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Travel Daily

First with the news

Friday 18th March 2011

Director of Sales, Corporate Travel

- Executive role
- 10 direct reports
- OTE\$200k

Contact Stacy Balderson or Sally Frape at TMS Asia Pacific T: 02 9231 6444 E: sally@tmsap.com

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Holidays

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Major TQ business push

TOURISM Queensland has today released details of a new promotion targeting the business events market, with a competition offering a \$1 million Queensland travel experience.

The campaign was originally expected to launch at AIME but this was delayed due to the series of natural disasters in Qld .

A special global challenge, in the form of a corporate "memo", was issued this morning to domestic and international businesses to compete and secure "five star and adventure travel experiences at a range of leading Queensland destinations".

The social media initiative urges entrants to create a 60 second video that shows what makes their company great, and "why they think Queensland is the

ultimate reward" for their staff.

TQ is hoping for a similar viral take off for the campaign as seen in its highly successful 'Best Job in the World' promo.

See www.milliondollarmemo.com.

DFAT Japan advice

THE Department of Foreign Affairs and Trade has increased the level of its travel advisory for Tokyo, surrounding areas and northern Honshu to the highest "Do not travel" alert level.

The Smartraveller update also increases the advice for the rest of Japan to the mid-range "high degree of caution" category.

Six pages of news

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

- AA Appointments
- globalCARS

globalCars pays 18%

LEASING specialists globalCars has launched a 'Mad Marchness' promotion paying 18% comm on all new Citroen DriveEurope bookings paid in full by 31 Mar.

More details on **page eight**.

Qatar slashes comm

QATAR Airways has announced that effective 01 Apr it will begin paying agent base commission on fuel surcharges for all published commissionable GDS fares.

However the news has a sting in the tail, with QR cutting comm from 9% to 7% at the same time.

Qatar also said commission levels at point of sale will apply on all tickets issued, regardless of point of origin, effective 01 Apr.

1 BOOKING = \$1000* CASH BONUS

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First with the news

Friday 18th March 2011

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* Includes all taxes. Special conditions and travel dates apply.

Rhapsody doubles NCL

ROYAL Caribbean has pointed out that its *Rhapsody of the Seas* will make four visits to Newcastle next cruising season, aiming to capitalise on the news that rival P&O will not homeport from the NSW city in 2012/13 (TD Wed).

RCC commercial manager Adam Armstrong said that Newcastle had been very popular, with both of the *Rhapsody* cruises visiting the city this year being sellouts.

"It is a popular stop, with most of our guests disembarking to explore the city and beyond to the Hunter Valley," he said.

Royal Caribbean's Newcastle visits are part of *Rhapsody's* 11 night Queensland cruise, with her next arrival (and final one for this season) being next Fri 25 Mar en route from Sydney to Cairns.

Sea Princess to return 12/13

IN a coordinated worldwide release, almost 600 Princess Cruises 2012/13 itineraries opened for bookings simultaneously around the globe at 1am AEDST this morning.

The programs include four ships operating in Australasia, offering 61 departures on *Sun Princess*, *Dawn Princess*, *Diamond Princess* and *Sun Princess*, which will return for her second summer season sailing from Sydney.

New options include a 33-night cruise around Australia and NZ, two 40-night voyages to China and Japan, and a special 11-night solar eclipse trip to northern Qld in Nov 2012.

Princess will also operate its largest ever deployment in Europe in 2012/13, as well as an expanded Alaska schedule, more sailings from Galveston in the US (easily accessible from the new Qantas Dallas flights).

There are also more South American options, with *Star Princess* and *Grand Princess* sailing a Cape Horn itinerary between Santiago and Buenos Aires.

MEANWHILE Princess Cruises has also released a sneak peek video of its new *Royal Princess* which commenced construction this week.

To see some of its innovative features go to **Travel Daily TV** at youtube.com/traveldaily.

Aussie dollar drops

THE Australian Dollar dropped below parity against the US 'green back' this week, falling to a three month low of 97.8c, with further pressure expected as concerns remain high about Japan's nuclear crisis.

