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Travel Daily

First with the news

Thursday 4th September 2014

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Foster to DTWM

JEANNIE Foster, former long time Air Canada gm Australia and Star Alliance Committee chair, has taken on the role of Country Director for Discover the World Marketing.

More appointments on **page 6**.

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ACCC concern over Wotif

THE Australian Competition and Consumer Commission today released a statement of issues in relation to the proposed Expedia acquisition of Wotif (**TD** 22 Jul), saying it's exploring whether the move has the potential to lift the rate of commissions charged to hotels in Australia.

"Market inquiries have indicated that Wotif is a major source of bookings for Australian accommodation providers, and charges a lower commission rate than Expedia," the ACCC said.

Rates charged by Expedia and rival Booking.com in Australia are lower than in other parts of the world, and "the presence of Wotif may be a contributing factor."

The ACCC says its preliminary

view is that the deal is unlikely to raise competition concerns in other areas such as the online distribution of air travel, car hire, cruises and holiday packages.

However, further information is being sought to determine if it's "likely to substantially lessen competition in the market for online distribution of Australian accommodation".

Submissions are due by 19 Sep, with the ACCC expecting to make a final decision on 02 Oct.

The ACCC said it also believes that bricks and mortar travel agents are unlikely to be a strong constraint on the operations of OTAs, and "therefore do not form part of the relevant market".

"A key issue for the ACCC will be whether the dynamic nature of the industry is likely to facilitate the development of new business models and discipline Expedia's competitive conduct post-acquisition," said ACCC chairman Rod Sims.

Wellcamp success

QANTASLINK has been announced as the launch airline for the new Brisbane West Wellcamp Airport in Toowoomba, Qld (**TD** breaking news).

When the airport opens on 17 Nov, QFlink will operate 11 weekly direct flights from Sydney.

Eight pages of news!

Travel Daily today has a front cover page from **TravelBulletin**, eight pages of news including an **Air Canada photo page**, plus full pages: (**click**)

- AA Appointments jobs
- Traveltrade Recruitment

French extravaganza

TRAVEL Daily has produced an exclusive video from the Atout France gala dinner on Mon and French Workshops taking place this week.

To view, click on the logo  or see traveldaily.com.au/videos.



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JAL 787 expansion

JAPAN Airlines will fly 787s to Beijing (26 Oct) and Delhi (01 Dec).

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One voice for hotel sector

AFTER years of confusion the Australian Hotels Association (AHA) and the Accommodation Association of Australia (AAoA) have today agreed to set up a joint venture which will provide "one voice for Australia's accommodation industry."

Some years ago (TD 14 Feb 11) the AHA established Tourism Accommodation Australia as a separate division to focus on accommodation sector issues, with the organisation also engaged in liquor, gaming and food matters on behalf of its members who run pubs.

Two days later, the Hotel Motel & Accommodation Association rebranded as the Accommodation Association of Australia, with both groups purporting to speak for the hotel accommodation sector in negotiations with governments and other stakeholders.

Today's landmark MoU will see a new representative board nominated by both associations, and is being billed as a "genuine merger between two equals".

AHA president Peter Burnett said as a result, the industry will be far better placed to tackle the issues, while AAoA chief Gary Crockett said the move was timely, with strong growth in both

international and domestic travel and a significant pipeline of new hotel developments.

Both said the changes in the industrial relations framework in recent years made it easier for a single organisation to represent the accommodation industry, with the new body aiming to create the "best possible operational conditions for the accommodation industry".

Changi \$40 voucher

SINGAPORE Airlines and Silkair have again extended their "Changi Transit Programme" offer in partnership with Changi Airport in Singapore, with the offer of a complimentary S\$40 voucher for transit passengers now available through to 31 Mar 2015.

The vouchers can be used for one-time use at more than 450 retail, food and service outlets in the airport, or for one-time access to the Ambassador Transit Lounge for up to six hours.

Eligibility is limited to customers travelling on SilkAir or Singapore Airlines on both their inbound and outbound flights.

