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Travel Daily

First with the news

Thursday 18th August 2011

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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
QANTAS

qantasholidays.com.au/agents

JTG consolidates wholesale

A NEW Calypso platform has been implemented within the various wholesale brands owned by Jetset Travelworld Limited, with the move seeing Travel2 able to offer a "greatly expanded product range".

Travel2 GM Rohan Moss told **TD** this morning that the cutover went "exceptionally smoothly, and Travel2 is now delivering a more extensive range of product to our travel agent customers, plus a greater range of inventory providing improved instant confirmations on a broader range of hotels".

The change will also see Travel2 increase its non-brochured range of stopover hotels, with additions incl Indochina, India, the Middle East, South America and Africa.

It also means Travel2 has many more fares loaded for agents, with Moss saying the group had invested heavily in its air pricing team to broaden its range of fares, classes and city pairs.

A newly implemented phone platform enables automatic 'Call Backs' rather than agents having to stay in a phone queue, while email messages will also be integrated into queues to ensure prompt responses.

Moss said that to celebrate the rollout of the new system, Travel2 would next Mon launch a major 'Beach Bonanza' promotion focusing on key sun destinations.

Offers will include a wide range of exclusive value adds including room upgrades, free nights, half price transfers, discounts and food and beverage credits.

MEANWHILE also on the JTG wholesale front, Qantas Holidays and Viva! Holidays have added ski packages to Canada, USA and Japan to their range (**TD** 25 Oct), in addition to existing NZ product.

The one-stop shop includes lift passes, rental and clothing, along with flights and accommodation.

Seven pages of news

Travel Daily today has seven pages of news and photos, plus full pages from: ([click](#))

- TMS Asia Pacific
- AA Appointments
- Consolidated Travel
- Amadeus jobs

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.

How good is that?

www.travelport.com



Travelport

New Dreamworld ceo

ARDENT Leisure has appointed BridgeClimb md Todd Coates as the new ceo of Dreamworld, WhiteWater World and Skypoint, effective early Oct - see **page five** for more Industry Appointments.

Amadeus recruiting

AMADEUS is advertising a range of job opportunities, with roles in Sales, eCommerce, Business Solutions and others - for more details see the **last page**.

It's time...

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Travel Daily

First with the news

Thursday 18th August 2011

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AIRWAYS

TA TripAdvisor pact

TOURISM Australia is now featuring user-generated content on over 30,000 Australian holiday experiences featured on the nothinglikeaustralia.com website, through a new partnership with TripAdvisor.

STRATEGIC AIRLINES

BRISBANE to HAWAII NON-STOP from \$499*

*Subject to government approval. One-way.

Strategic pricing overhaul

FIRST details are now emerging of the planned repositioning of Strategic Airlines, as it begins to transform from a full service carrier to a "low fares" model.

Last week Strategic confirmed the move would give customers the option to select what they wanted on a 'user pays' basis.

Strategic's website is now listing a new Fare Guide which is set to be introduced for all domestic and international flights by the end of Oct, and prior to the

AA, Sabre content fight

AMERICAN Airlines' ongoing disputes with GDS firms are certainly not going away, with a Sabre full content agreement set to expire at the end of the month.

In a statement to agents this week AA said it expects its fares and inventory to be available on Sabre during Sep "either by commercial agreement or court-imposed injunction".

The carrier is in talks with Sabre over a new agreement, but just in case a deal can't be reached in time, AA has lodged court action to "prevent Sabre from punitively removing American's content from its system".

Sabre says it doesn't expect any disruption of AA's participation, telling agents "we remain dedicated to facilitating your ability to easily and efficiently compare shop AA and other airlines around the world".

launch of Hawaii services (**TD** Fri).

In what appears to resemble what's on offer through Air New Zealand's 'Choices' pricing platform, VC's Fare Guide lists five seating classifications - Sale (Seat Only), Seat Only, Seat + Bag, Fully Flexible + Bag and Business.

Each category is permitted up to 7kgs of free carry-on baggage.

Checked baggage of 23kgs will cost \$25 on domestic flights and \$50 on international flights, with excess charged at \$15/kilogram.

Meals, drinks, seat requests and inflight entertainment are all extra.

Priority check-in and boarding and a 30kg baggage allowance is offered to Business travellers.

Chief commercial officer Damien Vasta told **TD** today the move was "part of the new low-cost high value business model we will be adopting from 30 Oct."

Insight green thumbs

INSIGHT Vacations has released a one-off 17-day tour that includes the annual Chelsea Flower show and the once a decade Floriade.

The Floriade 2012, Chelsea Flower Show & Springtime in the Alps Tour is priced at \$5,567ppts and departs London on 24 May.

