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Austrian

**Travel Daily AU**  
First with the news

Tue 18 Nov 08 Page 1

EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au) Ph: 1300 799 220

**Travel & Hospitality Professionals:**

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## Online undercuts w'sale

THE changing world of travel, contracted hotel rates and dynamic pricing has been highlighted by a Melbourne agent who contacted *TD* yesterday after a client noted a huge disparity in the price of a New York property.

Jerome Isaacs of Travelcorp was looking to book The Sheraton New York Hotel and Towers for four nights on 28 May 2009.

His client was meeting friends there and one of them had already made a separate booking.

Isaacs checked quotes from a number of wholesalers with the price for the four night stay averaging about \$3300.

However the client's friend had paid just \$1713 for the same booking - made via the Australian site of online operator Expedia.

The dynamic pricing model (presumably yield managed by the hotel) at [expedia.com.au](http://expedia.com.au)

### Check out the mo's

NEWLY hirsute travel industry personnel are continuing to send in photos of their facial hair as part of our fabulous Etihad Movember comp which is offering a range of prizes including hampers, Joh Bailey makeovers and flights for two to Europe.

Check out all the latest updated mo photos and competition details at [www.traveldaily.com.au](http://www.traveldaily.com.au).

offers different prices for each date but the total still came out to be about half the rates quoted by the wholesalers.

Isaacs said he would be booking the room with Expedia and charging his client a service fee, with agents urged to check prices from a number of sources if they want to keep their clients' business.

### Australia on location

INTREPID Travel has launched a new tour which will give travellers a "real life experience" of the locations and landscapes inspired by Baz Luhrmann's new *Australia* movie.

The ten day tour travels from the Kimberley to Kakadu, taking in Home Valley Station which was the location for many of the scenes from the movie.

Intrepid ceo Darrell Wade said he's expecting both the domestic and international market to respond well to the itinerary.

See [www.intrepidtravel.com](http://www.intrepidtravel.com).

### Today's Travel Daily

A packed *TD* today has seven pages of news and photos, a full page feature on the Cheval Apartments in London plus full pages from ([click here](#)):

- TMS Asia Pacific jobs
- AA Appointments jobs

### Qantas sale extended

QANTAS' Global Great News '2-for-1' airfare sale (*TD* yesterday) has been extended for 48hrs, now ending midnight Wed 19 Nov.

\*\*\*\*\*  
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# Travel Daily AU

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## EARN WHAT YOU'RE WORTH

## TCF termination

THE Travel Compensation Fund has announced the non-voluntary termination of *Global Reliance Travel Group Pty Ltd* of West End Qld, due to claims being received from consumers.

The company ceased trading and was suspended a month ago but due to Qld licensing legislation the formal notice of termination has been delayed for 28 days meaning the TCF has already handled several claims.

TCF spokesman Gary Dellar told *TD* that claims so far amount to almost \$80,000 and "could blow out to as much as \$200,000."



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## STA to "broaden appeal"

STA Travel has announced a major brand refresh program including a new look and an expanded product range.

MD David Burns told *TD* today the changes would roll out across all STA stores globally, saying it was vital that the company "remain relevant and continue being a leader in a constantly evolving market."

"The ideals on which travel businesses such as STA Travel were founded in the 1970s, like venturing into the unknown and independent rebellion, are less predominant today," he said.

Burns said the STA Travel name will stay the same but changes

will include a new logo, new website and a new shop design.

Product expansion will include more short-haul options, expanded adventure touring, experiential travel such as 'voluntourism' and event-driven holidays such as concert tours, he said.

"For today's student's it's not about getting lost, it's about finding their way and adding something to their lives," he said.

## Austrian interest?

THE Austrian National Tourist Office is currently coordinating attendance for Australian buyers at the upcoming actb 2009 tourism trade show.

The show will be held in Vienna 25-27 Jan 09 and participation is fully hosted by ANTO Sydney, with a number of pre and post tours to Linz as well as Hungary, Slovenia and the Czech Republic on offer.

In addition to the Austrian exhibition actb 2009 will feature a multinational area featuring Hungary, the Czech Republic, Slovenia, Slovakia and cross-border collaborations.

