

A NETWORK OF NETWORKS:
Combinable fares on Lufthansa,
SWISS and Austrian.

[Click for details](#)



Travel Daily AU

First with the news

Thu 24 Jun 10

Page 1

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

**After Hours
Consultant - Melbourne**

- CBD location
- Perfect life/ work balance

Contact **Karen McGrath** at
TMS karen@tmsap.com
T: 02 9231 6444

SYDNEY • MELBOURNE • PERTH • SYD • BRISBANE • ADELAIDE • AUSTIN • LOS ANGELES • SAN FRANCISCO • PHOENIX • SEATTLE • PORTLAND • DENVER • CHICAGO • MIAMI • ATLANTA • NEW YORK • WASHINGTON • D.C. • PHILADELPHIA • PITTSBURGH • CINCINNATI • CLEVELAND • DETROIT • INDIANAPOLIS • KANSAS CITY • MINNEAPOLIS • ST. LOUIS • ST. PAUL • TAMPA • MIAMI • FORT LAUDERDALE • JACKSONVILLE • ORLANDO • MIAMI • FORT LAUDERDALE • JACKSONVILLE • ORLANDO • MIAMI • FORT LAUDERDALE • JACKSONVILLE • ORLANDO



Trafalgar on Jetstar

TRAFALGAR md Paul McGrath says the tour operator will happily partner with low cost carrier (LCC) Jetstar for services to Europe once its flights launch.

Responding to a question from *TD* at a media event yesterday, McGrath said Trafalgar will throw its support behind the Qantas offshoot, as it could ultimately mean more passengers on tours.

With airfares acting as a driving force for prospective travellers to Europe/UK, a LCC would fit well with guests looking to book on Trafalgar's *CostSaver* program.

Departures to rise 13%

OUTBOUND travel by Australians is predicted to increase by a huge 13% to 7.1 million this year, according to a report released this morning by Tourism Research Australia's Tourism Forecasting Committee.

Committee chairman Bernard Salt said the strong outbound figures were a stark contrast to the performance of the domestic sector, which is predicted to see just a 1.5% increase in visitor nights this year.

Inbound tourism is expected to

perform much better than last year's flat result, with a 5.5% increase in arrivals predicted.

The TFC is basing its predictions on the A\$ averaging \$0.86 this year, as well as increased airline capacity which it says will "bolster international travel to Australia and domestic aviation travel".

Salt said it's also expected that price discounting on international and domestic fares is "expected to unwind during 2010 as airlines seek to restore profitability".

Further out, inbound arrivals for 2010 are expected to climb 4.9%, slowing to an average of 3.9% a year over the next decade.

"Growth in outbound travel is forecast to remain at rates much higher than Australian domestic travel," averaging 4% a year to reach 9.3m trips in 2019.

Hayman Is escape

HAYMAN Island has today announced a fabulous way for the travel industry to escape winter, with three night's accom, daily buffet breakfast, transfers and a resort tour for just \$495pp.

More info on page ten.

Keating slams P&O

FORMER Prime Minister Paul Keating has issued a robust attack on Carnival Australia and the National Trust over an attempt to overturn plans for Sydney's Barangaroo redevelopment and include a cruise ship terminal.

Yesterday Carnival backed a National Trust report urging the government to reconsider its plans for the precinct, saying it's not too late to change.

Keating accused Carnival of "scheming," comparing the National Trust proposal to preserve 'industrial heritage' at Barangaroo with opposition to the Opera House development at Bennelong Point in the 1950s in order to preserve tram sheds.

More details in today's *Cruise Weekly* trade update - subscribe free at www.cruiseweekly.com.au.

Bumper issue today

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

- TMS Asia Pacific
- AA Appointments
- Hayman Island

Montgomery to DJ

LONG-TIME Creative Holidays managing director Justin Montgomery has resigned (*TD* breaking news) to take up a role as General Manager, Sales for the Virgin Blue group.

He will leave on 19 Jul after almost nine years at the Travel Corporation, eight of which were with Creative Holidays.

"It is with great sadness that I resign as managing director," Montgomery said, with ceo John Weeks saying a successor would be announced shortly.

More industry appointments p6.

KEITH PROWSE
*Emirates Melbourne Cup
Tuesday 2 November 2010*

Lawn Stand Packages
Carbine Marquee Packages
Makybe Diva Marquee Packages
travel@keithprowse.com.au
1800 008 567

Visit
SABAH
Malaysian Borneo

Contact :
sabahinfo@bigpond.com
www.sabahtourism.com

'Bearly Believable' - \$2499

Canada

Return air to YVR on UA Incl taxes
4 Nights Vancouver
6 Days Compact Car
1 day North Shore sightseeing tour
*conditions apply - full details available

UNITED VACATIONS

Agents Call: 1300 364 884
www.pinpointtravelgroup.com.au
Operated by Pinpoint Travel Group
Licence: 2TA002974 - ABN: 70003745999

UNCOVER A GREAT DEAL
OF QUEENSLAND

**Over 140 deals.
Book your adventure today!**

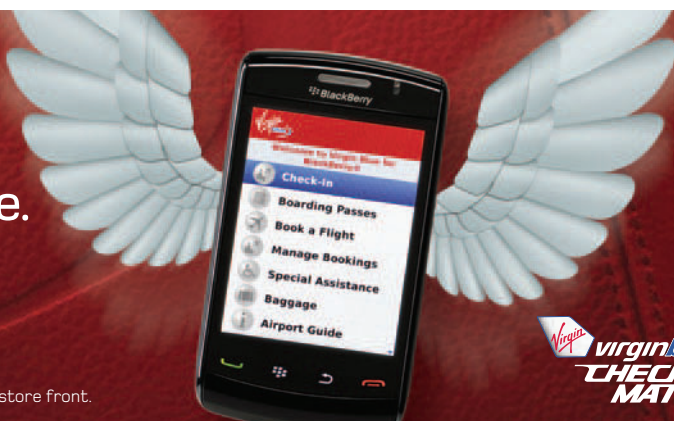
Offer ends 11 July 2010

qantasholidays.com.au/agents

Fly straight to the gate with Virgin Blue Check-Mate.