Grossi on A&K tour

AUSSIE chef and presenter Guy Grossi will escort a seven-night food & wine tour through Italy in May 2012 for Abercrombie & Kent. See abercrombiekent.com.au.

Skywest Jul figures

PERTH-based Skywest Airlines reported a 2.42% year on year increase in pax carried in Jul, up to 31,000, while revenue pax kilometres dropped 5.6%.

Charter services rose by 21 flights (8.9%) during the month.

sales central leader

Brisbane based

Virgin Australia is again changing the face of Australian Aviation during 2011 with our Game Change Program doing for corporate travellers what we did for leisure travellers ten years ago. This is a unique opportunity to play an integral role in shaping the evolution of this iconic brand and to become a part of this dynamic company that understands that people are its greatest asset. Our innovative culture is what sets us apart and through our creativity and willingness to adapt we will continue to challenge ourselves to shape the future of airline travel.

The Sales Central Leader is a pivotal position within our dynamic Sales Operations team. Managing the Sales Central Team, you are responsible for providing superior levels of support and customer service, and ensuring loyalty across key business areas such as industry, corporate and government, and international sales.

As an experienced travel industry professional, you will provide support, motivation and performance guidance to your team, ensuring high levels of efficiency are reached and agreed service level targets are consistently exceeded. Through your proven background in business and process improvement, you will initiate improved operational tools and systems and drive their successful implementation across all sales distribution channels. By drawing on your well developed leadership skills you will clearly convey the vision and purpose of the entire team, gaining their support and harnessing their desire to improve and make positive changes.

This is an exceptional and high profile opportunity that will provide you with exposure across multiple areas of our business, and offer you the real possibility of making a significant impact on our corporate market sales strategy. To be considered for this position you must have travel industry and GDS experience. To apply visit our website virginaustralia.com/careers or click here.

Applications close Sunday 21 August 2011

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CLICK HERE for further details

Rail Plus corporate sales up 35%

RAIL Plus is already seeing results from a concerted push into the corporate market, with a key driver of the growth being its integration into the Amadeus GDS via a 'Smart Tab' (TD 26 May).

Sales manager Greg McCallum told TD yesterday that business travel is the "final frontier" for the rail wholesaler, which has developed a strong presence in leisure over the past few years.

This year Rail Plus is revamping its agent incentive program, with an upcoming "Corporate Rail Experts Program" replacing last year's leisure-focused scheme.

Consultants who complete a series of new training modules covering the major advantages offered by rail for business clients will be eligible for prizes including trips with Emirates to Europe.

The recently introduced 'Print Your Ticket' option (TD 11 Aug) is also a boon for TMCs, allowing them to easily reissue rail sectors when their client plans change.

More Aussies to the UK

PROVISIONAL data for the 12 months ending 30 Jun 2011 shows a 14% year on year increase in the number of Australian travellers arriving in the UK.

Also, according to VisitBritain figures released this week, there's been a 16% surge in Aussies heading to the UK for the period from 01 Jan to 30 Jun 2011.

This Jun proved to be a record month for Britain, with around 2.89 million overseas visitors, which is 9% more than last year.

New boss at Air India

AIR India has wielded the axe at the senior level, announcing the appointment of Rohit Nandan as the airlines' new Chairman and Managing Director.

Nandan was previously Joint Secretary, Minister of Civil Aviation for the Indian gov't and "assumed charge" last Fri.

Earlier this month Air India had its plan to join the Star Alliance overturned as it failed to meet joining conditions (TD 01 Aug).

Mt Hutt back in action

NEW Zealand's Mt Hutt has reopened today after 80cm of fresh snow was dumped on the resort, causing the mountain to shut down over the past three days.

Splash About Card

CENTRAL Coast Tourism and the NSW Government have introduced a 2 for 1 'Splash About Card' for use at around 30 attractions.

The card offers savings of up to \$1,100 at the Star of the Sea holiday apartments, and can also be used at select restaurants, galleries, cafes and cinemas.

See visitcentralcoast.com.au.



Window Seat

THE first of Virgin Australia and Skywest's new ATR-72s arrived in Australia today, after a fascinating itinerary crossing the globe since it was handed over in Toulouse, France.

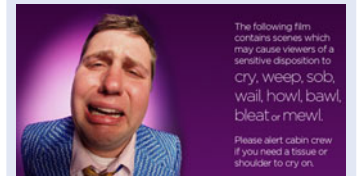
The sectors flown saw it jump from Toulouse (TLS) to Trabzon in Turkey (TZX) and then onward to Al Ain (AAN) in the United Arab Emirates.

Next stop was Nagpor (NAG) in India, then over to Penang (PEN) in Malaysia and on to Eltari (KOE) in West Timor, Indonesia before the final hop, arriving at its new home in Brisbane (BNE) this afternoon.

