

49 destinations in Europe  
**1199\$\***  
\*Gross fare, excluding tax and surcharges



Sale 20AUG11 - 17SEP11  
 Departures 31OCT11 - 31MAR12  
 Visit [lufthansaexperts.com](http://lufthansaexperts.com)

# Travel Daily

First with the news

Thursday 8th September 2011

**Corporate Travel Account Manager - Sydney**

- Great Salary package with travel benefits
- Manage client business relationships
- Implement integrated business programs

Contact **Brendan Grant**  
 at **TMS Asia Pacific T: 02 9231 6444**  
 E: [brendan@tmsap.com](mailto:brendan@tmsap.com)



ISSN 1834-3058

intimate  
 more personal space  
 on our mid-sized ships




**Holland America Line**  
 LEARN MORE >

## Good year for QF executives

THE release yesterday of the Qantas annual report has caused predictable outrage among union groups, with the disclosure of large pay increases for the senior executives of the carrier.

CEO Alan Joyce received about \$2m more than the previous year, with a share-based payment of \$2.7m boosting his total income to just over \$5m - the equivalent of about \$100,000 a week.

But he wasn't the only winner, with Jetstar ceo Bruce Buchanan also receiving around \$300,000 more than last year with a total package worth \$1.4m.

That's about the same as QF Group Executive Commercial, Rob Gurney, whose base salary of \$756,000 was almost doubled to \$1.405m by share benefits - again up significantly from last year's overall figure of just over \$1m.

Group Executive Operations Lyell Strambi had a package worth just under \$1.7 million, up more than \$500,000 on 2010, while QF Frequent Flyer ceo Simon Hickey also saw his package increase by about \$150,000 to \$1.406 million.

The QF Remuneration Report said it had been a year where "a strong performance by management has produced what is, in the circumstances, a satisfactory profit outcome".

### QH Achievers mystery

ANTICIPATION is building in the lead-up to this weekend's annual Global Achievers event, which is this year being held in a mystery location somewhere in NSW.

The new partnership between Jetset Travelworld Limited and Destination NSW is seeing many areas of the state showcased to top achieving agents.

167 consultants have earned Global Achiever status in 2011 by reaching sales of over \$225,000, with the event in its 16th year.

TD will be reporting live from the Global Achievers on Sat night.

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

- TMS Asia Pacific
- AA Appointments

**Trip** 

Travel rewards & incentive program

**This is The Life Trip**


**EARN 1000 BONUS TRIP POINTS**  
 on every Bali booking you make with




Bookings must be made and deposited 01 - 30 Sept '11 for departures 01 Nov '11 - 31 Mar '12. Conditions apply.


**Not a Trip member? Join today!**

It all adds up to a great experience




Extra Commission





Vast Content





Real Convenience

**Travelport Rooms and More™**

Click here to register 

**empowered**  
 with James Tobin



Graphical VS Classic

This month we look at how intuitive Sabre's new graphical view in the Sabre Red Workspace is - **in a time trial**

**Watch now**

**Sabre** / Travel Network.

**SCENIC TOURS**

**EUROPE LAND 2012 BROCHURE OUT NOW**



**All inclusive Luxury Land Tours**



## Temp in London

- ▶ Fund your weekends to France, Spain or Italy
- ▶ Temp for global business travel co's.
- ▶ Excellent working conditions
- ▶ Galileo, Sabre or Amadeus, Top \$\$

Contact: Kristi Gomm  
02 9278 5100  
kristi@inplacerecruitment.com.au



[click here for details](#)

# Travel Daily

First with the news

Thursday 8th September 2011



For your very own  
F&B Manager,  
fly with the best.

الإتياح  
**ETIHAD**  
AIRWAYS

## Darling Worldhotels

**SYDNEY's** The Darling has joined Worldhotels collection of global independent properties.

Located at The Star (previously Star City), The Darling is due to open in Oct and will accompany sister hotel, Star City Hotel & Apartments at Worldhotels.

