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# Travel Daily

First with the news

Monday 4th July 2011

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## Independence offer

**ORIENT** Express Travel Group is today inviting independent agents to join its 1Independence Travel Group, offering a range of "low-cost and non-mandatory core support services" - see the special front full page of today's **TD**.

# Trip

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Bookings must be made and deposited  
01 - 31 July 2011 for departures  
01 July - 31 Dec 2011. Conditions apply.

Not a Trip member?  
Join today!

## Webjet Tiger fare frenzy

**WEBJET** experienced its biggest Saturday billings ever as customers rushed to rebook flights in the wake of the Tiger Airways suspension of operations by CASA (**TD** breaking news).

Webjet md John Guscic said that the grounding was not expected to materially affect financial expectations for the OTA.

"While we are optimistic and hopeful that Tiger will be able to resume operations promptly, if that does not occur, we believe Australia's domestic airlines have substantial capability to modify capacity in accordance with demand," Guscic said today.

He said that Webjet was providing travellers with the ability to search for all available alternatives "in circumstances

where inventory and availability is changing by the hour".

**MEANWHILE** Qantas, Virgin Australia and Jetstar have all stepped in to assist passengers stranded by the Tiger suspension.

Jetstar added additional services on the weekend, as well as offering special fares for pax who presented their Tiger itinerary.

Virgin Australia is also offering extra capacity and special fares to help disrupted Tiger pax, while Qantas engineers took advantage of the crisis to cancel their planned industrial action.

## 17 years of Travel Daily

**THE Travel Daily** office today is full of joy as we celebrate the publication's 17th birthday.

The first edition of Australia's favourite daily travel industry publication was released on 04 Jul 1994, and from those humble beginnings as a two page fax **TD** has grown to its current position as the industry's news leader.

We couldn't have done it with out the strong support of our loyal readers and we'd like to thank you all for taking the journey with us.

Let's hope the next 17 years are just as exciting!

## Virgo special deals

**STAR** Cruises is offering a range of upgrade and kids cruise free offers on its *Superstar Virgo* - for details see **last page**.

## What a birthday issue!

**Travel Daily** today has eight pages of news and photos, a front cover page for Orient Express Ticketing plus full pages from: (**click**)

- AA Appointments jobs
- Qantas Holidays
- inPlace Recruitment jobs
- Star Cruises *Virgo*

## New Trip web address

**QANTAS** Hols has moved its Trip program to a new easy to use URL [triponline.com.au](http://triponline.com.au) - see **page 11**.

Tell your clients  
where to go and  
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Aircalin introduces  
'Choose Day'

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every day, including Tuesday.



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## Favolosa christened

**COSTA** Cruises officially named its new *Favolosa* in a glittering ceremony in Trieste on Sat.

It's the 15th vessel in the Costa fleet and carries 3800 passengers.

See tomorrow's **Cruise Weekly** for an exclusive on location report - [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

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## Tiger enlists SIA expertise

**THE** parent company of Tiger Airways Australia says it is "absolutely committed to the airline's long term future in Australia," as it works through the fallout from CASA's suspension of operations (**TD** breaking news).

The beleaguered carrier has appointed a senior Singapore Airlines staffer as an Executive Director to help TT group ceo Tony Davis as he works to resolve the carrier's woes in Australia.

A statement to the Singapore Stock Exchange yesterday said that the Tiger Airways board had directed Davis to "focus on assisting Tiger Airways Australia to resume operations as soon as possible," and has named SIA Divisional Vice President Cabin Crew Operations, Mr Chin Yau Sing, to provide "oversight of the rest of the company's interests".

Davis has arrived in Australia to take control of the safety crisis.

CASA can this week apply to the Federal Court for an extension of the grounding, and if approved Tiger's suspension can continue "for a period of time which will allow CASA to finalise investigations into the safety matters".

After first announcing the suspension of flights at 3.50am on Sat, Tiger issued a number of updates over the weekend, saying it was making "strong progress" in reaching passengers whose travel plans had been disrupted.

The carrier is still accepting bookings for flights from next Sat and is telling affected customers to request refunds online.

"Tiger Airways continues to cooperate fully with the industry regulator, and the week ahead will be a busy one as we continue to work with CASA to reassure them, resolve the concerns they have raised and aim to resume our services as quickly as possible," the carrier said.

## DFW pro QF/AA JBA

**DALLAS**/Fort Worth Airport has thrown its "strong" support in favour of the proposed Joint Business Agreement between Qantas and American Airlines.

On Fri the Texas airport told the US transport regulator approval of the planned QF/AA JBA would ensure the oneworld airline alliance "will remain an effective competitor in the US-South Pacific market".

DFW said in its seven-page submission to the US Dept of Transportation that the closer ties "should lead to growth and increased competition."

The airport, which classed itself as "America's largest and premiere hub", called on the DOT to "promptly approve" the pact, so the public can enjoy the "contemplated benefits" sooner.

In May, Qantas launched four times weekly services between Sydney and DFW (returning via Brisbane), becoming the carrier's newest overseas gateway.

## CWT's Adelaide office

**CARLSON** Wagonlit Travel has pointed out that the closure of its Leigh Street office in Adelaide (**TD** Fri) was part of a consolidation with its main office in King William Street in the SA capital.

"CWT consolidated these offices in 2010, with staff moving to the King William Street office.