THE latest in-flight safety move by British carrier Virgin Atlantic is a tongue-in-cheek alert which is being added to some of its tear-jerker in-flight movies.

The 'Emotional Health Warning' (pictured below) is used to advise viewers that the film they're about to watch could make them "cry, weep, sob, wail, howl, bawl, bleat or mewl," adding that they need to have tissues at the ready, or even be prepared to "press the call button for a shoulder to cry on".

The thoughtful initiative follows a recent VS survey which found that 41% of male flyers hid under blankets to hide their tears when watching a sad film.




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Travel Daily on location in Borneo, Malaysia

Today's issue of TD is coming to you from the inaugural sailing of *Orion II* in Borneo courtesy of Orion Expedition Cruises.

ORION II's Borneo odyssey is now heading for the spectacular Kinabatangan River region, where passengers can explore the rich biodiversity of Sabah.

Sightings of proboscis monkeys, orangutans and macaques are common along the river's edge, while it's also sometimes possible to spot the rare pygmy elephant and even giant squirrels.

Our voyage will see guests have the opportunity to visit the Sepilok Orangutan Sanctuary, and the Lapuk Bay Proboscis Monkey Sanctuary, which both work to rescue primates affected by destruction of their rainforest homes due to logging.

Oz props Fiji tourism

AUSTRALIAN tourists generated nearly half of Fiji's gross earnings from tourism in the first quarter of 2011, according to the nation's Bureau of Statistics.

Provisional figures show Aussies contributed FJD\$103.4m (\$55.7m) of the total FJD\$209.4m (\$113m).

US OTCs being sued

ONLINE travel companies (OTCs) Expedia, Hotwire, Travelocity, Orbitz, Kayak and Dealbase are being sued by a Californian firm which alleges infringements by each firm on its patent for deal-detection and matching.

Alloqate alleges infringements against Expedia's Fare Alert, Orbitz's Deal Detector and others.

Ben Hur Live in Rome

THE Ben Hur Live show is to premiere from 29 Sep at Italy's Nuova Fiera di Roma, where it will appear six times weekly until the end of Nov - benhurlive.com.

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Chinese visitors in town



ABOVE: Tourism Victoria hosted a group of Chinese Inbound Tour Operators at the Sydney event - Victoria Roadshow to China.

The event followed a visit by Victorian tour operators to Shanghai and Chongqing to promote Melbourne and Victoria to the major travel agents from across China, recently.

Representatives who attended the Sydney event earlier this week included Aus Wonder Holiday, Australia Tours and Travel, Australian Lily Touring, Ever Sun Tours and Travel, Jade Express Travel and many more.

Tourism Victoria said it has been hosting these events to reinforce its commitment to developing a

relationship with the Chinese market, which is a key international sector for the State.

Tiger kickstarts BNE

TIGER Airways claims "strong demand" is behind the addition of a second daily Melbourne-Brisbane service, to commence from 23 Aug (TD Tue).

The low-cost carrier re-launches a daily service to its now only Queensland destination today, and is promoting \$39.95 fares for Tiger Airways Stripes members.

Interestingly, the 2nd daily BNE flights were appearing on TT's site several days prior to today's announcement (TD tweet 05 Aug).

CAREER OPPORTUNITIES WITH THE TRAVEL PROFESSIONALS

2 SENIOR TRAVEL CONSULTANTS - BRISBANE CBD

Harvey World Travel is a leading travel agency network and one of the longest established retail groups in Australia. With a passion for travel and a dedication to excellence in service, the strength of the Harvey World Travel brand is delivered through our people. We are currently seeking applications for 2 Senior Travel Consultants in the Brisbane CBD.

To apply for these positions email your application to careers@harveyworld.com.au



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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.

InterContinental Hotel Group has promoted **Michael Fontein** as Business Development Director for InterContinental Perth Burswood and Holiday Inn Perth Burswood. **Lulu Fox** has also been promoted from BDM to Senior Business Development Manager for the hotels.

QBT has announced the appointment of **Jenny Edmunds** to the role of Manager Product and Marketing with the Sales & Marketing team. Edmunds will hold national responsibility for supplier relations, product development and marketing within QBT.

Belinda Clark has taken on the role of Sales Manager New Zealand for **Complete Cruise Solution**. She has worked with the company for the past six years as a Business Partnership Manager.

The **Pinpoint Travel Group's** product team has been expanded with the hiring of **Helen Fish** and **Jodie Barrenger**. Fish has moved across from a previous role with Qantas Holidays while Barrenger has relocated from Dubai where she worked for Emirates Holidays.

John Kennedy has been named MD of US travel services company, **Thor**.

Lara Nickson has joined the **Department of Tourism and Commerce Marketing Australia/NZ** team as Marketing Communications Manager.