A seven month low was also seen against the Yen and five month low against the Euro.

JQ launches AKL-SIN

JETSTAR has launched new daily services between Singapore-Auckland, using Airbus A330 jets.

Making Tracks promo

TOURISM Australia is hoping to inspire international travellers to holiday here as part of its Making Tracks campaign (TD 01 Feb).

The initiative capitalises on the 2011 YouTube Symphony Orchestra visit, by filming two musicians as they travel to every State and Territory nationwide.

The footage will be posted on the www.australia.com portal.

SQ 747s longer to SYD

SINGAPORE Airlines is extending A380 operation change to Boeing 747-400s between Singapore/Sydney on SQ221/212 (TD 28 Feb), until 07 May (ex SIN), according to travel agent GDS displays.

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Must be self motivated and possess good selling skills.

Expressions of interest to jim@bht.com.au

Don't forget to tip

THE second round of *Travel Daily's* exclusive travel industry footy tipping competition kicks off tonight, and your tips must be registered by 6.30pm AEDST.

Almost 700 people from across the industry are competing for amazing prizes including a trip for two to the UAE courtesy of Emirates and Jumeirah, as well as this week's top tipper prize of two bottles of wine courtesy of Compass Car Rental.

It's also now time to register for the AFL season which kicks off in just a week, with both the NRL and AFL competitions free for the industry to enter.

For more prize and tipping details see traveldaily.com.au.

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QATAR
AIRWAYS القطرية

QF settles NZ cargo cartel suit

QANTAS has resolved long-running legal action with the New Zealand Commerce Commission, in relation to price fixing conduct within the QF freight division between 2000 and 2006.

In a statement issued today QF said the terms of the settlement are confidential, but include a

recommendation to the NZ High Court that the carrier pays a fine of NZ\$6.5 million.

"This recommended penalty reflects a 50 per cent discount for Qantas' cooperation with the Commission in its investigation of the cartel," the statement said.

At the upcoming penalty hearing Qantas will plead guilty to participating in the cartel with other airlines, including Air NZ.

15% of Topdeck Euro

TOPDECK has discounted several of its Europe tours by 15% when booked by 30 Apr.

Discounts of up to \$368 are offered on the 13-day Eastern Escape, now priced from \$2083.



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March 24 Melbourne (Mercury)

*All events are from 9am to 5pm, except Sydney which starts at 8.30pm

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Travelport recruits

TRAVELPORT will recruit a number of BDMs for key target markets, as part of its plan to grow its hotel bookings through its GDSs, with Niklas Andreen, VP for hospitality and partner mkt heading up the team.

Inspiring incentive

INSPIRING Journeys is offering travel agents the chance to win one of 20 MiniHD Flip cameras to film their own travel stories.

In 25 words, agents need to say why one of the 15 trips would be perfect for their clients.

Entries close 30 Apr, email promotions@inspiringjourneys.com.au.

QF RWC CHC changes

QANTAS is permitting a travel waiver for passengers booked on flights to Christchurch in Sep for the cancelled rounds of the Rugby World Cup (**TD** yesterday).

Passengers who had booked before 17 Mar on Qantas services or QF codeshare services to Christchurch, for travel 01 Sep-30 Oct, are being offered the option to re-route to Wellington, Auckland or Queenstown, within the same ticket validity.

There's also an option to retain the value of the fare as credit for future travel, changing travel destinations, or deferring travel.

Qantas' low cost subsidiary, Jetstar, is offering a similar waiver, allowing pax to rebook on an alternative JQ destination up to 30 Nov.

Alternatively, Jetstar said it can offer travel vouchers for the value of the ticket, which must be redeemed within three months.

MEANWHILE, Air New Zealand is offering flexibility to pax flying to/from Christchurch, who were ticketed before 16 Mar, for travel between 07 Sep-12 Oct.