## Legend China charter

**ROYAL** Caribbean International will time charter *Legend of the Seas* to Xiamen municipal govt and China World Cruises for 4 months from 20 Mar 2012.

The move will see RCI operate 21 sailings for CWC from Xiamen, Shanghai, Tianjin and Hong Kong.

## Burgess back to AA

**SHAREE** Burgess has been appointed as Sales Development & Distribution Mgr AU/NZ, (based in Sydney) for American Airlines, moving from a Passenger Sales Exec. role with SIA in Adelaide.

Burgess, who previously worked with AA in Australia and London, replaces Jeff Walker who has taken up a role with AA in Dallas.

For more of the latest travel Industry Appointments see **pg 5**.

## Luxury expo for Australia

A **NEW** "luxury and experiential travel business exchange" to take place in Melbourne next year is being claimed as an event which will truly put Australia on the map for upmarket travellers.

Dubbed 'Luxperience' and founded by former AIME event director Rosemary Sama, the three day "high-level business exchange" will be the only event of its type to be held in this region.

Participants will also be able to access a full year of business exchange, networking, business development, education and cultural exchange opportunities to enhance their travel

## QF JSA comp winner

**CHRISTINE** Ross Davies from Attadale Travel in WA has been named as the major prize winner of the Qantas and British Airways JSA Incentive.

She's won return business class flights to London, five nights twin share accommodation at Dorchester Collection properties, West End theatre tickets and passes for the London Eye.

businesses, Sama said.

"It's time the travel industry had a year round community dedicated to the luxury experience," she said.

"We are dedicated to matching high end suppliers with appropriate buyers so the world of the high end experiential travel market can prosper".

The event will take place 02-05 Sep 2012 at the Crown complex, with a supporting website online at [www.luxperience.com.au](http://www.luxperience.com.au).

## DJ domestic pax rise

**VIRGIN** Australia reported a 6% year-on-year increase in domestic passengers carried in Jul, with 1.435m taking to the sky with DJ, according to preliminary figures.

Traffic measured in Revenue Passenger Kilometres rose 10.4%, while capacity (Available Seat Kms) surged 5.4% and load factors increased 3.8 points to 82.5%.

International pax traffic slumped by about 21% (nearly 60,000 pax) in Jul, as a result of the pull out of New Zealand domestic services.

The total network pax carried count in Jul was 1.659m, up 1.4%.

## manager, premium guest services

Brisbane based.

Virgin Australia is again changing the face of the Australian aviation landscape. This is a unique opportunity to play an integral role in shaping the evolution of this iconic brand, and to become a part of a dynamic company that genuinely believes and demonstrates our people are our greatest asset.

A fantastic opportunity exists for a Manager, Premium Guest Services in our Service Experience Division. Reporting to the General Manager, Service Experience, you will oversee the provision of specialised and customised service to our high value guests.

You will draw on your in depth experience and understanding of customer service principles to deliver an exceptional and differentiated experience to our premium guests and achieve business outcomes. You will lead a team who are committed to delivering outstanding personalised service and you will engage with key stakeholders to maximise team effectiveness and customer satisfaction.

Your high level of communication, negotiation and leadership ability, combined with your focus on continuous improvement are essential in this role. You will be able to drive change to put into effect initiatives as they develop. Previous airline/travel industry experience combined with tertiary qualifications in a relevant discipline would be highly regarded.

