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Travel Daily

First with the news

Thursday 4th August 2011



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TRAFALGAR

BA slashes direct airfares

“BRITISH Airways can clearly afford to pay travel agents commission - it just prefers to rebate it directly to consumers”.

That was the comment of one outraged **TD** reader this morning who highlighted a BA deal launched on one of the plethora of group buying websites today.

Under the LivingSocial deal, British Airways is offering a \$49 coupon for sale, which gives holders \$250 off any BA economy published fare as shown on its website at www.ba.com.

The voucher also gives \$500 off premium economy fares, while there's a \$99 offer giving a hefty \$1000 off business class fares.

The discounts amount to

significantly more than any commission which would be payable for an agent booking.

One voucher can be used per person per return flight, but consumers can purchase up to five vouchers in total - and the fares are valid for travel from 12 Aug 2011 until 31 May 2012, but excluding the 15 Dec-15 Jan peak.

The offer is valid for outbound travel from Sydney to UK/Europe, but not on codeshare flights.

And it's on offer for a whole week, with more than 45 vouchers sold within the first few hours of the deal going live.

Consumers who are very quick can also save on BA's 'Buy Business Fly First' offer, with First Class fares from \$7999 return available for bookings by 17 Aug.

New HAL number

HOLLAND America Line's new Sydney office (**TD** yesterday) can be contacted on 1300 987 321.

Club Med double bonus

THIS month Club Med is offering travel agents two single FOC nights for every 14 nights sold to any of its worldwide resorts - see **p12**.

Today's Travel Daily

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

- TMS Asia Pacific
- AA Appointments
- Consolidated Travel
- Club Med

Lest We Forget

(Sandakan - Ranau Death March)
Sandakan Memorial Day
15th August
www.sabahtourism.com

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AND THE GOLDEN AGE OF THE PHAROHS

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You'll love every piece of Australia

The exhibition is organised by the National Geographic Society, Arts and Exhibitions International and IMG, with cooperation from the Egyptian Supreme Council of Antiquities. Image: Canopic Coffinette of Tutankhamun. Not the Funerary Mask.

Holidays qantasholidays.com.au/agents

earn points Trip

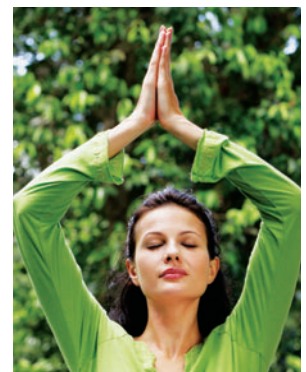
Waiting to be enlightened?

Wait no longer. If you are a travel agent based in Australia, we are giving away copies of our Consumer Research Survey which reveals the changing face of today's travel consumers and the influences behind their decision making process

[Click here](#) for your copy and if you are really lucky, you might win an Apple iPad 2.

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Arrivals continue to dive

A RECORD 5.9 million short-term visitors arrived in Australia for the 12 months to 30 Jun - but ABS figures released this morning reveal that the trend for inbound tourism is continuing downwards.

The trend estimate was down 0.5% compared to May and is 2.2% lower than in Jun 2010.

In Jun the top source country was New Zealand, with 93,600 arrivals - almost three times as many visitors as the next biggest source, the USA at 36,300.

Japan was down 28.5%; Korea dived 17.4% and the UK fell 8.4%.

Chinese visitors increased 9.4% year on year, while Indonesian arrivals have soared 22.6%.

The strong Aussie dollar is

continuing to drive departures, which were up 1.4% during Jun and are currently a whopping 10.9% higher than a year ago.

Indonesia has jumped into the top position for Aussie travellers, with 83,200 departures, ahead of the USA in second place at 78,900; the UK came in third with 71,600 departures.

New Zealand slipped into fourth place, with just 59,900 Aussies crossing the Tasman in Jun.

OS WIN-terfestival

AUSTRIAN Airlines is today offering five double passes to a special Winterfestival evening next Tue in the forecourt of St Mary's Cathedral in Sydney.

The event will be a fun night of mulled wine and roast pork, along with the announcement of the eXperts Academy Family winners.

The tickets will go to the first five TD readers to answer:

What is the name of the Austrian traditional costume?

Email your entries, also including your eXperts PIN, asap to experts@traveldaily.com.au.

New NYC & Co rep

CRAIG Gibbons has been named as the new Account Director for NYC & Co's Australian office which is operated by AVIAREPS.

He takes on the role vacated recently by Sue Jones, and moves from his previous position with NRMA Tourism & Leisure.

More appointments on [page 6](#).

ONE APPOINTMENT THAT'S JUST THE JOB

C&M Travel Recruitment's Recruitment Open Evening



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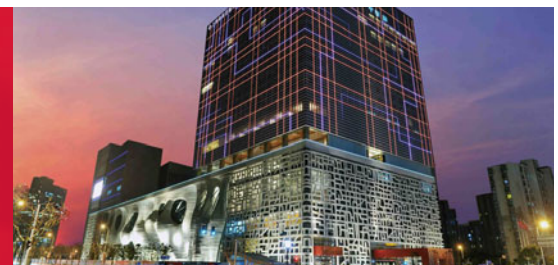
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Travel Daily
 First with the news

Thursday 4th August 2011



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 International Travel Industry Club

Emirates

EXTENDED! Emirates Industry Rates to Dubai & Europe - Sales to 30 Sep 2011

From \$1,049* per person plus taxes
*Conditions Apply.