MGallery adds three

ACCOR's boutique MGallery Collection has added two hotels in Thailand, the Veranda High Resort Chiang Mai and Veranda Resort and Spa Hua Hin-Cha-Am.

The brand will also debut in the UK next month, when St Ermin's in St. James London (formerly Jolly St. Ermins Hotel) reopens following a £30m restoration.

NSW new resources

TOURISM NSW has introduced 'The Tourism Business Toolkit' and 'Tourism Module', two new resources available free online.

The Toolkit replaces the former StartSmart guide and assists tourism operators at any stage of development.

The Module features interactive tourism planning tools, checklists, quizzes, case studies & videos - see tourism.nsw.gov.au/resources.

Domestic travel up 7%

PASSENGER numbers flying domestically in Jan rose 7.1% in Jan, to 54.21m, compared to the corresponding month in 2010, according to govt stats released this morning.

The number of aircraft trips was up 5.9% to 46,866 in Jan 2011.

Revenue pax kilometres (RPKs) and available seat capacity (ASKs) were both up, 8.9% to 5.27b RPKs, and 12.4% to 6.89b ASKs.

Melbourne-Sydney, Brisbane-Sydney and Brisbane-Melbourne were the busiest routes in Jan.

The 12 month period to the end of Jan saw a 7.6% year-on-year increase.



WHO needs Virgin Galactic?

The Six Flags Magic Mountain theme park in the US has just launched a new thrill ride which claims to allow guests to experience several seconds of weightlessness without all that space training.

Dubbed **SUPERMAN**: Escape from Krypton the sickening ride accelerates to 160km/h in just seven seconds before "elevating it to the next level of extreme by reversing the direction of the vehicles and sending riders shooting backwards up 41 storeys into the sky".

The new ride opens tomorrow in Valencia, Los Angeles.

WORKING in the travel industry has often been described as being "busier than a one-legged Riverdancer," and Tourism Ireland will tonight give some of its key partners the opportunity to see if that's really true at an exclusive invitation-only event.

As part of its St Patrick's Day celebrations Tourism Ireland is welcoming the one and only Michael Flatley and his Riverdancing 'heels of fire' to a special cocktail party at Sydney's Capitol Theatre.




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World Aviation Systems, the leading specialist airline General Sales Agent, is seeking an experienced Reservations/Ticketing agent.

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- SABRE Reservation & Ticketing knowledge preferred
- Excellent phone manner
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- Excellent verbal and written communication skills

Interested applicants should forward their resume before 28 March 2011 to info@worldaviation.com.au
Only successful applicants will be contacted.

M:I-4 on Rocky trains

THE latest installment in the Mission Impossible movie series, *M:I-4*, will feature scenes onboard Rocky Mountaineer, shot only last week in Canada.

CEO Randy Powell told **TD** on Wed that Hollywood heart-throb Tom Cruise and other cast for the action flick, had just wrapped up a number of scenes on Rocky's rail carriages and at its Vancouver train station.

RCI trialing drinks

ROYAL Caribbean International says its new 'All you can drink' packages (**TD/CW** yesterday) are being trialed initially only in international waters.

Creative Sat hours

CREATIVE Holidays will give travel agents greater access to its reservations team, with trading hours extended on Sat's from 9am to 4:30pm EST, and 8:30am to 2:30pm WST, effective 02 Apr.

Phone 131 222 for bookings.

Vanuatu earthquake

VANUATU has been left unscathed following a 6.5 magnitude earthquake that hit 50 miles northwest of Port Vila.

Vanuatu Tourism Office in Port Vila said the "small tremor" did not cause any damage, and "it's big smiles and business as normal for all our beautiful resorts, hotels, tour operators, airlines, and services".

Spencer expands

SPENCER Travel is adding to its brand with a retail shopfront set to open in Caringbah in NSW.

Shire Travel, a division of Spencer Travel, will be managed by Lisa Allan who has been with the company for over 10 years.

Spencer md, Penny Spencer, said the office will be the only Travel with Kidz agency in the region.

