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# Travel Daily

First with the news

Wednesday 27th April 2011

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ISSN 1834-3058

## Emirates celebrates

**EMIRATES** helped some in the travel industry celebrate the long, long weekend in style, hosting top agents and industry partners in its exclusive marquee at the Sydney Cup at Randwick on Sat.

Celebrity guests included crooner Kamahl, Olympian Gianni Rooney and a number of TV personalities, who all enjoyed the Emirates hospitality Spanish-style - for more details see **page three** and **page seven** of today's **TD**.

## ATEC warns on domestic

**POSITIVE** industry sentiment from strong Easter domestic bookings is likely to "drop away quickly" according to the Australian Tourism Export Council.

ATEC md Felicia Mariani says the organisation's members are particularly concerned about the effects of high fuel prices on airlines - including the Regional Express network review (**TD** Wed)

- which will inevitably have a "significant flow on impact" to operators in regional Australia.

Mariani said the weekend had shown strong performance for some WA destinations including Rottnest Island, the Goldfields and Esperance - but in contrast NSW tour operators said their domestic bookings are about two thirds of the level of last year.

And while ATEC members in Townsville and the Whitsundays had a good Easter, they're warning that the spike will be short-lived.

"Demand in domestic holidays has grown only marginally in the past 12 months," Mariani said, with ATEC also expecting some softening in overseas arrivals in the coming months due to the high Australian dollar and the spate of natural disasters abroad.

## Air India MEL 28 Jun?

**AIR** India's long-delayed and much-announced flights between Delhi and Melbourne could be operating in just over eight weeks time, with a number of reports from India suggesting they will debut on 28 Jun this year.

The route was first announced in 2007, and then again last year, but the launch date came and went without any sign of the flights commencing.

If they do materialise this time, Air India will be the second carrier to operate non-stop flights between Australia and India, complementing QF's thrice weekly Sydney-Mumbai services.

### Eight pages of news

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

- AA Appointments jobs
- inPlace Recruitment jobs
- Etihad Airways jobs

## Strategic to Hawaii

**STRATEGIC** Airlines' application for capacity between Australia and the USA (**TD** breaking news Thu) is widely expected to see the carrier operate flights between Brisbane and Honolulu, according to a number of **TD** readers.

The International Air Services Commission is now considering the request, with Strategic Chief Commercial Officer Damien Vasta unable to confirm further details of the airline's plans at this stage.

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## More KE SYD seats

**KOREAN** Air is set to expand capacity on its daily flights between Sydney and Seoul Incheon Airport, with a 747-400 to operate instead of the current 777-200ER over the peak season between 01 Sep and 29 Oct.



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## Virgin Australia logo lodged

**SIR** Richard Branson's Virgin group has confirmed a new Australian trademark application (pictured right) which confirms speculation that Virgin Blue's makeover will include a Virgin Australia brand - as hinted at six months ago (**TD** 07 Oct).

IP Australia records show that London-based Virgin Enterprises Limited lodged the application for the logo on 15 Apr - adding to its already current trademark for the "Virgin Australia" words which were approved in Jun last year.

Interestingly, Virgin has also lodged an application for another word-based trademark: "Virgin Australia Coast to Coast".

IP Australia documents don't record colours for the new logo, which uses similar fonts and stylings to the logos of Virgin Atlantic and Virgin America.

Virgin Blue hasn't commented on the revelation, but a number of online blogs are also speculating that Virgin Australia will be the name for the firm's domestic operations, while all international services will come

## QF beyond Indonesia

**QANTAS** has applied to the International Air Services Commission for an allocation of 540 seats (3 x A320) per week of capacity from Australia to Denpasar and onward to points beyond Indonesia.



under the V Australia umbrella.

Virgin Blue ceo John Borghetti has stated that the new brand identity will be revealed before the end of the financial year.

## Expedia fined for not displaying taxes

**ONLINE** travel giant Expedia has been fined US\$29,000 by the US Department of Transportation because of displays on its website which "failed to provide the full fare or adequate notice of additional taxes and fees".

According to US regulations, taxes and fees are allowed to be stated separately to ticket prices but must be noted "through a prominent link adjacent to the stated fare".