CLICK HERE for further details

3 Carnival newbuilds

THE global cruise boom is clearly continuing unabated, with Carnival Corporation overnight announcing orders for three brand new cruise ships.

One of the vessels, a 132,500 ton ship to be manufactured by Italian ship builder Fincantieri, will be for Costa Cruises and is planned for delivery in Oct 2014.

Carrying 3700 passengers, the new Costa vessel will be the brand's biggest vessel ever, and will "replace capacity from the sale of certain older Costa ships".

Costa Marina will leave the Costa fleet in Nov this year.

The other two newbuilds will be constructed in Japan by Mitsubishi Heavy Industries, and will be delivered to Carnival's German brand AIDA Cruises in Mar 2015 and Mar 2016.

Both of the AIDA vessels will carry 3250 passengers.

Carnival brands currently operate a total of 101 ships.

Hahn committed to Oz

INTERLINE e-ticketing platform Hahn Air says it will continue to market its products in the Australian market, despite the demise of its local representative Aerius Travel (**TD** Mon).

HR head of Global Account Management, Andreas Ochse, told **TD** yesterday the company was "currently in transition to our new service partner," with details of the new arrangement set to be released in the coming days.

CZ to Perth from Nov

CHINA Southern Airlines will launch new direct flights from Guangzhou to Perth from 01 Nov, according to a number of online aviation blogs.

The flights will initially operate three times per week, reports say.

MEANWHILE GDS displays have also been updated to confirm that China Southern's new double daily MEL flights (**TD** Fri) will operate 30 Oct 11-15 Feb 12.

DJ pax fall 20% in Jun

VIRGIN Australia's international passenger numbers during Jun were 19.9% lower than a year ago mainly due to the carrier's pullout from the NZ domestic market.

Figures released this morning also showed a 1.3% drop in domestic DJ pax numbers but a 4.2 pt load factor increase to 79.2%.

International loads also improved significantly, up 5.9 points to 81.9% for the month.

DJ said the decline in domestic numbers was due to the impact of the ash cloud in the region.

SQ drops A380s to MEL

SINGAPORE Airlines will switch its A380 Melbourne services to operate using a 777-300 from 14 Jan 2012, according to agent GDS.

GDS displays also show SIA planning to introduce its new A380 all-upper deck Business Class services on the Zurich and London route from 01 Oct.



IT looks like the Middle Eastern country of Jordan is set to join the space race.

Tourism officials have announced the development of a major new resort in the coastal town of Aqaba - and major features will include a Star Trek theme park.

Trekkies are sure to be keen to be beamed into the park which will naturally include Captain Kirk, Mr Spock and of course a healthy sprinkling of Klingons.

The US\$1.5 billion project includes investors from the US alongside a development fund run by Jordan's King Abdullah II.

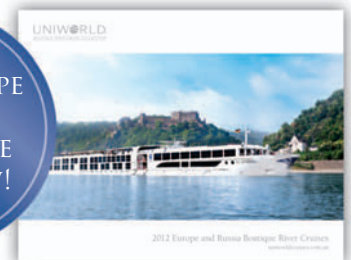
Keen aficionados of the show won't be surprised at the move, with the king known for being an avid Trekkie, having made a cameo appearance on a 1995 episode of *Star Trek: Voyager*.



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Uniworld launches 2012 Euro program

THE Australian market has “more than succeeded expectations” in terms of sales and continues to grow in popularity for Uniworld Boutique River Cruise says GM Australia, John Molinaro.

The river cruise line has launched its 174-pg 2012 Europe & Russia brochure, covering 32 itineraries including two new journeys.

The 8-day Gems of Germany, Belgium & the Netherlands and the 17-day Grand Treasures of Europe both include Holland’s Floriade 2012, a once a decade international botanical festival.

Also new for 2012 are three programs that give guests the ability to customise their river cruise experience to their own tastes, built into the cruise cost.

Choice is Yours offers a range of alternative excursions in select cities; *Uniworld Go Active* sets pax up with a bicycle or Nordic walking sticks to either build fitness levels or to enjoy the outdoors; and



Gentle Walking Tours, which as the name implies, are relaxed and slower-paced group walks.

Molinaro said the new options are “proof that we are always enhancing our product to reflect the interests & tastes of our guests.”

Uniworld is offering pay-in-full savings of up to \$3,800 per couple on select sailings until 30 Sep.

Molinaro is **pictured** displaying the new Uniworld brochure.

Social River Cruising

UNIWORLD Boutique River Cruises has introduced a local Facebook page driven by the urge to interact with the number of Australian travellers commenting and using its US Facebook page.