Virgin Blue's new mobile boarding pass system.
Available between Sydney, Melbourne and Brisbane.

Visit mobile.virginblue.com.au or download an app from the BlackBerry™ App World store front.



inPlace RECRUITMENT
Call 1300 inPlace
Or Sydney (02) 9278 5100

Travel Co-ordinator- Nth Ryde

- ▶ 12 Month maternity leave temp contract.
- ▶ Arrange corporate & leisure travel for internal clients.
- ▶ Strong organisational skills ess. Immediate start!
- ▶ \$22 - \$24 per hour + super ▶ **Apply Today!**

call or email: kristi@inplacerecruitment.com.au
www.inplacerecruitment.com.au

Travel Daily AU
First with the news

Thu 24 Jun 10 Page 2

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

Drive for Success

Click here for more details



الانابا
ETIHAD

Greyhound cuts

COACH operator Greyhound will reduce frequencies on services between Melbourne and Brisbane to three days per week from next month due to lessening demand.

A spokesman said the current cheap airfares in the market "are affecting some people travelling on certain corridors".



CLICK HERE

TO WIN A DREAM HOLIDAY
IN PARIS AND LONDON

RAIL EUROPE



July 1st is Canada's Birthday!

At **143** years old,
she's still looking
good, eh?

To help us celebrate,
become a Canada
Explorer by the 1st of
July and you could...

**Win one of 5
Ipod Shuffles**

Register now at
[www.canada.travel/
training](http://www.canada.travel/training)

Wyndham set for growth

THE first ever Wyndham Hotel in Australia (*TD* yesterday) is just the start of a major expansion push for the group, which is set to roll out one of its US-based budget hotel brands here.

Wyndham owns a number of major US hotel brands including Days Inn, Super 8, Wyndham and Ramada, with the growth plan following a restructure which gives the Australian-based Wyndham Vacation Resorts Asia-Pacific responsibility for the development of the brands across the region (*TD* 01 Jun).

This week the company paid around \$25m for the management rights for the new Wyndham Hotel Surfers Paradise - a 192 apartment property completed late last year with a range of 1 & 2 self-contained apartments.

Wyndham will also next year open a 99-unit complex currently under construction in Hervey Bay.

The company's New York-based chief financial officer Tom Conforti confirmed the addition of the budget hotel brand here, but said no decision had been made on whether it would be Days Inn or Super 8, according to today's *Financial Review*.

"There is a great opportunity to grow our business here," he said,

Trafalgar USA up

TRAFALGAR Tours has witnessed a whopping 70% year-on-year jump in travellers heading to the USA for the 2010 season, says managing director Paul McGrath.

The increase was fueled by competitive airfares across the Pacific and the value of the Aussie dollar against the US 'green-back', McGrath said.

with a focus on purchasing properties on the Gold Coast, the Sunshine Coast and Melbourne.

Wyndham suffered a local setback last year with its management of the Hunt Resort on Fitzroy Island off Cairns, which was placed into receivership (*TD* 18 May 09) just after a soft launch - which ironically included the on-location filming of Channel 10's *The Biggest Loser*.

Wyndham currently has Ramada and Hawthorn Suites by Wyndham franchisees in Australia, and is said to be in "advanced stages of negotiation" for several more properties across Australasia.

QF 747 to Tokyo

QANTAS will next month increase capacity on the Sydney-Tokyo route, with Boeing 747-400s replacing the current A330 operation, according to a report in today's *Financial Review*.

New QF chief financial officer Gareth Evans said the Japanese market was an example of where the 'two-brand' strategy had worked, with Jetstar operating on key leisure routes and Qantas concentrating on Tokyo as a key destination for business travel.

Demand for business class seats on some Tokyo-Sydney departures is so strong that premium pax are often waitlisted or bumped to QF's codeshare partner JAL, which offers a very different premium cabin product.

Qantas didn't provide further details on the move this morning, but if it goes ahead the deployment of 747s to Tokyo is also likely to see the introduction of QF Premium Economy on the route for the first time.

Window Seat

CALIFORNIA officials have confirmed they're looking at a plan to sell advertising on new "digital numberplates" for the millions of vehicles driven on the state's freeways each day.

The electronic plates would look like standard numberplates while vehicles are in motion, but if a car stops for more than four seconds would display scrolling advertisements to people sitting in the vehicles behind.

Advertisers would buy space from the Department of Motor Vehicles, and drivers would also be able to pay to have plates display personal messages such as their favourite sports team.

US low-cost carrier Spirit Airlines has angered tourism operators on the US Gulf Coast by running provocative advertising encouraging customers to "check out the oil on our beaches".

The ad features bikini-clad women beckoning travellers to visit places such as Cancun, Puerto Rico, San Juan and Fort Lauderdale - in contrast to the Gulf Coast beaches which are under ongoing threat from the massive BP oil leak.

Spirit claims that rather than being in bad taste it's trying to address the false perception that Florida beaches are already affected by the oil spill.

STAR Alliance member Turkish Airlines has attracted derision for the placement of an advertisement on an escalator, apparently at a mall in San Francisco.

The unfortunate angle of the artwork (below) makes it look like the TK plane is plummeting into the ground - particularly poignant given that the carrier is aiming to rebuild its reputation after a 737 crash in Amsterdam about 18 months ago which killed nine people.



Put the escalator in reverse!



