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# New Sabre agent system

SABRE Pacific has today announced the global launch of a revolutionary new platform for travel agents which it says will boost efficiencies and increase agency revenues.

Dubbed 'Sabre Red', ceo Gai Tyrrell said the system is the result of "extensive market research, usability testing and customer input...to bring something unique, compelling and innovative to market that genuinely meets the needs of agencies today, tomorrow and in the future".

It's based on an extensible open platform called the Red Workspace, which will also allow agencies to integrate their own applications and tailor consultant workflow to operational needs.

New capabilities include the ability for agents to shop and book travel by total price including ancillary fees, as well as provide a range of web and mobile traveller self services.

Sabre Red also includes a new Mobile Traveller Messaging Service which will enable agents to

#### NT training online

**TOURISM NT** is inviting agents to discover more about the Territory via its online training program - more info on page 10.





automatically provide information to travellers at specific times and locations such as pre-trip alerts, delay notifications and even welcome home messages.

It also features Preferred Supplier Optimisation to boost sales of preferred product by managing offline and online displays, and post-booking automation claimed to save up to 20 minutes per transaction.

Existing Sabre users will be progressively migrated to the new system, which is also multi-GDS capable enabling agencies using more than one GDS to provide a standardised workflow.

Tyrrell said Sabre Red would help agencies create and maintain customer loyalty, with further capabilities to roll out throughout 2010 and into 2011.

#### SOO competition

DON'T forget to get your tips in for the next round of our exclusive State of Origin rugby league competition tonight.

The travel industry reader with the most accurate answers to a series of questions over the three games in the series will win two night's accom including a buffet breakfast for two at a VIBE hotel.

The questions for Game 2, due by 6.30pm tonight by email to soocomp@traveldaily.com.au are:

- 1. What do you predict the score will be for Game 2?
- 2. In what minute of Game 2 do you predict the first try will be scored?
- 3. In Game 2, which player do you think will be awarded Man of the Match?

#### 7 pages of news

Travel Daily today has seven pages of news and photos, plus full pages from:

- AA Appointments
- China Holidays
- Tourism NT

# D MALIO TAR O STORE

Bangu goes Dutch LONG-TIME head of South

SSN 1834-3058

African Tourism in Australasia, Bangu Masisi, has been appointed as the organisation's country manager for the Netherlands.

Masisi has been running the Sydney office since 2004, during which time Aussie annual visits to South Africa grew to 100,000.

Her new role will also see her manage Belgium as a 'watch-list' market for South Africa, and she'll take up the position in Sep with a replacement set to be appointed shortly.

Travel rewards & incentive program

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Sydney. Start 21st June, 3-4 month assignment. Assist overseas agents on calypso booking issues. Must have strong calypso experience. Top hourly rate \$\$\$ Apply Today! call or email:kristi@inplacerecruitment.com.au

#### MasterChef Joyce

**QANTAS** head honcho Alan Joyce and the carrier's First and Business class menu designer, Neil Perry, will appear on tonight's episode of Network 10's wildly popular Masterchef cooking show.

The cook-off, to be broadcast from 7.30pm, will take place onboard one of Qantas' A380 superjumbos.

# Discover the Bear Essentials

Book your clients on a journey to discover Alaska's amazing wildlife at Katmai Wilderness Lodge offering some of "the world's most spectacular bear viewing".

4D/3N tour departs every Sunday from Kodiak. Tour costs from \$3,704\* per person twin share (\*Conditions apply).

Includes: return float plane Kodiak to lodge, full board accommodation, beer, wine, soft drinks, guided trips.

For enquiries contact Natural Focus Safaris on 1300 363 302 or email info@awsnfs.com www.naturalfocussafaris.com.au







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

# **Domestic 'holding strong**

FEDERAL tourism minister Martin Ferguson has hailed figures from the govt's National Visitor Survey which he says show domestic tourism is performing well "despite challenges from a competitive international market".

The figures indicate positive growth in the Mar 2010 guarter for both visitor expenditure and day trip visitors, along with a small recovery in business travel.

However the growth was mostly driven by day trippers - up 9% with domestic visitor nights actually 1% lower than the previous corresponding period. And although domestic business

travel has recovered from lows plumbed during last year's GFC,

#### QF Tahiti waiver

**QANTAS** is providing passengers with tickets to Tahiti for travel on or before 17 Jun the option to defer travel or bypass the Pacific island as part of their itinerary, due to the strike ther (TD yest.), which has now ended.