In the cases of the offending fares, Expedia displayed prices on its home page with an adjacent 'plus' sign which led the user to a separate screen giving the details of extra costs, but "the plus sign itself had no text advising what the sign referred to," according to an official DoT sanction letter.

Expedia maintains that its site did not violate the regulations, with the US\$29,000 payment the result of a settlement without any admission of a violation.

## Kenya DFAT update

**DFAT** has reissued its travel advice for Kenya, warning that "terrorists may be planning attacks in Kenya over the current holiday period".

The alert remains at the mid-range *High Degree of Caution* level.

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## Emirates' ¡Felices Pascuas!



**EMIRATES** provided a very Happy Easter (Felices Pascuas) for some lucky travel industry attendees at its Spanish-inspired marquee at the Sydney races over

the weekend. VP Australasia Barry Brown, who's pictured left on Doncaster Day with singer Ronan Keating, provided **TD** with an update on the carrier's local operations.

He said that load factors both inbound and outbound on EK's 63 weekly Australian flights have remained steady at about 80% throughout the last 12 months.

Other developments include the planned reintroduction of EK's third daily Sydney flight in Oct, as well as boosting its European destinations to 27 with the pending addition of flights to Geneva and Copenhagen.

Questioned on speculation about an A380 operation to Brisbane, Brown said this was "only a rumour" and is not on the carrier's operating plan "for at least the next 12 months".

He said the Spanish themed marquee was very appropriate given that EK's new Madrid route was "doing very well".

For more photos from the Emirates marquee on Sat see page seven as well as our website at [traveldaily.com.au/photos](http://traveldaily.com.au/photos).

## Japan cuts extended

A NUMBER of airlines have extended the period during which they will be operating reduced capacity to Japan in the wake of the country's devastating earthquake and tsunami.

Qantas will now operate just three weekly Sydney-Tokyo 747-400 flights through until 15 Sep, according to GDS displays, while Singapore Airlines looks to have rethought plans for a second daily Tokyo Haneda flight from 08 May.

Malaysia Airlines has also reduced service on Kuala Lumpur-Tokyo, which will now resume its 11 weekly frequencies on 01 Jun.

## BLC fuel surcharge

**BLUE** Lagoon Cruises has imposed a new FJ\$25 per person per day fuel surcharge for all pax aged 15 years and over.

The fee is being collected directly from passengers when they check in for their cruise.

## Khao Lak industry deal

**LE MERIDIEN** Khao Lak Beach & Spa Resort is offering travel industry staff a 2500THB (about \$78) nett per night rate, valid for stays 18 May-20 Dec incl daily breakfast, free internet and a 20% in-house dining discount.

For more information email [reservations.khaolak@lemeridien.com](mailto:reservations.khaolak@lemeridien.com)



## Window Seat

**VIRGIN** Atlantic is jumping on the Royal Wedding bandwagon, with passengers who fly on the day of the nuptials set to enjoy an "onboard street party".

Flights departing the UK on 29 Apr heading to the US and Caribbean will be served an afternoon tea of wedding cake and English Breakfast tea - all served in a "souvenir Union Jack lunch box."

The festive atmosphere will be reinforced with bunting and Union Jack headrests to create a "patriotic atmosphere," and all passengers will also receive special Kate and William themed love hearts and ice cream during the flight.

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## FC NZ appointment

**DAVID** Coombes has been appointed as Flight Centre's Product Leader for New Zealand, with responsibility for the NZ operation's air and land contracting and ticket centre.

Coombes is well known to the industry, having been with FC for some years in a range of roles including head of airline contracting and Ticket Centre.

His appointment follows Michael Friend's move to NZ as FC's new Executive GM.

## Sabre battles US

**US AIRWAYS** has filed a lawsuit against GDS firm Sabre Holdings, with claims of "anticompetitive and anticonsumer practices".

According to a statement from the carrier, Sabre has "engaged in a pattern of exclusionary conduct to shut out competition, protect its monopoly pricing power and maintain its technologically obsolete business model".

US Airways said that more than 35% of its total revenue is booked via Sabre, which gives the GDS firm "disproportionate" control.

The legal action comes a week after American Airlines filed a suit against Travelport, with claims of anticompetitive practices over AA's direct connect technology.