JUST
TRAVEL

Corporate Travel Consultant

Just travel is seeking a Corporate Travel Consultant to join our agency in Deakin, Canberra.

Amadeus experience preferred, however not essential.

Located within a peaceful, modern environment, work as part of an enthusiastic team and be rewarded for your skills.

All enquiries will be treated confidentially. Please email tony@justtravel.com.au with your application and cv.

Vietnam "BEACH ESCAPES"

Hoi An
Fr. **\$928*** p.p.
+ \$299 approx. taxes

Nha Trang
\$952* p.p.

Phu Quoc
\$999* p.p.

Danang
\$1085* p.p.

Airfare, transfers, 4 nights
5 star twinshare, breakfasts,
+ many more bonuses!

Special business class airfare upgrades available from \$1588 extra. *Conditions apply

Vietnam Airlines
Partner Airline since 1998

Contact us now on
1300 309 117

VN Holidays
www.vnholidays.com.au

Travel Daily AU
First with the news

Thu 24 Jun 10 Page 3

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

A 5-star transit experience.
Premium Terminal in Doha for First & Business Class passengers

QATAR
AIRWAYS القطرية

AirAsia STN boost

AIRASIA X will boost its long haul low-costs between Kuala Lumpur and London Stansted from daily to nine per week, with double flights each Tue and Sat and the rollout of new business class seats on the route.

The carrier is also said to be looking at further European hubs incl Frankfurt, Amsterdam or Paris.

Nothing like a vote

TOURISM Australia has launched the next phase of its *Nothing Like Australia* campaign, in which Aussies are encouraged to vote for their favourite Australian holiday experience from the more than 30,000 submitted during the month-long call for entries.

Voting closes 29 Jun - see www.nothinglikeaustralia.com.

All PNRs to become accessible

AUSTRALIAN law enforcement agencies will be able to access all airline PNR data, under a new Enhanced Passenger Assessment and Clearance (EPAC) system announced by Minister for Home Affairs Brendan O'Connor.

The first phase of the \$25m Customs and Border Protection project is already under way, helping to "better identify persons of interest at the border," he said.

"The next phase will see more data collected earlier from airline reservation and check-in systems to achieve faster risk assessment of a greater number of passengers," he added, with the system aiming to identify trends such as frequent travel on routes

known to be used by drug couriers or considered to be associated with terrorist risk.

The PNR information will be stored in a large database which is expected to be operational in about two years time.

"Armed with more detailed information and smarter analysis tools, border protection, law enforcement and intelligence agencies can work together to identify passengers of concern and take swift action," O'Connor said.

"This new level of information will improve our ability to track and stop suspected terrorists and those involved in serious international crime from boarding planes to Australia".

Trafalgar's non-summer focus

TRAFALGAR is pushing the message to agents to take advantage of repeat clients during the UK/Europe "quiet seasons" as there's still huge potential for earning great commissions outside of the earlybird period.

Managing director Paul McGrath said Trafalgar reps are currently out on the road promoting the just released Trafalgar 2010/11 Europe & Britain Autumn, Winter & Spring program, highlighting the benefits of the destination during the cooler months.

McGrath says Trafalgar is one of a few operators which actively markets holidays to the UK and Europe at this time of year "when there's not a lot of activity", for travel between Nov - Apr.

From a retailer's point of view "now is the perfect opportunity" for consultants to sell the region, McGrath told media yesterday, with competitors now tending to focus on the 2011 Canada/Alaska season - something McGrath believes is far too early.

With the longest Australian school holidays falling during the Dec/Jan break, McGrath says the UK and Europe makes an ideal choice to escape the Australian sun at that time of year too.

McGrath said agents shouldn't be deterred from selling Europe in winter to the first time traveller.

Trafalgar sales managers are working with agents to "turn a perceived weakness (selling the destination outside of summer) into a strength," he said.

The autumn-to-spring brochure offers 31 tours (including 4 family

departures) through Britain, Italy, Ireland, France, Spain, Morocco, Greece, Egypt and Turkey.

He said tour costs are as much as 30% cheaper outside of summer and there are less crowds but "no compromise on tour inclusions".

Prices start from as little as \$160 per day, McGrath said.

Guests can experience a true white winter Christmas, with festive departures in England, France, Austria, Germany and Switzerland offered.

The average commission an agent earns from a Trafalgar sale is \$730 per couple, according to McGrath, and that's land only.

"On top of that, 20% of clients book back-to-back tours, so the commission potential is massive."

Trafalgar is also tempting agents through an incentive program, rewarding bookers with Westfield vouchers, bottles of wine, Nintendo XLS, espresso machines and even holidays, based on the number of passengers sold.

MEANWHILE, McGrath said the booking window for a European holiday continued to tend towards 6 to 7 months prior to travel, whereas in the past it had been 8 to 10 months (TD01 Apr).

McGrath is pictured above with Trafalgar's public relations co-ordinator, Nina Conacher.



Fråga.

Or **question** as you say in English.
As in, for any question regarding special offers, booking routines and products, you'll find all the answers at sassalesinfo.com

Copenhagen Stockholm Oslo Helsinki and more than 60 other Scandinavian destinations.*

flysas.com.au or call 1300 727 707

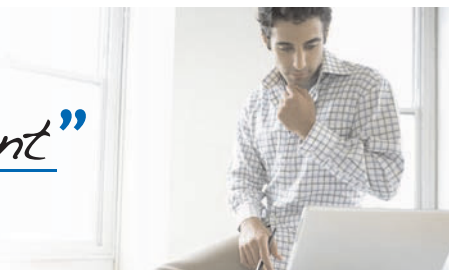


Scandinavian Airlines

A STAR ALLIANCE MEMBER

*Including SAS code share, Blue1 and Widerøe destinations.