The **Global Business Travel Association** has appointed the present CEO of the Institute of Travel and Meetings, **Paul Tilston** to the newly created post of Chief Global Development Officer, effective 01 Jan 2012.

Toriki Mangard has taken on the role of Sales & Marketing Manager for Australia/New Zealand at the **Hilton French Polynesia**. **Nelly Grange** has accepted the role of GM at the all-villa Legends Resort in Moorea.

Sabre Pacific has appointed **Kim Staughton** to the role of NSW State Manager. She returns to the company after six years with another GDS where she was Head of Key Accounts Australia & New Zealand. Former NSW State Manager **Owen Arthur** has taken up the newly created role of National Accounts Manager. **Scott Barratt** has been named as Country Manager for New Zealand from Nov. The new staff additions will report to Carl Frier, Sabre's GM Leisure Sales.

Outrigger Enterprises Group has named **Charles Kelley** as Board Chair following Richard Kelley choosing to step aside in favour of his son.

Accor has today announced the appointment of Ginni Ryan, formerly of PPR, as Public Relations & Communications Executive, responsible for hotels in Victoria, South Australia and Tasmania.

Jan Willem Kuipers has been appointed as Resident Manager at the **Aleenta Hua Hin Pranburi Resort**, in Thailand.

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Only 20 minutes from some of NSW South Coast's most beautiful beaches and gorgeous countryside - here is your opportunity to make a sea change!

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Strong destination knowledge, and proven selling skills are essential. Experience with Galileo and CCT is required.

The successful applicant will be able to work in a team environment, and have a strong commitment to customer service.

Salary will be determined by experience at Award rates.

Please forward your resume to info@sccruiseandtravel.com.au

Travel Symposium

NORTHERN Rivers Tourism will host the 2011 Tourism Symposium on 17-18 Oct in Lismore.

The event will feature key note speeches from Tourism Australia MD Andrew McEvoy; ATEC chair, John King; Creative Tourism NZ co-founder, Crispin Raymond and Contiki founder, John Anderson.

14% off CZ 1st CDG fares

CHINA Southern Airlines has reduced the price of return First Class fares to Paris by 14% when booking two or more pax from now until the end of the year.

Prices from Australian ports to Charles de Gaulle, via Guangzhou, start at \$6,650pp, while Business Class seats are also on sale, priced from \$4,500pp under the deal.

Silver Travellers off

TRAVELLERS Choice 2010 Silver Choice Award winners will depart Australia today to enjoy their win with a Trafalgar Tours eight day San Francisco and Wine Country Delights coach itinerary.

The 2011 Choice Awards winners will be announced during the Annual Shareholders' Conference to be held in Singapore in Oct.

MAS cabin overhaul

MALAYSIA Airlines is understood to be considering a review of its aircraft fleet and cabins to bring it on par with that of oneworld carriers, including Qantas.

Malaysia's *Star Online* speculates the review may even include the onboard cabin offering of MAS' eight Airbus A380 superjumbos which are expected to begin being delivered from next year.

\$200 off i-to-i Peru

VOLUNTEER specialist, i-to-i has discounted its Kids and Kingdoms of Peru project by up to \$200, now priced from \$1,539 for 2011 dates, when booked by 03 Sep.

BA looking for pilots

BRITISH Airways has launched a recruitment drive for pilots as it plans to increase numbers by 800 new pilots by 2016.

BA's strategy includes targeting students via its Future Pilot Program, going after pilots from other airlines and providing UK Armed Forces pilots with a career path into commercial aviation.

Thursday 18th Aug 2011

Vegas High Roller

CAESARS Entertainment is planning to begin work on a giant ferris wheel, similar to the London Eye and Singapore Flyer, as early as next month in Las Vegas.

Dubbed the High Roller, the 55-foot tall observation wheel will be located within the US\$550m Linq open-air entertainment project, being constructed behind the Flamingo and Imperial Palace.

It will feature 32 vestibules, capable of holding up to 40-pax, and take around 30-minutes to complete a rotation.

Caesars expects the High Roller attraction will be operational in late 2013.

WIN A COPY OF "AFRICAN DAWN"

Congratulations to yesterday's lucky winner, **Samantha Smith** from **Carlson Wagonlit Travel**.

Each day this week, the **Africa Safari Co** and **Travel Daily** are giving readers the chance to win a copy of author Tony Park's latest novel, "African Dawn".