"More recently, additional floor space was acquired in the King William Street office, showing our ongoing commitment to our presence in Adelaide," CWT said.

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Monday 4th July 2011

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Skytrax World Airline Awards 2010

**QATAR**  
AIRWAYS القطرية

## Indonesia expands aviation links

**TRANSPORT** officials in Indonesia have been working hard to boost the country's flight links, signing new agreements with both Australia and the EU over the last few days.

The EU pact removes nationality restrictions in bilateral air services agreements between EU member states and Indonesia, allowing any European airline to operate flights between Indonesia and any EU country, as long as a bilateral agreement exists and traffic rights are available.

And the new agreement with Australia, announced on Fri, almost doubles the number of flights which can be operated between Australia and Indonesia.

Effective immediately capacity is

boosted to 27,500 each way per week - an increase of 86% on the current 14,800 level.

25,000 seats are available from the major gateways of Sydney, Perth, Melbourne and Brisbane, with a further 2500 on offer for flights which make stopovers at other ports such as Adelaide, Darwin or Cairns.

The deal includes a "fully open code share framework," which transport minister Anthony Albanese said would allow airlines from both countries to "offer consumers more choice and competition."

Virgin Australia has acted quickly on the move, lodging for extra capacity of 2,800 seats per week to Bali, effective Apr 2012.

## Fiji soars in Apr

**AUSTRALIAN** visitor numbers to Fiji in Apr were up 27.6%, setting a new record for April visitation to the South Pacific nation.

A total of 27,335 Aussies visited Fiji during the month, with the year to date total amounting to 85,802, up 9.4% on last year.

Regional director Paresch Pant said preliminary figures for May continued the trend which pointed towards a very strong year for the destination.

Australians so far comprise 46% of total visitors to Fiji for 2011.

## Sabre acquisition

**SABRE** Holdings has announced the purchase of web-based property management provider SoftHotel, with the companies saying the move brings Sabre closer to its vision of a Hotel Enterprise Solution - a fully integrated online solution that combines distribution, marketing and operations into a single platform for customers.

SoftHotel will become part of Sabre Hospitality Solutions.

## Brisbane Royal Rooms

**THE** Royal on the Park Hotel in Brisbane has launched a new 'Royal Room' concept which provides guests with "distinctively valued amenities and inclusions".

The Royal Business offer includes free internet, a high floor with full park views, king bed with pillow topped mattress, free bottled water, upgraded bathroom amenities, breakfast for one and pressing of two items.

And Royal Leisure packages include breakfast for two and one in-house movie.

See [royalonthepark.com.au](http://royalonthepark.com.au).

## Genes correction

**THE** Star Alliance 'Jeans for Genes' campaign will give \$50 for every ticket sold to the top selling agency in each state, up to \$1000.

This will not be offered to every ticket sold throughout the two month promotion (**TD** Fri).



## Window Seat

**TOURISM** NT has today launched 'National Hump Day' - in the lead up to next Wed 06 Jul which is officially the middle Wednesday of the year.

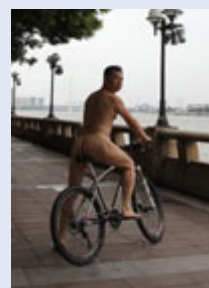
And they're using the real thing, with passersby near Sydney's Circular Quay this morning surprised to see several camels which have been enlisted to help with the promotion.

Each Wed this month a special website at [humpdaynt.com](http://humpdaynt.com) will offer special deals, a Facebook application and the opportunity to enter a draw to win one of four Festival Territory adventures.

**HOW** about this for a pithy contribution to the carbon tax debate?

A TV host in China has started riding his bicycle around Guangdong in the nude.

"I want to promote environmental protection and low-carbon life via an extreme but also an effective way, which is the nude body language," explained Ou Zhihang.



## CORPORATE LEAD CONSULTANTS/ACCOUNT MANAGERS

The Travel Authority Group is expanding further and needs expert team players to fill the following positions:

- **Corporate Lead Consultants – International & Domestic (Sydney and Perth)**
- **Corporate Consultants – Domestic (Sydney and Perth)**
- **Corporate Account Manager – (Perth)**

Apart from a minimum of 2 years relevant industry experience you should be a motivated, solution focused team player with a positive attitude, attention to detail, a great sense of urgency and a good sense of humour. Your contribution to this young and dynamic team will be rewarded with a generous remuneration package, access to industry leading training and real opportunities for career progression. This is an excellent opportunity to make a real difference in a multi award winning company with absolute focus on customer service.

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Monday 4th Jul 2011

## Agents rocking out in Bali



**ABOVE:** This lucky group of Western Australian travel agents warmed up in Bali recently courtesy of Creative Holidays.

The Flight Centre group experienced a range of properties including the InterContinental Jimbaran Bay, Royal Pita Maha Ubud and the Seminyak Beach Resort and Spa - as well as having a rock star welcome (above) courtesy of the Hard Rock Hotel.

## SIA A380 to LAX

**SINGAPORE** Airlines debuted its A380 Superjumbo on the Singapore-Narita-Los Angeles route last Fri, with LAX becoming SQ's eighth A380 destination.