To apply please visit our website [virginaustralia.com/careers](http://virginaustralia.com/careers)

Applications close Friday 16th September 2011

now you're flying **australia**

**excite**  
HOLIDAYS

## DESIGN OUR OFFICIAL MASCOT

Use your wonderful imagination and bring your visions to life for the chance to **WIN** a Phuket stay valued over **\$2000**

**DOWNLOAD YOUR ENTRY FORM HERE**

[exciteholidays.com](http://exciteholidays.com) or call us now on **1300 733 858**

## INTRODUCING **NEW** SMALL GROUP JOURNEYS IN BURMA

To view our journeys [CLICK HERE](#)

**TRAVELINDOCHINA**



**Siem Reap Special from \$1062\*** 2-20 berth share

- Return economy airfares with taxes
- 4 nights accommodation
- Daily breakfast

with one FREE stopover at Saigon or Hanoi

Hurry! Book now. **1300 309 117** **VN Holidays**  
www.vnholidays.com.au Vietnam Airlines Vietnam Cambodia & Laos specialist



**Travel Daily**  
 First with the news  
 Thursday 8th September 2011



**BREAKAWAY** **P&O** Cruises  
 International Travel Industry Club This is how to holiday

**P&O Cruises - Valid for All members**  
 Last minute Industry rates for all members on P&O!

Inside Quad cabin from **\$599\*** per person  
\*Conditions Apply.

**CLICK HERE for further details**

## Real-time baggage tracking

**AMADEUS** has announced a collaboration with aviation IT specialist **SITA** to offer live baggage tracking and worldwide luggage reconciliation for airlines and their passengers.

The new Altea Baggage Tracking system integrates SITA's BagMessage with Altea Departure Control, creating a "single, integrated environment which allows airlines to provide

passengers with real-time status updates regarding the location of their baggage".

The first phase will cover 54 airports worldwide, allowing bags to be fully tracked from the point of check-in right through the journey - promising to improve the customer experience as well as reduce costs.

Future developments will integrate the data further, into the Flight Management module of Altea's Departure Control System to communicate price information on aircraft loads.

Last year almost 30 million bags were delayed on arrival, resulting in about \$3b in extra costs.

IATA is targeting \$1.2 billion in savings in 2012 from new luggage initiatives, to be achieved through self-service baggage tagging and the development of solutions such as Altea Baggage Tracking.

## Traveland reunion

**THIS** Sat night's Traveland Reunion has switched location to 'The Toxeth Hotel' at 345 Glebe Point Rd, Glebe NSW, at 7:00pm.

## TC's Going for Gold

**HOME**-based agent network Travel Counsellors has introduced a new program to help members achieve the firm's 'Gold' status.

Counsellors are provided with business development assistance from TC's head office in the 'Going for Gold' program.

Weekly in-house webcasts, specialty training with suppliers & product experts and marketing material & mail outs are some of the initiatives available to TCs.

## Wet'n'Wild Syd action

**VILLAGE** Roadshow Limited says its intention to construct a new Wet'n'Wild Sydney at Prospect (**TD** 13 Sep) are "progressing".

"The planning process is in the final stages of development approval, and site development is currently expected to commence early in the 2012 calendar year," VRL confirmed yesterday.

The company also said it was continuing to explore other int'l theme park opportunities.

## THAI Smile lifts off

**THAI** Airways International has confirmed its offshoot, THAI Smile Air, will take to the skies from Jul next year (**TD** 22 Aug).

The 'light premium' sub-brand will operate to domestic and int'l destinations, positioned between "premium THAI flights and ultra cheap, low-cost airlines like Air Asia and Tiger Airways."

Passengers will receive a free meal and drink, seat selection, a 15-20kg baggage allowance, and they'll also be able to accrue frequent flyer mileage on both THAI and Star Alliance flights.

A cabin crew recruitment drive for "young, active and energetic girls" is scheduled for THAI Smile Air in Jan 2012.

## Topdeck NYE package

**TOPDECK** has released a four-day Sydney New Year's Eve party package, priced from \$1,099pp, that kicks off on 30 Dec.

It includes a Sydney Harbour cruise on NYE with cocktail food & unlimited drinks, three night's accom at Vibe Hotel Rushcutters Bay, daily brekkie, an arrival dinner and optional surfing lesson - see [www.topdeck.travel](http://www.topdeck.travel).