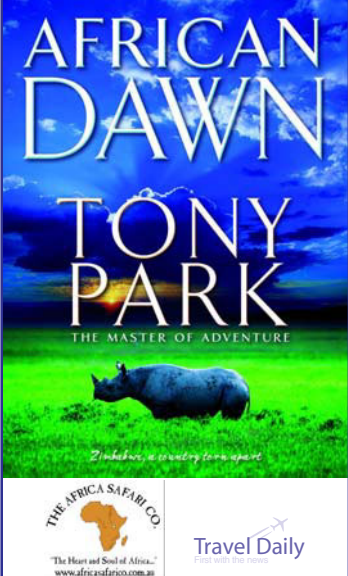
To win a copy of the book, simply be the first reader to email the correct answer to the question below to:

africandawn@traveldaily.com.au

Hint! Visit

www.africasafarico.com.au

The Africa Safari Co celebrates how many years in operation in 2012?



Frankfurt Airport app

THE Frankfurt Airport iPhone app has been launched providing services, information and maps.

UA 787 on assembly

UNITED Airlines first *Dreamliner* entered the assembly phase at the Boeing factory yesterday.

Sigatoka goodwill

FIJI's Sigatoka River Safari has assisted with the opening of a kindergarten in the remote village of Mavua, with funds contributed directly and via pax donations.

Adventure World

Adventure World is an Australian and New Zealand wholesale travel company with over 30 years of operations. Due to the success of our wholesale operation we are looking to expand our business.

If you currently work in wholesale and are looking for the next challenge, and want to be part of a fun, exciting and successful team please contact us today. We are currently recruiting for the following positions...

WHOLESALE RESERVATIONS STAFF OPPORTUNITIES

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Skills Required:

- Previous experience as a team leader or ready to step up into a team leader role.
- Must have superior time management skills to juggle both your own calls and coach and motivate a team to reach targets.
- High level of communications skills, drive for results and know how to encourage your team to perform whilst having fun.
- Keep team informed of changes and continually update team on new product, specials and targets.
- Must have minimum 2 years previous experience in a travel role, (wholesale or retail), target driven, exceptional customer service, motivated, able to provide solutions, build relationships and passionate about travel and South American destinations
- Self starters looking to advance themselves within the industry

WHOLESALE RESERVATIONS CONSULTANT SKI & SNOW SPORTS EXPERT

WHOLESALE RESERVATION CONSULTANT CRUISE EXPERT

Skills Required:

- Minimum of one year experience in travel (wholesale or retail)
- Outgoing personality and friendly nature
- Strong customer service skills
- Self motivation and commitment
- Calypso knowledge (an advantage) and/or previous wholesale systems skills
- GDS experience
- Ski experience and passion an advantage
- Cruise experience an advantage
- Self starters looking to advance themselves within the industry

In return for the right applicants we offer:

- Modern North Sydney location, within 500 metres of SYD rail network
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- A performance based incentive that rewards generously for performers

Please send a current CV along with a covering letter explaining why you would like to be part of the team, applications close 09SEP11.

To apply, please submit your application to jobs@nrmaleisure.com.au

If you are looking for a change, and currently work within the wholesale travel product and marketing specialization, we may also be interested in reviewing your CV, feel free to send through.

South America targets Oz

ARGENTINA and Chile have this week launched a concerted assault on the Australian market, for the first time ever running a joint series of workshops in Brisbane, Sydney and Melbourne.

The delegations included a number of operators from both countries, and were led by Mariano Vila, Argentina National Institute of Tourism Promotion market coordinator for Asia Pacific and Africa (left) and Turismo Chile Asia Pacific Regional Manager, Carolina Valenzuela.

The joint promotion strategy has seen a number of South American destinations promote to long-haul markets in South Africa, China and the Middle East, with several countries also taking part in the upcoming ITB Asia exhibition in Singapore.

The events are also being strongly supported by a range of local wholesalers, with 14 trade participants including Scenic Tours, Bunnik Tours, Qantas, Tempo, A&K, Kumuka, Tucan Travel and Adventure World.

Both Argentina and Chile see Australia as a key growth market, with the aim of boosting visitor numbers and length of stay.

Turismo Chile is understandably thrilled at the new direct flights from Sydney to Santiago announced by Qantas this week, while the current Buenos Aires flights have significantly raised awareness of Argentina, according to Vila.

He said Australians have lots in common with the destination, including a love for rugby, wine, adventure and culture.

Chile, the longest and thinnest country in the world, is marketing its amazing variety of experiences in several regional groups: the northern Atacama desert;



Santiago in the centre; its wine regions; Patagonia, Antarctica and mysterious Easter Island.

For more information on Argentina and its new 'Beats to your Rhythm' tagline see www.argentina.travel, while the wonders and diversity of Chile's distinct regions are showcased online at www.chile.travel.

Group buying experts

REWARDS CORP is urging travel suppliers looking at offering their product via the plethora of emerging group buying websites to make sure they research the offers thoroughly.

"It involves so much more than providing them with a 'cheap rate,'" said md Randall Deer.

"Without the correct strategy, resort groups and operators risk losing the support of their existing travel channels, and may be forced to allocate high yield stock to low yield customers".