"I need the widest range of content"



Abu Dhabi comes to town



THE Abu Dhabi Tourism Authority has this week been conducting roadshows in Brisbane, Melbourne and Sydney to showcase the virtues of the destination to Aussie travel agents and wholesalers.

More than 500 guests attended the events which included presentations from a number of suppliers and operators detailing what's new in the fast-growing emirate.

The evenings included details of new tours and activities, such as the rapidly expanding Yas Marina racetrack which is set to introduce corporate drive days and other experiences to its existing calendar of races which includes the annual Formula 1 race and the Australian V8s.

There's also huge anticipation of the opening later this year of the Ferrari World attraction, which will appropriately feature the fastest roller coaster in the world - which will also be the world's biggest indoor thrill ride.

The Al Ain Wildlife Park is also

developing significant new tourism product, while Shangri-La Hotels was also promoting its two Shangri-La and Traders properties in Abu Dhabi.

DMC Arabian Adventures was represented by Francoise Legrand, who joined the Dubai-based company two years ago, moving from her previous role in Australia with California Tourism.

ADTA's Lauren Penfold also confirmed that Abu Dhabi would shortly kick off a major consumer marketing campaign (*TD 17 Mar*) including print, outdoor and TV advertising.

A special lunch was held yesterday at Sydney's upmarket Pier Restaurant - where the chefs Greg Doyle and Grant King took part in the Gourmet Abu Dhabi 2010 festival during Feb.

Pictured above after enjoying some delightful Middle-Eastern themed cuisine at the lunch are, from left: Mark Thomson, Shangri-La hotels; Francoise Legrand, Arabian Adventures; Rawan Haddad, Yas Marina Circuit; Lauren Penfold and Claire Davies, Abu Dhabi Tourism Authority Australia; Sumaya Viethen, Al Ain Wildlife Park; and Mubarak Al Shamisi, Abu Dhabi Tourism Authority.

KTHY bankruptcy

CYPRUS Turkish Airlines (known as KTHY) was this week declared bankrupt, resulting in all flights being suspended for about a day, before the carrier was bailed out by Turkey's Atlasjet Airlines.

Atlasjet has taken a 50.01% stake in the carrier as a "management partner" for 5 years.

Getaway tonight

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

- Montenegro
- Cataract Gorge, Launceston
- Cullen Hotel, Melbourne
- Mission Beach, NSW
- Cancun, Mexico
- Molong to Dubbo drive
- Alcatraz Night Tour, San Fran.

SFO Drake sold

SAN Francisco's iconic 416-room Sir Francis Drake Hotel, located in Union Square, has been acquired by the Pebblebrook Hotel Trust for US\$90 million.

The property will continue to be managed by Kimpton Hotels.

Ningaloo stay/pay

WESTERN Australia's Sal Salis Ningaloo Reef has launched a 'Pay 3, Stay 4' deep-sea fishing package priced from \$2,850pp, which includes accom, all meals, beverages, fishing equipment and guided fishing excursions.

DJ lead canx flights

VIRGIN Blue has come out on top during the month of May for the highest percentage of flight cancellations domestically, according to govt statistics.

During the month 1.2% of DJ flights were cancelled.

MEANWHILE, the SYD-MEL route was the most common cancelled (at 2.8%) among all airlines in May.

Incentive benefits

INCENTIVE marketing firm EVT is urging travel businesses looking to drop their reward programs at the end of the financial year to reconsider, with statistics showing that every dollar invested returns on average \$12.40 in increased revenue and \$3.80 in new profit.

Mercedes Trautwein, md of EVT says: "Travel is and will always be the number one incentive.

"Fortunately, Australian employers have not lost sight of the importance of incentive travel, they realise curbing any type of business travel has a negative impact on corporate profits," she said.

Trautwein believes an average business would lose 15% of its profits within a year of culling business travel, and it would take three years to recover the margin.

"Companies big and small have had a rough ride in the last few years and are even more appreciative of their staff that have stood and weathered the storm. Now it's time to reward, retain and grow," she says.

For more details on EVT visit www.evtmarketing.com.au.



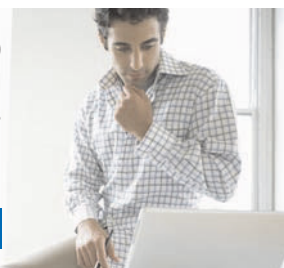
Coming to the UK? Start working as soon as you arrive and earn up to A\$20 per hour!

Choose from a wide range of jobs and work for the best UK travel companies! Temping with New Frontiers offers **excellent hourly rates, health bonus, holiday pay and flexible durations** to enable you to go travelling, **chance to find the right company** where you can **progress your career, free further training** (conditions apply), **travel discounts and social events**.

Email your CV to tdtemps@newfrontiers.co.uk and we will contact you to discuss potential UK opportunities or contact us as soon as you arrive on **FREEPHONE 08000 350 351**.

View the latest jobs at www.newfrontiers.co.uk

Do you need to book a wide range of content, quickly and easily? With bookable content from more than 460 airlines, 86,000 hotel properties, and 26 car rental companies, Amadeus Selling Platform is the answer. And its extensive graphic and multi-media features allow you to see exactly what you are booking, from seat maps to hotel rooms and car pick-up locations.



Happier days with Verbeek

SOUTH African Airlines National Sales Manager Ian Robinson and South African Tourism's Rob Gurr were hosting a group of agents at the Bukubung Game Lodge in Pilanesberg National Park this week ahead of the Australia vs Ghana match.

The pair are pictured below with Pim Verbeek, the Coach of the Australian National Socceroos, who was staying in the same Game lodge along with the rest of the Socceroos team.



Disney residential

WALT Disney World Resort in Florida has unveiled its long awaited residential resort community dubbed Golden Oak.