More info 02 9299 3621.

## IOT airport tenders

A FEDERAL govt tender for the management of Indian Ocean Territories airports on Christmas Island and Cocos (Keeling) Island close at 2pm tomorrow.

The project involves the management of the airports, maintenance of all assets and providing advice to the Attorney-General's department in relation to the IOT airports.

## Adventure Travel NSW/ACT Sales Manager - Full Time

Leading Adventure Tour Operator, Kumuka Worldwide, are looking for a Sydney based Sales Manager to direct sales in NSW / ACT. Based from your home, you will be required to increase sales in this region by regularly servicing and training travel agents on Kumuka product as well as conducting industry film nights. You should be competent with Microsoft Office programs, able to work within a budget and speak confidently in front of groups. The ideal candidate will have travelled extensively around the world, be inspiring, be able to travel intrastate regularly and have a reliable vehicle. Candidates must be reliable, personable, inspiring, genuine, and passionate.

Please download an application form from:

<http://www.kumuka.com/employment-office.aspx>

E-mail your completed form to:

[Humanresources@kumuka.com.au](mailto:Humanresources@kumuka.com.au)

Applications close 25 Nov 2008.



## Window Seat

THE premiere tonight in Sydney, Darwin, Kununurra and Bowen of Baz Luhrmann's *Australia* movie is creating a global buzz as well as already boosting arrivals - at least by celebrities.

The movie's star Nicole Kidman and her husband Keith Urban jetted into Sydney last night but will only be on the ground for 24 hours, flying out back to the USA just after the screening tonight.

They didn't bring their new daughter Sunday Rose after doctors advised that the trip would be too much for the baby.

And outbound travel is also being boosted, with Kidman's co-star Hugh Jackman moving to New York permanently tomorrow.

Jackman and his family will move into their new bargain apartment, which they snapped up for a measly US\$21m.

It truly was a good deal, with the global financial crisis seeing the apartment slashed from its original asking price of US\$40m.

BOWEN in Queensland is also working hard to leverage the movie's impact, after a number of scenes were shot there incl the depiction of wartime Darwin.

Bowen will promote itself as a gateway to the Great Barrier Reef, and local authorities are planning a foreshore development including a "stars' walk".

EMIRATES has used its not inconsiderable influence to change the length of the seventh hole at the Hong Kong Golf Club.

Normally 381 metres in length, the carrier is now sponsoring the par 4 hole which will be shortened to - you guessed it - 380 metres in honour of the A380 superjumbo.

Emirates is the Official Airline of the UBS Hong Kong Open golf tournament which tees off Thu.



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## United in the Big Apple

ABOVE: Top United Airlines sellers from American Express Business Travel and Amex Centurion and Platinum in Sydney and Melbourne took a whirlwind five day trip to New York last week to take in all the highlights of the Big Apple.

Pictured back row from left: Sarah Taylor, Business Travel; Toulia Liondis, UKT Corporate Travel; Belinda Robinson, Business Travel; Ann-Maree Attard, Business Travel; Meagan Bonfante, Centurion Travel; Mark West, Platinum Travel; Nyrelle Stuart, Platinum Travel; and Lance Andrews, Centurion Travel.

Front row: Jacqueline Yongco, United Airlines; Sachiko Browne, Business Travel; and Kate Cuthbertson, United Airlines.

## MH adds comms

**MALAYSIA** Airlines has fitted Aeromobile connectivity to one of its Boeing 777 aircraft.

The service allows MH passengers to make and receive voice calls on their own mobile phones as well as communicate via text message as well as send and receive emails in flight.

The connection is via the Inmarsat satellite system.

## California fires

**AGENTS** concerned about clients in the US during the current California wildfires are being advised to consult the websites of local visitor bureaux for daily updates.

For Santa Barbara the site is [www.santabarbaraca.com](http://www.santabarbaraca.com), while Los Angeles updates are at [www.discoverlosangeles.com](http://www.discoverlosangeles.com) and further south, Orange County info is at [www.anaheimoc.org](http://www.anaheimoc.org).