Sheraton NY upgrade

THE Sheraton New York Hotel & Towers will commence work on a US\$150m renovation project of its 1080 guest rooms, from May.

The upgrade includes increasing the size of each room, renovating bathrooms, adding new bedding and a new Club Lounge.

Renovation work will be completed by Apr next year.

Etihad labouring over lunch



ETIHAD AIRWAYS

hosted a group of trade partners at the 25th Lansdowne Club St Patrick's Day lunch in Sydney yesterday.

Over 1,000 guests enjoyed an Irish-themed meal and performance by Riverdance at the Sydney Convention & Exhibition Centre, with special guests including political leaders Julia Gillard, Kristina Keneally, Tony Abbott and Barry O'Farrell.

"The Irish are good to Etihad so we like to show our support to the community on days like St Patrick's Day", said EY manager comms, Stephen Mahoney.

To celebrate St Patrick's Day,



Etihad Airways is offering return Coral Economy class fares to Dublin from \$1934pp.

Pictured *above* with Premier of NSW Kristina Keneally is EY's Nathan Roxburgh and Jon Spring, and *inset* is Stephen Mahoney, EY; Damian Cerini, Creative Holidays; Donna Campbell, Tourism Ireland; Nathan Roxburgh, EY; Michelle Lee, Virgin Blue; Jon Spring, EY; Rasheda Toms, JTG and Caroline Brunel, Tourism Ireland.

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Globetrotter tri challenge



ABOVE: Globetrotter Corporate Travel had four teams enter the Nissan BRW Corporate Triathlon last weekend in Perth, with team members having to either swim 400m, ride 10km or run 4kms. Globetrotter's owner, John Battley entered the main event, completing in all three legs, and was the fastest from the firm in

the swim and cycle legs. Pictured here are Globetrotters corporate team, back row **from left** are: Gary Prosser, Lauren Prosser, Amy Jackman, Jodie O'Callaghan, Jason Sharp, Astrid Bierer-Cooper, Robert Bacso, Allyson Hunter and Mario Blasius. Front: (kneeling) Bob Moors, Murray Skea and John Battley.



Positions Available

Due to expansion and our recent success in acquiring new business, World Travel Professionals is looking for talented individuals to join our dynamic teams.

Proud of its numerous awards within the industry, World Travel Professionals is one of Australia's leading travel management companies, specialising in corporate travel, conference and event management and luxury travel.

We are currently seeking enthusiastic people, with a passion for the industry for the following positions:

BRISBANE

- Senior Corporate Consultant
- Domestic Corporate Consultant
- Luxury Travel Specialist
- Travel Technology Support Executive

GOLD COAST

- Senior Corporate Consultant
- Domestic Corporate Consultant
- Luxury Travel Specialist

SYDNEY

- Senior Corporate Consultant
- Domestic Corporate Consultant
- Luxury Travel Specialist

PERTH

- Senior Corporate Consultant
- Domestic Corporate Consultant

In return for your knowledge, creativity and professional skills, we offer a great working environment, equally good salary and generous incentive package.

Confidential applications to:
Chrissi MDiarmid
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 Email: chrissi.mcdiarmid@worldtravel.com.au

Voyager growth surge

CORPORATE travel specialist Voyager Travel has rebranded simply as 'Voyager' along with a new strapline "travel intelligence for your world".

The company is also claiming to have become the "largest independently owned" TMC in Australia - a claim also made earlier this week by the newly merging Platinum Travel Corporation and World Travel Professionals (**TD Tue**).

In a dig at its rivals such as CWT, QBT, PTC and WTP, ceo Richard Savvas said that by "avoiding the use of three letter acronyms in an industry swamped with them" the company would stand out from its competition.

The rebranding (below) includes a new colour palette & website.



Expedia UK app rejig

EXPEDIA.co.uk has launched its new and improved Facebook app called TripCompanion.

The 'pre-trip' travel app offers currency conversion, weather info and suggested activities, as well as Tripadvisor geocode with Google Maps.