Qantas' Tahiti waiver allows pax booked on a QF flight number on a codeshare aircraft to alter their travel dates to a new date prior to 17 Jul, with no fee applied.

Agents can revalidate tickets inhouse if validated by QF with the authority code '559911' in the tour box, up until midnight 17 Jun.

MEANWHILE, Air Tahiti Nui has begun operating a limited number of relief services from Papeete to Los Angeles, Auckland and Tokyo to evacuate some of the 3,600 pax stranded following the strike.

Passengers and agents are advised to check the carrier's website for the latest info, at www.airtahitinui.com.au.

The Art of Touring in Style

BONUS

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**Double World** 

**Rewards** points

on selected

Winter itineraries

it's still only just ahead of where it was a year ago - and the longterm trend for most measures of domestic travel continues downwards.

For the year to 31 Mar domestic overnights were down 3% and visitor expenditure remained steady at \$42.9 billion.

Ferguson said the industry "now has to rise to the challenge of encouraging visitors to stay overnight", with key initiatives including the government's 'No Leave No Life' campaign along with the new Tourism Australia 'There's Nothing Like Australia' promo, which includes a schedule of domestic marketing activity.

He said the rollout of the National Tourism Accreditation Framework would help businesses compete for the domestic market on the basis of quality "and give them the opportunity to convert day visitors to overnight visitors".

HOWEVER the lacklustre long term domestic performance is in contrast to the figures for outbound travel by Australians in the report, which shows that despite the economic crisis Aussies are travelling overseas more than ever.

For the 12 months to 31 Dec Australians aged 15 years and over took 5.6m int'l trips, spending a total of 112 million nights abroad.

The average overseas trip duration was 20 nights, with the most popular destination being New Zealand at 16%, followed by the USA and Canada (11%), Indonesia (9%) and the UK (7%).

More than half of the overseas travel (55%) was for holiday purposes - the full report is now online at www.ret.gov.au/tra.



10 GOOD REASONS TO VISIT NEW CALEDONIA

Aircalin For the other 9 REASONS

Easy to get there

**Aircalin flies** 8 times weekly

from Sydney

and 3 times

weekly from

Brisbane.

CARS can't fly - but that didn't stop two scenic flight pilots in Queenstown, NZ from racing a vehicle down the ZQN runway in the middle of the night.

The pair were spotted by staff and also recorded by security cameras around midnight on 09 May after apparently gaining access to the runway using their airside security passes.

Reports don't say what speed they reached during the stunt, which was considered to be serious because of the possibility the car could have left debris on the runway and jeopardised aviation safety.

"They put people's lives at risk and abused their access privileges, " said Queenstown airport ceo Steve Sanderson, confirming that the pilots had been banned from the airport for the next two years.

SWEET-TOOTHED travellers will love a new attraction at Hershey's Chocolate World in the US which invites guests to create their own candy bar.

The 'first-of-its-kind interactive chocolate factory experience' in the quirky town of Hershey, Pennsylvania, "will allow each guest to play the role of a chocolate innovator," said a Hershey spokeswoman.

Guests dress up in factory aprons and helmets and pull levers to dispense ingredients into their personalised bar, which is then drenched in chocolate and visitors can even design their own packaging.



#### Sales and Marketing Executive, Sydney

Air Mauritius, an international airline, operating out of its base in Mauritius has an exciting and challenging position for its office in Sydney.

A detailed job description is available on the Air Mauritius website with details of how to apply http://www.airmauritius.com/vacancies.htm

#### THAI's *50th* Anniversary Sale

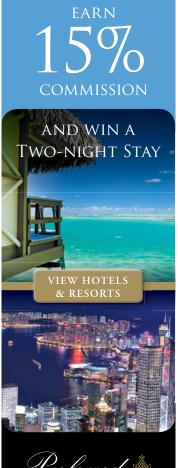
Thailand from \$500\* Vietnam from \$700\* Europe from \$1,200\*

\*Return airfares. Taxes to be added. Check fare grids for details. www.thaiairways.com.au

#### JTG+Moneydirect

JETSET Travelworld Group has announced a new agreement with Moneydirect, which will see the Amadeus/Sabre joint venture as the preferred payment processing solution for all of JTG's retail travel brands including Jetset, Travelworld and affiliates.