Attractions such as Disneyland haven't been affected.

## DHL drops domestic

**GLOBAL** freight giant DHL Express has announced the closure of all its domestic US services by the end of Jan 2009.

All of DHL's US ground hubs will close, reducing the number of stations from 412 to 103.

DHL said it would instead focus on its "core international services."

## HK MICE move

**THE** Hong Kong Tourism Board has created a new 'Meetings and Exhibitions Hong Kong' office which aims to provide "one stop professional support" to organisers of business events.

The new operation has three teams offering dedicated service to each of the Conventions, Exhibitions, and Meetings and Incentives sectors.

It's been established using HK\$150m in additional funding allocated to the HKTGB to help it strengthen its business events promotions over the next 5 years.

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## Hawaii's so hot right now

**FORTY** lucky Aussie travel consultants and wholesale agents have just returned from a fabulous 9 day fam in Hawaii.

The *Experience Aloha* trip, run by Hawaii Tourism Oceania with the support of Hawaiian Airlines and other suppliers, saw them split into four smaller groups each visiting a different island before meeting up for four days in Waikiki including a destination workshop and gala dinner.

Some of the participants are pictured above at the Kauai

Marriott Resort and Beach Club, from left: Eric Lewis, Flight Centre Elizabeth St; Bronwyn Kazmer, FC Claremont; Tamara Soong, Club Labourse Travel; Leslie Jennings, HWT Emu Plains; Tennille Cairns, Creative Hols; Susan Huse, Travel Works Int'l; Georgina Khawam, Pinpoint Travel; Claire Davies, Hawaii Tourism Oceania; and Kerry Walsh, Hawthorn Travel.

Front row: Meg Standen, talpacific Holidays; Edie Hafdahl, Kauai Visitors Bureau; and Helen Boland, Impulse Travel.

And left are some hot chicks on the lava fields on the Kohala Coast, Big Island: Samantha Harman, Jetset Doncaster East; Amanda Devlin, South Coast Cruise and Travel; Kylie Vergunst, Infinity Hols Melbourne; Chloe Taunton, Queenbeyan City Travel; and Sally Sutherland, HWT Corrimall.



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## Money Talk

**WELCOME** to *Money Talk*, *Travel Daily's* Tuesday feature on the roller-coaster ride of the Australian dollar.

### \$1AUD = US64.6c

THE Australian dollar has held its position over the last week with a plethora of poor news out of the US causing the US\$ to slide and keeping the Aussie up.

In fact there's bad news in Europe too, with the UK's Confederation of British Industry saying that 2009 would see the economy there "suffer its sharpest contraction in almost two decades" with predictions of soaring unemployment.

By comparison the Australian dollar may be supported with a relatively stronger local economy.

Retail trading figures released yesterday by the Australian Bureau of Statistics showed only a slight slowing, raising hopes that the government's cash handouts to families and pensioners before Christmas will

boost spending.

The Aussie has also recovered from recent lows against the pound Sterling.

Against the Japanese yen the A\$ is at 61.9 making travel down under much more affordable for the Japanese market.

And airlines are breathing a sigh of relief with oil prices down to a much more comfortable US\$55 per barrel.

Wholesale rates this morning:

US	\$0.646
UK	£0.430
NZ	\$1.17
Euro	€0.511
Japan	¥61.90
Thailand	฿22.71
China	¥4.36
South Africa	R6.50
Canada	\$0.786
Crude oil	US\$55.07

### Dot-aero deadline

**AIRPORTS** around the world are being reminded that they only have until 01 Dec to register their three letter IATA codes in connection with the '.aero' top level internet domain.

There are already 6000 aviation industry users with a dot-aero name including more than 200 airports.

After 01 Dec the IATA location identifiers won't be reserved exclusively for airports but will become available for registration by anyone in the industry.

### YHA NZ growth

YHA New Zealand has bought the 187-bed Treks Backpackers property in Rotorua, continuing its North Island expansion which also saw it purchase Action Downunder backpackers in Taupo last year.

YHA NZ ceo Mark Wells said: "Despite pessimism about tourism in general, it's an exciting time for YHA.