Tonga renewal for VA

VIRGIN Australia has applied to the International Air Services Commission seeking a renewal of its current 360 weekly seat allocation on the Tonga route.

Other applications are sought, with a deadline of 11 Sep.

Amadeus UA extras

AMADEUS has launched the travel industry's first "NDC-XML" connectivity, with United Airlines using the system to merchandise extra legroom seating to US agents as part of Amadeus' Ancillary Services Solution.



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Flights to UAE chockers

OUTBOUND air services from Australia to the Gulf states came close to capacity in Jun, new government data has revealed.

The Bureau of Infrastructure, Transport & Regional Economics' latest International Airline Activity study shows Etihad Airways' 108 services to Abu Dhabi operated with a seat utilisation of 98.7%, or had on average just four seats empty per flight that month.

Virgin Australia's flights to Abu Dhabi with codeshare partner EY were also chock-a-block at 98.4%.

Qatar Airways flights to Doha from Melbourne and Perth operated with healthy passenger loads of 94.9%

Emirates had an outbound seat utilisation of 89.7%, however the Dubai-based airline operated three times the number of flights as Etihad.

North America and Hong Kong were also popular routes in Jun, with Delta Air Lines services to Los Angeles flying with loads of 95.6% and Trans-Pacific partner Virgin Australia's flights, also to LAX, were 95.5% full, Air Canada's daily frequencies to Vancouver had loads of 95.2%, Qantas flights operated with 95% of seats used while United's were 71.9% full.

Cathay Pacific's flights to Hong Kong were 95% full outbound.

Air Serbia boost

AIR Serbia has revised its Winter 2014/15 operations, including more frequencies from Belgrade to Amsterdam which will now operate 10 times weekly.

Uniworld to India

UNIWORLD Boutique River Cruises has announced that it's expanding into India, with the Jan 2016 of a 12 night itinerary on the River Ganges.

The *India's Golden Triangle* trip travels from New Delhi to Kolkata and includes seven nights aboard the new all-suite *Ganges Voyager II* river ship.

Accommodation for the land portion of the trip is with Oberoi Hotels & Resorts, and there will also be an optional extension to Varanasi.

The new India program will open for bookings in late 2014.

Avia sale completed

HOUSTON-BASED travel firm Avia International Travel is now owned by Australia's Corporate Travel Management after the acquisition of the US firm (**TD** 06 Aug) was completed yesterday.

"Avia brings a wealth of experience to CTM's well established US offering, which will further enhance the group's buying power, client facing solutions and support expertise moving forward," CTM managing director Jamie Pherous said.



Window Seat

SOME travellers set crazy demands for the care of their pets while on holidays.

According to a survey of 8,000 people by Small Luxury Hotels of the World, 15.1% said they would gladly pay a supplement for their pets to be pampered.

Some of the demands received range from the basic grooming & dog beds to the extreme such as high-end pata negra ham, caviar and blueberry facials.

Dog owners in China provided some of the weirdest requests including unlimited playtime & even a "sausage dog girlfriend".

Aussies aren't exempt, with one Burmese owner asking for somebody to repeatedly assure her cat "how beautiful she was".

JQ offers bright spot

JETSTAR operations led the way over its bigger brother Qantas in both domestic and international services, according to official Jul results from the group yesterday.

Both arms of the JQ business posted growth in pax numbers for the month, with domestic up 9% and international climbing 4.5%.

Qantas saw a 0.9% decline in domestic, while int'l fell 1.4%.

The news was not all bad for QF, with international posting a modest growth in yield, while capacity was carefully managed.

Jetstar Asia reported strong numbers, with a 14.9% increase year-on-year in pax carried for the month, with yield up 21.9%.

Group-wide, the average load factor crept above the 80% mark with a 1% climb to close at 80.8%.

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A fresh crop of graduates!

LAST night the Travel Industry Mentor Experience celebrated the graduation of another group of industry go-getters, with the lucky 13th event taking place at the Sydney Parkroyal with guest speaker Pat Skalsky.