General Manager John Molinaro said launching an Australian site would help the firm connect not only with prospective and past clients but travel agents too.

Molinaro insisted that the site would only be used to provide information and special offers, and not as a booking platform.

Facebook fans can use the social networking site to connect with other travellers and it allows Uniworld to offer advice and tips on its product, as well as share stories & photos - see facebook.com/uniworldcruisesaustralia.

A Uniworld Twitter account has not been ruled out, but would “only be taken on board when it can be managed and fully serviced,” Molinaro told *TD*.

Uniworld builds in gratuities & tipping

RESPONDING to consumer and trade demand, Uniworld has this year incorporated cruise and land touring gratuities and tipping.

Molinaro told *TD* yesterday the move positions Uniworld’s pricing ahead of competitor Avalon, but under that of Scenic Tours and APT, which he said, differs as they build in fly-free air promotions.

The switch to include grats/tips means agents can now earn extra commission on the product.

Prices for 2012 have increased by about 10% as a result, Molinaro said, despite the Australian Dollar rising in value against the Euro over the past year.

Uniworld’s eight-day Enchanting Danube voyage between Budapest - Passau is going up \$387 to \$4,095ppts in peak season,

The 15-day European Jewels Amsterdam-Budapest cruise is up to \$7,295ppts, 9.5% higher than 2011, based on current prices.



From your chair



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Win a trip to London, no porky pies.

Qantas and British Airways are giving you the chance to win the ultimate luxury trip to London. You and a friend could win return Business Class flights, 5 nights accommodation at Dorchester Collection properties, West End Theatre Tickets, a traditional High Tea, a Black Cab Tour of the city and passes to the London Eye. Plus, consolation prizes of iTunes vouchers will be awarded each week of the promotion. Simply book and ticket 5 separate bookings that include Qantas or British Airways JSA flights via Singapore, Bangkok or Hong Kong between 12 July and 5 August 2011 (for departures until 30 June 2012) and complete the entry form by telling us in 25 words or less “What you love most about flying to London”. For full details, and to enter, visit qantas.com/agents and click on the competition banner.

New Seabourn office

CARNIVAL Corporation today announced that Tony Archbold, the head of its new local Holland America operation (**TD** yesterday) will also be in charge of a new dedicated Seabourn office here.

The company said the move was in response to “a growing volume of travel agencies selling its ultra-luxury cruises to upscale Australian travellers,” with a new team of Seabourn sales and reservations specialists in Sydney.

Seabourn senior vp of sales and marketing, John Delaney, said “Australian travellers and their travel agents have really taken Seabourn to heart.

“And with the addition of our three new ships, it became important for us to scale our Australia-based resources to match their enthusiasm,” he said.

Seabourn’s entire inventory of cruises and departures will be available on Carnival’s POLAR online booking system, and the new office will be contactable during extended business hours on 1300 987 323.

\$108b MEL-BNE line

THE proposed high-speed train line linking Melbourne & Brisbane is expected to cost between \$61-\$108 billion to construct, the Australian govt announced today.

A study on the rail line suggests tickets on the three hour trip between Melbourne and Sydney will be priced from \$99 to \$197.

Ticket prices on the Sydney to Brisbane leg of the complete 1,600km track length would cost around \$75 to \$177.

The report released today by the government on the project suggests stops in Canberra, Newcastle and the Gold Coast.

It proposes by the year 2036 the line would carry about 54m pax per year, nearly half the number that would fly between SYD-MEL.

Red Carnation for Oz?

FIVE-star hotelier Red Carnation may be considering opening a property in Australia, according to The Travel Corporation sources.

Jetstar Hong Kong

JETSTAR is the process of applying for a Hong Kong Air Operator’s Certificate, with plans for a new carrier to be focused on mainland China routes, according to an Apple Daily report today.

Qantas’ Spirit of Australia



LAST night Qantas hosted some guests to a special advanced screening of the new Australian movie, ‘The Cup’ at Roadshow Films private cinema in Sydney.

Starring Stephen Curry, Daniel MacPherson, Jodi Gordon and the late Bill Hunter, the movie is based on inspirational jockey Damien Oliver winning the 2002 Melbourne Cup on Media Puzzle just days after his brother Jason died from a track fall.

The national carrier’s aircraft features prominently in scenes throughout the movie.

“Qantas is proud to support the Australian Film Industry”, said Qantas’ manager, PR, media and communications, Amanda Bolger.

The Cup opens in cinemas on 13 Oct 2011, in the lead up to the race that stops the nation.

Pictured above are Inge Burke, Roadshow Films; Amanda Bolger and Justin Kelly from Qantas.

Falls Creek bargain

FALLS Creek in the Victorian Alps has launched a ‘never to be repeated’ Aug deal, valid only between 07-12 Aug 2011.

A three-night lodge style accom package including brekkie and lunch daily, lift passes, lessons and ski/board rental and transfers is priced at \$695/adult and \$455/child aged between 6 and 14.

To book phone 1800 45 35 25.