Pictured above from left: Christian Parkinson, Flight Centre Fremantle; Ami Osinski, FC Milliagan Street; Laura Russell, FC Phoenix; Brent Featherby, FC Fremantle; Toby Scone, Creative Holidays; Megan Speed, FC Baldivis; Felicity Mott, FC Warnbro; Surya, Hard Rock Hotel Bali; Laura Watson, FC Melville; and Clint Arthur, Flight Centre Marketing.

## Travellers Choice members get together

**THIS** week members of the Travellers Choice group will meet at a series of seminars to review current and future strategies.

Member Meetings will kick off on Wed in Adelaide, followed by Melbourne on Thu, Sydney on Fri, Canberra on Sat, Brisbane on 10 Jul and Perth on 13 Jul.

GM Christian Hunter will meet members along with chairman Trish Risdale - but not md Gary Allomes - to provide an update on the group's financial performance and the move to "optimise support for preferred suppliers".

Hunter said feedback from members "plays an important part in shaping our group's strategic direction".

## EK/TUI sports tie-up

**EMIRATES** and TUI Travel PLC's Sport Division have teamed up to launch 'Emirates Live', an event packages product offering passes to a suite of events worldwide.

Tickets to sports events such as the Rugby World Cup, Formula 1 races, horse racing, cricket and Barclays Premier League Season will be made available to pax in all Emirates' travel classes, along with accom and breakfast.

More info at [emirateslive.com](http://emirateslive.com).

## AFL Rd 15 Winner

### CONGRATULATIONS

**John Ghilardi**

from Emirates

John is the top point scorer for Round 15 of *Travel Daily's* AFL industry footy tipping competition, and has won a complimentary family pass (two adults and two children) to Sydney WildlifeWorld, courtesy of **Sydney Attractions Group**.



## Major Prize Sponsors

**1st Prize:** 4-night holiday to Europe, courtesy of Emirates, Adina Apartment Hotels & RailPlus



**2nd Prize:** 4-night cruise in Fiji, courtesy of Pacific Blue & Blue Lagoon Cruises



**3rd Prize:** Apple iPad 2, courtesy of Compass Car Rental



give a star performance in sales, get the star treatment in L.A.

The five travel agencies with the highest number of V Australia bookings in July and August will win one of five star-studded trips to LA for four members of staff.

**Click here** to find out how to enter.

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international airline of **virginia australia**

Please note that entries are only accepted once the PNR has been ticketed.

## CA/bmi codeshare

AIR China and bmi have begun codesharing on flights between Beijing and London, and London to Aberdeen, Edinburgh, Dublin, Belfast and Manchester.

## New hotel rating system enters Aus

AUSTRALIAN hotels will have the opportunity to be graded up to six Solitaire Diamond Award following the introduction of a new hotel rating scheme here.

"For too long we have let down International and Domestic travellers with disappointing and inconsistent services," says Hotel Evaluations, the Sydney based-firm behind the new Solitaire Diamond Rating scheme.

Participating hotels will be assessed based on facilities & inclusions, services & amenities, room & room satisfaction, cleanliness & maintenance, food & beverage, safety & security and staff customer service.

They will then be scored with either a three-, four-, five- or even six-Solitaire Diamond Award.

Hotel Evaluations says under current rating systems, consumers are using hotel review websites to help them with determining a hotel's service standards, with

those opinions "often influenced by emotion not fact."

"Hotels have struggled to improve service but have been let down by rating methods that fail to assess them on customer service," the firm says.

Properties are required to go through a "rigorous process of assessment and evaluation", the company says, and there will also be an undercover stay by Hotel Evaluation's appraisers.

See [hotevaluations.com.au](http://hotevaluations.com.au) or phone (02) 8216 0910 for info.

## Wolgan winter deal

WOLGAN Valley Resort & Spa has a two-night Winter Escape package valid for travel until 15 Sep priced at \$1,420ppts, valid for stays Sun through Thu.

The offer includes all brekkie, lunch and dinner, and a free 60-minute spa treatment per person, valued at \$330 per couple.

## The Jetset Travelworld Network Travel Agency Support

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## Brochures of the Week

**WELCOME** to Brochures of the Week, Travel Daily's Mon feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au). And don't forget our **FREE brochure listing service** at [www.traveldaily.com.au/brochures](http://www.traveldaily.com.au/brochures).



### American Safari Cruises - 2012 - May 2013

The new arrival for 2012 is the company's all inclusive luxury yacht destinations of Alaska, Hawaiian Islands, Sea of Cortes, Columbia & Snake Rivers as well as a new roundtrip from Seattle taking in the San Juan Islands and Princess Louisa Inlet and British Columbia, Canada. More info at - [AmericianSafariCruises.com](http://AmericianSafariCruises.com).



### Club Med - Premium All Inclusive Holidays 2011/12

This new brochure offers a choice of four or five star trident resorts in the Asia Pacific and Indian Ocean, Europe and Africa, the Americas and Caribbean. The more exclusive, more inclusive company offers more refined services, more sports & activities, conviviality, and more for kids, teens and toddlers.



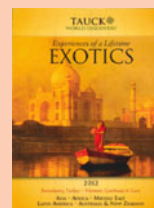
### Club Med - Premium All Inclusive Ski Resorts 2011/12

A number of ski resorts are on offer in Japan, China, France and Italy. More info at - [clubmed.com.au](http://clubmed.com.au).