The gated community will offer a limited collection of custom homes priced from US\$1.5 to US\$8 million, for sale right on the front door of the theme parks.

Golden Oak features 30 home sites with three types of single dwellings initially being offered.

When complete, the project hopes to include 450 homes.

EY incident at JFK

AN Etihad Airways A340 aircraft landing at New York's JFK airport on 17 Jun took out a couple of runway edge lights during landing as a result of strong winds.

No injuries to passengers or aircraft have been reported.



Industry Appointments

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

Relais & Chateaux has appointed its first ever Australasian 'Delegation Manager' as part of a major push to raise the profile of its 11 lodge, hotel and restaurant members in Australia, New Zealand and Tahiti. **Natasha Granath** will be based in the office of PEPR Publicity in Sydney, handling internal communications and public relations. Tony Knox remains as the regional gsa for the group based in his office in York Street, Sydney.

Intercontinental Hotels Group has named **Jayme Cuttriss** as Area Director of Sales and Marketing for IHG Victoria, South Australia and Western Australia. She will be responsible for the sales and marketing function and strategic direction across the seven Crowne Plaza and Holiday Inn properties for the region, with the addition of Western Australia to her portfolio.

Royal Caribbean Cruises Ltd has appointed **Dominic Paul** as its new vice president and managing director for the UK and Ireland. He will take up his new role in September, moving from his current position as chief operating officer for bmi British Midland.

Former head of NRMA offshoot Tourism and Leisure Holdings, **Carl Frier**, has taken up a position at **Sabre Pacific** with overall responsibility for retail sales in Australia and New Zealand.

Audrey Wong has been appointed as the Assistant Manager, Marketing Communications for **Rendezvous Hospitality Group** as well as both the *Redezvous* and *The Marque* Hotel brands. She has previously worked at LEWIS Global Public Relations.

Anantara Si Kao Resort and Spa in Thailand has appointed **Morten Junior** as the new General Manager. He was previously gm of the Holiday Inn Resort Batam, Indonesia.

Qantas group executive for government and corporate affairs, **David Epstein**, has been appointed to the board of Opera Australia.

The UK's tourism agency **VisitBritain** has named **Paul Eastham** as its head of global corporate communications. Eastham is a former deputy political editor of UK newspaper *The Daily Mail* and has held a number of other public relations and media roles.

Trafalgar Tours has named **Laura Cuthbert** as its sales manager for NSW, joining fellow bdms **Sonia Thorpe** and **Alison Watts** as part of the operator's NSW sales team. Cuthbert has three years experience in the travel industry as a retail travel consultant, and was ranked amongst the top five junior consultants in NSW ten times over the past two years.

Amadeus has promoted two senior executives to the role of vice president, as a reflection of its commitment to the EMEA (Europe, Middle East and Africa) region. **Angel Gallego** will head up the new Western Europe, Middle East and Africa sub-region, while **Holger Taubmann** will be in charge of the Northern, Central and Eastern Europe region.

Carlson Wagonlit Travel

Travel Consultants (Singapore)

The role:

As part of the Traveler and Transaction Services team, the travel consultant will offer best-in-class services and assistance to corporate travelers in air, hotel, car, insurance, rail and ferry bookings.

Qualifications:

- Corporate reservations and ticketing experience
- Must be proficient in Galileo, Abacus or Sabre GDS
- Good knowledge of IATA rules and faring
- Strong command of spoken and written English
- Possess IATA-UFTAA Diploma or equivalent an added advantage

We offer competitive package commensurate to experience.

Interested applicants are invited to send a resume, current & expected salaries to HR Department, Carlson Wagonlit Travel, 70 Anson Road, #18-00 Hub Synergy Point, Singapore 079905. Email: recruit@carlsonwagonlit.com.sg

Discover more about Carlson Wagonlit Travel and our industry-leading conception of travel management at www.carlsonwagonlit.com

GOLDMAN TRAVEL IS ON THE MOVE

GOLDMAN TRAVEL CORPORATION
INCORPORATING URSULA KING
TRAVEL IS MOVING TO A NEW
DESTINATION.

As of 28 June, 2010 our new
contact details are:

Goldman Travel Corporation

Suite 1803, Level 18, Westfield Tower One
520 Oxford Street, Bondi Junction 2022

sales@goldmantravel.com.au

Ph: 02 8333 7700

www.goldmantravel.com.au



GOLDMAN
TRAVEL CORPORATION
INCORPORATING URSULA KING TRAVEL

Clarke blasts IATA md

WEBJET md David Clarke has reacted strongly to comments by IATA md Giovanni Bisignani which accused GDSs of being "leeches" on airlines (*TD* yesterday).

Clarke said that there are major economic benefits to airlines in their overall distribution cost via GDS - despite Bisignani's claims that reservation providers should be hung on IATA's 'wall of shame' due to airline transaction fees.

"What appears to have been entirely overlooked in this commentary is that agents are also in many instances members of IATA, and the transaction provided by a GDS is not just limited to the facilitation of an airline booking or its fare management," he said.

Clarke said the GDS extends into the provision of a wide range of services at a distribution level which must in turn assist agents.

"To isolate out one component of the transaction such as a fee charged to an airline without taking into account the totality of the transaction chain and its values, is a distortion of the real economics," Clarke fulminated.

Carnival shuffles

CARNIVAL Cruise Lines in the US has announced it will base the 3,690 passenger *Carnival Magic* at Galveston in Texas year-round from 14 Nov, offering seven-day voyages to the Caribbean.

The cruise line will bump *Carnival Triumph* from its dock at New Orleans to Galveston from 06 Oct, where it will run a series of year-round four- and five-day Caribbean sailings.

Carnival Conquest and *Carnival Ecstasy* will reposition from Galveston to New Orleans in a move to "return the line to pre-Katrina capacity levels", also offering year-round sailings to the Caribbean.