"We're confident about the backpacking market holding up better than some of the upper end and older markets."

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## Agent fares to Africa

INTERLINE Reservation Service has special agent fares to Capetown from SYD, priced from \$789, plus taxes with Air Mauritius.

## Win tickets to see "Oh Laura"

EACH day this week Scandinavian Airlines, BNM Records and *Travel Daily* are giving subscribers the chance to win two tickets to see the hottest new international band "Oh Laura" during their international promotional tour.

"Oh Laura" will perform at The Basement in Syd on Thu 27 Nov and at Manchester Lane in Mel on Sun 30 Nov.

The band topped the Australian iTunes chart at No. 3 with the release of their BNM Records 2007 debut album, 'A Song Inside My Head, A Demon In My Bed'.

For your chance to win tickets to the **Sydney** show, simply be the first to correctly email your answer to the question featured below to [sascomp@traveldaily.com.au](mailto:sascomp@traveldaily.com.au).

### In which Swedish city is "Oh Laura's" vocalist born?

Congratulations to **Jade Jackson** of Bravo Consolidation who was Monday's winner.



## Word of mouth key for New Zealand

RECENT research released in New Zealand has found that word of mouth is a main inspiration for visitors, with 41% of international visitors hearing about the country this way.

Word of mouth endorsement was particularly important in Queenstown, inspiring 54% of total visitors.

The figures were released in the latest Regional Visitor Monitor survey, a joint initiative between the Ministry for Tourism, Tourism New Zealand and six of the largest Regional Tourist Organisations.

## Travelzoo OZ focus

GLOBAL internet media firm Travelzoo will be promoting Australia as its "Destination of the Week" to 10 million subscribers, timed to coincide with the launch of Baz Luhrmann's *Australia*.

Travelzoo said it hopes to create interest and stimulate bookings to Australia through deals, images and activities via its website.

"In this period of great economic challenge our subscribers are relying ever more on Travelzoo to inform them of the best deals available" said Brad Gurrie gm Travelzoo Australia & Singapore.

"Our research shows that 34% of our US subscribers have not decided on their [holiday] destination before purchasing a travel offer", Gurrie said, adding Travelzoo shows users where the best deals are on offer.

Travelzoo has sites around the world, incl the UK, USA & Canada.

## Jet to India for \$915

JET Airways is offering reduced fares from Australia to India for travel between 01 Feb-31 Jul.

Travellers can take advantage of fares from SYD, MEL, BNE & ADL to Mumbai, New Delhi and Chennai, priced from \$915 plus taxes (approx \$405) but must be booked by 10 Dec.

Fares from Perth are priced from \$860 plus taxes - full fare details available via GDS channels.

## 1car1 agent deals

1CAR1 is offering discounts of 20% to travel agents, with small car hire starting from \$280/wk including two free drivers, unlimited mileage and free delivery - 1300 132 835.

## Spam canned

YOU may have noticed less junk mail appearing in your inbox this week, after a key server was blocked by US authorities.

Reports say that the removal of internet access for a company called McColo.com has seen worldwide spam levels drop by as much as 70% since Tue 11 Nov, with the firm responsible for billions of unwanted emails.

## It's the CTM Brady Bunch

BRITISH Airways recently hosted a number of Corporate Travel Management/Travellogic reps from around Australia on a three day visit to Bangkok to "test out the new BA product."

The group stayed at the Metropolitan Hotel and enjoyed shopping and sightseeing.

Pictured here on a staircase looking suspiciously like the faux-stone and plastic woodgrain one from *The Brady Bunch* are, front to back: Brent De Filippis, CTM OOL; Jason Harmon, CTM MEL; Simon Hatter, CTM PER; Antony Armsden-Hutt, CTM SYD; Rosanna Piaggio, British Airways Sydney; Melanie Schuurman, CTM BNE; Michelle Jones, CTM MEL; and Russell Page, Travellogic SYD.



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## Ideal for tasters

THE Manna of Hahndorf hotel will open its doors on Thu 20 Nov, offering visitors to the Adelaide Hills a range of accom options including 'Indulgence Suites'.

