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# Travel Daily AU

First with the news

Thu 21 Oct 10

Page 1

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

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## Travel costs set to soar

AIRFARE and hotel rates for business travellers are expected to climb by up to 10% next year, according to the 2011 American Express Global Business Travel Forecast released today.

"Pricing power will swing back to air and hotel suppliers for the first time in two years as more competition for limited seats on planes and increased occupancy levels at hotels are expected," said Amex vp Robert Tedesco.

The annual forecast says prices are likely to rise to pre-recession levels, with Asia-Pacific rates and fares leading the resurgence.

Business class fares are expected to climb 5-10% in the

### NRMA seeks gm

NRMA Group is today advertising for a new general manager - just five months after appointing Graham Perry to the role (TD 20 May).

The company is seeking someone with postgraduate business qualifications as well as extensive retail and travel industry experience.

NRMA says the role will position NRMA travel by developing key relationships with the travel industry, NRMA members, auto clubs and "internal wholesale travel divisions" - see page 7.

region, with slower growth in both airfares and accommodation prices in Europe/Middle East, North America and Latin America.

In Australia economy domestic airfares are also predicted to rise by 5-10% next year, with companies also forecast to increase spending on meetings.

Amex said companies may need to start booking flights earlier in order to secure seats at lower prices, because of expected less availability of discount fares.

### MU to Rome

CHINA Eastern Airlines is set to launch a new non-stop service between Shanghai and Rome.

The Italian capital will be MU's fifth destination in Europe, with thrice weekly A340 flights to debut 29 Mar 2011.

Seats on the new route are now available for booking.

Qantas codeshares with MU on Singapore-Shanghai services and onwards to ten cities in China.

### 7 pages of news

Travel Daily today has seven pages packed with the latest industry news, plus full pages:

- TMS Asia Pacific jobs
- AA Appointments jobs
- Consolidated Travel incentive

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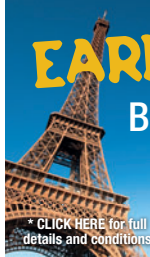
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First with the news

Thu 21 Oct 10

Page 2

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الإتجاه  
**ETIHAD**  
AIRWAYS

[Click for Etihad Interactive Tour](#)

## Trafalgar Sth Africa

TRAFALGAR Tours is set to shortly launch a new South African tour product.

Outgoing Trafalgar md Paul McGrath, who will move across to head up Creative Holidays on 15 Nov, told *TD* this week that the initial South African program will be a family tour, building on Trafalgar's Family Experience itineraries in Europe and the US.

McGrath also confirmed that Trafalgar will this weekend kick off a major consumer marketing campaign to promote its new 2011 Europe brochure (*TD* yest).

## Explore Egypt

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Unlock the mysteries of ancient Egypt on our Legends of the Nile Tour. 9 days/8 nights land only package ex Cairo from \$1383\* per person twin share.

Valid for travel 01 Jun -20 Aug 2011.  
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[www.africanwildlifesafaris.com.au](http://www.africanwildlifesafaris.com.au)  
LIC NO: 30248

## Strategic boosts execs

FAST-growing Strategic Airlines has announced a range of senior executive appointments, in the lead-up to a significant expansion of its scheduled services.

The new roles include National Marketing and Communications Manager Marty Byrne, who moves from his previous role as Royal Brunei Airlines Qld station mgr and head of sales/marketing.

Former 747 captain and CASA staffer Clive Adams has been named as Strategic's new Chief Operations Officer, while Robert Kane moves from Emirates IT to become Strategic's new Chief Information Officer.

Phil Warth moves from V Australia/Virgin Blue as Strategic Head of Project and Change, and Stewart Tully is now Strategic's head of Network Operations,

moving from the same role within V Australia.

Tony Morrison is Strategic's new Manager of Customer Services, moving from QF in the NT, while Alyson Sampson moves from a 25 year RAAF career to become head of procurement.

Strategic was recently granted an unrestricted three year AOC by CASA, with current routes including Perth-Derby; Brisbane to Port Hedland and Denpasar; and planned Brisbane-Townsville-Denpasar flights from 03 Dec.

The carrier has also confirmed that "future potential routes are begin assessed".

More industry appointments on page 5 of today's *TD*.

## Expedia Gap deal

THE Australian operation of online giant Expedia has signed an "exclusive partnership" deal with Gap Adventures, which will allow travellers to book Gap itineraries via [Expedia.com.au](http://Expedia.com.au).

The move sees a new 'Tours' tab added to the Expedia site, allowing Australian travellers to research and book Gap Adventures product in addition to other Expedia offerings incl flights, accom, car hire and activities.

Gap Adventures and Expedia already have an established partnership within Canada.

See [expedia.com.au/tours.aspx](http://expedia.com.au/tours.aspx).

## CCC Renmark

CAPTAIN Cook Cruises has announced a special one-off Renmark cruise aboard the *PS Murray Princess*, departing 22 Nov.

The seven-night trip takes in more than 420km of the Murray River, passing through five locks from Mannum to Renmark.