ZQN snow dump

QUEENSTOWN recorded 15cm of fresh snow at its Coronet Peak and The Remarkables ski resorts yesterday.

"The timing of the snowfall couldn't be better with winter celebrations set to kick off this weekend", said Tony Everitt, Destination Queenstown ceo.

MEANWHILE, Queenstown Airport was closed for several hours yesterday morning due to snowfall, leading to a number of air services being delayed or diverted to other airports.

Dubai May no's up

DUBAI Airports has reported a rise of 13.6% in passenger traffic for the month of May, compared to the same time last year.

Tempo showcases Dubai



ABOVE: Tempo Holidays hosted the top selling Travellers Choice agents on a famil to Dubai.

Highlights of the recent trip included dinner in the dunes, a City of Merchants tour and High Tea at Burj Al Arab.

Also featured were sightseeing tours straight from the pages of the Tempo Holidays brochure and stays at the Movenpick Hotel Jumeirah Beach and the Hyatt Regency in Dubai Old City.

Pictured above in front of the

Burj Al Arab from left are: Brian Slater, Maria Slater Travel; Alan White, Warrandyte Travel; Hans Went, Canadian Bay Travel; Michelle Everson, Jamison Travel; Lynn Bradley, Compass Travel; Saibra Twigg, Australind Travel; Brian Christou, Cox & Kings (Tempo); Gail Wangler, Our Travel Agent; Christian Hunter, Travellers Choice; Gary Padde, Nightingale Travel; Gillian Connors, Ucango Travel; and Nigel Bates, Canningvale Travel.

Alitalia to sign JV

ALITALIA is expected to shortly announce it will sign on with fellow SkyTeam carrier's Delta Air Lines and Air France/KLM in their anti-trust immunity joint venture on transAtlantic flights.

The joint venture will enable DL, AF, KLM and AZ to collaborate on airfare pricing, planning routes and sharing revenues.

MH tickets on iPad

MALAYSIA Airlines and air transport IT specialist SITA have launched an airport kiosk to sell airline tickets in Kuala Lumpur using the Apple iPad.

The kiosks went live yesterday allowing guests to select their itineraries and pay with credit card, with the confirmation being sent via SMS or email.

Emirates

emiratesagents.com/au

Stay in style. On us.

Your clients can enjoy complimentary hotel nights in Dubai. Fly Emirates. Keep discovering.

When your clients fly First Class to or via Dubai they can experience Armani Hotel Dubai for two nights. When they fly Business Class they can enjoy one night at The Address Downtown Dubai. In addition, they'll enjoy spectacular views of Dubai from At the Top.

Complimentary fast track access to At the Top, Burj Khalifa | Offer valid between 1st June and 31st August | Chauffeur-driven transfers

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.

Email your entries to: smilecomp@traveldaily.com.au

We've been inundated with lots of Thailand smile photos from across the industry for this fabulous competition, and have showcased a selection of these below.

BELOW: Gemima Mennell of Benchmark Travle pictured at the **Temple in Kanchanaburi**.



BELOW: Ken Batman from American Express Platinum Travel took this photo of two local boys, who were helping their mum prepare for Loy Krathong. It was taken at a ferry stop next to Chao Phraya in Bangkok.



ABOVE: Erica Zabalo from Travelport pictured with a baby monkey in a Phuket Zoo.



ABOVE: Carla Vandenheuvel of Virgin Blue Airlines has taken this photo during a **Traditional Thai cooking class in downtown Bangkok**.

CLICK HERE FOR TERMS & CONDITIONS



Perisher app savvy

PERISHER in the Snowy Mtns, has unveiled a new iPhone app. called 'Perisher Tapped' that provides a guide to the latest info on snow conditions, weather, ski lessons, webcam images and up-to-the-minute ski lift status.

This free application can be found at Apple iTunes.

DJ gets Cooks cap.

VIRGIN Blue sister carrier Pacific Blue Australia has been granted its requested additional capacity between Australia - Cook Islands by the International Air Services Commission (TD 31 Mar).

DJ has been allocated an extra 360 seats each way, each week on the route (expected to operate via New Zealand), for a period of 5 years, to be used by 01 Apr.

Hound to the snow

GREYHOUND is offering direct services to Jindabyne, the ski-tube, Cooma and Thredbo during the winter period, until 24 Sep.

A special Mates Rates offer is available with a 50% discount off the second ticket and 25% off each additional ticket for groups of three or more.

Blue 30% discount

BLUE Lagoon Cruises is offering a 30% price reduction on its six-night Historical and Cultural Dateline Cruise in Fiji, aboard *MV Mystique Princess*, departing 16 Aug, now priced from \$1,888ppts.

Three NRL winners

THREE clever travel industry tippers had a perfect round in this week's TD footy tipping competition.

Congratulations to Leisa Crotty of MTA Travel; Karen Bonanno of Sun Island Tours; and Kelly DeLore from Travelscene Hamilton who all receive a prize from Sydney Attractions Group.

The top tipper currently is Marina Knezevic of TravelManagers who's one step closer to the major prize of a trip to Penang courtesy of Parkroyal and AirAsia.

More info at traveldaily.com.au.

Senior Fares Analyst



At Sabre Pacific, we connect people with the world's greatest travel possibilities. We are progressive technological thinkers and innovators of IT solutions for the travel industry.

We have an exciting opportunity for an experienced Senior Fares Analyst to join our Fare Solutions department. The role involves managing the ATPCo component of fares and fare filing for all Sabre Pacific agencies and airline customers and to ensure the integrity of the (ATPCo) fare content is accurate.