## Insight winter 2011/12 out already

**INSIGHT** Vacations says it's responding to strong consumer demand by releasing its 2011/12 Winter Europe and Eastern Mediterranean brochure late last week - about six weeks earlier than last year's launch.

MD Lorraine Sharp told **TD** there has been very strong demand for the 10/11 winter program, with bookings for Jan-Apr up over 60% on last year.

The 11/12 winter program features 34 tours in total, five of them new, including a seven day itinerary in Switzerland.

There's also a new 10-day *Best of Italy* tour, as well as expansion in Egypt, Jordan and Israel with the 16-day *Genesis* and the 17-day *Grand Egyptian Explorer*.

Sharp said prices in the winter program were up to 20% cheaper than in peak season, with early

payment discounts of up to 7.5% and 5% off for previous pax.

Insight says there's always strong demand for Aussies wanting to experience a hassle-free White Christmas, with the programs including perennial Christmas Market favourites.

And for more independently minded travellers, there are also six Select Choices itineraries taking in London, Paris and Rome from early Nov in the program.

To view the brochure see [traveldaily.com.au/brochures](http://traveldaily.com.au/brochures).

## IASC chief departs

**MICHAEL** Bird, the Executive Director of the International Air Services Commission, has gone on leave for six months and is "probably unlikely to return to the Commission," according to a notification last Thu afternoon.

He'll be replaced by Sue McIntosh who will commence with the Commission 03 May.

## VS boosts NZ c'share

**AIR** New Zealand and Virgin Atlantic have further expanded their new codeshare agreement, with the VS code now appearing on the NZ flag carrier's SYD-CHC and SYD-WLG flights.

VS is also now codesharing on several NZ domestic routes incl AKL-CHC, AKL-ZQN and AKL-WLG.

## ANZCRO relocation

**NZ** specialist wholesaler ANZCRO is set to relocate from Christchurch to premises in Shotover St, Queenstown on 02 May, with the move following its recent acquisition of Ski Express.

# 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.

## AA wants more Brazil

**AMERICAN** Airlines has applied for extra Brazil capacity, with proposed additional Brasilia, Belo Horizonte and Manaus services.

## NTA urges Aussie visa changes

**THE** current government review of visa classifications provides an ideal opportunity to "create a better environment for the tourism industry," according to a submission by peak industry body the National Tourism Alliance.

The Strategic Review of the Student Visa Program being undertaken by Michael Knight is due to report by the middle of this year, with the aim of "enhancing the quality, integrity and competitiveness of the international education sector".

The Australian Tourism Export Council provided input to the NTA submission on the review, which argues for changes to eligibility and conditions for student visas

## Syria DFAT warning

**THE** Department of Foreign Affairs has increased the level of its travel advisory for Syria to the highest "Do not travel" category, due to the continuing deterioration of the security environment in the country.

to help address labour shortages.

NTA suggestions include the introduction of a graduate working visa to allow international students to gain work experience and/or professional accreditation after completing their studies.

The submission also urges the government to enable and encourage international students to undertake apprenticeships and on-the-job learning during their courses, and the removal of the current 20 hour maximum limit for vocational learning.

ATEC md Felicia Mariani said that international students account for more than 36% of the \$17.8 billion spent in Australia by international tourists annually.

"On top of this, these students contribute to the economy through employment and provide labour support to the tourism industry that in turn attracts more international expenditure into our economy," she said.

"We simply can't afford not to be competitive in the market for their custom," Mariani added.



## Accommodation Updates

**WELCOME** to Accommodation Updates, Travel Daily's Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).



Shangri-La Hotels and Resorts has opened its third property in Inner Mongolia. **The Shangri-La Hotel, Manzhouli** in northeast China has 235 rooms including 24 suites.

Located a short walk from the main shopping and entertainment district and 20 minutes from the airport, the hotel also features three restaurants and a lounge, 24 hour business centre and shopping arcade connecting to the hotel.



**Hyatt Regency Coolum** has unveiled newly refurbished King Rooms, with the makeover creating a contemporary new look. The completion of the 156 King rooms follows recent upgrades to the property's Golf Villas, Lakefront Villas and The Spa facilities.