Earlier this year Rewardscorp, which is the parent company of My Holiday Centre, launched 'Group Buying Escapes', which positions itself as a specialist partner to help maximise results.

Group Buying Escapes works with leaders such as Scoopon, Spreets and LivingSocial but negotiates deals with limits to protect against oversell, as well as maximising yield.

Deer said the operation had sold over 44,000 low season room nights in its first 12 weeks - see groupbuyingescapes.com.au.

AirAsia fights fuel costs at check-in

PASSENGERS flying with AirAsia can now take advantage of new self check-in services that have been rolled out online or via handheld devices.

Mobile apps are available for iPhone, Blackberry and Android users via their respective app stores, as well as devices with GPRS or 3G functions, accessible via mobile.airasia.com.

Web check-in is available up to 1hr before for AirAsia (AK) flights and 4hrs for AirAsia X (D7) flights.

The new technology has seen the carrier also announce it will introduce an RM10 (AU\$3) fee for pax on both airlines using its conventional airport counters.

The charge applies to all AK flights originating from airports in Malaysia and all D7 airport hubs, except Tokyo, Osaka, Seoul and Tehran.

"In the rise of escalating jet fuel prices, AirAsia strives to counter the effects by aggressively growing

revenue through ancillary income and services, instead of transferring the full cost of the hike to its guest," the carrier said.

MEANWHILE, AirAsia founder Tony Fernandes has used Twitter to confirm the carrier will soon announce flights to Manila and lift its presence in China with two new routes to be named.

He's also recently suggested a new joint venture in the UK.

AND, Fernandes certainly isn't winning any accolades from travel consultants around the world, last night making a statement that's sure to see many cringe.

Replying in a tweet to a follower Fernandes recommended using expedia.com in asia for choice and convenience when it comes to booking flights, adding, "No need for travel agents anymore."

Ardent theme park visitors up 31%

THE success of the Dreamworld and Whitewater World unlimited season pass saw a huge 30.8% increase in visitor numbers to the Gold Coast theme parks operated by Ardent Leisure, according to figures released today.

The increase came despite wet weather through the summer trading season - but higher return visitation resulted in a 21.3% drop in per capita spending.

"Strong product releases" planned in the coming months - including the new Buzzsaw extreme thrill ride (**TD** 22 Jul) - are expected to improve the results.

The company flagged the introduction of a "major new entertainment partner and the development of a new entertainment precinct" to be launched in late Dec this year.

St Regis Tianjin debut

ST REGIS Hotels and Resorts will open a property in Tianjin, China in Oct offering 276 rooms.

St Regis Tianjin will be the first in the region to offer the St Regis Butler Service.

Village parks soar

ATTENDANCE at the Village Roadshow-owned Sea World and Movie World theme parks on the Gold Coast rose 10% to 4.9m for the year - but total sales actually dropped by 7% to \$259 million.

The parks sold over 825,000 VIP Passes during 2010/11, according to results released today.

Village confirmed a range of new attractions for the coming year, including a new major roller coaster at Movie World, while Sea World will feature a Nickelodeon Parade (**TD** yesterday) and a new Jetstunt Extreme offering.

Thursday 18th Aug 2011

Q2 airfares up 11%

AIRFARES in Australia rose 11% year-on-year during the second quarter of 2011, according to the newly released American Express Business Travel Monitor.

Domestic fares rose sharply, up 19% year on year, and discount business class fares are also up due to strong resources demand.

WIN A HOLIDAY TO MAURITIUS

Today's fabulous photo entry into our Mauritius comp comes from Nicole Picone (pictured right) from Super Travel in VIC.

Nicole imagines herself making friends with Madeline (the little French girl who lives with her friends in two straight lines) and drinking tasty drinks with the little umbrellas.

Nicole is now in the running to win a sensational Mauritius holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius and Beachcomber Tours**.

To enter this fabulous competition, simply send in a picture of yourself dressed in a French theme and showing how you imagine yourself escaping winter for the warmth of Mauritius.

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 and daily breakfast & dinner for two.

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

CLICK HERE for terms & conditions and to view other photos for entry into the competition.



Kingfisher pay probs

INDIAN carrier and oneworld-elect member Kingfisher Airlines appears to be in trouble, with a number of reports saying it has not paid staff for Jul.

MSN India is also quoting an unnamed executive as saying the shortfall in salaries was due to the carrier diverting funds to make outstanding lease payments on aircraft after repossession threats.

NSW Ops. to India

NSW tourism operators will be heading off to India to meet with up to 40 buyers from key Indian markets including Mumbai, Delhi, Chennai, Bangalore, Kolkata, Ahmedabad and Pune over three days, beginning 25 Aug.

