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# Travel Daily

First with the news

Thursday 21st April 2011

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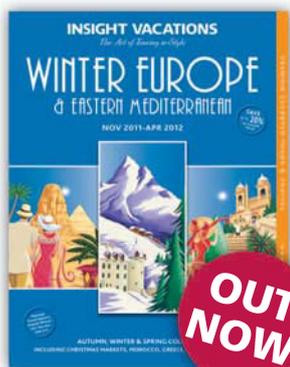
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## V Australia boosts commission

**HERE'S** something you don't see every day - an airline boosting travel agent commission.

Virgin Blue's long haul international offshoot V Australia is continuing its aggressive trade push with the announcement that it's lifting base commission from 5% to 7% - and any "Q" fuel surcharges on the fares are also commissionable.

The increase is valid for all VA marketed and/or operated flights booked within Australia to the UK, Europe, Singapore, Abu Dhabi and the Middle East, and brings the carrier into line with the commission paid by its alliance partner Etihad Airways.

To attract the 7% commission tickets must be issued on VA (795) stock or via Etihad.

The commission increase doesn't apply to published V Australia fares to North America.

## Sofitel is Magnifique

**THE** Gold Coast Sofitel is today promoting its '100 Reasons Why' deal which leads in at \$299 per room per night, with a bonus \$100 hotel credit - see **last page**.

## Eight pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Consolidated MH incentive
- Sofitel Gold Coast

The next issue of **TD** will be on Wed 27 Apr, after the Easter and Anzac Day long weekend.

## New Mantra director

**JOHN** Gibson has today been appointed as a director of Mantra Group, formerly known as Stella Hospitality.

Mantra says Gibson has more than 34 years of experience in the international and domestic travel and tourism industry.

For more industry appointments see **page seven**.

## Free brochure listings

**THE** new **Travel Daily** website has attracted lots of positive feedback, with readers quickly starting to use features such as the event calendar, extensive search facilities and of course our **FREE** brochure listing service.

After just two days we have more than 50 brochures already on the site with requests to add many more - see the special page at [traveldaily.com.au/brochures](http://traveldaily.com.au/brochures).

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## NZ 777-300ER AKL-LAX

AIR New Zealand will operate its brand new 777-300ER product - complete with SkyCouches and upgraded Premium Economy and Business Premier cabins on all flights between Auckland and Los Angeles early next year.

According to agent GDS displays the route will exclusively use the 777-300ERs from 31 Jan-24 Mar 2012, with the new aircraft operating both NZ01/02 AKL-LAX-LHR plus NZ05/06 on AKL-LAX.

## Scenic adds "Sun Lounge"

SCENIC Tours is continuing its European river cruising revolution, with its next vessel to feature balconies which convert into glass enclosed 'Sun Lounges' at the touch of a button.

Described as an "extraordinary enhancement," the system hydraulically lifts a pane to form a sealed glass window to "convert your private balcony into your very own private indoor lounge".

The firm today released its 2012 brochure, which details the new *Scenic Crystal* equipped with the new option on 85% of cabins.

Next year's programs highlight the once-in-a-decade Floriade 2012 in the Dutch town of Venlo, while Scenic is also promoting "exclusive access to several towns and villages off the beaten track" where guests can take part in 'European Village life'.

Lead in fares start at \$6095ppts on the 15 day Jewels of Europe Cruise, including free flights with taxes available for booking until Sep 2011 or until sold out - see [traveldaily.com.au/brochures](http://traveldaily.com.au/brochures).

## New cruise portal

COMPLETE Cruise Solution yesterday officially launched its widely anticipated travel agent website, which it says has been designed as a "24/7 online cruise hub" for the industry.

The site offers deck plans, images, latest cruise news, event details and registration and access to the POLAR Online booking portal.

For full details see today's *Cruise Weekly*, with the site accessible by calling 1300 363 706 then option 8 then 3 to register.

## TTC signs Strategic

STRATEGIC Airlines has expanded its wholesale distribution by signing a new agreement with The Travel Corporation.

Strategic chief commercial officer Damien Vasta said he was looking forward to "allowing travel agents a greater opportunity to offer Strategic as a preferred airline," with brands featuring Strategic expected to include Creative Holidays and New Horizon Holidays.



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## Lion Air expansion

INDONESIAN carrier Lion Air has foreshadowed the launch of flights between Melbourne and Bali, according to a report in the *Jakarta Post* earlier this week.

A spokesman said the plan included expanding the fuel capacity of the airline's Boeing 737-900ER to give them additional range, with other ports under consideration from Bali including Fukuoka in Japan and Guangzhou in China.



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Conditions Apply. Taxes additional, approx. \$470-\$490pp

**CLICK HERE for further details**

## New Aussie airline in the wings?

A MELBOURNE-based startup carrier which is planning a public listing is advertising for expressions of interest for three non-executive director positions.