### Topdeck - Europe in Winter 2011/12

The tour company is featuring nine tours for the Europe winter season, which are priced at a 25% less than summer trips. New for this year is a barcode on the front cover that can be scanned to take travellers directly to Topdeck's You Tube videos. Winter tours depart from mid Oct to Mar ranging from seven to 24 days offering accom options to suit all budget types.



### Tauck World Discovery - Exotics 2012

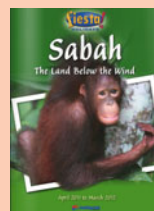
The new 2012 brochure covers a range of destinations including Asia, Africa, Middle East, Latin America, Australia and New Zealand as well as newly launched countries Turkey, Vietnam, Cambodia and Laos. Tauck offers travellers an unconventional experience to exotic places - [traveltheworld.com.au](http://traveltheworld.com.au).



### Rocky Mountaineer 2012

The new 2012 brochure features 45 Canadian packages and five rail routes as well as two new experiences for the new year. The new Coastal Passage connects Seattle with the Canadian

Rockies and the new glass dome SilverLeaf coach offers twice the viewing platform then that in RedLeaf. Packages range from three to 25 days in length and this year have tours priced in Australian dollars. Copies available via TIFS or through the Australian rep [adventureworld.com.au](http://adventureworld.com.au).



### Fiesta Holidays - Sabah Apr 2011 - Mar 2012

This fully Australian owned tour company is offering a range of Kota Kinabalu and surrounds tours including full day tours to Sandakan and to Mt Kinabalu and the Poring Rainforest. Hotel options include the Le Meridien Kota Kinabalu & Nexus Resort and Spa Karambunai and more. Agents in WA/SA/NT order copies through TEMPLAR or TIFS for all other agents.

## world of accor e x p o 2 0 1 1

You're invited to attend World of Accor Sydney, the largest hotel trade show of the year. Great prizes to be won including a new Peugeot 207 CC\*. Register online at [www.worldofaccor.com/register/client](http://www.worldofaccor.com/register/client) Sofitel Sydney Wentworth - Thursday 4 August. Session time: 3pm - 7pm

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\*For full terms & conditions go to [http://accor.optin.com.au/accor/woa2011sydney/woa2011sydney\\_tcs.html](http://accor.optin.com.au/accor/woa2011sydney/woa2011sydney_tcs.html). Open to NSW residents over 18 years of age. Promotion starts at 10.01am 04/08/11 and closes at 7pm on 04/08/11. The 'lucky key event' will take place at Level 3, 61-101 Phillip St. Sydney NSW 2000. Prizewinner's name will be published in The Australian on 11/08/11. Promoter is AAPC Limited (ABN 87 009 175820) of Level 30, 123 Pitt Street, Sydney NSW 2000. Authorised under Permits: NSW LTPS/11/05274.





Monday 4th Jul 2011

## Presitge christening

**VIKING** River Cruises officially named its newest fleet addition on Fri, with the 443-foot *Viking Prestige* christened by godmother Janice Farrar-Titus, featuring an open-air Aquavit Lounge.

Viking will operate the 188-pax ship between Budapest and Nuremberg on its eight-day Romantic Danube itinerary.

## Jetstar digital ads

**JETSTAR** has expanded its existing agreement with JetMax Media to also include "targeted digital advertising space on emailed itineraries".

JetMax said the move would allow advertisers to get their messages through to travellers at a time "when they know their content and offers will be relevant to passengers flying to a particular destination".

## Silhouette open grill

**CELEBRITY** Cruises says it's the first cruise line in the industry to offer an interactive, open-air grilling restaurant on its brand new *Celebrity Silhouette*.

The Lawn Club Grill is located near a lawn of growing grass, and will be open from 5 to 10pm each night, and from 12-2pm on one 'sea day' during each cruise.

Guests can prebook the venue online, and there's a reservation charge of \$US30 per person.

## HA adds more 717s

**HAWAIIAN** Airlines has leased three additional Boeing 717-200s which will be used on interisland routes between Honolulu and Kahului, Lihue, Hilo and Kona.

## Club Med BNE closure

**CLUB** Med Austraila has closed its branch office at 241 Adelaide Street, Brisbane, according to an update this morning from the Travel Compensation Fund.

## Garuda ups A330 fleet

**GARUDA** Indonesia is boosting its fleet of Airbus A330s to 23, after ordering an additional four A330-300s late last week.

GA plans to operate the new jets on Middle Eastern routes.

## Fancy some maCAroons?



**ABOVE:** The Canadian Tourism Commission enlisted the services of celebrity chef and macaroon king, Adriano Zumbo, during a function to celebrate Canada Day in Sydney on Fri.

CTC invited key partners and supporters to the event, which helped to launch Canada's Signature Experiences Collection - a selection of unique offerings which aim to make it easier for the trade to sell Canada.

Canadian operators are being invited to add their product to the range, which already includes a wide array of tourist activities ranging from wildlife experiences through to icewine tasting.

Zumbo spoke about his own special signature desserts which have helped him shoot to fame through being featured on Channel 10's wildly popular *Masterchef*.

reality TV show.

And CTC local chief Donna Campbell asked him to describe how he would capture the flavour of Canada in a macaroon.

Zumbo said he would stay away from the obvious maple syrup, instead suggesting that Canada could be "an ice cream macaroon - because it's cold - infused with the flavour of pine".

He didn't say when the unique new flavour would become available in his Sydney patisserie.