Moneydirect gm Asia Pacific, Peter de Maria, said the move meant that more than 600 travel agents have the opportunity to use the system "to pay every major wholesaler and supplier in Australia, including all of JTG's preferred land supplier partners."







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### ACB/TA buddy up

THE Adelaide Convention Bureau is partnering with Tourism Australia in a bid to raise delegate numbers to over 1,000 for the Biennial Congress of the World Council of Enterostomal Therapists, being held in 2012. It's hoped that the joint effort

will generate an economic impact for South Australia of \$4.8 million.

The project is the latest initiative to be announced as part of a \$2m pact between Tourism Australia and the business events sector, as flagged earlier this year by *Travel Daily* (*TD* 02 Mar).

"The partnership with Tourism Australia allows us to introduce new and more impactful delegate boosting activity...to raise awareness of Adelaide and the 2012 congress," said ACB director of sales & marketing Martin Radcliffe.

The WCET event will take place in Apr 2012, and is forecast to attract 6,165 bed nights to South Australia.

Other funds from TA will be allocated towards the Destination SA annual showcase in Jul.

#### **SmartGates in WLG**

SMARTGATE customs processing kiosks were yesterday rolled out at Wellington International Airport, available to pax on trans-Tasman flights with electronic passports.

WLG is the second NZ airport to install SmartGates behind Auckland which added the units in Dec.

#### **Brisbane to Moree**

QANTAS affiliate Brindabella Airlines will launch a direct weekday service between Brisbane and Moree next month.

The carrier's chief executive officer, Jeff Boyd said the move is part of an "ongoing commitment to enhance accessibility to and from Australia's regional communities."

The 1-hour service will start up on 05 Jul, subject to regulatory approval.

# Which one's Wang Wang?

World's 5-star airline.

gatarairways.com



#### **Ansett clarification**

THE Ansett administrators have today been besieged with calls from former employees after a number of mainstream media reports that claimed payments of staff entitlements after the collapse had been finalised.

In fact the administration is continuing, with the incorrect stories resulting from a report tabled in the Senate yesterday detailing payments under the government's SEESA fund, which only covered full payments for staff with under 4 years service.

Administrator KordaMentha said further payments to staff aren't expected for two years, depending on the status of asset sales.

#### National Business Development Executive

Executive HOLIDAYS Fiesta Holidays' is seeking an experienced, customer focused National Business Development Executive to be based in our head office in Perth

The successful applicant will have a minimum 3-5 years travel industry experience preferably with Business Development background, a strong customer focus and a proven sales record. If you feel you're the right person for this role and are already permanently based in Perth, please forward your CV to Steve Douglas, General Manager – steve@fiestaholidays.com.au

Applications close on Monday 21<sup>st</sup> June 2010

travelctm.com



#### Fares Desk Consultant - Sydney (other locations considered)

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CORPORATE TRAVEL MANAGEMENT



ABOVE: Tourism Australia and

the South Australian Tourism

Commission were hosts to 10

retail agents attending ATE last

to become more familiar with

Adelaide and the Barossa.

a trip to Adelaide Zoo.

(while the real ones walked

month, giving the group a chance

The group also visited the Giant

Pictured with the statue Pandas

Pandas, Wang Wang and Funi, on

around their multi-million dollar

are: Susan Laybutt, Leah Squire,

enclosure) back row from left

Wendy Brown, Chelsee Smith,

Sonya Mewett, Dinah Mantle,

Nicholas Rone, Amanda Devlin.

### Brandon and the ladies



ABOVE: This happy group of agents were recently treated to a Highlights of Tanzania safari, courtesy of Africa Travel Specialists and Emirates.

Pictured above at the Frumeti Serengeti Tented Camp back row from left are: Kerry Fox, Travel Studios; Debra Kruk, African Travel Specialists; and Brandon Norton, Ballina Cruise & Travel.

Middle Row: Lyn Carter, Jetset; Caroline Stanley, Flight Centre;

#### Oil spill guarantee

**ONLINE** travel company Orbitz Worldwide is offering an 'Open Beach Guarantee' for guests booking a Florida holiday, which will provide a refund should the beach at a customer's destination be closed due to the BP oil spill.

The firm says the guarantee, which is in place until 31 Jul, offers peace of mind to travellers and is may be extended to other Gulf Coast destinations.

Jeanette Collinson, Latitude Cruise & Travel; Judy Tanner, Aurora Travel; Susie Blythe, Harvey World Travel East Ivanhoe; and Veronica Baillie- Noosa Cruise & Travel.