## Youtravel hotels

BRITISH online accommodation marketer youtravel.com has launched a new city breaks function, adding over 3000 hotels in 250 cities to its database.

## Ladies only, please

THE Lotte Hotel Seoul, Korea has unveiled a new Ladies' Floor, becoming the first hotel in Korea to separate an entire floor solely for the use of female guests.

The property is associated with the WorldHotels Deluxe Collection.

## A MESSAGE FROM ANTOR

### ANTOR ANNOUNCES NEW BOARD FOR 2009

THE new chair of ANTOR for the coming year is **Sharon Hannaford** of the Papua New Guinea Tourism Promotion Authority.

Sharon is joined by **Claire Davies** from Hawaii Tourism as Deputy Chair and **Geoffrey Hutton** representing Visit USA as Treasurer.

Board members for the year are: **Bangu Masisi** - South African Tourism, **Caroline Brunel** - Tourism Ireland, **Andrew Clark** - Hong Kong Tourism Board, **Paresh Pant** - Fiji Island Visitors Bureau and **Satu Raunola** - Finnish Tourist Board.

The Board of ANTOR wishes to express its sincere thanks to **Satu Raunola** of the Finnish Tourist Board for all her efforts as Chairman of the Association.

She has been a committed and dedicated Chairman on behalf of ANTOR and her shoes will be hard to fill.

**Where to for ANTOR and what does the future hold?**

We are as the Chinese curse goes "living in interesting times".

ANTOR as a membership association is dependent on the well-being of Australian travel market for its sustainability.

The majority of our members are reliant on achieving a continued growth in outbound international travel from Australia and a lesser proportion of our members who, representing Australian regional areas, are seeking a healthy domestic tourism market.

The economic future of Australia determines our fate.

Shock at the present time is pervading the Australian

community but for the most part it is not all doom and gloom.

Globally, to paraphrase a recent article by Dr. Peter E. Tarlow, president of T&M:

*"The tourism industry must once again face a very different type of threat from those that we have faced previously."*

*"The current economic meltdown and what it means to world tourism and travel is still too early to predict....however, some clear trends and ideas are already emerging..."*

*"There is no doubt that tourism, especially the leisure side of the industry, may be in for some proverbial stormy seas."*

*"However, in every crisis, there is the chance for new and innovative ideas to emerge, new directions to be taken."*

The predicted impacts of this crisis on Australian tourism are for the most part hopeful.

Australia has been somewhat isolated from the business pressures in Europe, UK and US but this is changing.

In the words of Access Research (3/11/08): *"Australia should be cautiously optimistic"*.

ANTOR and its members are also optimistic and intend to work with the local industry to collectively tackle this new threat and to address the future challenges with innovative and co operative solutions.

Visit the website [www.antor.travel](http://www.antor.travel) for information on over 50 destinations, what's on in the travel industry in the month's ahead and to list your event.



## WIN A TRIP TO EUROPE



Throughout November and December **Travel Daily** is giving subscribers the chance to win a fabulous rail trip for two in Europe, courtesy of **Rail Plus** and **Singapore Airlines**.

The grand prize includes return economy airfares to Europe with Singapore Airlines and two First Class Eurail Select Passes (10 days over 2 months for 20 countries).

To enter the competition, subscribers will have correctly answered at least one weeks worth of questions and send in a response to a final question that will be published in **TD** in the last week of the competition.

There will also be weekly prizes of two First Class Eurail Select Passes (5 days over 2 months for 3 countries) to give away throughout the two months.

To be eligible to win these passes, subscribers must correctly answer all of the weekly questions.

Bonus points will be awarded to entrants who send in a photo of an international train, be it interior or exterior.

### Week 3 Tuesday Question

**When managing your Rail Plus bookings via "My Bookings" found at the Rail Plus website [www.railplus.com.au/agents](http://www.railplus.com.au/agents), is it possible from the "Unpaid Bookings" button to check the balance owing for a particular booking?**

Email your entries to [railpluscomp@traveldaily.com.au](mailto:railpluscomp@traveldaily.com.au).

Full terms and conditions available at [railtrip.traveldaily.com.au](http://railtrip.traveldaily.com.au).