RMA Gold Airways has grown from a 2003 business plan for a new "domestic and international airline," with the support of former Ansett employees on a so-called "sweat-equity basis".

According to ads on recruitment

website Seek.com.au this week, the company is planning "conversion to a public entity" sometime this month, with an Ultra Low Fare Premium model which is apparently now close to finalisation after some years.

Current directors include Jens Buche and Spencer Gan, with the online ads seeking board members to help "develop the Gold Airways product ...once the venture is funded".

The major shareholder in Gold Airways is a company called Pacific Southwest Engineering Pty Ltd, with other investors including the directors and Ian Pottinger, Rory O'Carroll, Alex Hires, Jason Dye and Goro Jakulovski.

In 2006 the carrier advertised for pilots and cabin crew, as well as project managers for an A380 and A350 program.

These latest director ads are seeking applicants who have a range of qualifications, including preferably having had "5-20 years experience in running fashion/hospitality business in an up-market environment".

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

## A\$ soars past US\$1.07

ANOTHER day, another record high for the Australian dollar.

Early this morning the A\$ traded at \$1.0711 - it's highest level ever since floating in 1983.

Many factors are keeping the A\$ up, including very strong commodity prices, Australia's stable economy and interest rates relatively higher than elsewhere.

## BLC PR change

FIJI'S Blue Lagoon Cruises is no longer represented in Australia by Mike Parker-Brown, who has been the company's local public relations rep for over five years.

## EY China-Japan rights

ETIHAD has been granted local traffic rights on its flights between Beijing and Nagoya.

The move means the carrier is allowed to carry passengers between the cities without them having to travel onward to or from Abu Dhabi.

Agent GDS displays also now show EY increasing its non-stop Beijing flights to daily from 01 Jul, numbered as EY886/887.



## Window Seat

THE Ritz-Carlton hotel in Chicago is offering room service with a difference, with personal lolly deliveries from its in-house "Candy Man".

According to USA Today, the treats are dispensed by front desk staffer Sean Murphy, who "enjoys donning a straw hat and making guests' days a little sweeter".

He apparently rolls a lolly trolley to your room and charges US\$5 for about 250g of gumballs, musk sticks, gobstoppers or caramels.

THIS isn't particularly reassuring.

The New York State Federation of Taxi Drivers has announced the distribution of bulletproof vests to New York City livery cab drivers in the Big Apple.

The organisation said the move followed some "deadly attacks" on the so-called livery drivers, who apparently are often called to areas ignored by the common yellow taxis.

Livery cabs are not allowed to pick up passengers off the street and must be prebooked.

MANIA about the upcoming British Royal Wedding is everywhere - even in Austria, where the makers of the iconic PEZ lolly dispensers have created a special version depicting the likenesses of Prince William and his bride Kate Middleton.

The novelty items were snapped up in a charity auction by a royalty-obsessed fan from Connecticut in the US, who reportedly paid US\$13,360 for the sweet-dispensing icons.

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London - Edinburgh 1st Class was \$340pp now from just <b>\$123pp</b>	London - York 1st Class was \$264pp now from just <b>\$109pp</b>	London - Manchester 1st Class was \$210pp now from just <b>\$119pp</b>	London - Bath 1st Class was \$179pp now from just <b>\$51pp</b>
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New discounted fares are non-refundable, non changeable, instant purchase fares and include seat reservations.

## Qld roadshow regos

**TRAVEL** agents are being urged to urgently register for exclusive industry events as part of the upcoming Queensland industry roadshows (**TD** 08 Apr), which will take place in 10 cities across NSW and Victoria early next month.

The events are part of the Qld tourism recovery program, with TQ ceo Anthony Hayes saying they will feature representatives from more than 150 businesses promoting a range of Qld holiday deals and giveaways.

Coaches setting off on five day itineraries from Tue 03 May will "criss-cross NSW and Victoria reinforcing the message that *Nothing Beats Queensland*," targeting both consumers and the travel industry.

Special travel agent events will be held in Brisbane, Tamworth, Melbourne, Coffs Harbour, Dubbo, Newcastle, Albury, Bendigo, Sydney, Canberra & Wollongong.

For full event details and to RSVP see the advertisement below, or our new industry events calendar at [traveldaily.com.au](http://traveldaily.com.au).

## Ryanair seating trial

**IRISH** low-cost carrier Ryanair has announced a trial of reserved seating on a number of routes.

The new service is (naturally) available at an extra charge, costing €10 each way and includes priority boarding and seats in the first two rows for a quick exit on arrival, or over the wing for extra legroom.

It's being launched from 16 May on routes from Dublin to both Malaga in Spain and Gatwick.

The new Ryanair system is similar to one already in place at Jetstar which charges \$12 for seating in the first two rows.

This month Jetstar also introduced a new optional \$4 charge for "priority boarding" (**TD** 11 Apr) - with this option offered for some time by Ryanair at a cost of €4 per passenger.

Ryanair said that if the new reserved seating system proves popular it will be rolled out on other routes in the coming months.