The graduating mentees pictured above are, back row from left: Lauren Rovey-Gray, Sabre; Julie Figueroa, Carnival; Emma Whiting, Emma Whiting Travel; and Nicola Chandler, Pan Pacific Hotels.

Front row: Mena Clark, 24/7 Solutions; Lisa Pagotto, Lindblad Expeditions; Kelly Ayers, Spencer Travel; and Hayley Thomas of Reho Travel.

More pics on our website and at facebook.com/traveldaily.

Mantra adds Sydney

MANTRA Group will manage the 52-room City Hotel in the Sydney CBD, after the property was purchased for \$21 million by the newly listed Elanor Investors Group which also owns Mantra-managed properties in Wollongong, NSW and the Peppers Cradle Mountain Lodge in Tasmania.

The 3.5 star Sydney hotel is located at 193 Clarence Street.

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New duty free operation for SYD

SYDNEY Airport shopping is set for a shake-up, with its global tender for a new duty free partner awarded to Gebr. Heinemann this morning.

Gebr. Heinemann is said to be the world's fifth largest duty free operator, with operations in more than 60 airports across 28 countries and employing around 5,500 staff.

Sydney Airport solicited expressions of interest in Feb, with its current contract with the Nuance Group (trading as SYD Duty Free) expiring in 2015.

"We were delighted that our global tender process attracted high calibre submissions from the world's leading operators," said Sydney Airport ceo Kerrie Mather.

"This significant demand has again demonstrated the attractiveness of Sydney Airport's retail proposition, driven by factors such as passenger growth, diversity of customers and airlines

and higher spend rates."

Mather said Heinemann's "high quality business plan" will deliver an enhanced customer experience, innovative shop design, and an expanded brand and product range.

More than 400 new brands will be on offer, she said, with the new contract formally commencing on 17 Feb 2015 and running until 31 Aug 2022.

Mather said the airport's retail revenues are expected to be higher in 2015 due to the retender and a reconfiguration of the duty free space to implement Heinemann's shop design.

Duty free has been allocated some additional space following a review of the retail tenancy mix, but the total retail footprint remains unchanged.

Mather acknowledged the strong partnership with the Nuance Group, and wished the team the best for the future.



Wellcamp - Toowoomba to Sydney Direct.

QantasLink services commence 17 November 2014 from Australia's newest airport.

Subject to Government and regulatory approval.



qantas.com/agents



IMPORTANT INFORMATION: Schedule correct as at 03 September 2013 and is subject to change. QantasLink flights operated by Sunstate Airlines (Qld) Pty Ltd ABN 82 009 734 703 and Eastern Australia Airlines Pty Ltd ABN 77 001 599 024. Licence No. 407.CMM17589QLK.

Arrivals up 8.3%

INDONESIA was the most popular outbound destination for Australians during Jun, just outstripping New Zealand to take the number one spot, according to Australian Bureau of Statistics figures released today.

Year-on-year departures are up 4.3%, with the USA in third place followed by the UK, Thailand, Singapore, Fiji, China, Malaysia and then Italy in tenth position.

Travel to Indonesia has grown 14.8% over the last 12 months, while annual declines have been recorded for Thailand, down 8.6% and Fiji, dropping 2.9%.

In terms of arrivals, New Zealand was again the biggest source market in Jun, followed by China, the USA and the UK.

Overall inbound numbers are up 8.3% compared to Jun 2013.

The fastest growing market for tourists to Australia was Malaysia, up 32.9% and then Singapore which rose 13.3%.

The only top ten market which has declined in the last year was South Korea, down 4.8%.

Hayman with Smiths

HOTEL representation firm Mr & Mrs Smith has added the Whitsundays' One&Only Hayman Island to its collection of hotels.

Guests booking the newly reopened Queensland resort with Mr & Mrs Smith are offered a snorkeling trip for two to either Blue Pearl Bay or Langford Island as a "Smith Extra."