## Trafalgar earlybirds

TRAFALGAR Tours is offering earlybird airfares with Qantas/British Airways priced from \$2001 (including taxes) from Syd, when booking a tour to Europe of 10 days or more, before 19 Dec.

The offer also includes a night's pre-tour accom and transfers.

## Avis e-vouchers

CAR rental company Avis has partnered with Travelport to offer US travel agents the ability to issue electronic vouchers for hired vehicles.

Agents using Galileo GDS will have access to the function which is favoured across Europe.

# Belöna.

Or **reward** as you say in English. It's as simple as selling any SAS airfare before December 31, for travel to Europe anytime in 2009. **Earn rewards up to \$100 per ticket.** Sell more than most and you'll be taking off for a weekend spin in a sporty **Volvo C70 convertible**. In other words – rewards, Scandinavian style.

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A STAR ALLIANCE MEMBER

## Peachy earlybirds

AGENTS are being reminded that time is running out for Bill Peach Journeys earlybird fares for 2009, with only limited seats on select Aircruising and Expedition journeys available.

Travellers have the chance of saving up to \$1000 on a range of trips by paying in full by 01 Dec, as well as securing guaranteed price, avoiding any currency related increases.

Earlybird bookings already made need to have full monies collected and sent to Bill Peach Journeys by close of business on 01 Dec to take advantage of the discounts.

For info call 1800 252 053 or see [www.billpeachjourneys.com.au](http://www.billpeachjourneys.com.au).

## New series collection for TWK

TRAVEL with Kidz hosted travel industry partners to the launch of their new series collection of holiday experiences for families last week in Sydney (TD Fri).

The latest series is based around themes of environment, teenagers, young families and multi-generational travel, with TWK saying these holidays reflect the travel needs of today's families, whose members have become increasingly sophisticated world travellers.



ABOVE: Wendy Buckley, Travel with Kidz Head Office congratulates Lise Angus, gm TWK on the release of the new programs.

LEFT: Stephanie Savage, TWK Dural and Janette Davie, Pinpoint enjoyed the evening.



RIGHT: David Gilbert from Alpine World & Jan Siao, Travel with Kidz on the Parade at the Intercontinental Hotel function.



## Walking down under

WORLD Expeditions last night launch its 2009 Australian Walking Holidays brochure which includes a revised Heysen Trail and Flinders Ranges itinerary ex ADL as well as a new Tarkine Experience 7 day tour in Tassie.

Sydney's SH Ervin Gallery in The Rocks is currently exhibiting works from a group of Australian artists (including the renowned Mambo and Mental as Anything creator Reg Mombasa) inspired after they took the Heysen Trail itinerary with World Expeditions in May.

## US visa expansion

SEVEN new countries have been added to the US Visa Waiver Program today, meaning travellers can visit the USA for business or pleasure for up to 90 days without requiring a visa.

The new additions are the Czech Republic, Estonia, Latvia, Slovakia, Lithuania, Hungary, Malta and South Korea.

## JTG agent fam to Malaysia



ABOVE: Singapore Airlines and Malaysian Tourism Board took a Jetset/Travelworld Qld incentive to Langkawi & Penang last week.

The group stayed at some of the finer properties in the region, with the likes of the Datai and the Andaman Hotels the resting place of choice - a decadent few days for all their hard work.

Pictured here *from left* are: Sue McPherson, Travelworld

Toowoomba; Phil Slater, The Travel Lounge, Cairns; Christine Knight, Singapore Airlines BNE; Lili Sia, Colmslie Travel; Kilar Stewart, Jetset Hervey Bay; Jenny Martin, Main Beach Travel; Balljid Kour, Malaysian Tourism Board; Tracey Erceg, Jetset Byron Bay; Carolyn Price, Canale Travel; and Katrina Fraser, BCD.

## Sicilian highlights

TEMPO Holidays has a eight-day Sicilian Highlights tour priced from \$1904 per person t/s, operating between 01 Mar-25 Oct.

The tour begins from Palermo and travels through Monreale, Segesta, Marsala, Syracuse, Mount Etna, Catania and other cities.