## OS back to Baghdad

**AUSTRIAN** Airlines will reintroduce flights from Vienna to Baghdad from 08 Jun, with thrice weekly flights to the Iraqi capital.

It's 21 years since OS last operated to Baghdad, which will be its second Iraqi port with Erbil.

## Wholesalers EXPLORE-ing Norfolk



### Silversea royal snub?

**SILVERSEA** Cruises has revealed plans to rename its much-lauded *Prince Albert II* expedition ship to *Silver Explorer* later this month.

The cruise line's chairman Manfredi Lefebvre said the move was to "reinforce the Silversea luxury brand for the expedition segment," after the outstanding success of the company's expansion into adventure travel.

He said that despite the move "it has been an absolute privilege to have a ship in our fleet named in tribute to His Serene Highness Prince Albert II" of Monaco, adding that Silversea would continue to "honour his legacy of exploration and environmental conservation".

**NORFOLK** Island Tourism hosted this lucky group of wholesalers on an EXPLORE the World of Norfolk famil earlier this month.

Highlights of their active itinerary included a sunset fish fry, kayaking, mountain bike riding, cliff top BBQ, pampering treatments, a hosted reception by the Island's Administrator at Government House and even a scintillating cemetery tour!

Pictured above at Anson Bay back row from left are: Nina Henderson, Specialist Holidays; Peter Makeham, Scenic and Evergreen Tours; Julia Welch, Flight Centre and QuickBeds; Sybil Hauraki, Air NZ Holidays; Ruth Dewerson, Infinity Holidays NZ; and Linda Leung, Wotif.com.

# EXCLUSIVE EVENT INVITATION 'QUEENSLAND ON TOUR' 2011

200 representatives from Queensland's tourism industry are travelling throughout New South Wales, Victoria and the ACT to spread the message that *Nothing Beats Queensland*.

Travel agents are invited to attend an exclusive event to meet with Queensland tourism operators. Food and drinks will be provided and there are some fantastic prizes up for grabs.

### Tuesday 3 May

BRISBANE: The rooftop @ The Fox Hotel, 71-73 Melbourne St, South Brisbane 5pm - 7pm [RSVP HERE](#)

### Wednesday 4 May

MELBOURNE: Australia rooms @ The Novotel Melbourne on Collins, 270 Collins St, Melbourne 5pm - 8pm [RSVP HERE](#)

TAMWORTH: All Seasons Tamworth Towers, Corner Bridge & Ebsworth Streets, Tamworth 6pm - 8pm [RSVP HERE](#)

COFFS HARBOUR: Charlie's decks @ Novotel Pacific Bay Resort, Corner Pacific Highway and Bay Drive, Coffs Harbour 5.30pm-7.30pm [RSVP HERE](#)

### Thursday 5 May

DUBBO: Two Doors Tapas & Wine Bar, 215 Macquarie St, Dubbo 5.30pm - 7.30 pm [RSVP HERE](#)

NEWCASTLE: Penthouse suite @ Grand Mercure Apartments, 741 Hunter St, Newcastle 5pm - 7pm [RSVP HERE](#)

ALBURY: The community wood fired oven @ Hovell Tree Park, Albury 5.30pm - 7.30pm [RSVP HERE](#)

BENDIGO: Morning tea @ Quills Restaurant, 286 Napier Street, Bendigo 9.30am - 10.30am [RSVP HERE](#)

### Friday 6 May

SYDNEY: The terrace rooms @ The Novotel Sydney on Darling Harbour, 100 Murray St, Pyrmont 5.30pm - 7.30pm [RSVP HERE](#)

CANBERRA: East end room @ The Boat House by the Lake, Grevillea Park, Menindee Drive, Barton 5pm - 7pm [RSVP HERE](#)

WOLLONGONG: The terrace @ Dunes Brasserie & Bar, Marine Drive, Wollongong 5.30 pm - 7.30pm [RSVP HERE](#)



Be there for your chance to win 2 Qantas business class seats to the Qantas destination of your choice in Queensland!

\*Conditions apply, Melbourne and Sydney events only.

## MH whips agents away



**ABOVE:** This group of lucky Queensland agents took part in a recent fam in Kuala Lumpur and Penang courtesy of Malaysia Airlines.

Pictured above from left: Paul Lee, Joy Travel; Stephanie Streiner, Ucango; Leonie Follett, Consolidated Travel; Sue Watts; Maria Tablan Dalisay; Remedios Christie, Jetset Kenmore; Elizabeth Paton, Discover Cruise & Travel; Vesna Latter, Travelworld Capalaba; Lynn Parker, Kawana Waters Travel; Imelda O'Brien, World Connections and Steve Heinrich, Consolidated Travel.

They will now be keen to sell the new MH A330 product flying to Brisbane (**TD** Fri) - check it out at [www.traveldaily.com.au/videos](http://www.traveldaily.com.au/videos).

