running until 08 Sep, the week will feature a range of events toasting to the industry, including the launch of the first official Melbourne visitors iPhone app.

Across the state, tourism helps in generating \$15.9bn in revenue annually and provide for more than 200,000 jobs.

Destination Melbourne ceo Chris Buckingham said "We encourage all Victorians to use this week to connect, identify opportunities and celebrate the unique and rewarding attributes of the visitor industry".

A special "Amazing Race" event will also be run by VTIC, with industry participants exploring Melbourne with limited clues.

TG cancels USM route

THAI Airways has curiously closed reservations on services between Bangkok and Koh Samui from 16 Jan next year.

The carrier currently operates twice daily flights to the holiday island using B737-400 aircraft, and it is currently unclear whether TG is set to pull out of this route, or move the route to its low-cost offshoot Thai Smile.

Tok Tok's big farewell feast



TOK Tok ended with a bang on Friday night with a huge fireworks display lighting up Port Vila.

The 68 buyers and 110 sellers were farewelled at a gala dinner and seated outdoors by a sparkling blue lagoon at the Holiday Inn.

An incredible evening of wining and dining followed with native dancing, and attendees tucking into a huge Melanesian feast that had been baked underground all day, called a Bunia.

It had everything in it – chicken, beef, yams, taro, cabbage, bananas, even a whole pig, and it was delicious.

"This has been a great event - in the past week, buyers have seen first hand what we have to offer in Vila, Santo & Tanna, and they can go home confident in selling our diverse range of product," Linda Kalpoi, General Manager of the Vanuatu Tourism Office, said.

"From being able to dive and see the world's most intact wreck in Santo, snorkel safely in crystal-clear water, and in Tanna, stand at the top of an active volcano sipping champagne, to lazing about on our beautiful beaches at top resorts, we think we have the best for tourists at affordable

prices in the South Pacific" Kalpoi added, to which delegates agreed.

As the final day got underway, Tok Tok attendees had a busy morning doing site inspections of various properties in Port Vila, then enjoying the diverse range of activities such as parasailing and kayaking.

The 68 buyers were taken to eight restaurants to sample French & traditional Melanesian delicacies that can be found at over 40 different dining venues in the capital. "We have a lively cafe culture and terrific restaurants, patisseries and bistros all very close to each other," Alan Kalfabun, Marketing Manager for the Vanuatu Tourism Office, told **TD**.

"Nothing is more than 5 to 10 minutes away and getting around is cheap," he added.

"But, we have to keep the momentum going - we have to work on our niche markets, and we plan to tie in with social media which is the fastest means of targeting various markets".

Pictured above at the gala dinner are, from left: Sarah Beeken, Vanuatu Escapes with Alan Kalfabun and Linda Kalpoi, Vanuatu Tourism Office.



**Sales Executive – representing Air Canada
Brisbane Based**

Airline Marketing Australia is seeking a professional Sales Executive with airline or travel industry experience to fulfill a short- term contract representing Air Canada in Brisbane, Queensland.

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The successful candidate must have the ability to develop and maintain mutually productive business relationships with key industry partners. Good presentation, analytical and communication skills are essential, along with a high level of professionalism and customer service excellence.

Please send expressions of interest to paul.mclean@aircanada.ca with the email entitled ****Sales Executive position – Air Canada****. Applications close September 20th, 2012.

Note: Due to the potential high level of interest, only successful applicants will be contacted for interviews.

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Launceston shuttle

QUAMBY Estate in Tasmania has announced Launceston's "first and only complimentary airport shuttle service" effective 01 Oct - see www.quambyestate.com.au.

NZ campervan brands to merge

NEW Zealand campervan operator Tourism Holdings Limited has announced a NZ\$69.5m merger with rivals KEA Campers and United Campervans.

THL already owns the KEA brand in Australia, with chairman Keith Smith saying today's deal is "logical, strategic and the best response to the challenging realities of the current New Zealand market".

The deal will see THL refinance \$50.9 million in KEA and United debt, as well as the issue of 12 million THL shares and \$3.2m in cash, with a deferred performance based payment of up to \$8m.

"THL is the industry player that

already has the scale to market New Zealand tourism and New Zealand campervan vacations to a broad international audience and therefore the best placed to make the most of the additional brands".

The combined revenue of the group will amount to NZ\$95m with 2500 vehicles - but a review of the deal has estimated annual savings of NZ\$4.4 million plus \$30.5 million in reduced capital expenditure over two years.

Because the deal represents more than 50% of THL's current market capitalisation, it's subject to the approval of a majority of shareholders, with a special meeting to be held in Oct.



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The Travel Corporation is a highly successful international travel group with over 25 award winning brands. AAT Kings is recognised as a leader in its field & is positioned as the premier escorted tour operator in Australia & New Zealand, established for over 80 years, offering a wide range of extended tour itineraries, short break holidays, day tours & foreign language tour programs.