Front Row: Vicki Mortimer, Travelscene; and Trish Larfield, Travelscene.

#### QF/BA Italy seats ok

QANTAS has received approval from the International Air Services Commission for an allocation of 400 third-country codeshare seats per week (each way) between Australia and Italy, requested earlier this month (TD 31 May).

QF plans to use the capacity to expand its codeshare pact with British Airways, by codesharing on BA's services on the London-Rome and London-Milan routes.

Under terms of the IASC's fiveyear determination, "only Qantas is permitted to utilise the capacity" by no later than 31 Jul.

#### Kids fly free 2 Palau

AUSSIE online travel agency Pacific Dive Holidays is offering a kids fly free deal on PacificFlier services between the Gold Coast and Palau when booking a select package from now until 31 Jul.

Options include a 5 day Dive package priced from \$2,210 per adult twin share, a 5 day Dive/ Land package from \$2,160pp or a 3 day Land Lubber trip which starts at \$1,840 per adult.

The deals are available to book before 30 Jun, for more details see www.pacificdiveholidays.com.

#### Sportsnet buys TST

**SPORTSNET** Corportation has acquired Brisbane-based Total Sports Travel (TST) to create what it says is Australia's largest sporting travel company.

The deal will see the rugby specialist, Total Sports Travel, retain and continue to operate under its current brand.

Executive chairman and founder of Sportsnet Corp., Rob Cecconi said the move will "bring to market an all-new culture of innovation and long term customer-focused thinking", while broadening the reach of the TST brand into Melbourne.

Mike Jones, founder of TST said: "We are joining forces with Sportsnet because there is a huge opportunity to utilise each other's strengths and move even faster towards our vision of delivering a world class experience to our customers. suppliers and employees."



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#### AF corporate app.

AIR FRANCE is boasting that it's the first airline to launch a mobile version of its corporate website mobile-corporate.airfrance.com.

The website has over 650 pages, 700 photos and 85 real-time videos, some behind the scenes videos and short interviews that are exclusive to the mobile site.

#### Live Free sign ups

CREATIVE Holidays says it's had a "positive amount of agent support" for its Live Free! agent incentive (TD 10 May) since its launch last month, with thousands of agents already logging on to take part in the promotion.



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F & J Class hotel offer\*

400 international awards and over 100 destinations worldwide including 25 in Europe. Emirates will also be flying to Madrid from 1st August 2010.\*Offer available until 31st August 2010. First Class passengers can enjoy a two-night stay in Dubai and Business Class passengers a one-night stay. Conditions apply. For more details contact your Emirates Sales Team or the Emirates Customer Service Centre on 1300 880 599. EMI2539

#### Elite web overhaul

ELITE Resorts has announced the completion of a website upgrade, optimising site loading times by over 50%, along with a redesign of all search functions, new SD and HD videos, new blog pages and compatibility with mobile devices - for details see www.eliteresortsofasiapacific.com.

rate on the internet.

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#### IATA Thailand fraud

ALMOST \$20 million has gone missing from IATA's BSP in Bangkok in a massive fraud which has hit 84 airlines.

The Bangkok Post reports that the scam involved fake bank statements and reconciliations, with money due from Thai agents between Jan 05 and Aug 09 not arriving at IATA's clearing house. The IATA staffer suspected of

the fraud was found dead last Aug. Agents unable to produce

payment records for an IATA probe are being threatened with expulsion from BSP.

#### New Qantas CFO

QANTAS Airways Group Exec. Finance, Mr Gareth Evans has today been named as the carrier's chief financial officer, after acting in the role since the sudden resignation of Colin Storrie earlier this year (TD 02 Mar).

Evans is also a director of the Qantas Foundation and JTG.

#### **Boeing 737 boost**

BOEING says it is expecting to lift its production of narrow body 737 aircraft from 31.4 to 35 per month by early 2012.

#### AC add 5T c'share

AIR Canada has commenced a codeshare deal with Canadian North (5T) which will see the domestic carrier's flight code appear on 16 routes operated by the Canadian flag-carrier.

# **CATHAY PACIFIC**

#### **Business Development Executive (Melbourne)**

Cathay Pacific Airways is seeking an experienced, full-time Business Development Executive Corporate at our Melbourne Sales Office. The candidate is responsible for identifying and achieving specific revenue targets from retail and corporate travel accounts, whilst maintaining valued existing accounts.