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FRENCH WATERWAYS & VINEYARDS
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Thomas Cook ce quits

THE chief executive of Thomas Cook Group, Manny Fontenla-Novoa has resigned, following a review of the firm's disappointing performance, *The Guardian* said.

JTN agents living in the 70s



ABOVE: The Jetset Travelworld Conference and Awards night was in full swing last weekend with 75 consultants dressed to impress in their best 70s attire.

A number of preferred partners

were on hand during the day offering special sessions to the consultants.

Guest presenters included Lynne Schinella & Nicholas Tweedy who spoke to the agents throughout the day before they competed in a Travel Trivia competition.

The big trivia award went to Travelworld Ipswich's Kimberley Sheean and Kallie Banditt who both won a ticket on the Qantas A380 aircraft to Singapore and a \$200 Qantas Holidays voucher.

Pictured on the dance floor from left are: Chantelle Price, Beverley Mitchell, Colette Rosso and Tracy Periera, Jetset Spring Hill; Julie Ricardo, Just Cruises; Sharon Hando, Travel the World; Vesna Latter, Amanda Brady and Ros Damico, Travelworld Capalaba and the über sexy Danny Roche, Jetset Travelworld Network State Manager.

Egencia application

EXPEDIA's corporate division Egencia Inc has rolled out an iPhone app that features a Smart Itinerary function that updates information based on where a passenger is on their journey.

Other functions include Flight and Destination Alerts, Flight Schedules, Online Check-in and Click-to-call, which enables the traveller to call or email Egencia's customer service with one touch.

Egencia Mobile is available in 13 countries including Australia.



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.

Toni Francis has been welcomed to **AA Appointments National Executive Division**, where she will work alongside Linda Green, Kathryn Hebenton and MD Adriana D'Angelis. The travel and hospitality recruitment company has also added **Krystle Egginton** as its Temps Controller located in the Melbourne office.

Robert Gaymer-Jones has been appointed Chief Executive Officer for **Sofitel Worldwide**. He joined Sofitel in 2007 as Chief Operating Officer.

The Melbourne Convention and Visitors Bureau has named **Keith Herdman** as its Acting Chief Executive Officer following the departure of current ceo, Sandra Chipchase, effective today. Chipchase has left the MCVB to take up her new role as ceo of Destination NSW.

Air New Zealand has today advised that director, **Jane Freeman**, will be stepping down from her role on the Board, effective 24 Aug. Freeman, who is retiring, has been a director with Air NZ since 2002. Her departure will bring the Board back to its normal number of seven directors.

Greg Williams has rejoined the **Alila Hotels and Resorts** to take on the role of General Manager of Alila Sothea, Siem Reap.

Outrigger Reef on the Beach has appointed **Ferdinand Billena** as the new executive chef for Kani Ka Pila Grille.

Skycity Entertainment Group's Board has selected **Chris Moller** as its next Chairman, following the retirement of Rod McGeoch, effective from the 2012 Annual Meeting. The Board has also appointed **Bruce Carter** to the role of Deputy Chairman, effective immediately.

Archipelago Hotels and Resorts has appointed **Anthony A. Sebastian** as general manager of The Datalang Langkawi. Archipelago took over management of the luxury property on 28 Jul.

Hilton Worldwide has named **Edmond Ip** as Chairman, Greater China. Singapore-based Ip has more than 30 years experience in the hospitality industry, including being co-founder of Banyan Tree Hotels and Resorts.

Travel agency closures

THE Travel Compensation Fund has announced the voluntarily withdrawal of five travel agency head office locations this week.

Among those are **Around Australia Tour Service** of Waverley NSW (ABN:47 054 362 748); **Deep River Travel** of Northbridge NSW (ABN:57 064 402 231); **Serendipity Journeys** of Gordon NSW (ABN:70 105 303 660); **Getabout Tours** of Wondai Qld (ABN:33 227 167 448) & **Australia Zoo Travel** (ABN:31 773 052 052 948 - TD yesterday).

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TRAVELTECH

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TRAVELtech is back. Australia's original web, travel, marketing, distribution and tech event, returns to Sydney on August 29. As always, it features a topical, fast-paced program, great speakers and networking. Latest trends, issues, strategies, opportunities. Meet industry leaders and innovators. **Don't miss out – 150 already booked.**

DETAILS AT WWW.TRAVELTRENDS.BIZ

Etihad marketing push

ETIHAD is today running full page ads in major newspapers as the first stage in a campaign which invites Australians to "change to the best".

The carrier said it aims to "become the airline of choice for overseas travel from Australia," with the ads highlighting the new partnership with Virgin Australia and its Velocity loyalty program.

"Our market share is growing at the expense of the local competition," claimed ceo James Hogan, saying customers were attracted by Etihad's one stop services and seamless connectivity through EY's Abu Dhabi hub.

"The alliance with Virgin Australia... offers Australians a compelling alternative for domestic connections to Etihad international services," he added.

MEANWHILE a number of **TD** readers have pointed out that while the large scale print ads are very impressive, one of the images used may be a little confusing.