## VX e-ticketing move

**VIRGIN** Blue isn't the only Virgin airline which is moving into the aviation mainstream (**TD** yest).

Sister carrier Virgin America has this month moved to "industry standard e-ticketing" as well as settlement through ARC, the US version of IATA's BSP.

The VX move is already effective for Travelport and Sabre GDS users, with Amadeus set to follow in Oct this year.

An industry announcement overnight confirmed "subscribing agency locations in the US have full access to Virgin America e-ticketing functionality and ARC settlement for their Virgin America ticketed transactions".

## SYD Airport is sorry

**SYDNEY** Airport has today placed ads in Sydney newspapers making a public apology for the Terminal 2 screening debacle on Tue (**TD** yesterday).

## Sabre enhances booking engine

**SABRE** Pacific says that travel agents using its *Sabre Explore* booking engine to power their websites will have a "distinct online advantage," with the release of a number of enhancements to the product.

Upgrades include new functionality which allows travellers to place bookings on hold and pay at a later date.

The system automatically recognises the ticketing time limit on the selected fare, and at the appropriate time sends an alert to prompt the traveller to pay before the cut-off date.

Other improvements include new compatibility with Sabre Agency Fares, and the launch of an administration tool which allows users to improve branding in headers and footers, apply a blanket discount to published Australian fares, as well as offering "new flexibility to accept multiple forms of ticket payment".

Sabre gm product, marketing and distribution, Richard Morgan,

said *Sabre Explore* "is already powering three key leisure travel group websites across Australia and New Zealand, while simultaneously gaining momentum in key growth markets including China, Hong Kong, South East Asia and India".

## New UK budget hotels

**GERMAN** budget hotel brand Motel One has announced plans to open its first property in the UK - a 208-room Edinburgh hotel.

There are already 34 Motel One properties in Germany & Austria, with prices leading in at £49/night.

## Westfield discounts

**INTERNATIONAL** and Domestic tourists will be entitled to 10-20% off shops at the new Westfield Sydney following the launch of a new Privilege Card, available by presenting an out-of-town driver's licence or passport at the Concierge Desk on Pitt St Mall.

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### Nominations:

Best Domestic Airline - Virgin Blue  
Best Airline International - Online - V Australia  
Best Sales Executive - Industry Supplier - Danielle Moubarak  
Best Sales Executive - Industry Supplier - Felicity La Terra  
Best Sales Executive - Industry Supplier - Gary Manuel

Voting is quick and easy, but hurry we need your vote before 5pm AEST on Thursday.

**VOTE NOW**



## Orion 2012 calendar

ORION Expedition Cruises has released its 2012 Calendar of Sailings, with two new NZ trips plus Micronesia, Japan & China - [traveldaily.com.au/brochures](http://traveldaily.com.au/brochures).

## Sweeping changes to US air rules

**AIRLINE** consumer protection in the US is set for a huge revamp, after the issuing of a new "rule" by the US Transportation Dept.

Changes include big increases in compensation payable to pax bumped from flights due to overbooking, a requirement that airlines refund baggage fees if they lose luggage, and rules stipulating that all potential fees (such as for baggage, meals, upgrades and cancellations) must

be prominently disclosed on airline websites.

But even more significant are rules which require airlines to hold reservations at quoted fares without payment, or cancelled without penalty, for at least 24 hrs after they are made as long as it's over a week before departure.

Foreign carriers, including Qantas and V Australia, will also now be subject to the US tarmac delay rules which mandate a maximum 4 hours on the tarmac plus requiring food and water to be supplied to pax after 2 hours.

## DJ to codeshare on HA

**VIRGIN** Blue has reached an in-principle agreement with Hawaiian Airlines which will see it codeshare on HA's flights between Sydney and Honolulu.

Details of the pact have not been finalised at this stage, but DJ ceo John Borghetti confirmed that the deal would not extend to HA services to the US mainland.

## Prisoner Smith in the clink!



**THE** general manager of Sydney's Menzies Hotel, Michael Smith, did some hard time behind bars recently as part of a fundraiser for the Police Citizens Youth Club City of Sydney.

The obliging gm was 'mock' arrested and handcuffed by a police officer at The Menzies and forced to wear a convict uniform before being paraded across nearby Wynyard Park to a cell where he was held until 'bail' was paid for his release.

Set a \$500 "bail" target from passersby, Smith managed to raise a contribution of more than \$2000 before he was released back to his day job.

He's pictured above in the cage with Menzies Hotel staff members Nicole Cameron, Ashleigh Carr & Patricia Camargo.

## Britz/Maui takeover

**TOURISM** Holdings Limited, the New Zealand-listed firm which operates tourism businesses incl the Britz and Maui campervan brands as well as Kiwi Experience and the Discover Waitomo Group, has confirmed the receipt of a "partial takeover offer".

The bid has come from one of its current shareholders, a Swiss firm called Ballylinch LP, which wants to buy 40.85% of the company and boost its overall stake to 60%.