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The successful applicant will have a strong track record in similar senior management roles within the tourism and/or transport industry preferably in a sales or business operations environment. Proven ability to drive sustainable business growth and develop a team of high performers is essential. Demonstrated success in marketing and digital/social media.

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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.



Topdeck - 2013 Europe Pre-Release brochure
Discounts of up to 15% are on offer for the second consecutive year with Topdeck, who has released its teaser brochure for its Europe program. Tours ranging in size from the 8-day *Split to Split* to the mammoth 49-day *Mega European* adventure are featured, with generous earlybird discounts available for those keen to lock it in now. The full program will be released in

Sep, with the pre-release brochure able to be downloaded at www.topdeck.travel/brochure-request.



Silversea 2013 Voyage Atlas
So much is there to choose from in the 2013 collection of Silversea voyages - more than 200 sailings visiting 450 destinations - that it had to be spread across two brochures. As well as the familiar Voyage Atlas featuring *Silver Cloud*, *Silver Wind*, *Silver Shadow* and



Silver Whisper, the separate Expeditions program highlights *Silver Expeditions* programs across the globe.



Brian Cadd's Private Paris - by Bill Peach Journeys
The music of Brian Cadd has transversed generations, both as a performer and the mind behind a collection of hits, but alongside music, Cadd's second love is Paris, a city he has been repeatedly visiting since the 1960's. Bill Peach Journeys has teamed up with Cadd to put together an insider's guide to the "City of Love" in which guests will see the hidden nooks and crannies missed by others, and witness a side of Paris few get the opportunity to.

IHG to add 10 to China

INTERCONTINENTAL Hotels Group will open 10 new Crowne Plaza branded properties in China between Aug and Dec this year.

Already open are new hotels in Hefei, Huangshan, Shanghai and Xi'an, with others in Hong Kong and Zhenjiang to follow suit.

\$3m in Intrepid giving

INTREPID'S philanthropic endeavour, known as The Intrepid Foundation, has announced it has surpassed the \$3 million mark in donations given to more than 40 good causes in 20 countries.

The announcement coincides with the organisation reaching its tenth anniversary.

HYD not smiling yet

THAI Airways low-cost offshoot Thai Smile has postponed its intended services from Bangkok to Hyderabad in India until 29 Oct, according to GDS displays.

The four times weekly services were previously due to launch from 16 Sep.

AA, US merger move

US Airways has signed an agreement with bankrupt **oneworld** member American Airlines which will allow the carriers to confidentially exchange information, as they continue to explore a possible merger.

US ceo Doug Parker stressed in a staff communication on Fri that "it does not mean we are merging - it simply means we have agreed to work together to discuss and analyse a potential merger".

A merger would see AA/US become about as big as UA/CO.

Iced tour from C&K

COX & KINGS has introduced a small group tour to China, taking in the world-famous Harbin ice and snow carving festival.

The festival is due to take place in the city, approx 1200kms northeast of Beijing, in Jan 2013, with the 10-night Cox & Kings itinerary starting from Beijing on 19 Jan, finishing in Shanghai and priced from \$3335ppts.

C&K's sensory taste of India



EK to lift Mauritius

EMIRATES is set to boost its Mauritius capacity, with the current 11 weekly flights to be boosted to 12 effective 28 Oct and then going double daily from 28 Nov.

AFL Rd 23 Winner

CONGRATULATIONS

Claire Dean
from Qantas

Claire is the top point scorer for Round 23 of *Travel Daily's* AFL industry footy tipping competition, and has won two Gold Class movie tickets, courtesy of *Travel Daily*.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iririki Island Resort & Spa



INDIA hosted what it described as "an assault on the senses" in Sydney recently, treating a number of key MICE and leisure agents to an array of cocktails and canapés and showcasing a range of the subcontinent's charms.

The event was held in conjunction with Cox & Kings, Taj Hotels, Resorts and Palaces and DMS Destination Marketing and featured a swathe of colour, energy, flavour and Indian culture.

Bollywood Sensations Dancers, Indian food demonstrations and an appearance by Masterchef Kumar Mahadevan, whose feast of culinary creations brought flavours to life for the attendees. Pictured above at the event, from left, is Leila Fiedler, DMS Destination Marketing; Khaver Ali Khan, Cox & Kings Ltd; Rajat Gera, Cox & Kings Ltd; Marissa Fernandez, DMS Destination Marketing and Thushara Liyanarachchi from Taj Hotels Resorts and Palaces.

LAN now dreaming

LAN Airlines has received the first of 32 Boeing 787 Dreamliner aircraft, becoming the first South American airline to take delivery.

LAN will be the fourth 787 operator globally (TD 27 Aug).

WIN a trip for two to South Africa

Tick South Africa off your Bucket List!