The voyage can only occur when river conditions are just right, with prices leading in at \$1599ppts - [captaincook.com.au](http://captaincook.com.au).

More cruise news in *Cruise Weekly* - [cruiseweekly.com.au](http://cruiseweekly.com.au).

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\*Tax range up to \$450-470 depending on departure port. Subject to availability.  
Conditions and eligibility apply.

[www.travelclub.com.au](http://www.travelclub.com.au)



## Window Seat

LET'S hope these business class meals are worth more than \$2.50 each.

United Airlines has announced an "inspiring new menu experience" created by the carrier's latest celebrity chef - who is none other than Aussie Curtis Stone.

Stone, who's well known here as the face of the Coles supermarkets "feed a family of four for \$10" campaign, has put together the special menu for business class on United flights between San Francisco and Tokyo, featuring 'healthy, high-quality organic ingredients'.

"We are delighted to partner with Master Chef Curtis Stone to provide our customers with another exceptional in-flight dining option...Curtis' simple yet elegant dishes will help bring our customers more of what they want," said UA head of global product, Stuart Benzal.

THAT'S not a pub - this is a pub!

The drinking establishment made famous by iconic Aussie movie *Crocodile Dundee* is up for sale for about \$1.25m.

The Walkabout Creek Hotel, at McKinlay in Northern Queensland, has been owned by Paul Collins since 1986 - the year the Paul Hogan film became a global hit.

And although the pub has been a popular tourist attraction with fans of the movie, it's actually a very profitable accommodation business, with the selling agent confirming that the 14 rooms are running at an extremely healthy 200% occupancy rate.

McKinlay has a range of mining operations, with some firms "hotbedding" the rooms, with day and night-shift staff sharing the accommodation.

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**Travel Daily AU**  
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**World's Best Business Class.**  
 Skytrax World Airline Awards 2010

**QATAR** AIRWAYS القطرية

**Travel Daily AU**  
 First with the news  
**on location in Buenos Aires**

**Today's issue of TD is coming to you from Buenos Aires, Argentina at the 2010 Travelscene Amex Express Owners/Managers Conference.**

**TRAVELSCENE** Amex agency owners and managers from across Australia, along with TSAX preferred partners and management, are today congregating in the Argentinean capital city of Buenos Aires for two days of team building and business updates.

On the agenda for Day 1 at the 2010 Conference are a series of TSAX business and marketing updates, presentations from preferred suppliers, as well as a host of networking opportunities.

The year's conference has the 'battle-cry' *It Takes Two*, and will focus on developing partnerships and working together, to strengthen the group's network and alliances.

Among the speakers today are new ceo Jetset Travelworld Group ceo Peter Lacaze, TSAX chairman Ken Hopkins; general manager Jacqui Timmins; and head of marketing, Adam Vance - while the conference MC is radio and TV personality Sonia Kruger from *Dancing with the Stars* (TD yest).

And later tonight TSAX will host an Awards dinner to recognise the group's top agencies and there's also a special Dinner & Tango show planned.

See tomorrow's issue of **Travel Daily** for the latest TSAX news, straight from Buenos Aires.

**New NZ attraction**

FULLERS Great Sights has launched a new attraction in NZ's Bay of Islands - the 'Hole in the Rock Excitor'.

A "unique open sea adventure vessel" carries up to 35 pax out to Motukokako Island on a 90 min ride costing \$89 retail.

## AA boosts LAX

AMERICAN Airlines has announced a major expansion of services operating from Los Angeles International Airport, including long-haul services to Shanghai as well as nine new US destinations from LAX.

The move is effective from Apr next year, with the new US destinations including Boise, Idaho; Albuquerque, New Mexico; El Paso and Houston in Texas; Oklahoma City in Oklahoma; Phoenix and Tucson in Arizona; Salt Lake City, Utah; and Sacramento, California.

AA is also adding frequencies between Los Angeles and Dallas, Miami, Chicago, Las Vegas and Orlando, with capacity at the LAX terminal operated by regional offshoot American Eagle to be expanded by four more gates.

The carrier said the LA growth is part of its "cornerstone" strategy which focuses on more flying to key hubs including Chicago, Dallas/Fort Worth, Los Angeles, Miami and New York.

AA also yesterday reported a US\$143m quarterly profit - the first time it's been in the black since mid-2008.

## Big year for Nitmiluk

NT operator Nitmiluk Tours says it's seen international inbound visitor numbers and yields more than double over the last year, with the strong performance coming despite the global economic downturn.

Nitmiluk Tours is 100% owned by the Jawoyn Association, and is the exclusive provider for touring within the spectacular Nitmiluk National Park.

Marketing mgr Kelly Vrolyks attributed the strong performance to the addition of quality accom options to the portfolio, with feedback from wholesalers indicating demand for authentic Indigenous and nature experiences simply packaged with accom.

## California roadshow rolls on



ABOVE: Last night California Tourism held an event in Sydney for suppliers to network with key media, as part of its roadshow which will see the state highlighted in Brisbane tonight.

The trio pictured above are, from left: Taylor Appell, Red & White Fleet San Francisco; Annie Allen, CityPass; and Lauren Rogers, Santa Monica Convention and Visitors Bureau.