## Wet'n'Wild SkyCoaster

**THE** Wet'n'Wild theme park on the Gold Coast has unveiled the *SkyCoaster*, a new ride that plummets guests face first to the ground before catapulting them into the Giant Wave Pool.

**Pssst... vote**  
**Express**  
**Ticketing #1**

Category 23: Best Agency Support Service

Category 24: Best Sales Executive - Industry Supplier



# Extra extra.

## Here's your chance to earn more commission.

From April 18, V Australia is pleased to announce that the commission base rate for flights booked to UK, Europe, Singapore, Abu Dhabi and the Middle East has been increased from 5% to 7%. To enjoy this great new rate, tickets must be issued on V Australia (795) ticket stock or with our new partner Etihad Airways. We hope this incentive makes it easier to keep up the good work.



[click for terms and conditions](#)





# 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).

**The Perth Convention Bureau** has appointed **Jocelyn Thien** to the position of Senior Business Development Manager. She moves from her previous BDM role for InterContinental and Holiday Inn Perth Burswood. **Christine Allen** has also resigned as managing director of the Bureau for personal reasons, and will depart effective 30 Jun.

**Heidi Kunkel** has been named as ceo East & South Asia and Pacific for **Club Med**. To be based in Singapore, Kunkel moves from her most recent role as the company's President of Japan and Korea. Club Med has also named **Olivier Horps** as ceo of a new Greater China Business Unit, based in Shanghai. Horps is currently Club Med's Managing Director, Asia Pacific.

**Jetset Travelworld Group** this week appointed Julie Primmer as the new head of the Jetset Travelworld retail network. Primmer will relocate to Sydney to take up the new position, which sees her replace Warwick Blacker in the role. **Warwick Blacker** will become Senior Adviser for Jetset Travelworld Limited, reporting to ceo Peter Lacaze and responsible for management of a number of key external customer and supplier relationships. JTG also announced the resignation of **Michael Riches** from its board, to be replaced by **Stephen Bennett**.

**Kit Nixon** has been appointed to the newly created role of Chief Executive Officer for the NZ operation of the **Explore NZ Group**. Nixon's previous roles include being ceo of South Sea Cruises & Awesome Adventures Fiji, and before that ceo of Fullers Bay of Islands and Awesome Adventures NZ. He commences his new role 11 Jun.

**Carnival Cruise Lines** has appointed **Jennifer Vandekreeke** as its first ever Director Australia. Vandekreeke will report to Carnival Australia, with the move coming in the lead-up to the Australasian deployment of *Carnival Spirit* from late in 2012.

**Laura Melvin** has been named as the new New Zealand Consumer Marketing Manager for **Intrepid Travel**.

**Banyan Tree** has appointed **Zee Bassila** as its new Regional Director Marketing - Middle East. He will relocate from his current position as Director Pre-Opening in Singapore to Dubai for the new role.

**Mark Britton** has been appointed to the board of **Orbitz Worldwide Inc.**

**Jago Coyle** has taken on the role of Director of Sales at the **Sofitel Brisbane Central**. He replaces Chanelle Garvey who has been appointed as Director of Sales and Marketing for Sofitel Philippine Plaza Manila.

## Magellan addition

**MAGELLAN** Travel Group has welcomed its newest member - Sydney-based Northern Beaches Travel, which was formerly Harvey World Travel Brookvale.

The agency is owned by Ian Spight and Nicole Cambourn, with the move taking Magellan to 53 independent member agencies across Australia.

## CCC Mothers day

**CAPTAIN** Cook Cruises will operate special breakfast, lunch and dinner itineraries on Sydney Harbour to celebrate Mothers' Day on 08 May.

Breakfast and lunch cruise offers include a 'child under 15 eats free with every paying adult,' while there's also a free window seat upgrade on the dinner cruise.

Thursday 21st Apr 2011

## Big trouble for Tiger

**TIGER** Airways has cancelled a number of packed pre-Easter flights today after being issued with a "show cause" notice by the Civil Aviation Safety Authority which says it's concerned about slipping standards for pilots and aircraft maintenance.

CASA issued the notice on 23 Mar, giving TT 21 days to respond in relation to a number of specific issues it's raised.

Two full flights from Melbourne to Sydney and Brisbane were reportedly cancelled this morning, with disrupted passengers not able to access alternate Tiger services until Saturday.

## Massive TG order

**THAI** Airways International has announced details of a major fleet renewal program which will see it purchase 75 new aircraft over the next decade.

The first phase will involve the delivery of 11 narrow-bodied and 26 wide-bodied planes up to 2017, followed by a further 38 wide bodied aircraft to be received through to 2022.

The investment of more than A\$12 billion will reduce TG's average fleet age from its current 11.9 years to 8.5 years in 2017, and was confirmed after deliberations by the THAI cabinet in Bangkok.