KEY RESPONSIBILITIES INCLUDE:

- Engage with internal and external customers to gather, analyse and document ATPCo fare filing requirements for airline customers
- Develop functional specifications, when required, that design and document customers fare filing needs
- Troubleshoot and manage solutions for ATPCo filed data escalations
- Provide a high degree of customer satisfaction
- Provide customer presentations if required

REQUIRED SKILLS/EXPERIENCE/PERSONAL QUALITIES include:

- Minimum of 5 years experience in the airline or travel industry
- Minimum of 3 years experience loading airline fares using, ATPCo, Sabre Air Pricing Tools or similar applications
- Solid background of fares and pricing, with experience in Sabre Air Pricing and Ticketing Tools
- Knowledge of International basic and advanced fares
- Excellent business writing, oral and telephone communication skills
- Demonstrates poise and confidence when dealing with customers
- Ability to work under pressure whilst still meeting deadlines
- High attention to detail

Now is your opportunity to join a global organisation that offers a challenging and rewarding work environment and where you will be supported to be the best that you can be. If your background meets the criteria outlined above, please send your cover letter and resume to scottt@sabrepacific.com.au or call 02 8204 2624 for a confidential discussion. Applications close 5pm, Monday 28th June.

Talent Wanted!

Exceptional opportunities in the travel industry



Hot Jobs (Australia) - June 2010

JOB OF THE WEEK!

Corporate Business Development Manager

- Queensland
- Attractive Salary

A Worldwide TMC requires a strong experienced Business Development Manager to continue to position their premier service as a corporate travel agency. This is an analytical role with a view to finding business solutions for new clients. The ideal candidate would be from the Travel, Airline or Hospitality industry with a proven track record in achieve new corporate business.

Contact **Wendy Stearn** at TMS wendy@tmsap.com
T: **02 9231 6444** or **apply online now!**

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

Corporate Account Manager

- Melbourne Based
- Opportunities to Work From Home

A newly created position within a worldwide company has arisen based in Melbourne. You will be managing up to 10 accounts from the mid to large size markets. An autonomous role with opportunities to work from home in the future if required. Experience in managing Corporate Accounts/Clients is essential. This is an urgent position to fill.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Operations Manager for Global Corporate Travel Company

- Experienced Operations Manager
- Melbourne CBD Location

Global corporate travel company looking for an experienced Operations Manager with excellent leadership and relationship building skills. You will be responsible for the day-to-day operational activities of the profit centre. The ideal candidate must have at least 4 years experience in the travel industry in an Operational Management capacity.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Business Development Manager

- Corporate Travel Management Company
- Attractive Salary

ATMC requires a strong experienced Business Development Manager to continue to position their premier service as a corporate travel agency nationwide. Experience in obtaining new corporate business for travel is required for this position with a proven success in this area. This is an analytical role with a view to finding business solutions for new clients.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Regional Client Value Manager - Corporate Travel

- Melbourne Based
- Attractive Salary

A well known and respected Travel Management Company is seeking a Regional Client Value Manager. They are offering an attractive salary package for the ideal candidate. This is a crucial role for the company as it requires management of their top clients. This position needs to be filled immediately. It is crucial that you have extensive experience in Account Management from a TMC or Airline or you are a Business Development Manager from a TMC looking to move into Account Management.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Training Team Leader - Sydney

- Leader in Travel
- 2 Direct Reports

You are responsible for leading the training team to ensure the training program is developed and maintained. A hands on role focusing on modern forms of training delivery. Minimum 2 years practical training experience from within the travel industry and Cert IV in Workplace training and assessment essential. Experience in developing online training is required.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Recruitment Executive

- Work for TMS Asia Pacific
- Base plus commission OTE \$60 - \$100k

Due to demand from our clients our team in the Sydney office is expanding. Helping a candidate find their dream role and developing their career is a rewarding role. You will need to be currently working in the travel, tourism or hospitality industry in a sales position as this role requires a driven individual. This role is strongly suited to Travel Consultants/Sales Reps/BDM's who are looking for a change.....

Contact Michelle Williams T: **0433108642** E: michelle.williams@tmsap.com or **apply online now!**

HR Assistant Manager - Sydney

- Leading Global Travel Company
- Salary to \$85k + bonus

Leading Global Travel provider is currently seeking an HR Assistant Manager to manage their HR functions across the Pacific. Providing timely, effective, and business aligned general HR consultancy for the teams within the region, focusing on employee relations, recruitment, compensation, benefits, organisation development and training. Minimum 4 years HR experience in an independent role for a major organization is required.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Regional Hotel General Manager

- Located in the heart of Melbourne CBD
- Sponsorship Available

Opportunity to take on the leadership of two popular hotels based in the heart of Melbourne. This role requires a true hotel professional with experience in managing a corporate hotel in a city location. The ideal candidate should be fully committed to the role and the industry. Full details will be given to candidates matching this criteria.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Business Relationship Director

- Team Management
- Sydney CBD

Major Travel Organisation is seeking to fill a management position within their company. You will be strategically directing the team of Account Managers. It is essential that you have strong proven leadership skills as you will be managing a competent developed team. In addition this role requires that your immediate background includes extensive experience in business relationship management and have a strong understanding of corporate travel complexities from previous employment.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Hotel - Business Development Manager

- Melbourne
- Travel Industry experience essential

Outstanding 5 star luxury hotel is seeking a BDM to maximize sales opportunities. You will be assisting in sales and promotional marketing plan along with actively sourcing new accounts and developing existing accounts. You will need to be able to demonstrate your success in securing new business with the corporate market from the travel industry.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@tmsap.com or **apply online now!**

Quality recruitment for the travel and hospitality industries in Asia Pacific



Awarded
Best Practice
Accreditation
2010

T +61 2 9231 6444

E nswjobs@tmsap.com

W tmsap.com



BNE

MEL

PER

SYD

BKK

HKG

SHA

SIN

Partners in

DXB

UK

USA



**SCORE A WINNING ROLE WITH AA!
REGISTER TODAY**

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com

SYDNEY – 8/6 O'Connell St – (02) 9231 6377 – apply@aaappointments.com.au

MELBOURNE – 1/167-169 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

JOIN A WINNING SIDE!