ABOVE: Les Pederson from the Resort at Squaw Creek, Lake Tahoe, with Jennifer Jasper Montero, Director of Marketing Australia, Canada and Latin America, California Tourism. See [www.californiaexpert.travel](http://www.californiaexpert.travel).

**Gift of Time**  
 Something every traveller wishes they had more of.

In celebration of their 85th Anniversary! Tauck is offering a Past Guest Appreciation Rewards of **two free** hotel nights when you book any 2011 United States, Canada or Europe land journey, Tauck Bridges family adventure or Tauck Culturious trip by **31 December 2010**.

For more on the Gift of Time, click here



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**LAN introduces three new routes,**  
 so you can enjoy the wonders of South America in a convenient way.

The LAN Group consists of LAN Airlines, LAN Argentina, LAN Ecuador and LAN Peru. From Santiago LAN Ecuador provides connections to Guayaquil and the Galapagos Islands in Ecuador. LAN Peru offers connections from Santiago to Lima, Peru and from January 2011, LAN Airlines will offer direct flights from Lima to Puerto Iguazu, Argentina and Easter Island, Chile. For flight schedules please refer to your GDS or contact LAN Airlines on 1800 221 572.



## KEA Auckland motors on



KEA Campers' new Auckland depot was opened on 08 Oct by New Zealand's Prime Minister and Tourism Minister John Key and KEA Director Grant Brady.

The KEA Lifestyle Centre was officially opened with the unveiling of a plaque at the front of the new customer service centre on the day with Rt Hon Jonathan Coleman, Immigration and Broadcasting Minister and Tourism Auckland ceo Graeme Osborne also in attendance.

The new extended premises encompass the firm's rentals, sales and manufacturing divisions.

Pictured above with the KEA detail staff are Grant Brady (left) and John Key (right).

## Value fun at Sun

VALUE Tours is offering a range of packages at Sun Peaks in Canada priced from \$634ppts including seven nights accom at The Delta Sun Peaks Resort and Hotel and a four day lift pass.

More at [valuetours.com.au](http://valuetours.com.au).

## Accor up 17.9%

THE Asia-Pacific was one of the fastest growing global regions for Accor Hotels & Resorts, with third quarter revenue up 17.9% in its upscale and midscale segment.

Overall "like-for-like" hotel revenue was up almost 10% in the three months to 30 Sep, and 6.8% year to date reflecting the continuing recovery in the global travel industry.

Accor has significantly revised its 2010 earnings target, and is now predicting EBIT of up to €420m - up €30m on the previous forecast made just 2 months ago.

So far this year Accor has opened 130 new properties representing a total of 15,400 rooms across the globe.

## Mandarin App

MANDARIN Oriental Hotels Group has announced a new iPhone/iPad App from TripCraft, which is now available on iTunes.

The application allows guests to book, modify and cancel 'real time' reservations, as well as browse detailed hotel information and destination guides - see "MO hotels" in the travel category of the App Store.

## Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program *Getaway* at 7:30pm features stories including:

- Golden Route in Japan
- US road trip part 1 - Chicago
- Tuscany cooking class
- Berlin curried sausage
- Wollongong drive
- Broome's Eco Beach Resort

## Sydney dining

SYDNEY Airport has introduced the China Grand, an "ultra-fresh and fast Chinese food outlet" opened by Eddie Ng in Terminal 1, offering all day Yum Cha and other Chinese specialties.

*Click here*  
if you want  
to pamper  
yourself.

**TRAFALGAR**  
rediscover the romance of travel.

## Korea discounts

KOREA Tourism Organisation's Sydney office is offering travellers a new discount coupon booklet valid through to 30 Jun 2011.

The booklet offers savings of up to 30% off purchases from 80 businesses incl shops, theme parks, restaurants and bars.

For a copy see [visitkorea.or.kr](http://visitkorea.or.kr).

## QLD signs CZ

QLD tourism minister Peter Lawlor has signed a \$400,000 cooperative marketing agreement with China Southern Airlines, in the lead-up to the carrier's new thrice weekly direct BNE flights announced at ATE in May and which will operate from 01 Nov.



The world becomes smaller while your world becomes bigger with Korean Air, with its network of 118 cities in over 39 countries for quick and convenient flights to any destination.

### Brisbane Booms

Korean Air now flies from Brisbane 6 times per week\*, providing the best connections to the UK, Europe, Asia and North America.

\* New services commence 31 October 2010

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## A spicy holiday

WORLD Expeditions has partnered up with MasterChef finalist Jimmy Seervai to lead an 18 day culinary tour to India.

The tour priced from \$7990pp departs 08 Oct 11 and will include master classes with Jimmy and Indian chefs, dining in specialty restaurants around the country, Singapore Airlines flights ex Australia, transfers, accommodation, and some meals - more information at [www.worldexpeditions.com.au](http://www.worldexpeditions.com.au).

## Strong result for DL

DELTA Air Lines has reported a US\$363m net profit for the three months to 30 Jun - a major turnaround from the same period last year when it recorded a loss of US\$161m.