**Constellation Hotels** is set to extend its portfolio with the signing of the **Australis Cairns beach Resort** and **Australis Kirra Surf Apartments** in Coolangatta, with Constellation taking over in May 2011. Next year the new developments of **Chifley Grand Central Apartments** in Newcastle and **Chifley Lorne Resort and Apartments** will open bringing the group's coastal properties up to 20.



**Le Meridien Chiang Rai Resort** has launched new Grand Deluxe Rooms, offering 66 square metres of "contemporary luxury". There are 30 of the new rooms, each offering a large private balcony with views of the Mae Kok River and direct access to the three tier infinity swimming pool.

# 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.



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Wednesday 27th Apr 2011

## AirTran/Southwest merger approved

THE US Justice Department says it will not oppose the proposed merger between Southwest Airlines and AirTran, with the deal now expected to be finalised in the next week or so.

Although the carriers do have some overlap on a number of routes, the DOJ said there was room for new competitors in the affected cities.

The merger will boost Southwest's size by about 25%.

**MEANWHILE** a Southwest 737 slid off a runway at Chicago Midway Airport yesterday, with the aircraft eventually coming to rest in mud alongside the tarmac.

Nobody was injured in the incident, which is currently under investigation by the NTSB.

Passengers were refunded their fares by Southwest and given complimentary roundtrip passes.

## Austria gets social

A NEW online and social media campaign launched this month by the Austrian National Tourist Office aims to provide discerning travellers with a "well-researched and wanderlust-inspiring collection of recommendations" for travel in Austria.

The promotion is based on a special website located at [www.unique.austria.info](http://www.unique.austria.info), with examples of authentic, hands-on experiences that "go beyond the ordinary," according to ANTO Australia/NZ director Astrid Mulholland-Licht.

The first 20 subscribers who sign up for the Unique Austrian Newsletter will also receive a special gift by sending an email to [info@antosyd.org.au](mailto:info@antosyd.org.au) with their postal address and the code-phrase 'Austria. Unique Like You'.

## Avalon \$2000 off

**AVALON** Waterways is offering savings of up to \$2000 on more than 30 Jun-Aug 2011 departures of its 2011 European river cruises.

The special deals cover itineraries on the Rhone, Seine, Moselle, Rhine, Main and Danube rivers, and are valid for sale until 30 Jun or sold out - details at [www.avalonwaterways.com.au](http://www.avalonwaterways.com.au).

## Aussie hotel sales

US hotel giant Host Hotels & Resorts is continuing its down under acquisition spree, with the company believed to have exchanged contracts on a significant stake in the \$150m Hilton Melbourne South Wharf, according to the *Financial Review*.

The purchase follows Host's purchase late last year of six New Zealand properties managed by Accor, bought from Tourism Asset Holdings.

Thakral Holdings is also believed to have sold its Novotel on Collins property in Melbourne to LaSalle Investment Management.

## AirAsia reschedules

**AIRASIA** has delayed its charity flight featuring Sir Richard Branson as a cross-dressing flight attendant, citing the difficulty of obtaining accommodation in London due to the Royal Wedding.

The special flight was set to operate on 01 May but will now take place ex Stansted on 04 Jul.

## Agents desperate to spot Teri



**ABOVE:** This group of Aussie travel agents were lucky enough to get up close and personal with *Desperate Housewives* star Teri Hatcher during a Universal Studios VIP Experience tour in Los Angeles earlier this month.

They were in the tour trolley when sharp-eyed agent Charlene Nhamo from STA Travel Randwick screamed after spotting Hatcher walking through the lot.

The driver stopped and the obliging star walked over to the group (in high heels of course!), saying she couldn't possibly

ignore such strong support from some Aussie fans.

The star struck group all had photos taken with Teri, with this one taken by a nearby security guard, from left: Luke Crawford, United Airlines; Josh Wolfe, STA Pitt St; Tristan Freedman, California Tourism; Teri Hatcher!!!; Charlene Nhamo, STA Randwick; Alexandra Pappas, STA Chatswood; Kylie Bately, STA Miranda; Kathy Casey, STA Macquarie University; Luran Mulrone STA Head Office and the tour guide.