**AA APPOINTMENTS IS EXPANDING –COME JOIN THE TEAM
RECRUITMENT CONSULTANT X 2**

SYDNEY –SALARY PACKAGE \$60K - \$100K ote.

Ever wondered why our staff have stayed with our agency between 5 – 10 years? Maybe it is the fun team environment and the excellent salary package & bonuses, including up to 5 weeks paid annual leave. Or maybe it is the rewarding satisfaction they feel when they assist candidates in finding top new roles! Whatever the reason, they all have enjoyed the switch to recruitment. So can you – apply today.

GET THE BALL ROLLING

CORPORATE CONSULTANTS BONANZA

SYDNEY: SALARY PACKAGE TO \$60K PLUS INCENTIVES

Are you currently working in retail travel? Sick of not making sales targets and worrying about making more than your base salary to pay the bills? No need to worry anymore, join this leader in corporate travel servicing their elite business clientele in a domestic, multi skilled or international consulting capacity and never worry about sales targets again. Relax with a base salary that will cover all your costs and more, plus career advancement and benefits like no

HUDDLE UP

**GROUPS AND EVENTS CORPORATE CONSULTANT x 2
SYDNEY: SALARY PACKAGE TO \$60K PLUS INCENTIVES**

Are you passionate about groups? Have you dabbled in events? Want to join a winning company who is expanding their groups and events dept? This TMC is looking for superstars to join their fun team. Corporate groups' exp would be an advantage but they will also consider someone who wants to specialise in this area. You will enjoy earning a top salary, be in a supportive team within amazing offices in the CBD.

KICKING GOALS

**WHOLESALE TRAVEL CONSULTANTS x 2
PERTH (CITY & NORTH) – SALARY PACKAGE TO \$55K+**

Calypso experience is highly sort after in Perth and we currently have 2 wholesale travel companies requesting this experience. Not only will you been given fantastic educationals and great bonuses, you will be presented with a friendly team of consultants and a positive working environment. If you have a min 12 mths international travel consulting experience with NATIVE Calypso, apply now!

TACKLE ONE OF THESE TOP ROLES!

RETAIL TRAVEL MANAGER X 2

MELBOURNE (EAST) – SALARY PACKAGE \$60K - \$70K (OTE)

Looking for a change of pace or possibly a different wage structure? We have 2 fantastic retail travel manager positions available that will be sure to tempt you! Step in to a new office & see your motivation to succeed return. To be successful for one of these positions you must have a minimum 12 months retail travel management experience, together with a solid travel background & strong sales skills.

DOWN THE LINE

CUSTOMER SERVICE CONSULTANTS

MELBOURNE (INNER) – SALARY PACKAGES TO \$53K

With the travel industry moving more online everyday, this is your chance to move across to the largest & most profitable online travel companies in Australia. No more face to face consulting and the opportunity to progress your career! If you have a minimum 12 months international travel consulting experience & are proficient on a CRS, here is your chance to move across to one of the fastest growing travel companies.

GET ON BOARD!

CRUISE CONSULTANTS

BRISBANE CBD – SALARY PACKAGE TO \$50K OTE

Want to be a part of a growing travel trend in Australia? Working in this dynamic wholesale team will see you specialising in cruise travel. Not only will you be selling worldwide cruises but enjoy the variety in arranging pre and post arrangements and flights. This role will open the door to a promising travel career with exciting opportunities for career development and progression. Min 12 months consulting experience. Now is the time to jump aboard & earn top \$.

YOUR BIG BREAK – WIN THIS DREAM ROLE

SALES EXECUTIVE

BRISBANE– SALARY PACKAGE TO \$50K PKG

Always wanted to get out on the road as a Sales Rep? We have a rare and exciting opportunity for an experienced consultant to make the jump now. You will enjoy being an account management for this leading wholesale product where you'll be working Monday to Friday only! You will also have access to fantastic company benefits & escort amazing educationals. Travel agency experience required along with ability to speak to large groups and an enthusiastic nature.



HAYMAN

TRAVEL INDUSTRY ESCAPE

Ease into winter and enjoy the warmth of beautiful Hayman in the spectacular Great Barrier Reef.

Offer includes

- Three nights' accommodation for two people in a luxurious room
- Daily buffet breakfast in Azure overlooking the Coral Sea
- Return luxury launch transfers between Great Barrier Reef Airport and Hayman
- Paddleskiing, windsurfing and catamaran sailing
- Tennis, squash, croquet, golf driving, billiards, 24-hour gymnasium and island walks
- Complimentary resort tour and sparkling wine on arrival

From **\$495** per person per stay. Limited time only

To receive this special offer, please quote INDESC upon reservation. Employee identification also required, including IATA number and reservation enquiry details on company letterhead.

For further information or to make a reservation contact Hayman Reservations

E reservations@hayman.com.au T (61-7) 4940 1838 or Toll Free (in Australia) 1800 075 175

Conditions Valid for travel until 30 September 2010 and available to bona-fide travel industry employees only. Employee identification is required at check-in to validate special rate. Rate quoted in Australian dollars, inclusive of GST and based on twin share accommodation in a Pool Room or run of house. Offer excludes Retreat Room accommodation and based on a minimum 3-night stay. Additional night rates include accommodation and breakfast starting from \$330 per room per night. Rates are subject to change. Subject to availability.

HAYMAN GREAT BARRIER REEF QUEENSLAND 4801 AUSTRALIA

A member of

The Leading Hotels of the World®

HAYMAN.COM.AU