Revenue was up a hefty 18% year on year to US\$8.82b.

## New for Dragoman

DRAGOMAN Tours, represented by Adventure World in Australia, launched 11 new trips for 2011 including three itineraries which will see it return to Colombia, Libya and Zimbabwe.

New tours are also available in South America, Middle East, Africa, China, India and Central Asia - [adventureworld.com.au](http://adventureworld.com.au).

## BA ups London City

BRITISH Airways has announced an increase in routes operating from London City Airport, after taking up an option for two new Embraer E190 jets.

The carrier will operate a new double daily London City to Stockholm Arlanda service from 09 Jan 2011, with BA CityFlyer commercial mgr Luke Hayhoe also saying that new services will be announced in coming months.

MEANWHILE BA looks to be getting closer to settling its long-running dispute with cabin crew, after reportedly agreeing to return travel perks to staff who walked out earlier this year - but the benefit won't return until sometime in 2013.



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For more information or to view other available roles please visit the HRG Australia website at [www.hrgworldwide.com/au](http://www.hrgworldwide.com/au).

Applications with cover letter may be sent to [recruitment.au@hrgworldwide.com](mailto:recruitment.au@hrgworldwide.com)



## Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

Jenifer Dwyer-Slee has made her way back to Accor Hotels and Resorts to take up the role of Director of Sales - Business Events. Her most previous role was with Starwood Hotels and Resorts, but has also worked at a number of Accor properties incl Sofitel Sydney Wentworth, Novotel and Ibis Sydney on Darling Harbour.

Peregrine and Gecko's Adventures has welcomed Madeleine Stocks and Chani Hood as its two new Area Sales Managers in South Australia and Western Australia/NT respectively.

Jon Marshall, Etihad Airways State Manager VIC/TAS/SA in Melbourne will move away from his role with the airline in Nov to become Chief Executive Officer of The Daylesford and Macedon Ranges Regional Tourism Board.

Auridian Training and Consulting has taken on a new Trainer for its Perth based offices. Melanie Pryde will focus on training Western Australian and South Australian clients of the firm.

The Sebel Newcastle Beach hotel has appointed Simon Glover as General Manager of the newbuild property which is scheduled to open on 01 Nov. Glover has moved across from his most previous role as General Manager at The Sebel Kirkton Park Hunter Valley.

Tim Hunter has been named as the new ceo of Christchurch and Canterbury Tourism. Hunter's most recent position was with Tourism New Zealand and he is the chair of NZ's Qualmark.

The Globus Family of Brands has announced Steve Ovens as its New Zealand Sales manager to represent Globus, Cosmos and Avalon Waterways. Also new to the company is Tracey Driscoll who has taken up the role of Area Sales Manager for central and lower North Island, based in Wellington. Steve moves across from National Sales Manager at Avis and Tracey's previous role was as account executive at Galileo by Travelport.

HRG has named Greg Treasure as Managing Director for the Asia Pacific Region, based in Hong Kong. Treasure will be responsible for HRG's operations in China, Hong Kong and Singapore as well as continuing to run HRG Australia.

Minor International has announced the appointment of Philip Schaetz as its Vice President Revenue Management, with responsibility for overseeing pricing and distribution activities of Anantara Hotels and Resorts and other Minor Int'l properties.

Hawaiian Airlines has appointed Chai Chaowasaree as its Executive Chef, where he will be responsible for designing all of HA's menus for transpacific flights. His menus will begin on the Honolulu to Tokyo service effective 17 Nov.

Sutera Harbour Resort in Sabah, Malaysia has appointed Frank Liepmann as its new Chief Executive Officer. Prior to this role he worked as gm of the Ayodya Resort Bali. The Sutera Harbour Group has also appointed Samuel Gacos as Group Director of Sales and Marketing, moving from his most recent role as DOSM for The Legian in Seminyak, Bali.

Samson Woo has been appointed by Mandarin Oriental, Macau as its new Director of Sales and Marketing. Woo's previous role was with Hong Kong Disneyland Resort as Director, Travel Trade Sales.

The Sukhothai Bangkok has appointed Chutima Limpasurat as its Public Relations and Communications Manager.

Louise Byrom is the general manager of the newly rebranded Clarion Hotel Parramatta, moving from her previous role as gm of the Courtyard by Marriott North Ryde in Sydney.

The Qatar National Convention Centre, which is scheduled to open mid-2011, has appointed Irette Ferriera as its new Sales Manager - International. She moves from the Cape Town International Convention Centre.



## Ready for a Pic-a-nic with Yogi



ABOVE: United Airlines hosted a lucky group of American Express Platinum and Centurion Travel Executives on a famil to the US recently.

The agents experienced UA's First and Business class product and were shown around the Red Carpet Club lounges, before heading off to Jackson Hole,

## KUL train upgrades

THE aerotrain at Kuala Lumpur International Airport is set to close for about four months from 01 Mar for upgrade work, with Malaysia Airports instead providing a free shuttle bus to transfer pax between terminals.

Wyoming.