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- Christine Sapwell, GAWLER SA
- Suzi Bright, SUNNYBANK QLD
- Phillip Tran, FOOTSCRAY VIC
- David Ninham, CAMPBELLTOWN NSW
- Melissa Gardner, HORNSBY NSW
- Simon Grubb, HOBART TAS
- Seema Dudley, PARRAMATTA NSW
- Louise Gillogly, SYDNEY NSW
- Darren Kelk, SYDNEY NSW
- Janette Scott, BRIGHT VIC
- Liz hobson, MANLY NSW
- Kimberly Shepherd, ERINA NSW
- Danielle Curtis, ELIZABETH SA
- Elyse Wohling, STRATHPINE QLD

Payments will be processed at the end of the month

# Ole! Emirates kicks its heels at Sydney Cup Day

**THE** Emirates marquee at Royal Randwick was the best place to be to capture all of the trackside action on Sydney Cup Day at Randwick Racecourse on Easter Saturday.

Emirates once again welcomed travel industry and celebrity guests including Jodi Gordon, Emma Freedman, Roy Billing, Giaan Rooney and Kamahl, who all defied the rain and filled the popular marquee, which this year was decked out in a Spanish theme to celebrate the airline's daily flights to Madrid.

As always, the Emirates hospitality was first class.

Exclusive invitees arrived to free flowing glasses of bubbly, Sangria and Passionfruit & Mint Mojitos, and got to indulge on a fiesta of Spanish canapés, tapas and desserts, with the hot item of the day a paella prepared by celebrity chef Miguel Maestre.

And to add to the authentic experience, punters were also treated to live music and a sizzling Flamenco dance performance on the terrace of the marquee, depicting the history and beauty of Spain.

Industry guests gathered around wine barrels that were set up as tables and networked with the day's hosts including Emirates' vice president Australasia, Barry Brown; NSW sales manager, Tim Harrowell and the airline's delightful sales team.

In addition to Madrid, Emirates currently flies to more than 110 destinations in over 60 countries. From 01 June Emirates will introduce daily flights to Geneva, bringing its European operations to 26 cities.

**Travel Daily** was amongst the fun and frivolity at Sydney Cup Day on Saturday and snapped these exclusive photos of the glammed-up travel industry staff.

For lots more photos from the event see [traveldaily.com.au/photos](http://traveldaily.com.au/photos).

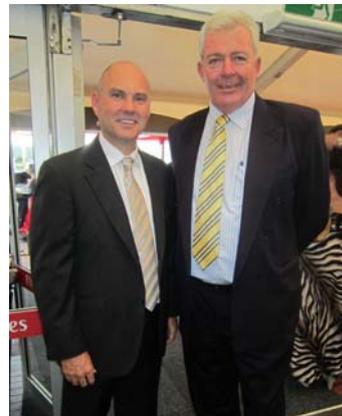


**LEFT:** That's a fascinating fascinator. EK's vp Australasia, Barry Brown with former Australian swimming champion, Giaan Rooney.

**BELOW:** Letting their hair down are Simone King of Goldman Travel and Penny Spencer from Spencer Travel.



**LEFT:** Tailor-made suits? EK's Peter Douglas and Simon Taylor of Taylor Made Tours.



**ABOVE:** A regular celebrity guest in the popular Emirates marquee - iconic Australian singer Kamahl with EK NSW state manager Tim Harrowell and the airline's hospitable cabin crew.

**BELOW:** A little ray of sunshine. Aaron Hughes of Setenta & John Polyviou from Sun Island Tours.



**RIGHT:** Fast and Fantastic Five. Glenn McPherson, Tramada; Alisa Feillafé, Adventure World; Craig Owens, Bunnik Tours; Julie Donaldson, ICCA and Lincoln Bache from Emirates.

**BELOW:** Anyone for some tapas? Stuart Allison, Carnival Australia; Catherine Allison, JTG; Rachel Dickman and Paul Millan, Travelscene Corporate.



**ABOVE:** Do you know who the mysteriously lovely lady dressed in black is? It's Sabre's Gai Tyrrell of course with husband Pat and Carl and Karen Frier.



**ABOVE:** Katy Papadellis and Maged Mikhail from HWT Chullora.



**CCC takes off 25%**

**CAPTAIN** Cook Cruises has announced its will discount its two night Sydney Harbour Weekend Cruises by 25% on select sailings in Jun, Jul and Aug.