Pictured below, the photo shows an exhausted but happy shopper surrounded by packages in her EY business class seat - but unfortunately looking a little squashed because she has to rest her feet on the monitor in front.

Ironically, the ad includes the tag line "there's never been a more comfortable way to fly from Australia".



Travel Daily

First with the news

Thursday 4th Aug 2011

Ponant joins ICCA

THE International Cruise Council Australasia has announced that luxury cruise operator Compagnie du Ponant is becoming a member.

Ponant, represented in Australia by Travel The World, is ICCA's 26th cruise line member.

"We are looking forward to working through ICCA's training program to raise awareness of Ponant's great product and itineraries amongst Australian travel agents as local demand for luxury cruising continues to grow," said TTW md Andrew Millmore.

Travelzoo tops 24m

TRAVEL deal specialist Travelzoo says its added 1m new subscribers in the past three months, lifting its global audience to over 24m.

Three million subscribers are in the Asia Pacific region.

Latin America training

ARGENTINA and Chile Tourism are offering agents the chance to increase their knowledge on the destinations at seminars in Brisbane (15 Aug), Sydney (17 Aug) and Melbourne (18 Aug).

Airlines and tour operators will provide the most up to date info on the countries and agents who attend will be in the running to win a trip to Argentina and Chile.

RSVP to attend by tomorrow - see <http://bit.ly/argchile>.

Give the gift of TIME

LAST night the Travel Industry Mentor Experience launched a new "Gift of TIME" voucher for the industry to use as a reward experience for valued staff, loyal suppliers or industry customers.

An "investment bargain" at \$1500, each voucher gives six months of professional personal mentoring.

Speaking at a TIME networking function, founder Penny Spencer said "we would like to encourage everyone in the travel and tourism industry...to consider investing in the future of their people".

The second intake of nine Mentees are set to graduate next month, with a number of high profile organisations supporting



the program and producing "significant benefits" for mentees and their employers, Spencer said.

Last night's event included an inspirational presentation from high profile company director Anne Keating, whose extensive business career includes a stint as GM Australia for United Airlines in the 1990s, and now sees her as a non-executive director of major corporations including theme park operator Ardent Leisure.

Pictured above from left are Judith O'Neill, Aspirations Consulting; Penny Spencer, Spencer Travel; Anne Keating; and Marie Allom.

BELOW: Ron Rosalky with last night's speaker Anne Keating.



ABOVE: Cruising legend Jackie Foggitt with Rowena Dick from Top Deck Travel.

BELOW: Former AFTA ceo Mike Hatton with mentee Jake Hower from Pan Australian Travel.



More pics from the TIME event at www.traveldaily.com.au/photos.

GOLDMAN
TRAVEL CORPORATION
INCORPORATING URSULA KING TRAVEL

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SPECIALISTS IN THE ART OF TRAVEL

Corporate Consultant

Goldman Travel Corporation, a leading travel management company located in Sydney, is looking for an experienced Corporate Consultant to join our dynamic team in our Bondi Junction office.

Applicants must have the skills to work autonomously and be totally focused on customer care. Sabre/Tramada is an advantage, but not essential.

Very attractive salary and working conditions guaranteed.

If you believe this role is right for you or request further information, send through your resume or contact David Goldman at david@goldmantravel.com.au or (02) 8333 7700.

All applications and contact will be treated as confidential.

EXPERIENCE

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ABOVE: Relais & Chateaux recently hosted a group of agents on a famil to New Zealand in conjunction with Emirates.

The famil included a stay at the newly re-opened Otahuna Lodge in the Canterbury/Christchurch region and the Whare Kea Lodge on Lake Wanaka where the group indulged in some local cuisine of in-house Chef James Stapley.

Pictured above after a scenic helicopter ride to the chalet located in the Buchanan Mountain range beside Mt Aspiring National Park from left are: Sarah Bush,

The Travel Authority; Lisa Black , American Express Centurion Travel; Tony Knox, Relais & Chateaux; Vicky Woolnough, Travelforce; Helen Talman, Intertravel Mary Rossi, Tour Guide; Hugh Grant Blake, Wentworth Travel and Macailla Seaver, American Express Centurion Travel.

2nd First EK DXB lounge

EMIRATES has expanded its First Class Lounge offering at Dubai Int'l Airport, with the introduction of a second dedicated lounge located in Terminal 3 on Concourse 1.

The new First lounge features a quiet zone with recliners, two LED TVs, dining areas, showers, a business centre and wi-fi, and boosts EK's Premium Lounge options in DXB to four.

APT/Lonely Planet JV

APT will offer clients destination specific Lonely Planet books when booking select tour and cruising holidays, as part of an exclusive arrangement to produce co-branded guide books.

The tour operator's specific details will be added to the books including information on itineraries, cruise ships, packaged hotels and tour inclusions.

Co-branded APT guide books cover Europe, Canada/Alaska, Russia, Scandinavia, The Baltics, Siberia, Asia, Vietnam, Cambodia, Laos, China, Tibet and Hong Kong.