Wyoming Travel and Tourism joined the famil to help showcase the area with the group enjoying massages at the Snake River Lodge Day Spa, hiking the Grand Tetons, and a day in Yellowstone National Park where they viewed the Old Faithful Geyser.

The Four Seasons Hotel at Teton Village Ski Resort, Amangani and LaCrue Villas put the group up during the famil.

Pictured above successfully avoiding the bison, bear, elk, coyotes and moose from left are: Nancy Abdallah, American Express; Julie Stingel, UA Account Manager; Lincoln Walker, American Express; and Meagan Bonfante, American Express.

## Travelport+Stella

TRAVELPORT has announced a five year contract renewal with Stella Travel Services UK.

The UK operations, which were separated from Stella Australia last year when the business underwent a major restructure, incorporates Travelbag, the UK operations of Travel2 and agency consortium The Global Travel Group.

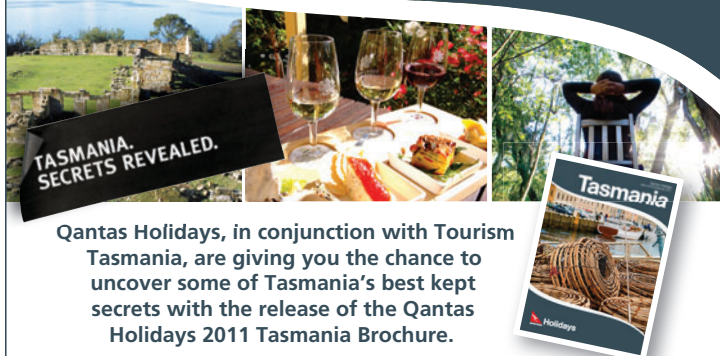
Stella UK is still owned by a firm called Global Voyager which was also the previous parent company of Stella Australia.

## AC driven nuts

AIR Canada has been ordered to provide nut-free zones on board its aircraft, in an official directive from the Canadian Transportation Agency this week.

According to the ruling the 'buffer zone' must be provided for all travellers who give AC 48 hours notice of their allergy before travelling.

# Tailor Your Ultimate Tassie Trip



**Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.**

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

Email your answer to: [qhcomp@traveldaily.com.au](mailto:qhcomp@traveldaily.com.au)

To view the Qantas Holidays 2011 Tasmania Brochure, click here.

Click here to view Terms & Conditions and see some sample itineraries!

Promotion commences 1 October 2010 and ends 31 October 2010.

**\*TERMS & CONDITIONS:** Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

Qantas Holidays Limited ABN 24 003 836 459. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510



## AZ/9W codeshare

ITALIAN flag carrier Alitalia has signed a Memorandum of Understanding with Indian airline Jet Airways to offer codeshare flights between the two countries during the 2010 winter period.

Jet has also announced daily Delhi-LHR flights from 05 Dec.

## Driveaway upgrade

DRIVEAWAY Holidays has confirmed it will continue its popular Free Upgrade deals for UK car rentals up to 15 Dec.

Upgrades are from a Mini to an Economy car, or from an Economy to a Compact car type.

Details at [driveaway.com.au](http://driveaway.com.au).

## Leisure Travel Consultant

Goldman Travel Corporation has a fantastic opportunity for a proactive individual with strong selling skills and product knowledge to join our team. Your expert knowledge in leisure travel, coupled with your exemplary client service will see you succeed in this exciting role.

Key responsibilities will include booking international and domestic leisure travel packages. You will have a minimum of three years leisure experience in travel. We are looking for someone with Sabre experience who is well travelled, has excellent knowledge of upmarket hotels and tour suppliers.

If you believe this role is right for you or request further information send through your resume or contact David Goldman, at [david@goldmantravel.com.au](mailto:david@goldmantravel.com.au) or (02) 8333 7700.

All applications and contact will be treated as confidential.



Save the date...

# Canada Corroboree 2011

Join over 35 Canadian and Australian partners at our Canada roadshow

PER 02 Feb  
MEL 03 Feb  
BNE 07 Feb  
ADL 08 Feb  
SYD 09 Feb

**5 TRIPS TO CANADA TO BE WON**  
\* conditions apply  
**AIR CANADA**

Further details to come!



## ITB Asia opens

EXHIBITOR numbers at this year's ITB Asia travel trade expo, which opens today in Singapore, are up 6% on last year.

Messe Berlin, which operates the show, said there was increased demand for floor space with the Asia-Pacific continuing to develop both as a destination and a "thriving outbound market".

## RJ over to Altea

ROYAL Jordanian will this weekend switch its reservation systems from its current Gabriel-SITA to Amadeus Altea.

The systems are expected to be unavailable for about 12 hours from the close of business on Fri.

## Airports OK DJ/NZ

AUCKLAND and Wellington Airport have dropped their opposition to the proposed trans-Tasman alliance between Virgin Blue and Air NZ, after the carriers confirmed plans to boost capacity on key routes (TD Tue).

Wellington Airport's original submission to the ACCC enquiry was stridently opposing the deal, while Auckland also endorsed the draft decision denying the pact because of concerns about "significant detrimental impact on a number of routes".