See [www.tempoholidays.com.au](http://www.tempoholidays.com.au).

## Planes running late

THIS year is shaping to be the worst ever for punctuality in the Australian domestic air travel market, the *Sydney Morning Herald* has reported.

Records show that to the end of Sep just 77.2 percent of flights arrived on time, and 2.2% were cancelled.

For the same period last year the figures were 84% and 1%.

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# Fancy a five star London apartment?

AUSTRALIA is being targeted as a key new market for London accommodation group The Cheval Apartments, with the company saying its properties are an ideal option for long-haul travellers.

Cheval general manager Malcolm Broadbent is in Australia at the moment, having conducted roadshows for agents in Melbourne last week and Sydney last night in conjunction with Cheval's local representative, Sarah Whitty of The Hotel Connection.

Broadbent told **TD** key features of the Cheval properties are that they're fully owned, freehold apartment buildings purpose built for travellers wanting to stay longer in five star comfort.

The six buildings, with a total of 285 apartments, are conveniently located in prime areas of London such as the City, Knightsbridge, Kensington and Sloane Square.

The spacious apartments have fully equipped kitchens, sophisticated security, satellite TV, internet and phone and offer a full daily maid service.

They offer concierge service and one even has its own Michelin star restaurant downstairs.

VisitBritain has just commenced rating these types of properties, and all of those it's visited so far have comfortably satisfied the five star criteria.

Three of the properties offer a minimum stay of one week, while longer stays of a minimum of 3 weeks and 3 months are offered at other buildings.

Broadbent said the properties show an occupancy rate of about 75% with a wide range of tenancy lengths - in fact one client has been a resident for 12 years!

They're popular with a range of clients including corporate travellers, relocated executives and celebrities craving privacy, lots of space and the convenience of their own facilities.

For Australian travellers they also offer excellent value, with a studio apartment at Calico House in the City of London leading in at £805 for a week - equivalent to just £115 per night, which is extremely competitive with any five star London hotel.

There's a full range of room types available right through to three bedroom townhouses and even a four bedroom penthouse for £5750 per week.

A number of high profile Aussies have already used the product since it launched here some months ago.

The Hotel Connection represents Cheval across the Asia Pacific region including Australia, New Zealand, Singapore, Hong Kong and Japan, and can advise clients of the best locations for

their requirements in London.

Apartments are available on request with a 24 hour turnaround; more info [htlcon@ozemail.com.au](mailto:htlcon@ozemail.com.au).

See [www.chevalgroup.com](http://www.chevalgroup.com).



ABOVE: Sarah Whitty of The Hotel Connection is congratulated by The Cheval Group's Malcolm Broadbent for a great start in the Australian market.



LEFT: Just like your very own London townhouse.

Exterior shot of The Cheval Group's Phoenix House property, which offers 33 luxury serviced apartments just off Sloane Street.

Phoenix House also has its own restaurant, Le Cercle, which offers "delectable French grazing menus" along with, *naturellement*, an excellent wine list.

Guests are also able to order meals from the restaurant to eat in the privacy of their own apartment's dining room pictured below.



LEFT: Lounge and kitchen from a Calico House apartments, in a secluded courtyard on the corner of Bow Lane and Watling Street in the City of London.

RIGHT: Your home away from home - a bedroom in Calico House.

Additional services on offer include laundry and valet service, theatre bookings and a welcome pack on arrival.



LEFT: What a haven to unpack the shopping! Knightsbridge features the original Cheval Apartments - just a stone's throw from Harrods, Harvey Nichols and a host of designer boutiques.



All photos courtesy The Cheval Group.

## CHEVAL GROUP

Luxury Serviced Apartments in London



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- \$45-\$50k
- CBD Location

Join this leading global company are seeking an experienced international corporate consultant to join their dynamic Perth team.

Contact Scott Worgan T: 0292316444 E: [scott@tmsap.com](mailto:scott@tmsap.com)

## Get rewarded for your travel consulting experience & expertise! - Sydney

- Remuneration package of \$45-55K OTE
- Full training & ongoing support

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## Inventory and Revenue Controller Sydney

- Up to \$65K++
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This leading global company are seeking a very analytical minded individual with relevant inventory or revenue experience to join their dynamic team.