**Agents experience KorEa**



**ABOVE:** This group of agents from Vic, NSW and Qld enjoyed a uniquely Korean experience earlier this month as part of a Consolidated Travel and Korean

Air mega famil.

Organised into state-based teams, the agents competed in a race around Seoul, as well as visiting the Demilitarised Zone on the border with North Korea where they walked down several "intercept tunnels".

The whirlwind trip also included a personal experience of the newly refurbished KE aircraft including the latest audio and video on demand entertainment.

**EY Singapore focus**

**ETIHAD** Airways ceo James Hogan says the carrier plans to focus on enhancements in all areas of its business in Singapore "to ensure we offer a real alternative to the competition".

Hogan said the carrier's Singapore route was performing strongly, with the city set to play "a crucial role in Etihad's expansion plans in the region".

**Sheraton lounges**

**SHERATON** has announced that its signature Club Lounges will now be open seven days a week at all of its properties worldwide.

The extension is part of a US\$100m global upgrade program for the lounges, which offer complimentary breakfast, beverages, wi-fi, daily newspapers and other benefits.



Experience global networking on a whole new scale



**WIN a Luxurious Holiday to Abu Dhabi!**



In which class does V Australia offer the widest seats?

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

**Best Western rewards**

**BEST** Western is offering double points to its Rewards members staying two or more times at any BW property in New Zealand before 31 Aug - details at [bestwestern.co.nz/rewardshero](http://bestwestern.co.nz/rewardshero).

**Helen's voucher offer**

**HELEN** Wong's Tours is reminding agents that its \$1000 Coles Myer voucher incentive is ending at 5pm on Fri.

To register your agency log on to the tour operator's new look website [helenwongstours.com](http://helenwongstours.com).

**Sabaya stay pay deal**

**RYDGES** Sabaya Resort in Port Douglas is offering a stay three pay two deal when booked by 31 May for stays up until 30 Sep.

**Air NZ Mar traffic**

**AIR** New Zealand Mar passenger numbers rose 4.3% year-on-year to 1.295 million, according to figures released late last week.

The increase included a 6.1% rise in short haul passengers, but an 8% drop on long haul routes which were particularly impacted by the Japan natural disasters and the Christchurch earthquake.

**A site for sore eyes**

**MERCURE** has relaunched its website to showcase the brand's 700 hotels in 49 countries.

The new site offers a user friendly format with five "tabs" focusing on business and leisure travel, themed trips, meetings and events and special offers - see [www.mercure.com](http://www.mercure.com).

**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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## TRUST THE MOST EXPERIENCED EXECUTIVE TEAM IN AUSTRALIA

### A DIVERSE ROLE FOR THE TECHNICALLY SAVVY 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.

### FIND YOUR POT OF GOLD IN CORPORATE CORPORATE TRAVEL BUSINESS DEVELOPMENT SYD / MEL / PER – SALARY PACKAGES OTE \$100K+

Now is a great 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.

### DEVELOP YOUR TEAM AND WATCH THE RESULTS TRAVEL SALES TEAM LEADER SYDNEY – SALARY PACKAGE TO \$70K + INCENTIVES

In this newly created role you will have a direct impact on the continued growth of this leisure travel agency. Your background in travel will include managing large teams and working to achieve sales targets. The focus is to improve the sales skills and product knowledge of your team. You will be motivated by financial goals as your success will be incentivised, providing you with an exciting salary package.

### INDUSTRY SALES NEVER LOOKED SO GOOD INDUSTRY SALES & ACCOUNT MANAGEMENT x 4 SYDNEY / PERTH – SALARY PACKAGES TO \$65K + benefits

Take your pick of these exciting new roles, representing products & services in the travel industry that will allow you to work on the road, building relationships with travel agencies and driving increased sales. You'll receive a great salary, bonuses, car allowances, and loads of extra benefits. Ongoing training & development and career progression will be provided, so if you're ambitious and qualified, please apply now.

### TRADE MARKETING WITH AN EXCITING TWIST SALES & MARKETING EXECUTIVE SYDNEY – SALARY PACKAGE TO \$55K

Bring your 2 years of marketing experience to this exciting wholesaler and watch your career take flight. You will be responsible for all marketing activities (online, offline, advertising etc), trade events and supporting the National Manager. This company offers a dynamic and fun team environment and you'll be joining a group of people who are passionate about what they do. Great benefits too.