However in a detailed submission from Virgin Blue and Air NZ to the ACCC the carriers have guaranteed not to cut frequencies on several key routes including flights between Brisbane and Auckland as well as Sydney and Wellington.

Australian airports, including Sydney, Brisbane and Melbourne, have all backed the deal, urging the ACCC to overturn its draft rejection of the proposal.

## EK's week three winners



THIS week's Emirates incentive winner (pictured above) featured Amsterdam as her postcard destination.

Jill Czarnecki of Campus Travel in St Lucia Qld is pictured receiving her oversized ticket wallet from Emirates sales manager Jenny Trebilcock.

Jill's questionnaire answer said she would tell her clients that Amsterdam is "a beautiful destination year round...has something for everyone - elegant

architecture, a captivating culture and history, great shopping, restaurants and easy public transport".

Other winners this week include Nicole Fallon, Travelscene Orange NSW; Connie Dziwoki, Jetset Modbury, Ridgehaven SA; & Madhu Vurudani, Griffin Travel, Victoria Park WA.

See [emiratestoeurope.com.au](http://emiratestoeurope.com.au).



## General Manager

- Trusted Iconic Brand
- 2.2 million Membership
- Competitive Salary Package

This is an exciting career opportunity to increase member satisfaction by offering unique travel packages, exclusive tours and guided tours to 2.2 million members, who trust in our brand!

Your role is to increase the member awareness, member engagement, acquisition and retention.

Reporting to CEO, you have the security and backing of NRMA. You will work in collaboration with the key stakeholders and develop strategic relationships internally and externally, specifically you will:

- Build a compelling Member value proposition to reflect their travel needs
- Develop a range of profitable business streams
- Position NRMA Travel by developing key stakeholder relationships with the travel industry, NRMA Members, Government, Auto Clubs and internal wholesale travel divisions

Imperative you must have:

- Extensive retail and Travel Industry experience
- Segmentation Marketing experience
- MBA or Post graduate qualification, in business or similar
- Demonstrated experience developing and implementing business initiatives and identifying business opportunities
- Proven effective strategic analysis, planning and advisory skills, sound creative problem-solving skills
- Excellent people management and leadership skills, ability to motivate, lead and develop team members
- Project and result driven

To register your interest please submit your CV to  
[jobs@tlholdings.com.au](mailto:jobs@tlholdings.com.au)  
[www.mynrma.com.au](http://www.mynrma.com.au)

## Travel Marketers

A NEW travel marketing specialist consultancy has been formed by a group of long-time industry professionals.

Dubbed 'The Travel Marketers', the team is led by tourism brand specialist Richard Rosebery and graphic designer Phil Young, along with a range of other experts.

Team members have previously worked with major clients including Orient Express Hotels, Small Luxury Hotels of the World, Accor and World Expeditions - [www.travelmarketers.com.au](http://www.travelmarketers.com.au).

## See through the Gap

GAP Adventures has announced the construction of a new eye centre in Cambodia, with the news coinciding with last week's World Sight Day.

The project, in partnership with the non profit Planeterra Foundation, aims to help restore sight to 12,000 blind residents, 90% of whom have lost their vision to preventable or curable conditions.

Gap founder Bruce Poon Tip said the project also comes at the same time as the tour operator's 20th anniversary "and we could think of no better way than to create a brighter future for the people and places who have enriched our lives and the lives of our travellers".

Agents and travellers are also being invited to contribute to the project via the Gap link from - [www.planeterra.org](http://www.planeterra.org).

## WIN METALLICA TICKETS



Travel Daily has teamed up with Macau Government Tourist Office again and is giving subscribers the chance to join in the experience of World Class Entertainment at Sydney's Acer Arena.

On Wednesday 10th November, Metallica will be performing and the Macau Government Tourist Office is giving seven lucky winners and their friends a chance to join them in their very own Private Suite.

All you need to do is answer all 5 questions featured in *Travel Daily* this week for your chance to WIN...

**Q.4: What is the name of the new show produced by Mr Franco Dragon and is housed at the City of Dreams Macau?**

Email your answers each day to:  
[metallicacomp@traveldaily.com.au](mailto:metallicacomp@traveldaily.com.au)

Click here for terms & conditions



Macau Government Tourist Office





# Reach New Career Heights

Job Opportunities for High Achievers



## Hot Jobs (Australia) - October 2010

Sydney – 02 9231 6444 – [nswwjobs@tmsap.com](mailto:nswwjobs@tmsap.com)  
Melbourne – 03 9602 1809 – [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane – 07 3221 9916 – [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth – 02 9231 6444 – [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions – 02 9231 6444 – [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive – **Alex and Sharon**  
– **Sally Frape**

JOB OF THE WEEK!