VS expands NZ pact

VIRGIN Atlantic has expanded its codeshare arrangement with Air New Zealand by adding a new route to London, via China.

Effective immediately, pax fly with Air NZ to Shanghai and then codeshare on VS's thrice weekly service to Heathrow under the expanded alliance.

Amadeus F1 results

AMADEUS has reported a growth in its distribution and IT Solutions during the second quarter and first half of 2011.

Revenue grew 3.9% year on year up to €1,389.0 million (\$2124.0m) and its net debt decreased 26.3%.

Actual passengers boarding flights using the Amadeus Altea Reservation system rose by 32.5% to 203.9 million.

WIN A HOLIDAY TO MAURITIUS



Throughout August, **Travel Daily** is giving readers the chance to win a fabulous Mauritius holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius and Beachcomber Tours.**

The prize includes:

- ◆ Air Mauritius return economy flights for two from Sydney, Melbourne or Perth to Mauritius
- ◆ Five nights twin share accommodation in a luxurious Junior Suite at the 5-star Trou aux Biches Resort & Spa - set in a tropical garden and fronted by a pure white sand beach
- ◆ Daily breakfast & dinner for two

All you need to do to enter the competition is to **send in a picture of yourself dressed in a French theme and showing how you imagine yourself escaping winter for the warmth of Mauritius.**

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

CLICK HERE for terms & conditions



Utell Rio addition

THE 545-room Windor Atlantica Hotel in Rio de Janiero has joined the Utell Hotels & Resorts group.

The hotel was previously run by Starwood Hotels as a Le Meridien.

Quick Russian visas

RUSSIAN Gateway Tours is offering independent travellers the option to order tourist visas online at Russian Tourist Visa Support - russian-gateway.com.au.



Adventure Travel Business Development Manager – Kumuka Worldwide

We're looking for an individual who is reliable, personable and passionate about adventure travel to represent our brand, is this you? Based from your home, you will be required to drive and increase sales in your region by training and supporting travel agents on all things Kumuka. *This position is Melbourne based*

For more details, head to www.seek.com and search for 'Kumuka'.

Applications close Friday 19 August 2011. Email your CV and cover letter to aushmanresources@kumuka.com.au
Only applicants required for an interview will be contacted.

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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Your Success Is Our Achievement

Count on TMS to get you the right job!



Hot Jobs (Australia) - August 2011

Sydney – 02 9231 6444 – nswjobs@tmsap.com
Melbourne – 03 9602 1809 – vicjobs@tmsap.com
Brisbane – 07 3221 9916 – qldjobs@tmsap.com

Adelaide & Perth – 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 02 9231 6444 – sally@tmsap.com

Temp or Contract Executive – **Alex and Jane**
– **Sally Frape**



Franchise Operations Manager Sydney

- Fastest QSR Company
- Development across Australia
- Newly Created position

Due to the growth of this company, this company is now looking for a Franchise Operations Manager based in Sydney and dealing with franchisees across Australia. The purpose of this position is to introduce a high volume of high quality commercial business to the company's Franchisees, maintain and enhance the company's franchising market share. This business is to be sourced internally via the company, as well as externally through existing and prospective clients and referral networks. The role is also responsible for educating, coaching and training for the franchisee on the company's Products, services, policies and procedures to facilitate the identification of potential opportunities. Reports directly to the CEO and Director, working with the Operations Manager, you will have the following key responsibilities: Business Development, Contribute to the introduction of quality business to franchisee, Develop and implement a Global Marketing and Analysis system that target clients and generate business development activities, Maximize cross-selling opportunities for the company's products and services, Promote the company's as a Luxury quality provider of the Services, Management and Retail Know - How and seek opportunities to sell those products, Seek new business opportunities, Build an acceptable level of external referral sources to ensure budgets are met, and Ensure that all the company's franchising business is introduced in terms of policies and procedures as well as the Franchising Manual. Other key responsibilities are Coaching & Training, Relationship Management and customer service. Your Skills will include Inspirational & Leadership, Decision Making, Managing Change and Development of Franchisees. You will have 5 years of experience in Franchise Management, preferably in Food Retail in Australia. Great Opportunity to join one of the fastest growing QSR!

Contact Remi Descamps on +61 2 9231 6444 for more information.

Guest Services Manager, Sydney 5 Star Hotel

- Top end role, leading and directing guest service staff
- Luxury hotel, Sydney \$55K + super, immediate start

We are looking for a high flying guest services manager who can fulfil the duties of a prominent luxury hotel and its demanding clientele. With at least 3 years experience, the perfect candidate will come with current hotel or hospitality background and ideally in a similar role overseeing the requests and anticipation of customer satisfaction. Exciting new product to be unveiled soon, be part of the winning team for this landmark hotel. Further details will be provided upon application.

Contact Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com

Temporary and Contract Assignments

- Travel Consultant Norfolk Island – 6 months
- Travel Consultant – Central Coast – 2 months
- Travel Consultants – CBD – multiple positions

Are you in between jobs or coming to the end of a contract role? Would you like more variety in your working life? Are you returning to work, on a working holiday visa or student visa. If you have knowledge of one or more GDS system and can start work now or in the next few weeks contact us now.