The candidate must possess and demonstrate the following criteria:

- Extensive experience in the travel or travel related industry
- Proven ability to identify key incremental revenue opportunities
- Proven ability to achieve sales revenue targets
- Analytical & problem-solving skills
- Proficiency in PC skills including Microsoft, Powerpoint, Excel
- · Excellent negotiation, presentation and communication skills
- · Ability to manage own time, with minimal supervision

An attractive salary package will be offered to the successful candidate. Please send your resume to:

**Business Development Manager VIC** Cathay Pacific Airways Level 3, 31 Queen Street MELBOURNE VIC 3000 or email: Jason\_Aghan@cathaypacific.com

#### Applications close 18 June 2010.

Please note, only those applicants who are successful in gaining an interview will be notified.

# **Nick moves Virgin to Virgin**

VIRGIN Atlantic public relations moving on after five years with the carrier - but will keep his Virgin-ity by moving across to sister brand Virgin Money.

Yesterday he hosted an intimate farewell lunch for some of his closest industry supporters including the

Hong Kong Tourism Board, Accor Hotels and VisitBritain.

Nick said that he was sad to leave the travel industry, and hoped that by staying within the Branson empire he might get the chance to return to the fold in the future.

"I want to thank all the people who have supported Virgin Atlantic over the last five years and hope the group continues to

#### **Express incentive**

EXPRESS Ticketing has launched a new 'Trip of a Lifetime' incentive, available to agents booking Singapore Airlines and Silk Air airfares.

The major prize includes two Business class seats to Singapore, two nights suite accom at Marina Bay Sands, two nights at Resorts World Sentosa in a suite, S\$5000 spending money and a Create your own Singapore experience at Yoursingapore.com (valued at S\$2000), plus limousine airport transfers.

Second place prize is two economy class tickets to Europe and third prize is two economy tickets to Singapore.

The incentive period runs from 01 Jun to 31 Dec, through Express Ticketing, Select Travel Group and 1ndependence networks.

For more details on the promo visit - expressticketing.com.au.



soar even without me," he said. Larkworthy is pictured above back row centre with David Law of Text Pacific; middle row: Miryana Power, HKTB; Sarah Styles, VisitBritain; Belinda Gurd, Virgin Atlantic; and Kat Thomas, One Green Bean.

Front row: Ben Alcock of Explore Holidays; Gaynor Reid of Accor Hotels; and Rob Atherton, One Green Bean.

#### Alitalia engine fire

AN Airbus A330 operated by Italian flag carrier Alitalia has been forced to return to Boston Airport in the USA after one of its engines caught fire.

Flight 615 was en route to Rome with 247 people on board, with TV footage showing it taxiing on the tarmac with smoke pouring from the engine.

#### **BA to Cancun**

BRITISH Airways has announced the launch of twice weekly 777-200ER flights to Cancun from

London Gatwick, starting 03 Nov. BA will be the only UK scheduled airline offering direct

services on the route. The carrier has also launched a

new private jet service within North America and the Caribbean in partnership with Cessna charter subsidiary CitationAir, with flights bookable online.

STAR CLIPPERS CRUISE UNDER FULL SAIL ABOARD THE LARGEST MODERN TALL SHIPS Hi from santorini

watching the seagulls swooping down trying to pluck the brilliant colour from the water. Then strolling down cobblestone alleyways under Helios golden Gaze we found our way to a fun taverna. Bye for now, our octopus salad fouzo are coming!

Love Jof Pete



from May until October 2010&2011 See a virtual tour www.starclippers.com

We had breakfast on deck







ABERCROMBIE & Kent and V Australia recently were hosts to a group of agents on a luxurious seven day famil to Zambia.

The trip enabled the group to exclusively experience the A&K Sanctuary Lodges Puku Ridge Camp in Luangwa National Park, Kulefu Camp in Lower Zambesi and Sussu and Chuma Camp in Livingstone.

Pictured above on the deck at Kulefu Camp overlooking the Zambesi River *from left* are: Frances Medham, Atour Travel Cherrybrook; Louise Glaser, Sabra

#### InterCon Cartagena

INTERCONTINENTAL Hotels Group has signed an agreement with Espacios Urbanos S.A to manage a new InterContinental property in Cartagena, Colombia.

The new-build property is InterCon's 23rd in Latin America and the Caribbean, and will open in early 2013. Travel; Alison Thomas, V Australia; Beth Ellicott, Abercrombie & Kent; Jenny Gill, HWT New Farm; Rebecca Mills, Trailfinders; and Peter Sherwood, HWT Hornsby.