### MANAGING DIRECTOR, Sydney

- Leading travel wholesaler
- Provide strategic direction

Contact **Sally Frape** at TMS  
E: [sally@tmsap.com](mailto:sally@tmsap.com)  
T: **02 9231 6444** or  
**apply online now!**



BNE • MEL • PER • SYD • BKK • HKG • SHA • SIN

### After Hours Consultant - Sydney

- **Award winning agency**
- **No longer feel like just a number**

A fantastic opportunity exists for an experienced Consultant to enjoy the best of both worlds working for this boutique agency assisting their valued clients with any out of hours requests. Working on a rotating roster of early evening, nights and weekend shifts you will enjoy greater flexibility and even have a week off between rosters. What could be better than spending time with your family and making the most of the approaching summer. To be considered for this role you will need solid corporate consulting experience, the ability to use minimum 2 CRS systems and enjoy working in an autonomous role.

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Travel Data Entry Officer - Sydney

- **Inner west location**
- **\$40k plus super**

This Luxury Specialist Travel Company requires an experienced wholesale data entry operator to complete their existing team. You will be responsible for entering in wholesale hotel contracts on their new online system. You must have Excellent administrative, time management and organisational skills and accurate data entry skills with attention to detail

Contact Lisa Dodd T: **02 9231 6444** E: [lisd@tmsap.com](mailto:lisd@tmsap.com) or **apply online now!**

### Groovy Retail Travel Consulting Temp Role - Inner West

- **Long term temp role**
- **Fun & vibrant atmosphere**

If you have been a retail travel consultant and you are looking for some on going temp work - read on..... We are looking for two temps that have retail travel consulting experience that would like to work in a groovy travel organisation in the Inner West. You will be booking domestic and international travel all over the phone and via email with no face to face!

Contact Sharon Moss T: **02 9231 6444** E: [sharon@tmsap.com](mailto:sharon@tmsap.com) or **apply online now!**

### Domestic Corporate Consultant – Sydney

- **Modern offices in CBD**
- **Up to \$45K + super**

Due to continued growth, this successful company is currently looking for an experienced Domestic Corporate Travel Consultant. You will be working in a team booking air travel, accommodation, car hire and other services required. In return, you can expect support from the management, growth opportunities and above average remuneration. Ideal candidate will have previous experience in a Retail or Corporate consulting role and knowledge of Sabre.

Contact Anna Wachowiak T: **02 9231 6444** E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or **apply online now!**

### National Account Manager

- **Global Brand**
- **Competitive package**

A fantastic opportunity exists for an experienced National Account Manager to join this global organisation. You will be responsible for developing national account retention and sales plans to achieve business growth. The ideal candidate will have extensive and intimate knowledge of the travel industry, strong analytical skills and negotiation and problem solving skills.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

### Fares and Ticketing Specialist- Sydney

- **Well known popular travel company**
- **Fantastic team environment**

You will be responsible for developing and maintaining technical expertise on air product and provide support and information to both internal and external customers. This is a great opportunity for someone who is in the travel industry and would like to combine their fares and ticketing knowledge with their excellent customer service skills.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

### Cruise Consultant - Sydney

- **Inner city location**
- **Great benefits**

This leading cruising wholesaler is looking for a superstar to join their team who is as passionate about cruising. Based, in the inner city you will be assisting agents with their enquiries, offering information on the various cruise lines and making recommendations for pre & post travel. This is a great role for an experienced consultant who would like to move away from face to face selling but loves offering second to none customer service. To be considered you must have CRS knowledge and a passion for cruising!

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Corporate Consultant - North West Sydney

- **Work close to home**
- **Enjoy the benefits of working for this global company**

Do you love Corporate Travel but sick of making the commute to the city? This global company is looking for an experienced Consultant to join their team based in the leafy north western suburbs. Booking a range of domestic & international travel you will be an experienced Consultant with who thrives in a quick paced environment and thinking outside the square to offer clients the best service possible. CRS knowledge is essential as is solid consulting experience.

Contact Karen McGrath T: **02 9231 6444** E: [karen@tmsap.com](mailto:karen@tmsap.com) or **apply online now!**

### Corporate Travel Consultant - Melbourne

- **Modern offices in the CBD**
- **Fantastic team environment**

Due to growing accounts this fantastic corporate travel company in the city is looking for experienced international corporate consultants to come on board. The ideal candidates will have experience in corporate travel consulting, have excellent customer service, good product knowledge and a great work ethic. You must have minimum 2 years corporate consulting experience and knowledge of a CRS

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**



Awarded  
Best Practice  
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Quality recruitment for the travel and  
hospitality industries in Asia Pacific







**Register with AA for a chance to win 2 VIP Tickets to the U2 360 Tour in Sydney on Mon 13 Dec 10**

#### **MD FOR A DYNAMIC TOUR OPERATOR**

##### **MANAGING DIRECTOR**

##### **SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE**

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with strategic agility, strong negotiation & relationship skills, and the ability to tackle a leadership role with great energy. You will have great communication skills and the ability to inspire your team by being a visionary leader who sets clear objectives.

#### **SET YOUR SALES CAREER ON THE RIGHT COURSE**

##### **INDUSTRY SALES MANAGER**

##### **SYDNEY – SALARY PACKAGE TO \$80K**

Drive the ongoing growth in sales of this beautiful global product through your extensive travel industry relationships and proven experience in growing key accounts. You will be conducting road shows, product training, hosting famils and driving increased sales. We need a dynamic, self-motivated and highly driven individual who can deliver results and have fun doing it. Join a great team and a growing organization.