Contact Jane Dearden T: 02 9231 6444 E: jane.dearden@tmsap.com

Account Manager Hotels – Sydney

- Work for the market leader in online hotel reservations
- Bring your experience, skills and motivation

Our client is a leading online hotel reservations company with offices throughout the world. They are currently looking for an experienced Account Manager or Market Manager to join their team in Sydney. The role will see you working with hotels to optimize revenue, improve conversion and drive growth in the designated territory. You will be responsible for acquisition of new hotels, creating strategic plans, progress reports and advising hotels on their internet strategies. Ideally you come from a hotel sales background or an online travel environment. You have at least 2 years of experience in a similar role. You will demonstrate strong knowledge of Australian hotels and online distribution markets. You will bring existing network of contacts within the hotel industry. You are a self-starter and results-oriented. You have exceptional analytical, communications and commercial skills. You have a min Bachelor degree. You will be rewarded for your hard work with a solid base and a bonus system.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or apply online now!

Contracting Manager, SYDNEY

- Work for a Leading Luxury Tour Company
- Challenging and Exciting Opportunity
- Located in the heart of Sydney CBD

We have a limited opportunity to join one of Australia's most respected travel companies. Primarily you will be responsible for generating profitable revenues by developing and managing air products and airline services to enhance the company brands in the marketplace. You will be negotiating airline contracts, analyzing the current season's air products, maximising revenue generation through innovative air product development and establishing clear communication channels with key airlines and ensure all parties are delivering on expectations agreed by conducting regular product analysis and review. In return you will receive generous salary package, support and training, and career progression. If you are a strong negotiator with experience in the same role, have great relationships with airlines, excellent interpersonal skills along with an excellent background in contracting suppliers.

Contact Emmie T: 02 9231 6444 E: emmie@tmsap.com

Product / Supplier Relations Manager - Brisbane CBD

- Australian, New Zealand and Pacific focus
- Develop and maintain relationships with major suppliers
- Great Career progression and overseas travel

A large and established global travel wholesale company is seeking a sensational and dynamic product/supplier relations manager. This company has a wide portfolio of clients including top Australian hotels and major global travel brands. You will be responsible for securing both B2B and B2C contracts and be experienced in developing and maintaining client relationships. A high level of destination knowledge will be needed while understanding hotel product pricing, allotment and availability. The ability to travel throughout Australia and internationally is essential.

Contact Brendan Grant T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Senior Leisure Travel Consultant

- Are you an experienced Leisure Travel Consultant?
- Are you looking for a change?
- Salary up to \$65K + super DOE

Our client is a well known and respected Corporate Travel Company specializing in Entertainment and Production travel. They are currently looking for an experienced Leisure Consultant to join their busy team. You will have very solid experience in Leisure Consulting within successful travel business in Australia. You will bring your extensive first hand travel experience. You will have excellent Galileo and Tramad knowledge along with Fares and Ticketing. Superior communication and sales skills are a must. Strong leadership skills are desirable.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or apply online now!



Quality recruitment for the travel and hospitality industries in Asia Pacific





THESE HOT ROLES ARE AVAILABLE NOW FOR TALENTED EXECUTIVES

THE BEST IN THE BUSINESS IS SOUGHT HERE

GENERAL MANAGER CONTRACTING

BRISBANE or MELBOURNE - SALARY PACKAGE NEG ON EXP

This integral part of the business will see you involved in all contracting functions including negotiation of allotments, rates, setting pricing strategies and implementing campaigns for exclusive deals within the market at certain times of the year.

You will be an inspirational leader who can demonstrate a sound knowledge of wholesale contracting particularly in the domestic market overseeing your product team.

REALISE YOUR FULL POTENTIAL

GENERAL MANAGER

SYDNEY - SALARY PACKAGE OTE \$90k+

How would you like to manage a business, designing sales & marketing plans to promote the Brand and grow profits? Being the face of this dynamic company you'll be responsible for building relationships and driving revenue from the travel trade. This is an exciting step-up opportunity for a senior Sales & Marketing Manager looking to prove themselves at a GM level. You'll be joining an industry leader with global reach.

REACH THE PEAK OF YOUR CAREER

BUSINESS DEVELOPMENT MANAGER - CORPORATE TRAVEL
PERTH - SALARY PACKAGE OTE \$120k +

Here is an opportunity for the best Sales Manager in Perth to secure a role working at the elite level with a focus on large market business. You will have impeccable standards, presentation skills along with the professional communication skills to be able to build relationships. You'll have an ability to influence others and have a strong background in tender construction & pitching for new business. AVAILABLE NOW.

ARE YOU THE MISSING LINK?

BUSINESS SOLUTIONS MANAGER
SYDNEY - SALARY PACKAGE TO \$95K+

Would you like a unique role that combines all of your experience in operations & sales with your skills in I.T. & travel systems? If you have both front-end and back-end experience in GDS you can identify functionality problems and offer solutions to your clients, linking your sales and operations teams to deliver exceptional service to your clients and improve their business processes.