Peru Travel Mart 2011

THE Peru Travel Mart will be held on 15-18 May in Lima, showcasing new product from Peruvian tour operators.

Orion orangutans

ORION Expedition Cruises will offer guests on *Orion II* voyages in Borneo the chance to visit an orangutan conservation facility at Camp Leakey.

Orbitz pursues Kayak

A MOVE by Kayak.com to begin taking hotel bookings through its Travelocity Partner Network (**TD** yesterday), has triggered competitor Orbitz Worldwide to pursue "legal remedies".

A statement by Orbitz said that Kayak's promotions violate "contractual obligations" with it.

The businesses have a deal thru to 31 Dec 2013 which stipulates that Orbitz is to provide Kayak with full access to its travel info and pays them for any sales made through their websites.

Friday 18th Mar 2011

Virgin CHC ops normal

PACIFIC Blue has announced today that it's resumed normal operations to Christchurch.

The Virgin Blue Group carrier is recommending only essential travel to Christchurch, and is telling pax with existing bookings that NZ authorities are relocating visitors out of Christchurch.

MEL o/seas no's up 12%

MELBOURNE Airport has today reported a 12% increase in int'l arrivals in Feb compared to the same time last year, to 502,154, fueled by visitors from Asia, the USA and UK.

Domestic arrivals dropped less than 0.5% to 1.618 million.

WIN TICKETS TO SEE 'JUST GO WITH IT'



To celebrate the upcoming release of the new comedy "Just go with it" featuring

Hollywood A-listers Adam Sandler and Jennifer Aniston, movie sponsor **Hawaiian Airlines** is hosting an exclusive preview screening!

Throughout this week, five lucky Sydney-based agents will get the chance to win one ticket to Hawaiian's movie screening, which is taking place at 6pm on **Wednesday 30th of March** at the Sony Picture Theatre in Sydney.

For your chance to win, simply be the first person to send in a correct answer to the daily question below:

How many destinations does Hawaiian serve on the US mainland?

Send you entries to: justgowithit@traveldaily.com.au
 Congratulations to yesterday's lucky winners, **Sandra Merlo** from BCD Travel.



SQ delays LAX A380s

SINGAPORE Airlines has delayed its planned introduction of A380 services to Los Angeles, flying via Narita, that were due to start 27 Mar, due to Japan's earthquake.

IB/AA/BA alignment

AMERICAN Airlines, British Airways and Iberia's joint business will offer a new summer schedule alignment for scheduled services between New York City's JFK and to London Heathrow, effective 27 Mar.

Changes will see more convenient flight times offered during peak times in the late afternoon and evenings.

Accor appointments

ACCOR'S Pullman Reef Hotel Cairns has appointed Amanda Balaam as its new Director of Sales, effective 24 Mar, moving from her role of Manager of Sales at the Grand Hotel Melbourne.

MEANWHILE, Accor's Mercure Cairns Harbourside has also named David Penney as its new Sales & Marketing Manager, after a six month stint as Assistant General Manager at the Mercure Port Douglas Treetops Resort.

APT's Outback Adventure



ABOVE: APT and Voyages went wild recently hosting over 100 guests to their inaugural Outback Wilderness Adventures launch in Melbourne.

The event held at the Hogs Breath Cafe was the perfect location to offer agents a hands on experience of the tour

companies purpose designed 4WD vehicles.

Pictured above *from left* are: Emma Mace, Voyages; Michelle Banduras, Jetset Black Rock Owner/Manager; Scott Ellis, APT; Matthew Lunn, APT (looking gorgeous in the Kangaroo suit); and Melinda Wouda, APT.

Bentours incentive

BENTOURS and Finnair are offering 10 agents the chance to win a place on a Scandinavia famil in Sep 2011.

To enter, agents need to book a Bentours Scandinavian or Euro tour package worth \$2000, and two long haul flights with AY into or out of Helsinki, by 31 May.

Great Barrier app

THE Ultimate Guide to the Great Barrier Reef application for iPads, iPhones and iPods has been rolled out, featuring info on secluded & intimate attractions, island visits, dive sites & beaches.