#### **YOUR CAREER IS SET FOR TAKE-OFF**

##### **ACCOUNT MANAGER - AIRLINES**

##### **SYDNEY – SALARY PACKAGE TO \$75K**

If you're widely recognized for your high level Account Management skills and have good knowledge of GDS distribution and online, you can now experience the benefits of working for a global operation which is dynamic, successful, and vital to the travel industry. You must be able to demonstrate your success in strategically managing large key accounts achieving growth and leveraging new business.

#### **IF YOU BUILD IT, THEY WILL COME!!**

##### **CORPORATE BUSINESS DEVELOPMENT MANAGER**

##### **SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$90K+**

Really connect with your audience. Get out amongst the corporate market by making the calls, building the relationships, delivering compelling product and signing the deals. You'll be rewarded by a great salary package, genuine ongoing career development, and a dynamic, motivated team around you who know how to celebrate success. Ongoing career development is assured with this company.

#### **THIS IS AN EVENTFUL ROLE!!**

##### **BUSINESS DEVELOPMENT MANAGER – EVENTS**

##### **SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$100K+**

Are you hungry for a high profile sales role where you can make use of your extensive network across the MICE market? Join the country's leading event management company in a BDM role that will elevate your career to a bigger stage. If you can sell, know the Events market, love achieving targets and being rewarded for your success, join a team of like-minded professionals and pump the life back in to your sales career.

#### **CAN YOU MAKE NUMBERS DANCE?**

##### **REVENUE PLANNING MANAGER**

##### **SYDNEY – SALARY PACKAGE TO \$100K**

Play a critical part in the on going growth & profitability of this successful organization and have an impact on the team. You'll be an experienced Revenue Manager who enjoys analyzing data and making the numbers perform better. Your strength in leadership will inspire your team and encourage an environment of team spirit and great fun. Your product? It's gorgeous, and your benefits include discounted travel.

#### **TAKE CENTRE STAGE WITH THIS CLEVER ROLE**

##### **ACCOUNT MANAGER**

##### **MELBOURNE – SALARY PACKAGE OTE \$90K+**

This position needs a very experienced Account Manager who can facilitate internal and external relationships and consolidate complex data in to concise useable information that benefits your clients. With a diverse portfolio of corporate & academic business, your role will be to compile and analyze client spend and make educated recommendations as required which positively affect revenue, profitability, and client savings.

#### **GO ON TOUR IN EUROPE & THE MIDDLE EAST**

##### **PRODUCT MANAGER**

##### **SYDNEY – SALARY PACKAGE TO \$75K**

If you have contracted directly with suppliers in Europe and pieced together exciting itineraries this rare opportunity in Product is available now. You'll have a solid background in wholesale & tour operations and have completed the product cycle from contracting through to brochure production. This is the first product role in a long while so it's sure to be filled quickly, so if you've got the skills & experience please apply.

### **CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM**

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Kate Dalrymple  
OLD & NT  
Ph: 07 3229 9600

Kathryn Heberton  
VIC, SA, WA  
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)

**"A GREAT WAY TO FLY"  
Sell & Reap the Rewards**

Simply issue Singapore Airlines tickets with Consolidated Travel between 15 October-15 November 2010 and you could be Reaping the Rewards!

**1st Prize: The Top producing Agency will win 2 return Business Class tickets Europe\***



**2nd Prize: 2 return Economy Class tickets to Europe\***

**\$30 David Jones voucher awarded for every return Economy class ticket\***

**\$50 David Jones voucher awarded for every return Business/First class ticket\***

**\*Conditions:** Valid for tickets issued by Consolidated Travel or via Quikticket between 15 October –15 November 2010 on 100% SQ itineraries to Europe, Japan, Western Asia & Africa (including Earlybird fares) plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Voucher eligibility will be restricted to a minimum sell of 4 tickets during the promotion. Child, Infant, Group Sales, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or withdraw the promotion at any time. Vouchers will be capped & prize winning tickets do not include taxes or surcharges. Vouchers will be distributed upon completion of the promotion & claims will only be accepted by COB 22 November 2010.

**To receive your vouchers, please complete the details below & fax OR email to the Consolidated Travel Sales Team by Monday 22 November 2010.**

**Agency Name:** \_\_\_\_\_

**Consultant:** \_\_\_\_\_

**Ticket Numbers:** \_\_\_\_\_  
\_\_\_\_\_

**Claim Date:** \_\_\_\_\_

**Melbourne**

Telephone: 03 9251 5044  
Facsimile: 03 9663 2095

**Sydney**

Telephone: 02 9394 1402  
Facsimile: 02 9247 7907

**Brisbane**

Telephone: 07 3334 2000  
Facsimile: 07 3221 3771

**Adelaide**

Telephone: 08 8203 8001  
Facsimile: 08 8231 1220

**Perth**

Telephone: 08 9442 6000  
Facsimile: 08 9481 0590

ABN 60 004 692 791