For more details on the Signature Experiences Collection see [canada.travel/SECgateway](http://canada.travel/SECgateway).

Zumbo is pictured above with Donna Campbell, CTC and Joanne Motta, Tourism British Columbia.



**ABOVE:** Canada Day merriment for John Simos, md of SevenOceans Cruising; Maureen van Metter, Insight Vacations; and Nathan McLoughlin, Canadian Tourism Commission.

**LEFT:** Angus Crichton from Evergreen Tours with Melissa Watt, Travel 2.



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# Avis winner up late in NYC



**AVIS's** 2010 Travel Agent Scholarship winner, Nigel Rodighiero from Phil Hoffmann Travel in SA was in New York City recently reaping the rewards of his big win of last year's award.

Rodighiero enjoyed Business class flights with Qantas and six nights at The Westin hotel on West 43rd St.

The Avis scholarship program is

being held again this year, with the winner being offered a trip to New York, a tourism scholarship to study for the first year at Southern Cross University's School of Tourism and Hospitality Management, four ICCA cruise training modules, professional coaching from Polonius Resources and admission into the TIME mentoring program.

Consultants interested in applying for the Avis Scholarship of Excellence need to visit [avisscholarship.com](http://avisscholarship.com) by 22 Aug.

## WIN A 1 NIGHT STAY AT CITIGATE CENTRAL SYDNEY

**Travel Daily** has teamed up with **Mirvac Hotels & Resorts** and is giving subscribers the chance to win accommodation packages every day this week.

Today you can win one night's accommodation in a Citiview King Room including full buffet breakfast for two people at **Citigate Central Sydney**, valued at \$350\*.

For more information, visit [www.mirvac-hotels.com](http://www.mirvac-hotels.com).

To win, simply be the first person to send in the correct answer to the question below to: [mirvac@traveldaily.com.au](mailto:mirvac@traveldaily.com.au)

## How many guest rooms are there at Citigate Central Sydney?



\*Accommodation availability is subject to Terms & Conditions of Citigate Central Sydney.

**CITIGATE**

**Travel Daily**  
First with the news

## Travel2 incentive

**TRAVEL2** has launched a new travel agent incentive where 20 lucky consultants will go in the draw to win one of 20 Zara shopping escapes in Melbourne.

Agents will get a ticket in the draw for every T2 or T2Cruising holiday booked between 04 and 30 Jul, and deposited by 06 Aug.

The prize includes a \$500 Zara Melbourne shopping voucher, return flights, transfers, accom for one night and a hosted dinner.

Package excludes flights for MEL based agents.

## Germanwings GDS

**TRAVELPORT** & Cologne-based carrier Germanwings have signed a deal enabling agents connected to Galileo and Worldspan access to all the carrier's content and fares via the GDS.

**Travel Daily**  
First with the news

Monday 4th Jul 2011

## QH Aus Open deals

**QANTAS** Holidays has begun selling Australian Open tennis packages for the 2012 event.

A two night package including accom and cheaper ground passes are priced from \$245ppts.

## Branson back in Aus

**VIRGIN** founder, Sir Richard Branson, is back in Australia this week, with the human headline to launch Makepeace Island at Noosa (**TD** Fri), and attending other events in Melbourne and Brisbane, possibly launching the new Virgin Australia BNE lounge.



## Sales Executive NSW / ACT

**Location: Mascot, Sydney**

**Status: Full time**

Are you passionate about the travel industry and looking for that next step forward?

Are you someone who loves driving new market opportunities?

**thl** are the leading provider of self-drive holidays in Australia and New Zealand through our rental brands Britz, Maui, Backpacker, and ExploreMore. We also operate Kiwi Experience, Waitomo Glowworm Caves and Black Water Rafting attractions in New Zealand.

We are seeking a professional Sales Executive for a full time position at our premises in Sydney. The successful candidate will be a fun loving, business savvy, passionate sales person to work with a portfolio of established agents.

The role will involve generating new clients while managing existing clients in the NSW and ACT regions. Your territory will include key retail, wholesale and inbound agents with the challenge of continuing these long term client relationships while seeking new opportunities to drive sales.

The role will suit someone with strong sales skills demonstrated by proven sales success in the past. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience.

The remuneration includes a base salary, annual bonus, fully maintained vehicle, laptop and mobile phone. Salary is negotiable depending on experience. You will report to the Australian Sales Manager located in Melbourne, with regular intrastate and interstate travel required.

Please email your resume to:  
[Jackie.costello@thlonline.com](mailto:Jackie.costello@thlonline.com)





Monday 4th Jul 2011

## DFAT Laos update

**THE** Dept of Foreign Affairs & Trade is advising travellers to reconsider their need to travel in the Xaisomboun district of Laos, due to the risk of bandit attacks.

## TAM links GRU-MCO

**LATIN** American carrier TAM Airlines is launching new daily departures between Sao Paulo, Brazil and Orlando, Florida, effective 02 Aug 2011.

## EK cheap NZ fares

**EMIRATES** has Economy Class tactical return fares between Sydney and both Christchurch & Auckland priced from \$250 return, valid for sales until 08 Jul.

Fares to Auckland ex BNE are \$248, or \$264 ex MEL.

Business Class fares on each route are priced at \$590 return.

## Limo, bus SYD e-tags

**SYDNEY** Airport will step into the digital age today with the removal of paper tickets for the payment of access fees for buses and limousines, to e-tags.