Other properties inducted this month include Park Hyatt Abu Dhabi, Soho House Chicago, Foto Hotel in Phuket, The Scent Hotel in Koh Samui, Jungle Beach Resort in Sri Lanka and The Pig On The Beach in Dorset, the UK.

See mrandmrsmithhotels.com.

John Hart steps down

SERVICE Skills Australia board member and chair of the Tourism, Travel and Hospitality Industry Advisory Committee, John Hart, has announced he will step aside from both roles after being named chair of the government's Vocational Education and Training Advisory Board.



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Vietnam celebrates with Aqua



AQUA Expeditions founder Francesco Galli Zugaro has a new baby - and it's difficult to imagine a more proud father.

The progeny is, of course, the brand new *Aqua Mekong* which is set to shortly debut its inaugural season in Indochina after nine months of hectic construction.

Zugaro, who is **pictured** above left with sales manager Dorene Tan, Vietnam Consul General Mai Phuoc Dzung and Vietnam Airlines gm Australia/NZ, Tuan Anh Luu, was in Sydney yesterday to showcase the new ship.

The ultra-luxury vessel will operate 96 departures across

48 weeks of the year, cruising between Saigon and Siem Reap or Phnom Penh.

Zugaro, who also operates Aqua Expeditions in Peru and relocated to Vietnam to oversee the new operation, has enlisted a host of top designers, chefs and onboard staff to ensure that the Aqua experience is unsurpassed.

Aqua Mekong has been specially designed to cruise the Mekong, and has a host of unique features including an infinity pool and an onboard screening room.

She will operate 7-night, 4-night and 3-night voyages, with Aussie forward bookings already strong.

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Experience:

- 1+ year working within a defined sales & marketing role, preferably within Travel Industry
- 2+ years customer service experience
- Understanding/experience of European rail travel preferred but not essential
- Preferred undergraduate marketing/business degree

Special Notes:

- Flexible approach to working hours will be required, in liaising with the Rail Europe Office in Paris as well as supporting the Sydney office with key events out of normal working hours.
- Position may require some domestic & International Travel

For a full job description please email Ingrid Kocijan on ingrid.kocijan@raileurope.com.au

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Nexus Holidays Sydney, a rapidly growing travel tour operator/wholesaler specialising in Group Tours to destinations worldwide, is looking for a 'go-getter' Reservations Consultant. The principal responsibility of this role will be to manage trade bookings and enquiries across Australia.

To be successful in this role, you must have proven experience in the Travel Industry either in the retail or wholesale sectors. In addition, your effective communication and interpersonal skills, organisation skills and strong work ethic, and commercial acumen will be highly regarded.

Nexus Holidays Sydney will reward you with a market competitive base salary.

For the right person, this role provides unbound opportunities of career progression.

If this sounds like you, put in your application to Richard@nexusolidays.com by 12 September.

Vouchers for clients

AGENTS who send their clients for free basic Japanese language courses offered by JTB can earn a \$20 shopping voucher.

Courses are offered twice each month to clients spending \$1,000 per person on land arrangements through JTB - call 1300 739 330.

Holiday Inn for sale

JONES Lang LaSalle has been appointed to handle the sale of the Holiday Inn Sydney Airport, with expressions for interest from potential buyers open to 01 Oct.

IHG hold a current management deal which expires in Dec 2016.

VS revamps network

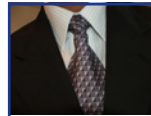
VIRGIN Atlantic has announced its route plans for the upcoming season, including the cancellation of four long-haul destinations.

This year VS will not operate seasonal flights from Heathrow to Vancouver effective 12 Oct, while 01 Feb will see the suspension of operations to Mumbai and Tokyo.

Virgin Atlantic's seasonal London-Cape Town route will also not be operated from 27 Apr.

The moves are part of a revamp associated with the airline's joint venture operations with 49% owner Delta Air Lines, which will instead see a boost to transatlantic operations.

This includes a proposed new daily service from London to Detroit, a second daily Los Angeles flight, fifth daily New York JFK service, second daily seasonal Atlanta flight and five extra services to San Francisco.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday 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, send us an email at appointments@traveldaily.com.au.