DEVELOP YOUR TEAM TO BE THE BEST

TEAM LEADER - CALL CENTRE
SYDNEY - SALARY PACKAGE TO \$75K

With a major focus of this role being the development of your team, you'll need proven skills in coaching & mentoring and performance management in a customer service environment. If you're commercially savvy and have a strong understanding of contact centre environments, measurements and workflow management this new role is designed just for you. Beautiful product, modern office, top salary and great benefits.

MOVING ON UP WITH A GLOBAL COMPANY

WHOLESALE TRAVEL MANAGER
SYDNEY - SALARY PACKAGE TO \$70K + Benefits

This position manages a small team of Res agents. You will lead from the front mentoring & coaching your team to achieve sales targets. Being a strategic thinker you will also plan for revenue growth and ways to increase productivity. This is a career-defining role - once you join this great organisation you won't look back with potential to grow and a diverse career path ahead of you.

JOIN THIS GROWING ENTITY

CORPORATE OPERATIONS MANAGER
PERTH - SALARY PACKAGE DEP ON EXP

This company has future growth and development on the horizon so don't miss out on joining them on this fabulous journey. As a Manager you will need to possess the required skills and have exceptional knowledge of corporate travel, training and development of staff and client relations. This role allows you to take full management control of this boutique travel office and make the operation run smoothly.

A GREAT ADVENTURE AWAITS

SALES EXECUTIVE - LEISURE SALES
MELBOURNE - SALARY PKG \$55k + Car Allowance + BONUS

Searching for a company which has a product within the adventure space? This fantastic new sales role has just hit the market in Melbourne and requires the skills of a go-getter to cover the VIC/TAS market. You will have an affinity with the product and show a creative flair for presentations. Be rewarded with a supportive national team and be proud to walk through the doors with this product under your arm.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis

Linda Green

Toni Francis

Kathryn Hebenton

MANAGING DIRECTOR

NSW & ACT

NSW & ACT

VIC, SA, WA, QLD

Ph: 02 9231 1299

Ph: 02 9231 2825

Ph: 02 9231 2825

Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com

DISCOVER LONDON

EFFECTIVE DECEMBER 2011 VN FLIES TO LON COMPLEMENTING THE EXISTING FRA/PAR/MOW FLIGHTS & ALSO OPERATES TRIPLE DAILY FLIGHTS TO PNH FROM VIETNAM PLUS AN EXTENSIVE NETWORK TO NORTH/SOUTH ASIA



MAJOR PRIZE

THE TOP 2 SELLING AGENTS between 25 July - 25 August 2011 will win 2 FOC tickets in Economy Class to Vietnam (DAD/NHA) or Cambodia (PNH)

PRIZES

\$50 VOUCHER for every return Business class ticket issued ex Australia to LON/PAR/FRA/MOW, North/South Asia

\$30 VOUCHER for every return Economy class ticket issued ex Australia to LON/PAR/FRA/MOW, North/South Asia



Consolidated Travel Group



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quickticket between 25 July – 25 August 2011 on 100% VN itineraries ex Australia plated to VN (738) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Vietnam Airlines reserve the right to alter or cancel the promotion any time. Vouchers & tickets (do not include taxes, surcharges or processing fees) for this promotion are capped and will be distributed at the completion of the promotion, voucher claims must be received by COB 31 August 2011. Consolidated Travel Group ABN 60 004 692 791. Date of issue 21 July 2011.

To claim your voucher, please fax to your local sales office

Agency name:

Ticket number:



more **exclusive** more **inclusive**

August Special - DOUBLE Free Nights Incentive

For the month of August, you can earn 2 single FOC night for every 14 holiday nights sold to any Club Med Worldwide Resorts and get the chance to experience an all-Inclusive holiday for yourself.

example : 2 adults booked for 7 nights = 14 nights = 2 night FOC

[Click here for details](#)

Last Minute Offers

 Second Adult FREE*. For sale until 28 Aug 2011. For selected travel dates during Sept and Oct 2011

 Premium All Inclusive Escapes. For sale until 28 Aug 2011. For travel until 31 Oct 2011

Rooms still available during school holiday, with some resorts that still have connecting rooms available for families.

Current Offers & News

 Ski Early Bird Booking Bonus – Save up to \$450 per adult. For sale until 2 Oct 2011. For travel until 29 April 2011

 Price reduction by 10-20% for 2012 – Same all inclusive concept, greater value

 New Ski Resort - Valmorel, in the French Alps, opening 18 December 2011

 New kids pricing - Kids under 4yrs old stay for free at all times at Club Med Resorts

 **Phuket \$6M Enhancement** – Ready to be launched on 1st January 2012. (See below)

New Specialty Restaurant



New Zen Pool



New Bar



New Spa



For full terms and conditions contact Club Med on 1800 801 823
or visit our dedicated Travel Agent Website : www.clubmedta.com.au