The International terminal will also have an extra 30 limo spots and undercover awnings.



## Sales & Marketing/Business Manager

Full-time: Sydney

A unique opportunity exists to join one of Australia's leading Adventure Travel companies and be the driving force behind our Australian sales office. Primarily focusing on sales and marketing you will combine creative marketing skill with sound business management to ensure sales growth and profitability.

### Reporting to UK General Manager & CEO, the duties Include:

- Increasing new business and sales revenue
- Managing effective sales and marketing strategies within budgets
- Creating innovative strategies and campaigns to increase revenue
- Managing advertising, travel shows, promotions, distribution
- Managing and building relationships with key industry partners
- Seeking out and retaining new sales channels
- Budget projections and sales analysis
- Overseeing the reservations manager and team
- Overseeing the sales executive team
- Overseeing day to day office management

Salary \$60,000 - \$65,000 plus bonus and mobile phone. Prior experience in travel industry management is necessary and knowledge of the adventure travel industry and travel experience to Tucan Travel's destinations is an advantage.

Send Resume with covering letter to  
[justin@tucantravel.com](mailto:justin@tucantravel.com)

**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](http://www.traveldaily.com.au).

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**ROCKY MOUNTAINEER**

To celebrate the release of Rocky Mountaineer's 2012 brochure we are giving one *Travel Daily* reader and a friend the opportunity to win a trip to spectacular Western Canada.

The prize includes two return economy airfares from Sydney to Vancouver flying **Air New Zealand** and a Classic First Passage to the West vacation including two days on board the **Rocky Mountaineer** with GoldLeaf service and pre and post accommodation in Vancouver & Banff.

For the first time, the Rocky Mountaineer brochure includes pricing in Australian dollars. To order your copy of the 2012 brochure, visit: [www.rockymountaineer.com](http://www.rockymountaineer.com)

To enter, compile all 21 answers and send by July 31, 2011 to: [RockyMountaineer@traveldaily.com.au](mailto:RockyMountaineer@traveldaily.com.au).

Reader with the most correct answers and the most creative response to the final question will win this fantastic prize.

**Question 2: Which Rocky Mountaineer service level offers panoramic views from custom-designed bi-level glass domes?**



**AIR NEW ZEALAND**



**Travel Daily**  
First with the news

Click here for terms & conditions

## APT ups Latin tours

**APT** has added a new tour and put on more departures to meet the demand of its South America product following its brochure launch three months ago.

New is the 37-day Patagonia Lakes, South American Amazon Lodge and Galapagos Cruise, departing on 17 Mar 2012, which is priced from \$21,995pp.

The Very Best of South America itinerary has had three more departures put on, one in Nov and two in Mar and May 2012.

## Sofitel for Guangzhou

**SOFITEL** Luxury Hotels has officially opened the 493 room & suite Sofitel Guangzhou Sunrich, which features the signature So SPA and So FIT guest amenities.

## GA corporate push

**GARUDA** Indonesia has introduced a Corporate Partner Program set to reward frequent business travellers by offering flexible conditions and extra travel related services.

## Finnair/Flybe purchase

**FINNISH** flag carrier Finnair and UK-based low-cost carrier Flybe have jointly bought Finnish Commuter Airlines, which is Finland's biggest domestic airline.

The joint venture will be known as Flybe Nordic, with Flybe taking over operations from 01 Aug.

Finnair and Flybe say they plan to expand the carrier's operations to Sweden, Denmark, Latvia and Estonia, using a low cost model to open up new regional ports.



## KICK OFF THE NEW FINANCIAL YEAR WITH A GREAT NEW ROLE

### HOT OPPORTUNITY FOR A SENIOR MANAGER

#### MANAGING DIRECTOR

PERTH – SALARY PACKAGE TO \$185K

If you're capable of providing strategic direction, development and management of a business, ensuring sales targets and overhead budgets are achieved to deliver profits, bring your talents to this large organization and watch your career take off. This senior role requires an experienced MD with a proven track record of delivering profitable results to nurture this great business to achieve ongoing success.

### SUPPLIER CONTRACTING AT IT'S VERY BEST

#### SENIOR CONTRACTING MANAGER - CORPORATE

SYDNEY – SALARY PACKAGE OTE \$100K+

Join a major global player in a unique role contracting product for the corporate market. If you have extensive experience & knowledge of product contracting within the travel industry, especially with air product, this role will expose you to a world of opportunities including career progression. Strong financial and analytical skills plus project management experience are essential.

### TAKE A LEAD ROLE IN AN ENERGETIC COMPANY

#### GENERAL MANAGER

SYDNEY – SALARY PACKAGE OTE \$90K+

With a high focus on Sales & Marketing experience within the travel industry, if you have managed a busy team and have a track record of driving growth & market presence this new GM role is a great step in your management career. Joining a large global organization, you'll be working with an experienced leadership team and be given the opportunity of professional growth and personal development. Great travel benefits too!!

### TRUE HUNTERS WILL BE REWARDED HERE

#### CORPORATE SALES / TMC

SYDNEY/MELBOURNE/PERTH – PACKAGES OTE \$100K++

Step in to the spotlight in these high profile Sales roles working with leading & specialized Corporate agencies. Use your experience in sourcing & developing pipelines, developing relationships, managing tenders and contract negotiations to help the business grow. You'll be highly motivated by winning new clients and you know that you'll earn the big bucks as reward for your talents.