Following a strategic review, **The Walshe Group** and its parent company **Southern Travelnet** have shuffled its management ranks, with **Stephen Tanner** named as General Manager Group Business Performance. **Nigel Bale** has been promoted to the role of Group Operations Manager, while **Gareth Williamson** has taken on the duties of Sales & Marketing Manager for Walshes World New Zealand. Elsewhere, **Yusuka Oki** has become the General Manager New Zealand at Southern Travelnet, with **Masa Inoue** to the role of General Manager Australia. **Michael Hall** has been named as General Manager of Experience Travel. Based in Sydney, **Georgina Plimmer** is the new Commercial Services Manager for Southern Travel, alongside **Jane Wilson** as General Manager Group Business Development.

Tasked with leading the hotel's commercial functions, **Jan Jansen** has joined **Hilton Sydney** as the new Director of Business Development.

G Adventures has named **Jamie Sweeting** as the new head of its non-for-profit foundation Planterra. Backed by a career in environmental roles, Sweeting will be in charge of leading the firm's sustainability initiatives.

Three senior appointments have been announced at the **Globus** family of brands, with **Peter Douglas** joining later this month as the firm's new National Sales Manager. In addition, **Adam Mussolum** has been promoted to National Marketing Manager, while **Gabrielle McCarthy** has also moved to take on the role of Inbound Manager.

TripAdvisor for Business has welcomed **Angie Vaux** as its Commercial Director for the Asia-Pacific region. Vaux will oversee the local sales team.

Tourism industry veteran **Julie Rogers** has joined the **Rocky Mountaineer** APAC sales team as its Brisbane-based Group Sales Manager. Rogers will work to develop sales for the Canadian train in the Queensland market.

Air Tahiti Nui country manager for Australia/New Zealand **Mark Hutchinson** will relocate to Papeete next week for his new role with the airline as Commercial and Marketing Director.

Tourism New Zealand has appointed **Steven Dixon** as its new Regional Manager - South and South East Asia, taking the role from Nov. He replaces Mischa Mannix-Opie who was with the firm on a contract basis.

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If you're reading this, maybe it's fate, maybe it's good ad placement, or maybe you just really need a new job – either way, read on to see if a career at The Travel Authority Group is right for you.

Corporate Sales Manager - Sydney

In this new role, you will be formally managing our new business development process, strategically targeting new clients and securing business leads. Experience in a similar previous role is required as you will be taking the lead in conducting client meetings, submitting client proposals and responding to tenders. Good communication skills are essential and individuals should also have a sound understanding of the travel industry.

Manager - Events - Sydney

This sales-focussed role requires a lot of experience and understanding of the events industry. Essentially, you will become the face of our highly respected events division – The Events Authority and will manage the sales process, as well as the day-to-day operations of the team, being solely responsible for the growth and profitability of The Events Authority. As a leader, you must focus on solutions and manage the whole range of relationships from clients to suppliers to co-workers. But, of course, you knew that. This role also requires an individual who is prepared to travel, targeting new clients and conducting client meetings – but you knew that too.

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Air Canada crowns ice hockey champs

Thursday 4th Sep 2014

THIS year's Australian Ice Hockey League's (AIHL) grand final may have been fought out between two fierce Melbourne rivals, but the event had a distinctly Canadian flavour.

As the League's new national sponsor, Air Canada's maple leaf logo was embedded in the centre of the rink at the Melbourne Icehouse (**below**), while Melbourne Sales Executive Neil Westaway tossed the puck and GM Australia Paul McLean presented the victorious Melbourne Mustangs with the Goodall Cup – the world's third oldest ice hockey trophy (**right**).

Ice hockey is a fast-growing spectator sport in Australia, with arena attendance exceeding 100,000 for the first time this year and hundreds of thousands of people watching the matches on Fox Sports - a trend AIHL Commissioner Robert Bannerman says is "due in large part to Air Canada's sponsorship and support".

This year's final and the semi-final matches will feature on Air Canada's in-flight entertainment over the next two months.