See the iTunes store for info.

FJ getting strict

AIR Pacific is reminding agents that it is adhering strictly to all fare rules, including no refunds for ticketing errors on VBULAS non-refundable fare types.

Client names must be correct, and refund requests for duplicate documents mistakenly issued "will not be considered".

HWT New Cal winner

HARVEY World Travel has named Deanne Hagan from Wynnum as its winner of a trip for two to New Caledonia.

Hagan won by completing the New Caledonia workshop, an online training tool.

The promotion has been extended until 22 Apr with agents going in the draw to win one of two \$500 David Jones vouchers.

WIN A TRIP FOR TWO TO TAHITI **GET A BUNGALOW**

Rowena Coumts of Jetset Travel Rowville sent in the following entry yesterday:
Title: Lagoon of Love
Tagline: Tahiti was her Dream, He was her Desire

Tahiti Travel Connection & Travel Daily are giving travel consultant readers the chance to win a trip of a lifetime to Tahiti & Bora Bora! On this 7 night trip you will be staying at the gorgeous and newly-renovated Le Meridien resorts.

To enter, you need to come up with a title and tag line for this imaginary Tahiti-based romance novel. Keep it short and snappy (see our example above) and the most creative entry will win this dream holiday.

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

[Click here for competition terms & conditions.](#)

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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**ENJOY BEING THE CLIENT FOR A CHANGE
CORPORATE TRAVEL CONSULTANT – IMPLANT
NORTH SYDNEY - SALARY PACKAGE TO \$60K**

Have you been searching high and low for an onsite travel job? This is a rare role that is like no other as you will NOT be working for a TMC but for the client themselves! This global outsourcing company has their own travel team in-house so you become the client too. Not only will you enjoy a fantastic salary, but career progression is also on the cards in this unique role. Sabre and consulting experience is essential.

**JAPANESE SPEAKING CORPORATE REQUIRED
CORPORATE TRAVEL CONSULTANT
MELBOURNE (INNER) – SALARY PACKAGE TO \$59K**

Do you have strong English & Japanese language skills & have worked in an international corporate consulting role? This large independent TMC is seeking a competent cons to service their long standing Japanese based corporate account. Join this stable team & you will soon realise why employees are raving about their work place! Salary is subject to experience. Min 18 mths international consulting exp ess.

**IT IS POSSIBLE TO LOVE YOUR JOB!
HIGH END LEISURE CONSULTANT
PERTH (INNER) – SALARY PACKAGE TO \$50K**

Never thought it is was possible to enjoy going to work everyday? This boutique independently owned travel agency is seeking a well presented & professional consultant to service their high end repeat clients with all leisure requests. Working Monday to Friday business hours, you will be responsible for all leisure requests whilst the owners focus on their corporate clients. Great salary on offer!

**UNPRECEDENTED GROWTH
VARIOUS WHOLESALE TRAVEL ROLES x 13
MELBOURNE (SOUTH) – SALARY PACKAGES UP TO \$43K**

This Australian owned and operated tour operator is seeing unprecedented growth & subsequently has 13 immediate roles to fill! With positions in their retail, reservations, inbound, flight desk and documentation teams, you can take your pick at the role that suits you best. Various working hours on offer, together with a flexible & fun working environment (not to mention the travel perks!) Travel industry

**HAVE THE BEST OF BOTH WORLDS!
RETAIL/CORPORATE CONSULTANT
BRISBANECBD – SALARY PACKAGE >\$55K OTE**

Looking for some variety in your day? Want a combo of both the fast paced corporate travel bookings, whilst still having the opportunity to book high end leisure? Then this is your dream role. Based in the CBD, this dynamic team is looking for a travel superstar to join them. No two days will be the same given your mixed portfolio of clients. Fantastic benefits are on offer including top base plus cash \$ bonuses, famils galore and fantastic training opportunities. Apply today to spice up your life.

**LOVE A GOOD MYSTERY?
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