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- 12 month contract
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- Leading Tourism Body in CBD

This is your chance to work with this leading Tourism Body in the Trade Events arena. This 12 month contract will see you involved in the co-ordination of trade events, maintaining events databases and update the events website.

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- Are you an experienced travel consultant with international and domestic ticketing experience?
- Would you like to work for one of the market leaders in travel?

Kick start your career with this fantastic travel firm with an office that has views to die for.

Contact Kristy Bertram T: 03 9602 1809 E: [kristy@tmsap.com](mailto:kristy@tmsap.com)

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## Corporate Travel BDM - Melbourne

- Do you have a proven corporate travel industry sales background in securing and managing new accounts?
- This boutique Corporate Travel Management Company is seeking a dynamic sales professional.
- Explore this exciting opportunity further and prove your capabilities in an autonomous role.

Be rewarded with an excellent salary package, and commission structure.

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## Account Executive - Melbourne

- Are you expert in Account Management or Sales within the Travel Industry?
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- An opportunity exists for an Account Executive within this renowned leading global travel brand.

Use your strong business sense and CRS knowledge and excel within this dynamic role.

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## Senior Travel Consultant in the Tropics - Qld Regional

- Interesting mix of retail and corporate
- Great location in sunny Townsville

Experienced agent required, preferably with Galileo and/or Tramada. Busy office, great variety of enquiry, excellent opportunity!

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## Groups & Incentives Manager MICE Manager - Strategic role -Brisbane

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**\*\* HOT JOB OF THE WEEK \*\***

**\*\*INTERNAL TRAVEL COORDINATOR \*\***

**BLUE CHIP COMPANY – BRISBANE OUTER CBD LOCATION**

Our client is a successful mining exploration company and they are looking for an experienced, professional and self motivated travel consultant to join their inhouse team! To be a successful candidate, you will need to have at least 5 years experience as an international corporate travel consultant! In return, you will be rewarded with a great salary package, work in a vibrant & positive team, enjoy monthly office outings, x-mas parties to surprise locations, river views from your office & so much more!

**OPERATIONS MANAGER WANTED!**

**CORPORATE TRAVEL COMPANY**

**BRISBANE CBD – SALARY \$75K +**

Our client is looking for a talented Operations Manager to lead and develop one of the best teams in Brisbane and be part of this very successful Corporate Travel Company! Essentially you will have significant experience and working knowledge of all domestic and international travel operations within a corporate travel, must have recent travel corporate background, have excellent CRS Skills, reporting and proven management results. Amazing staff benefits on offer.

**BE THE KING OF YOUR CASTLE!**

**RETAIL TEAM LEADER WANTED**

**BRISBANE CBD - EXCELLENT SALARY ON OFFER**

Our client has a Team Leader vacancy for one of their busy, CBD stores! You will be rewarded with best support team ongoing training & development and a fantastic base Salary + Commissions + Bonuses etc... Experience as a proven Team Leader in Retail Travel is a must! Must have great leadership skills, fantastic product knowledge and a good understanding of the day to day running of a retail store!

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**FARES & TICKETING CONSULTANT**

**ADELAIDE CBD**

**SAL PKG TO \$38K +**

With very few travel related positions in Adelaide, you're best to grab this role while it's hot! Increasing your fares & ticketing knowledge will, without a doubt, boost your career prospects!! Fantastic working environment & a vibrant team will have you enjoying your working week. Apply now & learn about the opportunities that await!

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**FAMILY FEEL**

**CORPORATE TRAVEL CONSULTANT**

**GEELONG (CITY) – PKG \$55K - \$60K (NEG)**

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**WHOLESALE TRAVEL CONSULTANT**

**SYDNEY INNER WEST**

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Our client, based in the inner west, currently requires a wholesale travel consultant to join their fun and exciting team environment. You will be dealing with travel agents on a daily basis selling travel packages to world wide destinations. Be part of a recognized and respected brand that offers career advancement and a very supportive management team. You must have used Calypso in a previous role.