BELOW: Maybe not such a good view of the game? One of the Mustangs fans shows his devotion.



LEFT: The STA Travel team get up close and personal with some of the "players".

Peter Weber and Simon Bell are in the back row, and in front from left are Jenna Nation, Jess Ford, Laura Lucas, Nathaly Naughton, Craig Hect and Thomas Lubbock.

ABOVE: APT's Alexandra Pisker with her son Michael; David McNabb and Neil Westaway of Air Canada and Orient Express Travel Group ceo Tom Manwaring.



LEFT: What the puck?! Neil Westbury, Air Canada sales executive Melbourne gets the semi final going.

ABOVE RIGHT: Air Canada gm Paul McLean (centre) with Simon Gandy and Federico Zamudio of Melbourne Airport.



FAR RIGHT: APT Services Support and Air Manager Alexandra Pisker holds the Goodall Cup with Air Canada's Neil Westaway.

RIGHT: The Melbourne Mustangs and Melbourne Ice battle it out for the Goodall Cup, the world's oldest ice hockey trophy.



New BA codeshare

BRITISH Airways has signed a new codeshare agreement with AirBaltic, covering ten services weekly between Gatwick & Riga operated in the summer season.

United puts agents to the test



TRIVIA boffins in Melbourne, Auckland and Wellington were recently identified at a series of trade trivia nights hosted by United Airlines.

Over the three events, more than 250 agents turned out for a fun evening of networking and putting their knowledge of cities in the USA to the test.

Puzzling attendees were a fast-paced series of questions on general pop culture, California, Las Vegas, San Francisco, New York and United Airlines itself.

Sponsoring the events was Visit California along with Brand USA and the Las Vegas Convention and Visitors Authority, with the Anaheim/O.C. Visitor and Convention Bureau supporting the trivia nights in New Zealand.

Agents were tested to see if they knew about the carrier's

new routes and aircraft upgrades on Australian routes, with B777 aircraft now serving SYD and MEL, and from next month, the B787 Dreamliner to the Vic capital.

Two lucky winners in each city took home a special trophy and a prize consisting of flights to the US and accom in LA, Las Vegas, San Francisco and New York City.

Pictured above is one of the winning teams at the Melbourne event, from left in the back row is Stella Makrigiannis, BCD Travel; Kirsten Christoffersen, BCD Travel; Kate Cuthbertson, United Airlines; Jenna Harkness, BCD Travel; Stephanie Senia, BCD Travel and Noel Rose, BCD Travel.

Front Row: Michelle Grech, BCD Travel; Jesse Iannello, BCD Travel and Henry Subratha, BCD Travel.

HPL closes at Rihiveli

HOTEL Properties Limited (HPL) has disposed of its ownership interest in M.A.T. Maldives to Castaway Maldives Pty Ltd.

The interest referred to the Rihiveli Beach Resort Maldives, which has been managed by HPL for the last ten years.

WIN A TRIP TO VANUATU

In September, **TD** is giving readers the chance to win a holiday to Vanuatu, courtesy of **Vanuatu Tourism Office**.

The prize includes return economy class fares to Port Vila with Air Vanuatu, airport transfers, five nights accommodation at Grand Hotel and Casino and a Glass Bottom Boat Trip, for two.

Every day this month **TD** will ask a different question about Vanuatu. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email answers to: vanuatucomp@traveldaily.com.au

Q4: Do Australian passport holders need a Visa to enter Vanuatu?



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One&Only expands

BAHRAIN will become the next destination for high-end resort operator One&Only, after Kerzner Int'l Holdings signed a deal with Bahrain-based Sevens Holding.

A 150-room luxury resort will be developed, to be opened in 2016.

Asian hotel collection

HOTEL sales and marketing firm Premier Hotels of Asia has launched a new collection of independent, boutique properties to be promoted to travellers.

Entitled the Premier Hotels and Resorts Collection, the range will be organised in eight categories based on experience under a new www.premierhotelsasia.com website for easy reference.