### CREATE ENTICING INCENTIVE PROGRAMS 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.

### SPREAD THE WORD - THIS PCO ROCKS BUSINESS DEVELOPMENT MANAGER (MICE MARKET) SYDNEY – SALARY PACKAGE OTE \$115K+

When you've got a great brand and a great product it's a dream job to get out there and talk about it. This high profile organization is a leading provider of Incentives, Conferences & Events to the Corporate market so if you have corporate sales experience, understand the MICE market and enjoy being rewarded for your success, you should jump into this new role with gusto! Lucrative incentives and a great team.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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

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# Hot Jobs This Week



**Ben Carnegie**

## **BDM - Adventure Travel**

Based in Sydney you will be managing the NSW & ACT territory for this well established Melbourne Adventure Travel Wholesaler. Personal travel and previous sales experience with African & South American destinations will see you successful in this role. Previous on road sales experience and your own car is essential for this role.

- ▶ Exciting adventure tourism products
- ▶ Sydney based position
- ▶ Salary up to \$55K + super + bonus

**Click here for more details or call Ben.**



**Liz Vibert**

## **Travel Coordinator - Homebush**

Based in corporate headquarters of this well known co., you will use an online booking tool to make arrangements & coordinate travel schedules for company employees and assist in reconciling accounts. Jobs don't come along at this company very often, due to excellent staff retention. Your high level communication skills & exceptional telephone manner is desired.

- ▶ 1 year minimum travel industry experience required.
- ▶ Homebush, Sydney location
- ▶ Salary up to \$43K + super

**Click here for more details or call Liz.**

## **Area Sales Manager - WA**

Enjoy the freedom of a non office based sales role. Look after the Western Australia territory for this South East Asian travel Wholesaler. You will maintain existing relationships within the retail travel industry whilst identifying new business opportunities. Previous on road sales experience a definite advantage. This role will suit someone with a solutions oriented attitude who enjoys seeing results of their sales activity.

- ▶ Opportunity for travel to many Asian destinations
- ▶ Perth base
- ▶ Salary to \$55K + super + car allowance + lap top

**Click here for more details or call Ben.**

## **Business Development Managers**

Several roles available across Australia for experienced BDM's! You will be responsible for assessing the market to identify new business opportunities. You will be up to date with your competitors and ready to pounce on new business leads. You will be the driving force behind closing the deal. These roles will see you 'out and about' on the road with your valued clients, at trade shows and consumer events.

- ▶ A good understanding of corporate business travel req'd
- ▶ Sydney, Melbourne, Brisbane, Perth, Canberra
- ▶ Salaries range from \$60K - \$120K OTE

**Click here for more details or call Liz.**



**Kristi Gomm**

## **Inbound FIT Spanish Speaker**

Are you being paid for your knowledge and expertise? Highly respected boutique Inbound agency where the staff are not transient seeks an Inbound FIT Consultant who speaks Spanish. You will need a thorough knowledge of Australian geography & extensive knowledge of supplier products. They will consider a strong Domestic Retail Consultant for this role.

- ▶ Use your Spanish language skills on a Latin market portfolio
- ▶ Sydney CBD location
- ▶ Salary up to \$55K + super DOE

**Click here for more details or call Kristi.**



**Sandra Chiles**

## **Inbound Product Assistant**

Stable, boutique inbound agency who pride themselves on the longevity of their staff and their high staff morale. This role will initially be heavily involved in database uploading & maintenance as they are moving to a new system. It also encompasses analysing data, running reports, assisting with newsletters & other ad hock product related tasks.

- ▶ Product, inbound or domestic consulting skills advantageous
- ▶ Sydney CBD location
- ▶ Salary up to \$45K + super

**Click here for more details or call Sandra.**

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Account Manager QLD  
Reservations & Ticketing Agent

For more details, email Rachel Mossman, Human Resources Manager – Australia, on [rmossman@etihad.ae](mailto:rmossman@etihad.ae)  
To apply, visit: [careers.etihadairways.com](http://careers.etihadairways.com)

\*2010 & 2009 World Travel Awards

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