"The purchase order clearly demonstrates THAI's commitment to pioneer, remain commercially competitive and offer the best service possible to its loyal customers," the carrier said.

The new orders are in addition to the current backlog of six Airbus A380s and eight Boeing 777-300ERs, with the first TG A380 expected to debut on Bangkok-London Heathrow effective from Sep 2012.

## \$200k for Qld air show

**THE** Queensland state govt has announced a \$200,000 funding boost for this year's Wide Bay Australia International Air Show.

The show is the largest general aviation exhibition in Australia, with acting premier Paul Lucas saying the money would "help promote the state's thriving aviation industry to the world."

About a third of Australia's aviation firms are located in Qld.



## WIN 2 CRYSTAL GLASSES FROM THE EASTER BUNNY



To celebrate Easter, *Travel Daily* has teamed up with **Pezula Resort Hotel & Spa** this week and

today is giving one lucky reader the chance to win a fantastic Pezula hamper valued at over \$100 (pictured above)\*.

The Pezula hamper includes a pair of engraved Crystal Cut Sherry Glasses as well as a Bunny Buddy and imported chocolates.

For your chance to win this great prize, simply be the first reader to send in a correct answer to the question below:

**Pezula Private Castle is located in Knysna, South Africa. Which is the closest National Airport?**



Email your answer to: [pezulacomp@traveldaily.com.au](mailto:pezulacomp@traveldaily.com.au)  
Hint! Visit [www.pezula.com](http://www.pezula.com)

**Congratulations** to yesterday's lucky winner, **Rachael Rolfe** from **Harvey World Travel Erina**.

\*Please note: participation in the competition allows Pezula Resort Hotel & Spa and its representation company, Gorman Leisure Group, to include them on their promotional mailers.



# WIN \$1000

Coles Myer Voucher

To celebrate the launch of our NEW website we're giving you the chance to win a \$1000 Coles Myer Voucher for your agency. All you have to do is register your agency on our site.

**CLICK HERE TO REGISTER**



# Cocktails make agents Rosie



**ABOVE:** Pinpoint Travel Group hosted this group of lucky NSW agents on a Rosie Holidays educational in Fiji last month. They're pictured soaking up

some of the wonderful Fijian hospitality at Crusoe's retreat, from left: Lena, Rosie Holidays Fiji; Jennifer Yaghouppour, Pinpoint Travel Group Sydney; Marion Naujok, Oak Flats Travel; Julie Napier, TravelManagers; Danielle Lawson, Impulse Travel Dural; Carolyn Burgmann, TravelManagers; Julianne Hall, Qld BDM Pinpoint Travel and Natasha Haberfield, Holidays On Sale Neutral Bay.

## Getaway tonight

**TONIGHT'S** episode of Channel Nine's *Getaway* travel show will feature stories on:

- Bellagio, Lake Como Italy
- Cabo San Lucas, Mexico
- Port Douglas, Queensland
- The Byron at Byron
- Oahu, Hawaii

Next week's episode will be part of blanket Royal Wedding coverage, with segments on Will and Kate's courtship, honeymoon destinations in Jordan and Corfu, London hotels The Ritz and The Goring, and a Kenya safari.

## Tourism WA ceo move

**STEPHANIE** Buckland has today been formally appointed as the new chief executive officer of Tourism Western Australia, seeing her confirmed in the role in which she has been acting since January last year.

## NZ Airpoints changes

**AIR** New Zealand has this week advised members of its Airpoints loyalty scheme of changes to bring the earning rates for points "more in line with the price of the fare paid."

The changes are effective 01 Jun and will see Economy fares broken into five different categories rather than the current two (full or discount economy).

Passengers on more expensive fares will earn more Airpoints than before, but those on cheaper tickets will earn less than half those previously on offer.

An email to members told them the carrier "will be offering a more dynamic approach" which will also see members travelling on other carriers such as Star Alliance partners earn less points when in economy class.

Thursday 21st Apr 2011

## KE's third in Russia

**THANKS** to the many **TD** readers who have pointed out that Korean Airlines already flies to Moscow and Vladivostok, meaning that St Petersburg (**TD** Tue) is KE's 3rd Russian destination.

## The Ghan Anzac trip

**GREAT** Southern Rail will this weekend operate its first ever special ANZAC tribute trip.

The four day The Ghan journey will leave Adelaide on Sat, with guests including Aussie singer/songwriter John Williamson.



Experience global networking on a whole new scale

Excellence in Flight  
**KOREAN AIR**

## WIN a Luxurious Holiday to Abu Dhabi!

The name of an island off the coast of Abu Dhabi which translates to 'Island of happiness'



Abu Dhabi Tourism Authority is giving one Travel Daily reader and their guest a chance to indulge and luxuriate in the exotic and charming Abu Dhabi emirate. Fly return economy class to Abu Dhabi courtesy of V Australia celebrating their new flights from Sydney and spend a luxurious 5 night stay at the sophisticated Jumeirah at Etihad Towers near the fashionable corniche area. Enjoy a City Spectacular Tour, a Dune Dinner Safari and return airport transfers thanks to Arabian Adventures.