Categories include Luxury, City Hotels, Safari, Spa and Wellness, Beach & Mountain, niche interest, villas and palaces.

Rwanda prevention

THE Department of Foreign Affairs & Trade has issued a travel update for Rwanda reflecting recently adopted preventative measures to limit the spread of the Ebola virus.

In an initiative similar to what was implemented by the Botswana Government, travellers who have visited Ebola-affected countries including Guinea, Sierra Leone and Liberia (**TD** 20 Aug) will be unable to enter Rwanda.

However, Rwanda's stance is slightly less severe than that of Botswana's 30-day exclusion, with Rwanda's just 22-days.

Any non-resident with a fever of 37.5 degrees or above will not be allowed to enter the nation.

MEANWHILE, authorities in Namibia have suspended entry of all people travelling from nations affected by Ebola, with an exception for Namibian nationals.

3K renew safety audit

JETSTAR Asia has announced it has successfully completed the IATA Operational Safety Audit and has subsequently been renewed on the IOSA Registry, confirming the carrier's safety certification.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Due to maternity leave in both Brisbane and Sydney, AA is recruiting two talented account managers to service the recruitment needs of our top client accounts. Your role will involve interviewing candidates and assessing their career opportunities, short-listing talent for senior vacancies, reference checking, account management and business development.

You will enjoy an excellent salary plus bonus structure, advanced on the job and professional training, opportunity to work with the best names in the industry and long term career prospects; as well as access to our annual 5 star conference & other team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent client account management experience, strong communication and interpersonal skills and the ability to work well in a team.

Want to know more? Contact our MD today 02 9231 6377.

CORPORATE TRAVEL FOCUS ONLINE IMPLEMENTATION MANAGER PERTH - SALARY PACKAGE TO \$70K+

Working in the online support and training team, you will be a vital part of the development of the online booking tool for this Global Travel Management Company.

Your role will include client presentations and training, together with testing and trouble shooting. You will create training manuals and online policies and be responsible for investigating issues. Put your career in top spot and join this winning TMC today.

STRONG CONTRACTING EXP REQUIRED NATIONAL ACCOUNT MANAGER/BDM SYDNEY - SALARY PACKAGE \$90K PLUS

This fantastic new role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation and contracting skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel.

Your friendly personality, presentation skills & creative ability is required here.

CORPORATE SALES YOUR FORTE? CORPORATE BUSINESS DEVELOPMENT MANAGER MELBOURNE – SALARY PACKAGE TO \$90K

A leader in their field, this corporate agency is one of the most up and coming travel companies in Melbourne. Utilising your polished corporate sales experience, you will be targeting the SME market and developing strategies to increase sales and grow revenue. Building strong ongoing relationships with key personnel will see you succeed. If you have a proven track record in corporate sales and are seeking a new challenge, this is your calling.

MAKE YOUR MARK ON THIS OFFICE CORPORATE TRAVEL OPERATIONS MANAGER PERTH - SALARY PACKAGE \$90K PLUS

Do you have the ability to carve out a productive team who can work cohesively while also delivering to agreed service levels? This is your chance to join a well-known name in the corporate travel world giving your CV that boost it needs.

You will come from a corporate travel company with leadership skills, strong communication, drive to succeed and strong presentation skills, you will love this next challenge in your corporate career.

A SERKO EXPERT CLIENT RELATIONSHIP MANAGER – TRAVEL OPERATIONS BRISBANE – 6 MONTH CONTRACT \$75K PKG PRO RATA

This leading travel management company has a diverse portfolio and requires an experienced Serko consultant to join them on a 6 month contract. Working closely with internal and external clients you'll be responsible for handling the seamless implementation of new and existing clients onto the company's online booking tools. Your knowledge of technology & upcoming developments will be the key to addressing system gaps and improvements.

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Searching for a company which has a product that can be easily sold to make it easy to reach targets? This fantastic new sales role has a vacancy open with your name on it.