During September, South African Tourism, South African Airways & Travel Daily are giving Travel Consultants the chance to win an incredible 7 day holiday for two.

Including: economy airfares to Johannesburg, 2 nights city stay, 4 nights luxury safari lodge, transfers, tours & breakfast daily.

PLUS weekly draws: 2 bottles of South African wine.... Check *Travel Daily* each week to see if you are the winner!



TO ENTER

Tell us in 25 words or less what is on your Bucket List in South Africa!

Get creative and email your response to

>> satcomp@traveldaily.com.au

Register for the South African Tourism Roadshow
>> www.etouches.com/SARoadshow

Click here for competition terms and conditions

PAL to build airport

PHILIPPINE Airlines (PAL) has announced plans to build its own airport, with the facility expected to be the biggest in the Philippines, with two parallel runways and four times the capacity of the current Nino Aquino International in Manila.

PAL president Raymond Ang said the new airport would be located between Manila and Clark, and would be exclusive to the carrier and its low-cost offshoot PAL Express.

The new infrastructure plans follow last week's multi-billion-dollar Airbus deal (TD Wed) under which Philippine Airlines is set to more than double its fleet by acquiring up to 50 aircraft.

New Cirque nightclub

LAS Vegas is set to boast yet another Cirque du Soleil attraction, with media reports that the Mandalay Bay casino will feature a Cirque-themed nightclub from Feb next year.

1966 crash found

DEBRIS from an Air India flight which crashed in the French Alps more than 45 years ago has been located by hikers on Mont Blanc.

According to AAP, tourists walking the Bossons glacier found pieces of the cabin, a plane wheel and a bag of diplomatic mail.

The AI 707 crashed on 24 Jan 1966, killing all 106 passengers and 11 crew on board.

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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PUT YOUR CAREER IN THE EXPERT HANDS OF THE AA EXECUTIVE TEAM

THE TIME TO ACT IS NOW

CORPORATE CLIENT RELATIONSHIP MANAGERS X 2
SYDNEY – SALARY PACKAGE \$85k plus

Your knowledge of corporate travel account management strategies will be paramount for these top level clients along with your negotiation skills to be able to offer solutions and formulate reporting requirements. Create impeccable service standards delivering over and above to your clients on a daily basis. With a portfolio of interesting clients to manage you will love these roles for you today in Sydney

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SYDNEY – TOP LEVEL SALARY ON OFFER

Looking for a new challenge with an exciting new company that offers loads of career development? This product role will be suited to a key negotiator who has a strong commercial focus and a background in closing agreements. You will need in depth experience in contracting, excellent analytical skills and high level communication skills. Great salary and company benefits on offer to the right person.

CLOSE THE BEST DEAL FOR YOUR CAREER

CORPORATE BDM'S X 3
SYDNEY - SALARY PACKAGES OTE \$100K - \$140K+

Do you have what it takes to get out there and turn those winning pitches into signatures on the dotted line? These roles require your skills in pipeline development, rapport building, negotiation skills and a real hunger to win. Join a company who is growing every day and know why everyone wants to be a part of this successful team. Your motivated and hunter tactics will earn you big dollars!

SECURE YOUR FUTURE GROWTH

SYSTEMS ANALYST
SYDNEY –SALARY PKG TO \$100K

Join this forward moving operator using your analytical & accounting experience. Skills in UML with the ability to gather user requirements, creating cost estimates and writing user cases is a must along with experience in testing and preparing interface diagrams. With your strong background in IT analysis you will be able to show exceptional problem solving skills and an ability to find results.

YOUR PAY PACKET JUST GOT BIGGER

CORPORATE SALES MANAGER
BRISBANE - SALARY PACKAGE OTE \$130K - \$170K+

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

THE WINNING COMBINATION

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MELBOURNE – SALARY PACKAGE \$100K+

On the lookout for an account management role which has an edge of difference? With a blend of both account management and sales, you can dabble on both sides but mainly focusing on client relationship and retention. You will be able to facilitate all your clients' needs and resolve issues which may arise. A small part of your role will entail driving new business and presenting to potential clients.

THE BEST JOB IS NOW BOARDING

CRUISE MARKETING COORDINATOR
BRISBANE – SALARY PKG to \$55k + BONUSSES

As a highly skilled senior cruise professional you will have the ability to work alongside the National Manager responsible for delivering and distributing national marketing campaigns for this brand. Playing a key role in delivering on excellence and setting the brand apart you will know how to manage multiple relationships and be able to implement unique campaigns to drive business further forward

GIVE BACK YOUR KNOWLEDGE

TRAINING & SUPPORT
ADELAIDE – SALARY PACKAGE TO \$66k

For the right candidate this ticks everything you could ask for. Managing key relationships within the business and with external suppliers you will be responsible for rolling out training requirements and supporting consultants. You will need to have high level communication skills and Training Qualifications are a definite advantage along with your background working at a management level.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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