To enter simply name the images displayed each day (pictured) during the month of April 2011 and send your answers to [abudhabi@traveldaily.com.au](mailto:abudhabi@traveldaily.com.au) by 5:30pm Saturday 30th April 2011. (Click Here for more information).



هيئة أبوظبي للسياحة  
ABU DHABI TOURISM AUTHORITY

**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](http://www.traveldaily.com.au).

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## Seeking Career Satisfaction?

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### Hot Jobs (Australia) - April 2011

Sydney - 02 9231 6444 - [nswjobs@tmsap.com](mailto:nswjobs@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 Frappe**

#### JOB OF THE WEEK!

### Sales Manager, Boutique Expedition Company

- (12 month contract) Salary to \$75K

Our client, a leading high end adventure company specialising in group travel is looking for an experienced Sales Manager. They are looking for a person with previous senior sales experience who will be able to implement a strategic sales plan to successfully move the business forward. You must have solid sales experience working in a travel company or tour operator with proven ability to plan, develop and execute sales strategies. You will have ability to lead, mentor and train staff, coupled with relationship building skills.

Contact **Stacy Balderston** T: 02 9231 6444 E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or [apply online now!](#)

#### Corporate Travel Consultant – Sydney CBD

- Salary 55K

Experienced Corporate Travel Consultant to join a growing corporate team. The right person will enjoy a range of benefits including travel perks, relaxed and friendly atmosphere and lots of variety. Your duties will include consulting over the phone and email, selling travel arrangements to all corners of the world whilst delivering best customer service experience. You will have solid experience in corporate travel, strong product and airfare knowledge, Sabre trained, computer savvy, and ability to work under pressure in a fast paced environment.

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

#### Fares and Ticketing Consultant – Sydney

- Work for respected brand
- Good salary package is on offer

Well known and respected Travel Wholesale Company. They provide a range of travel products across most popular destinations. Currently seeking an experienced Fares and Ticketing Consultant. Duties will include ticketing airfares deadlines, assistance with air related enquires (Air Desk) actioning queues through Galileo, Sabre & Amadeus. You will also be submitting BSP on a weekly basis, actioning refunds and re-issues, issuing ACM/ADM's and checking of air quotes completed by Customer Service staff. The successful candidate will have experience in a similar role within travel wholesaler or consolidator, solid airfare and ticketing knowledge and ability to work towards deadlines in fast paced environment. Min Certificate III in Tourism is required.

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

#### Business Development Managers - MICE SYD BNE MEL

- Great earning potential
- Large travel company with fantastic management and support

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, a strong work ethic, be confident and highly self motivated.

Contact **Brendan Grant** T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or [apply online now!](#)

#### Domestic Corporate Travel Consultant – Lower North Shore

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This role is responsible for providing end to end domestic travel management for corporations. This is a great opportunity for an experienced retail or domestic corporate consultant. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you!

Contact **Brendan Grant** T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or [apply online now!](#)

#### Business Development Manager - NSW

- Uncapped commission structure
- Training and development

Global TMC currently looking for an experienced Business Development Managers to grow their corporate business in NSW and ACT. The right person will enjoy the range of benefits such as uncapped earning potential, room to grow with Australia's largest TMC, ongoing training and development and career opportunities including working overseas if desired. Some of your duties will include identifying, qualifying and capturing new business; actively contributing to company's growth and delivering results against set objectives. Skills required include background in Business Development Management – Corporate. You will be a self-starter, highly motivated and driven. You will possess exceptional selling and negotiation skills. You will be flexible on working hours and travel. Hard work and dedication is a must.

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



**AA HAS BEEN PROUDLY NOMINATED  
IN THE 2011 AFTA AWARDS.  
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VOTE AA NUMBER 1 IN  
“BEST AGENCY SUPPORT SERVICES”**



## LET OUR EXECUTIVE TEAM INTRODUCE YOU TO YOUR NEW ROLE

### GO AHEAD IN LEAPS & BOUNDS

**BUSINESS SOLUTIONS MANAGER  
SYDNEY – SALARY PACKAGE TO \$100K**

Throw yourself in to an exciting career with a leading global organization. If you are skilled in travel technology, project management and leading a team you'll love achieving outcomes that will benefit your clients. It is essential that you have strong, professional business communication skills and be capable of managing multiple stakeholder relationships both internal and external. A fascinating role for a motivated person.

### STRATEGIC SALES FOR A HIGH FLYER

**SENIOR SALES & PARTNERSHIP MANAGER  
SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE**

This is a key role for a hard-hitting Sales person with good knowledge of airline commercial operations and distribution. It is essential that you are experienced in creating pipelines, high level negotiations, client relationship management and strategic planning. This is a rare opportunity with a global organization who will expand your horizons and benefit from your experience in the aviation & technology sectors.