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Working in partnership with the Australian Travel Industry

Temporary Ticketing Consultant – Urgent!
Brisbane International Airport \$Hourly rate\$ Ref:1288PS1

Amadeus ticketing consultant needed urgently! Do you have current experience looking after complex flight itineraries and all aspects of ticketing including re-issues, re-routes and refunds? If you are available for immediate start for a short term 6 week temporary assignment where you will be working 9-5 Monday – Friday for a leading airline then I'd love to hear from you. A lovely working environment and excellent hourly rates are on offer. Interviewing NOW!

For more information please call Peta on (02) 9113 7272 or click [APPLY](#) now.

Travel Sales Representative
Sydney – Competitive : 1154SJ2

A leading travel wholesaler is looking for a business development executive to help promote their niche product across the NSW travel market. If you are a travel consultant but want to move away from consulting then this is for you. Predominantly on the road you will visit clients & increase your company's market share while also sourcing new business. A golden opportunity for a candidate looking for a more diverse role with a real chance to progress in your travel career.

For further information please call Sarah on (02) 9113 7272 or click [APPLY](#) now

Leisure Travel Agency Manager
Melbourne \$60-70kDOE Ref:1269KF2

Outstanding Travel Agency Manager Opportunity for a fantastic and well respected specialist boutique company! Do you have strong travel industry experience and a proven sales record? This leading company are looking for an experienced Leisure or Wholesale Branch Manager or Team Leader/2IC to step up into this full time, permanent position. Excellent benefits are on offer for the right person and you will receive a fantastic salary plus superannuation & bonus.

For more information please call Kate on (02) 9113 7272 or click [APPLY](#) now.

Corporate Travel BDM
Perth \$50-85K OTE Ref:1243LB1

Amazing new opportunity! Ready to leave consulting behind and get involved in business development? No two days the same! If you have a great sales record, and looking to move into the corporate world then this global company is for you. You will be sourcing new leads, building rapport with our clients and developing relationships with key accounts. Uncapped earning potential and great lifestyle on offer for outgoing and enthusiastic travel industry professionals!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

Online Travel Consultant
Brisbane CBD Area \$45-\$50K DOE Ref:1161PS1

Do you have solid international fares knowledge and enjoy a fast paced work environment? If you enjoying working predominantly on email and can work autonomously within a small team environment this role with a growing independent many be the fresh challenge you have been looking for. Suitable candidates will be Galileo trained and able to work shifts from 0700 – 2000 with weekends 9-5 rostered once a month. Full ticketing training will be given to the right candidates!

For more information please call Peta on (02) 9113 7272 or click [APPLY](#) now.

Cruise Consultant
Sydney - \$50k – Ref: 671SJ1

All Aboard and Cruise into your new career! Do you have good cruise product knowledge & travel sales experience? A leading & reputable travel provider is ever expanding due to on going success & are looking to recruit an experienced Cruise Consultant for their busy office. Selling luxury international cruise itineraries to a loyal clientele following & enjoy great perks & benefits in return for your hard work. I'm looking for an ASAP start so get in touch today!

For further information please call Sarah on (02) 9113 7272 or click [APPLY](#) now

Assistant Retail Travel Manager
Melbourne \$48-\$53k DOE Ref: 1325MD1

Have your cake and eat it too! Only minutes away from the CBD an excellent position has just opened up in a fast paced North Melbourne store. If you are looking for a career change and would like to get your work life balance back then please read on! As there is potential for advancement into management we need candidates to be extremely focused, ambitious, have strong airfare and product knowledge and have worked on a GDS previously. Apply now if this is you in a nutshell!

For more information please call Megan on (02) 9113 7272 or click [APPLY](#) now.

Online Travel Project Manager
Perth \$80-\$90K OTE Ref: 1298LB2

A fantastic opportunity has arisen for an Implementation Manager in this leading corporate travel company. You will be responsible for seamless implementations and project management of online booking tools Serko and Concur travel. This is a diverse role working predominately with the Area Managers and Business Development Managers on both new implementations & existing clients, with ongoing support. Those with travel industry related experience will be highly regarded!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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