#### **Philippine freedom**

PHILIPPINE Airlines has released an Independence Day 'Freedom Filipinas' airfare priced from \$956 ex SYD, \$937 ex MEL or \$960 ex BNE to Manila, which includes a free flight to one of the country's tropical islands.

The deal is on sale until 25 Jun, for travel 16 Aug - 27 Nov.

For more info call 1300 888 725.

#### Canonisation hotel

HARVEST Pilgrimages is offering a six night 'Rome Pilgrimage' package staying at the same hotel Mary MacKillop stayed in in 1873, the Anglo Americano Hotel, priced from \$3,990ppts.

For more details or to book visit - www.canonisationtravel.com.



HRG Australia - A leading global travel management company currently has several opportunities for the right people in the following roles:

#### **Business Development Manager - (Brisbane)**

We are looking for experienced, driven and focused Business Development Manager based in our Brisbane office.

The successful applicant will have; existing travel management experience, strong industry relationships, a thorough knowledge of sales principles, and a proven track record of success. You will also have excellent communication, organisational and presentation skills. If you are self motivated and have proven sales success then this is the role for you.

#### Strategic Client Manager - (Melbourne)

This role will be suited to a person with extensive industry expertise and high level analytical and communication skills. You will be highly organised and disciplined with an in-depth understanding of industry technologies and the benefits they can bring to travel programs. You will have the ability to build strong relationships and a proven track record of successfully managing large corporate accounts. This role will give you the autonomy to make decisions and ensure that your clients travel program remains at the cutting edge.

If you have the experience for either of these roles and would like to join our dynamic team please visit our web site and send through your CV today www.hrgworldwide.com/au

Applications close Monday 28th June, 2010

organisation was now in a position to work with more private sector

operators following clarification of legislation governing the state's parks and wilderness areas.

NSW Parks & Wildlife this

operators in an attempt

morning announced that it will be

opening its doors to more private

to meet bold new visitation figures.

In 2008, NSW parks welcomed

38 million visitors and the target

National Parks & Wildlife, said the

is to lift that by 20% by 2016.

Sally Barnes, Head of NSW

"We intend to follow a more planned and structured approach to allowing private use of parks and reserves," she said.

The new move will facilitate the development of landmark operations comparable with other states like Tasmania's Bay of Fires Walk and WA's Sal Salis Camp.

Barnes highlighted a 'Light to Light' walk in Eden, Sydney's Gap Bluff Precinct and the planned rejuvenation of Jenolan Caves House as works in progress.

"All development must be in line with the conservation values of each area," she said.

She conceded that the previous legislation had made the development process harder for such properties as Emirates Wolgan Valley Resort and Q Station.



**NSW** targets wildlife tourism

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.

**CRAIGIEBURN RESORT** in Bowral, NSW will be rebranded under the **Peppers** brand from 01 Jul following a substantial refurbishment. The 72-room resort has been revitalised to provide it with a contemporary and elegant feel. The property features a nine hole golf



SIA loads climb

**SINGAPORE** Airlines has

reported an overall May load

the recovery of the aviation

market, with SIA's passenger

the month.

numbers up 8.4% to 1.315m for

**Overall Singapore Airlines** 

capacity during May was up 0.5%.

factor of 74.8%, up a healthy 7.9

points compared to a year ago.

The monthly statistics confirm

WYNDHAM

course, gym, billards room, tennis courts and beauty therapy room.

The **Wyndham Hotel Group** has signed a management agreement for a 99 apartment resort in Hervey Bay called the **WYNDHAM** 

HERVEY BAY RESORT, due to be completed by Dec 2011. The hotel will feature an Endota Day Spa, restaurant and cafe, pools and gym along with conference facilities. Work on the new project is scheduled to begin opposite the Urangan Boat Harbour in Sep.

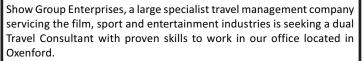
#### BMI footy winners

THANKS to the hundreds of *TD* readers who entered our bmi competition offering a prize of two double passes to this Saturday's rugby union match in Sydney between the Wallabies and England.

Congratulations to the lucky winners, Gloria Baidarman from World Business Travel and Michelle Pelley from TravelManagers.