### INDUSTRY SALES NEVER LOOKED SO GOOD

**INDUSTRY SALES x 4  
SYDNEY / PERTH – SALARY PACKAGES TO \$65K + benefits**

Choice is a wonderful thing and currently on offer for experienced Sales Execs who have worked on the road. You understand your objective of driving increased sales through relationships and reliability, and have the runs on the board. A variety of roles are now available with successful organizations that all provide vital products & services to the travel industry. Ongoing training & development provided plus great benefits.

### YOU'RE GREAT AT SALES, NOW SHARE THE LOVE

**TRAVEL SALES TEAM LEADER  
SYDNEY – SALARY PACKAGE TO \$70K + INCENTIVES**

This travel agency is growing and you can help them reach their full potential by guiding the travel consultants to improve their selling skills as well as increase their product knowledge. Your background in travel will include managing large teams and working to achieve sales targets. You will be motivated by financial goals as your impact on the company's growth will be incentivised. This is a newly created role.

### FIND YOUR POT OF GOLD

**CORPORATE TRAVEL SALES  
SYD / MEL / PER – SALARY PACKAGES OTE \$100K+**

Time for all highly motivated and results-driven Sales people to step forward to join a leading Brand on the corporate stage. You will be experienced in new business acquisition, building pipelines, developing relationships, delivering compelling pitches and winning new clients. If you're motivated by Sales achievements along with having clear career development plans, this is the role for you. Immediate starts available.

### NO MORE COMMUTER CRAWL

**RESERVATIONS TEAM LEADER  
SYDNEY – SALARY PACKAGE TO \$60K + benefits**

If you're in the North and wish you didn't have to commute to the CBD every day, this rare opportunity is available now with an industry-leading Brand. We need proven supervisory skills, experience in the travel industry, solid product knowledge, and the know-how to manage workflow and provide guidance to your team. This is your chance to leave the commuter crawl behind. For more detail, please apply.

### DEVELOP INCENTIVE PROGRAMS TO ENTICE

**PROGRAM DIRECTOR / ACCOUNT MANAGER  
SYDNEY and MELBOURNE - SALARY PACKAGES TO \$90K**

As an enthusiastic, creative and energetic individual you will have the ability to develop incentive programs which achieve business objectives for your clients. You'll have experience in concept design and delivery of pitches, as well as strong relationship skills with both your clients and your team. Proven experience in a leadership role is required. Events Pro and CRS experience will be highly valued.

### THE DIZZY HEIGHTS OF ACCOUNT MGMT

**SENIOR ACCOUNT MANAGER  
BRISBANE – SALARY PACKAGE TO \$100K**

If you have managed extremely high level and high value corporate relationships this new position will raise your profile in corporate travel. Managing a portfolio of key VIP clients you will be using your strong negotiation skills to maintain & maximize opportunities for the business. You'll need confident communication & presentation skills. This corporate agency provides all the tools you need to succeed.

## CONTACT OUR EXECUTIVE TEAM FOR THESE AND MANY MORE GREAT ROLES

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 6377

Linda Green  
NSW & ACT  
Ph: 02 9231 2825

Carmen Pugh  
QLD & NT  
Ph: 07 3229 9600

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

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

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

Sell!

Sell!

Sell!

Sell!

# Explore MALAYSIA in Style

Sell!

Sell!

Sell!

## CRITERIA FOR PRIZE 1

The top two agents in Sydney, Melbourne, Brisbane, Adelaide and Perth achieving the highest revenue sales on Malaysia Airlines between 28 March - 22 April 2011 will attend a luxurious famil to Malaysia.

## CRITERIA FOR PRIZE 2

For every return Economy class ticket issued - receive a \$20 voucher for David Jones

For every return Business/First class ticket issued- receive a \$40 voucher for David Jones

Sales Period: 28 March - 22 April 2011

Claim your vouchers by 29 April 2011, please email your local CT sales team

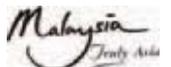


**Consolidated Travel  
Group**



Quikfares

Quickticket



**CONDITIONS:** This offer is open to all full time international selling agents only. Vouchers are capped and will be distributed on a first come, first served basis based on ticket orders received. Valid for tickets issued by Consolidated Travel or via Quickticket between 28 March - 22 April 2011 on 100% MH itineraries ex Australia plated to MH (232) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Malaysia Airlines reserve the right to alter or cancel the promotion any time. Vouchers & tickets (do not include surcharges or taxes) for this promotion are capped and will be distributed at the completion of the promotion, voucher claims must be received by COB 29 April 2011. All claims must be emailed to your local sales team. The top 2 producing agents per state (VIC/NSW/QLD/SA/WA) will be awarded Economy class (Australia/KUL) & Business class (KUL/Australia) familiarisation in June to Malaysia. Consolidated Travel Group ABN 60 004 692 791. Date of issue 28 March 2011.

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