### IT'S ALL IN THE WAY YOU LOOK AT IT

#### SENIOR ANALYST – YIELD MANAGEMENT

SYDNEY – SALARY PACKAGE TO \$90K

If you're a nut for numbers and have an eye for optimizing revenue opportunities put a spark back in to your Analyst career with this exciting company. Your background is in pricing and/or revenue management and includes advanced analytics plus the ability to apply your knowledge to the practical applications of yield & inventory control. Advanced Excel and great communication skills are essential.

### ARE YOU FULL OF GREAT IDEAS?

#### BUSINESS SOLUTIONS MANAGER

SYDNEY – SALARY PACKAGE TO \$95K+

This exciting role needs your behind-the-scenes experience in technology solutions, client relations and project management. With your understanding of your customers' business processes you'll be supporting key clients in providing gap analysis and implementing new technology products, working alongside the sales team in optimizing commercial agreements to ensure the renewal of contracts.

### GREAT INDUSTRY SALES ROLES AVAILABLE NOW

#### BUSINESS DEVELOPMENT / SALES EXECUTIVES

SYDNEY / MELBOURNE / PERTH – PACKAGES TO \$80K+

If you're all about high performance, managing and growing relationships and exceeding expectations these roles are perfect for you. Working with leading product, your natural ability to influence others will be evident along with possessing strong presentation skills and a drive to exceed sales targets. You'll be flexible for travel, experienced in managing a sales territory, and have energy to burn which will ensure your success.

### PASSIONATE ABOUT MICE MARKET SALES

#### BUSINESS DEVELOPMENT MANAGER

SYDNEY & MELBOURNE – PACKAGES OTE \$90K-\$120K+

Do you know how to hit the ground running and make your mark on securing new Events business? These fantastic new roles are a great opportunity for a proven sales person to get ahead within an organization with a great reputation for being dynamic and successful. Your career will follow the same path if you can demonstrate your past success and passion for sales. Lucrative incentives and great benefits.

## 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

Carmen Pugh  
OLD & NT  
Ph: 07 3229 9600

Kathryn Hebenton  
VIC, SA, WA  
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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RECRUITMENT

Celebrating 30 years  
in travel recruitment

# July is jumping with new jobs



**Ben Carnegie**

## Director of Sales & Marketing

A position has become available at this world class property. Located just minutes from Sydney's CBD and close to many of the city's major tourist attractions, this is an opportunity not to be taken lightly. Corporate and MICE markets are the main focus for this modern property. You will be heavily focussed on marketing, team leadership & maintaining key relationships.

- ▶ Experience in marketing for the hotel industry advantageous
- ▶ Sydney CBD location
- ▶ Salary range \$90K - \$100K + super + bonus

**Click here for more details or call Ben.**

## Client Relations Coordinator

Do you enjoy using your superior command of the English language? Put these skills to good use in this rewarding position. The ultimate goal of this role is to ensure that your clients leave happy. This is also your chance to play the detective and solve any issues that may arise from day to day operations. If you are empathetic in nature and enjoy seeing situations turn positive due to your hard work look no further.

- ▶ Join this travel wholesaler offering fantastic benefits!
- ▶ Centrally located in the Sydney CBD
- ▶ Salary up to \$50K + super

**Click here for more details or call Ben.**



**Kristi Gomm**

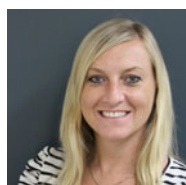
## Inbound Consultant

This boutique Inbound agency, known for their excellent reputation seeks an experienced Consultant to join their multi lingual team. You will be arranging group land content around Australia. For this role you will need experience

in the Australian Inbound sector preferably dealing with European markets plus strong domestic product knowledge.

- ▶ Tourplan is essential, 2nd language highly advantageous
- ▶ Sydney CBD location
- ▶ Salary range \$40-\$48K DOE

**Call or email Kristi for more details.**



**Liz Vibert**

## Finance Manager - Brisbane

Join this innovative online travel company who sell a wide range of packaged holiday products across the globe. Be part of this company and their journey and see your career soar! Your responsibilities will include preparing all internal & external financial reports, manage all day to day accounting routines & provide high level support to management.

- ▶ Strong financial management/accounting background req.
- ▶ Brisbane location
- ▶ Salary up to \$70K + super

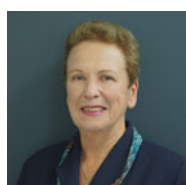
**Click here for more details or call Liz.**

## Retail Travel Consultant - Sydney South

Looking to work closer to home? This well established office offers a warm friendly team and stable working environment. They are seeking an experienced Retail Consultant who is comfortable in dealing with sometimes complex itineraries. You will have superior customer service and solid retail travel experience in a similar role. Galileo CRS is an advantage. Work Monday to Friday and only every 2nd Saturday.

- ▶ Work close to home!
- ▶ Sydney South location
- ▶ Salary up to \$50K-\$60K OTE

**Click here for more details or call Liz.**



**Sandra Chiles**

## Maternity Contract - Retail Consultant

Join this boutique retail travel agency located in the northern suburbs of Sydney. They are currently seeking an experienced Retail Consultant for up to 12 months to cover a maternity leave position. Good destination and product knowledge plus Sabre CRS is required. They are looking for someone who is happy to support the Senior Manager.