Supported by Destination NSW the ten operators will be provided with "the ideal platform to showcase the diverse appeal of our State" said Executive Director - Tourism Lyndel Gray, for the Tourism Australia-led event.

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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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**

JOB OF THE WEEK!



MICE Sales Executive

- Are you currently a BDM selling travel product to Corporate clients?
- Do you have previous experience in Groups and Events coordination role?
- Would you enjoy a role that combines both?

On behalf of our client - a boutique corporate travel agency located in Eastern Suburbs - we are currently looking for a dynamic and proactive MICE specialist to join their busy team. You will be sourcing new business as well as coordinating existing Groups and Events. Ideal candidate will have experience in sourcing new business as well as experience in handling group bookings and coordination of Events.

You will be booking Domestic and International group travel arrangements. You will have working knowledge of Events Pro, Galileo and Tramada, You will have very strong fares and ticketing skill as well as superior communication and sales skills. You will be able to work independently as well as working in a team environment. You need to be proactive, business orientated, sales driven and organized. Outstanding communication skills both verbal and written combined with excellent presentation skills are a must.



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Contact **Anna Wachowiak** on +612 9231 6444 or email annaw@tmsap.com or apply online now!

Corporate Travel Consultant - Sydney

- Are you an experienced Corporate Travel Consultant looking for a change?
- Would you like to work closer to home in North Shore area?

On behalf of our client - a boutique Travel Management Company - we are currently looking for an experienced Corporate Travel Consultant to join their growing busy team. You will have experience in booking Domestic and International Corporate travel arrangements; Sabre and Tramada knowledge; Fares and Ticketing; superior communication and sales skills plus the ability to work in a team. Our client is offering very competitive salary, excellent working condition and supportive team environment.

Contact **Anna Wachowiak** T: +612 9231 6444 E: annaw@tmsap.com or apply online now!

Corporate Sales Appointer - Nth Sydney

- Monday – Friday only with inhouse travel benefits
- Great Career progression and training

A large and established travel company is seeking a sensational and dynamic sales appointer. This company has a wide portfolio of clients including top companies and major global brand names. You will be responsible for setting appointments for business development managers. Great career opportunities in corporate travel and client relationship building.

Contact **Brendan Grant** T: +612 9231 6444 E: brendan@tmsap.com or apply online now!

Leisure Travel Consultants – Various Sydney Locations Multiple positions available now.

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end international and domestic travel management for leisure sector. This is a great opportunity for experienced retail corporate/ retail consultants. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

Contact **Brendan Grant** T: +612 9231 6444 E: brendan@tmsap.com or apply online now!

Travel Industry Temporary Assignments

- Travel Consultants – Sydney CBD
- Travel Consultants – Sydney suburbs
- Travel Consultants – Melbourne assignments

Are you an experienced travel consultant? TMS currently has a variety of temporary and contract assignments in Sydney and Melbourne. Essential requirements are knowledge of any GDS system and current airfare knowledge. Knowledge of multiple GDS systems and ticketing experience an advantage. Full and part time positions. Applicants with a working holiday or student visa and relevant experience are encouraged to apply

Contact **Jane Dearden** T: +612 9231 6444 E: jane.dearden@tmsap.com

Baker Café and Bakery Queensland

We are currently looking for an experienced Baker to join this hotel and resort complex. Located near the Beach, this exclusive complex offers a range of accommodation with swimming pools, restaurants, gym, Spa and extensive activities for the guests. The Executive Chef is managing a large brigade of chefs and also a bakery, preparing a large range of breads, pastries, pies and sandwiches. We are now looking for a strong Baker for the kitchen: you will be in charge of the preparation and execution of different items for the bakery located in the complex. You will be a qualified baker with either a 5 Star Experience or upmarket bakery, with a great knowledge of European/Australian items. Fantastic opportunity to work in an exquisite location!

Contact **Remi Descamps** T: +612 9231 6444 E: remi@tmsap.com

Chef de Partie Junior Sous Chef Fine Dining Restaurant Sydney

We are now looking for some experienced chefs for this new restaurant opening at the end of September. This 40 seats restaurant, opening at the end of September, will serve a degustation menu with 14 items for dinner and will be also opened 3 times a week for lunch. The brigade of 9 chefs and 3 apprentices will prepare from the open kitchen a fantastic new menu, using only fresh and seasonal Australian ingredients, to a 2 chef's hat standard. The Executive has worked in Europe, US and Australia in the world's best restaurants. We are now looking for some strong chef de partie and junior sous chef to work with the executive chef on this new project, part of a growing group. You will be a qualified chef with a fine dining experience or coming from restaurants with a great reputation, cooking great food. Great salary on offer with some fantastic professional and personal development!