# TRAVEL CONSULTANT

#### Want to work with the stars?



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www.hrgworldwide.com HRG Australia. A Hogg Robinson Group company

# WIN A TRIP TO THAILAND



To celebrate its 50th birthday, Thai Airways International has teamed up with Travel Daily this month and is giving travel consultant readers the chance to win a trip to Thailand for two people.

This great prize includes: two return flights with TG to Koh Samui, five nights accommodation at Sareeraya Villas & Suites, daily breakfast and airport transfers.

THAI is "Celebrating 50 years of the world's most famous Smile' and is looking for the 'Best smile on a Dial' in Thailand.

All you need to do to enter the competition is send in a picture of your favourite 'smile' taken in Thailand during a holiday or an agent famil. It can be a picture of anybody you've encountered

during your trip and must be captioned where it was taken.

The photo to the right was taken by Charmaine Lee from Zuji Australia of her husband at Patong **Beach in Phuket.** 



-

SAREERAYA

Email your entries to: smilecomp@traveldaily.com

**CLICK HERE FOR TERMS & CONDITIONS** 



## **BA double points**

BRITISH Airways is offering double points on the first 10 flights taken before 18 Nov 2010, for companies which register for its new On Business loyalty scheme (TD 14 Apr).

The SME-focused program "is part of our commitment to stimulate local business," said BA regional mgr Nicole Backo.

## Singapore spending

Travel Daily

AUSSIE tourists spent less on their Mastercards during the Great Singapore Sale this year, dropping from first to fourth place in terms of spending

Over the first weekend of the sale 28-30 May, Aussie Mastercard cardholders spent US\$1.3m, down 19% on last year's figure, while US visitors spent US\$1.9m, up 27%.

#### FULL DAY CONVERT YOUR SALES POTENTIAL WORKSHOP

Do you sometimes feel that you are more of a 'travel information service' than a 'skilled travel consultant'?

Do you need a sales refresher and reinvigoration to get you to the top of your game?

Book this course to learn powerful new techniques and behaviours that will make it possible for you to turn every enquiry into a sale.

TRAINING & CONSULTING

#### **Investment: \$275 including GST**

Click here for more information and dates in your state or call us on 1300 206 637

#### **Starwood Thailand**

**STARWOOD** is offering travel agent rates for its hotel brands in Bangkok starting from THB2,500++ per night including brekkie for two, on sale until 31 Jul; contact properties directly and quote 'TA'.



SYD PCOs explore Fiji



ABOVE: InterContinental Fiii Golf Resort and Spa played host recently to a group of Sydney based professional conference organisers (PCOs), in conjunction with V Australia.

The group was welcomed with a traditional Fijian ceremony courtesy of Rosie Holidays and were transferred to the resort to enjoy all the property's beneifts.

Included on the three day educational was a Sigatoka River Safari to Saurabu Village, a Kava Ceremony, traditional lunch, personalised treatments at Spa InterContinental and fine dining at the hotel's Navo eatery.

Pictured above on the Sigatoka River Safari, front row from left are: Errol Jones, Errol Jones Productions; Rony Bole, Rosie DMC; Ana Tabulawaki, InterContinental Fiji Golf Resort & Spa.

Second row: Justine Jones, Errol Jones Productions; Karen Jepson Conference Venues and Booking Services; Helen Walker AMEX; and Laura Tucker,

Conference Call.

Third row: Kellie Howard, ID Meetings; Daniele Grothen, Directions; Maggie Diasinos, InterContinental Hotels Group; and Anthony Jepson, Conference Venues and Booking Services.

Back row: Eldon de Los Reyes, Absoluteedge; Shelly Page, Events Authority; Tonia Ogilvie, V Australia; and Ruth Hirst, Created Events.

#### Napier jet runway

HAWKES Bay Airport, North of Napier in New Zealand, has been given the green light to lengthen its main runway which will allow jet aircraft to land there.

The airport hopes the longer runway will create competition for Air New Zealand to the North Island destination and drive down ticket prices, however Pacific Blue has indicated it has no plans to use the airport at this stage.

Construction of the longer runway, from 1310 to 1750 metres, is due to be completed by the Rugby World Cup in 2011.



Do you want to work for one of the most dynamic and highly regarded agencies in Australia?

Do you understand the demands of entertainment travel and have what it takes to service some of the most cutting edge corporate clients?

We are growing and we're looking for 2 senior travel consultants with a minimum of 5 years experience (1 in Sydney and 1 in Melbourne) who can handle the challenge.