- ▶ Reduced hours or 4 days per week considered
- ▶ Sydney northern suburbs location
- ▶ Salary range \$35K-\$40K pro rata negotiable

**Click here for more details or call Sandra.**

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.

For all the latest travel jobs visit:  
[www.inplacerecruitment.com.au](http://www.inplacerecruitment.com.au) or  
Email: [jobs@inplacerecruitment.com.au](mailto:jobs@inplacerecruitment.com.au)

Call 02 9278 5100  
1300 inPlace (1300 467 522)





# SuperStar VIRGO's Ultimate Upgrade Offer



**Special  
Ho Chi Minh Sailings**  
Only 1 departure remaining  
Includes Free Upgrade &  
Bonus Credit!  
From \$1249

**KIDS  
CRUISE  
FREE#**



## **3 NIGHT CRUISES** **Ultimate Upgrade offer**

Singapore, Penang, Phuket  
Selected departures from  
10-July 2011 – 25 March 2012

Singapore, Phuket, Langkawi  
Selected departures from  
17 July – 25 Sept 2011

Book Inside Cabin  
Book Window Cabin  
25% off Balcony Cabins

**\$717 – Free upgrade to Window Cabin**  
**\$844 – Free upgrade to Balcony Cabin**  
**\$1114 – Receive SGD\$300 F&B Credit**

## **5 NIGHT CRUISES** **Ultimate Upgrade offer**

Singapore, Penang, Phuket,  
Malacca, Kuala Lumpur  
(Port Klang)  
Selected departures from  
10-July 2011 – 25 March 2012

Singapore, Phuket, Langkawi,  
Pulau Redang  
Selected departures from  
17 July – 25 Sept 2011

Book Inside Cabin  
Book Window Cabin  
25% off Balcony Cabins

**\$1141 – Free upgrade to Window Cabin**  
**\$1366 – Free upgrade to Balcony Cabin**  
**\$1809 – Receive SGD\$400 F&B Credit**

## **7 NIGHT CRUISES** **Ultimate Upgrade offer**

Singapore, Penang, Phuket,  
Malacca, Kuala Lumpur  
(Port Klang), Pulau Redang  
Selected departures from  
10-July 2011 – 25 March 2012

Singapore, Phuket, Langkawi,  
Pulau Redang & Kuala  
Lumpur (Port Klang)  
Selected departures from  
17 July – 25 Sept 2011

Book Inside Cabin  
Book Window Cabin  
25% off Balcony Cabins

**\$1586 – Free upgrade to Window Cabin**  
**\$1867 – Free upgrade to Balcony Cabin**  
**\$2527 – Receive SGD\$500 F&B Credit**

## **5 NIGHT SPECIAL CRUISES** **Ultimate Upgrade offer**

Singapore, Ho Chi Minh City,  
Pulau Redang  
Departing 11 Sept 2011

Book Inside Cabin  
Book Window Cabin  
25% off Balcony Cabins

**\$1249 – Free upgrade to Window Cabin**  
**\$1474 – Free upgrade to Balcony Cabin**  
**Plus Bonus F&B credit SGD\$400**  
**\$1916 – Receive SGD\$400 F&B Credit**

## **7 NIGHT SPECIAL CRUISES** **Ultimate Upgrade offer**

Singapore, Ho Chi Minh City, Pulau  
Redang, Kuala Lumpur (Port Klang)  
Departing 11 Sept 2011

Book Inside Cabin  
Book Window Cabin  
25% off Balcony Cabins

**\$1724 – Free upgrade to Window Cabin**  
**\$2035 – Free upgrade to Balcony Cabin**  
**Plus Bonus F&B credit SGD\$500**  
**\$2755 – Receive SGD\$500 F&B Credit**

Cruises include all meals<sup>^</sup> and entertainment onboard plus port and fuel charges.

**For bookings & further information contact your preferred Wholesaler**

\*CONDITIONS APPLY: All prices are cruise only, AUD, per person twin share and subject to change and availability. Prices based on following cabin categories: Inside Cabin DC, Window Cabin CB, Balcony Cabin BC. Single passengers must pay a single supplement. Every effort is made to ensure advertisement accuracy, however Star Cruises cannot be held responsible for printing or typographical errors or errors arising from unforeseen circumstances. Pricing correct as at 28 June 2011. Pricing & bonus credit valid until 30 Sept 2011 & can be withdrawn at any time without notice. Price includes port charges and fuel surcharge. Holiday surcharge imposed on Peak Sailings Dates: 23 Dec 2011; 01 Jan 2012. Vietnam Visa surcharge applicable to Ho Chi Minh sailings at \$30 per person. <sup>^</sup>Meals included in selected restaurants. \*Kids Cruise Free - Applicable for Children 12 years & below & is based upon 2 full paying passengers under 3rd & 4th passenger in the same cabin. Passenger Handling charges, Fuel Surcharges & Visa where applicable will still apply. Based only on 5 & 7 night itineraries for departures 4,11,18,25 Sept, 2,9,16,23, 20 Oct, 4,11,18,25 Dec 2011 & 1,8,15,22,29 Jan 2012. Strict cancellation fees apply. Please note that a surcharge may be imposed on credit card transactions. A service fee will be charged. SCS 25816