Contact **Remi Descamps** T: +612 9231 6444 E: remi@tmsap.com



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STEP ON TO THE INTERNATIONAL STAGE

**GENERAL MANAGER – CORPORATE TRAVEL
HONG KONG – ATTRACTIVE LOCAL SALARY PACKAGE**

If you're an ambitious senior Manager and you're ready to relocate for the good of your career, this role offers great scope. The GM will execute the company's vision, delivering profitable sales growth, developing and driving strategy and offer the business relevant regional perspectives. With overall EBIDTA responsibility, you will be a commercially astute leader who engages teams to achieve overall service objectives.

WALK THE HALLS OF POWER

**SENIOR ACCOUNT MANAGER
CANBERRA – SALARY PACKAGE NEG TO \$95K INCL CAR**

If you believe that your career profile would seriously benefit from having a powerful corporate Brand behind you, consider this role. You are an experienced corporate Account Manager capable of handling a portfolio of VIP Corporate and Government clients. Develop strategic business plans, deliver to agreed objectives & targets, and be accountable for the ultimate retention & growth of the business.

YOU CAN'T WORK WITHOUT TECHNOLOGY

**BUSINESS DEVELOPMENT MANAGER
SYDNEY – SALARY PACKAGE OTE \$80K+**

Make your sales career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationships across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you're experienced in sales, please apply now.

YOUR CHANCE TO MOVE TO ACCOUNT MGMT

**JUNIOR ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$65K**

If you've gone as far as you can go as a Corporate Travel consultant or team leader and you're ready to move in to Account Management, this wonderful corporate agency has created a new role for a senior corporate consultant to support the AM team and learn the skills to one day take on a portfolio of your own. You'll be extremely well presented and have great communication skills for this role.

ANALYSE THIS GREAT CAREER MOVE

**REVENUE ANALYST
MELBOURNE - SALARY PACKAGE \$60k + BONUS**

This key role in an expanding business will be responsible for inventory management within the pricing department. Your role will be to ensure this product sits in a competitive position within the market while ensuring an effective balance to the margins & yield requirements for the business. Your advanced numerical and analytical skills will be required here with previous experience in a similar role. E-comm highly beneficial.

SET WAVES IN MOTION

**BUSINESS DEVELOPMENT MANAGER (Onshore Cruise)
MELBOURNE OR SYDNEY – SALARY PACKAGE NEG ON EXP**

Our client is searching for an experienced BDM to source and secure new business within the onshore cruise market. You will have a real drive, passion and understanding of the onshore cruise market along with being able to establish relationships within this niche sector and present proposals to secure tender wins for the company. With your determination to succeed this role is sure to entice.

COVER THE COUNTRY AND ACROSS THE DITCH

**GROUPS SALES BDM
SYDNEY – SALARY PACKAGE NEG TO \$80K DOE**

If you're passionate about Australia & New Zealand as a destination and have great personal knowledge of the region, you'll love this exciting national role. Working autonomously, you'll have proven sales skills on the road managing a large territory, focusing on groups and/or inbound business. This role offers you the scope to join an international organization and work within a fun team environment.

LEAD THIS BOUTIQUE OFFICE

**CORPORATE OPERATIONS & ACCOUNT MANAGER
PERTH - SALARY PACKAGE DEP ON EXP**

Feel at home in this intimate TMC where you will be overseeing a team of skilled consultants. You will need to proven experience and have exceptional knowledge of corporate travel, training & development and client relationship management. This role allows you to take full management control of this lovely office and manage future growth and development which is right on the horizon.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
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:



Launch your Sales career with Amadeus

Join our truly global company and launch your career today!

Did you know that Amadeus, the world's leading travel technology company, provides the technology for over 140 of the world's leading airlines and is the preferred technology partner for key players in the travel and tourism industry across the globe? Customers include travel providers, travel agencies, online travel providers, corporations and individual travellers. With a presence in 190 countries and a global workforce of more than 10,000 highly skilled staff Amadeus truly demonstrates the competitive advantage of diversity.



Amadeus is currently seeking experienced sales professionals to join our growing Sales force. We are offering an opportunity to:

- Use your selling experience in a unique and exciting way
- Work with industry leaders to expand your travel and tourism knowledge
- Deliver innovative and progressive products and solutions
- Enjoy uncapped rewards for acquiring new clients and building your portfolio
- Take up the challenge of selling in a fast-paced, vibrant industry
- Celebrate growth and success in a supportive, learning environment
- Join a truly global company and launch your career

We also have a range of other opportunities to join our growing company:

- eCommerce Support Specialist
- Software Development Engineers – Airline & Rail
- Product Definition/ Business Analysts
- Business Solutions Management Consultant
- Global Online Services Manager
- Senior Database Analyst
- System Support Programmer - eCommerce

To find out more visit www.au.amadeus.com or email us at careers@au.amadeus.com

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