Galileo and Tramada experience preferred but not essential.

Be part of a fantastic work environment and be rewarded for your hard work.

Expressions of interest to Tim Lane, Managing Director p.: 02 9571 5555 e: tim@travelbeyond.com.au

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#### KICK A CORPORATE GOAL! MULTISKILLED CORPORATE CONSULTANTS

SYDNEY – SALARY PACKAGE TO \$68K Are you a talented corporate cons looking for a change? Hate being in chicken coop, call centre environment? Fancy the idea of joining a global TMC who offers security, fantastic career progression, as well as world class training & a top salary? Well today is your lucky day. This global co. offers an amazing environment where you work in a private team office space, have access to an onsite gym & so much more. Apply now. This opportunity will be gone before you can say ' Socceroos'I

#### BE PART OF AN ELITE TEAM! MULTI-SKILLED CORPORATE CONSULTANTS – AFTER HOURS MELB (INNER) – SALARY PACKAGE TO \$60K (PRO RATA)

MELB (INNER) – SALARY PACKAGE TO \$60K (PRO RATA) Fancy working just a few hours a week? This medium sized corporate travel management company requires a senior travel consultant to assist in their after hours team one to two days per week (after hours). Working in a fun & professional office, you will be thrilled with the hourly rate together with the penalty rates offered. You must be able to work unsupervised & be confident in your own abilities. Amadeus is highly desirable.

#### LOVE THE GROUP THING? TRAVEL SPECIALIST – GROUPS DEPARTMENT

MELBOURNE (CITY FRINGE) – SALARY PACKAGE TO \$75K OTE Would you love the opportunity to earn a salary that will see you living the life of a professional footballer? This global travel company requires a competent and sales focused consultant to join their groups department. To be successful for this role you must have a min 2 yrs international travel consulting experience & have dealt with group travel arrangements. Galileo experience is highly desirable. Monday to Friday working hours!

#### MOVE INTO THE PRODUCT ARENA! PRODUCT COORDINATOR BRISBANE CBD –SALARY PACKAGE \$47K OTE

Do you have strong negotiation skills? Looking to embark on a long and successful product career? We have a rare and exciting opportunity for you. Join this global company as a product coordinator and you will open the door to a promising new career. Specialising in DOMESTIC product you will work closely with product managers in establishing and maintaining contracts along with training consultants of new products and changes. Apply today before this role is snatched up.

#### YOUR DEFINING MOMENT! WHOLESALE RESERVATION SPECIALISTS x 4 SYDNEY – SALARY PACKAGE TO \$55K

If you are an experienced wholesale consultant looking to make your mark on the industry, then this is where you need to be. Our client is searching for 5 outstanding reservations consultants with excellent potential to join their new team. Here's your chance to join an industry leader at the forefront of the field. Take advantage of the top training and career progression on offer. Stay ahead of the competition. Apply now for this outstanding role!

#### GOLDEN OPPORTUNITY CRUISE WHOLESALE CONSULTANT

PERTH (INNER NORTH) – SALARY PACKAGE TO \$52K+ (OTE) This boutique wholesale company is seeking a fun & friendly travel consultant to join their reservations team and be their cruise specialist. Working with this national wholesaler, you will service travel agents and provide first class customer service whilst sharing your exceptional cruise knowledge. You must have a minimum 12 months international travel consulting experience & have Galileo experience..

#### DON'T BE A SPECTATOR!

LEISURE TRAVEL CONSULTANT – ONLINE DEPARTMENT PERTH (CITY) – SALARY PACKAGE TO \$80K (OTE)

This is online travel company is one of the highest paying travel companies in Perth and offers employees loyalty bonuses together with monthly and high achievers bonuses! Not only will you only have to work Monday to Friday business hours, you have the option to work Saturdays and Sundays with overtime. Min. 6 months retail travel consulting experience necessary. Galileo highly desirable.

#### EARN WHAT YOU ARE WORTHI RETAIL CONSULTANTS

VARIOUS LOCATIONS –SALARY PACKAGE \$60K OTE Are you sick of working toward unachievable sales targets & expensive cost of seats? Feel your hard work and efforts are going unrewarded? Join this market leader and enjoy a guaranteed high salary package, as well as have access to top industry training, opportunity for progression, free holidays and more. There will never be a dull day with the excitement of selling exotic destinations and round the world trips. Minimum 12 months consulting experience essential.



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