**Window Seat**

**THIS** is going to be a real breath of fresh air for Aussie tourism.

Sydney has finally caught up with other world-leading capitals, with the opening of Australia's first "ready-to-breathe oxygen bar".

Located in the Darling Harbour precinct, the O2 Bar Oxygen Station offers guests a "direct hit of 90% oxygen," allowing them to suck in the goodness for up to 15 minutes at a time.

And there's more - the bar flavours the life-giving gas with 15 different scents, such as airborne cappuccino, vanilla bean, coconut, lavender or lime.

Each hit costs \$1 per minute, and the Bar also offers free water and iPad access for "visitors who want more activity while they breathe".

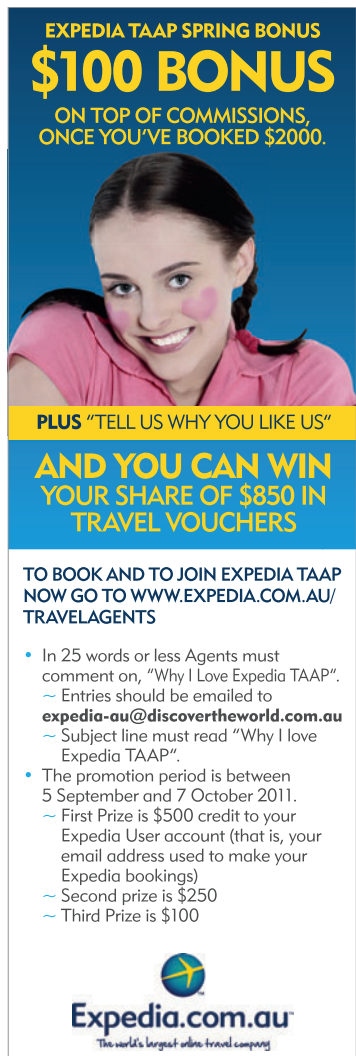
**THE** annual bedbug report from US-based hotel review website Raveable.com has been released - and the news isn't good.

CEO Philip Vaughn said 2011 had been a "groundbreaking year" for the critters, with reports smashing the already high figures of the 2010 Bedbug Epidemic.

The number of individual US hotels with bedbugs soared 250%, with the biggest increases in Las Vegas, Los Angeles and Orlando.

And travellers to Columbus, Ohio will be itching to know that the city recorded a stunning 667% increase in bedbug reports.

Raveable.com offers a helpful 'Bed Bugs in Hotels' resource page so travellers can "look before they book".



**EXPEDIA TAAP SPRING BONUS**  
**\$100 BONUS**  
 ON TOP OF COMMISSIONS, ONCE YOU'VE BOOKED \$2000.

**PLUS "TELL US WHY YOU LIKE US"**

**AND YOU CAN WIN YOUR SHARE OF \$850 IN TRAVEL VOUCHERS**

TO BOOK AND TO JOIN EXPEDIA TAAP NOW GO TO [WWW.EXPEDIA.COM.AU/TRAVELAGENTS](http://WWW.EXPEDIA.COM.AU/TRAVELAGENTS)

- In 25 words or less Agents must comment on, "Why I Love Expedia TAAP".  
 ~ Entries should be emailed to [expedia-au@discovertheworld.com.au](mailto:expedia-au@discovertheworld.com.au)  
 ~ Subject line must read "Why I love Expedia TAAP".
- The promotion period is between 5 September and 7 October 2011.  
 ~ First Prize is \$500 credit to your Expedia User account (that is, your email address used to make your Expedia bookings)  
 ~ Second prize is \$250  
 ~ Third Prize is \$100

**Expedia.com.au**  
The world's largest online travel company

## Fly our 'Combo' class fare to Europe

Arrive fresh with fares from just \$4823\* - to find out more [click here](#)

**FINNAIR**  
 DESIGNED FOR YOU

\*low season inclusive of taxes



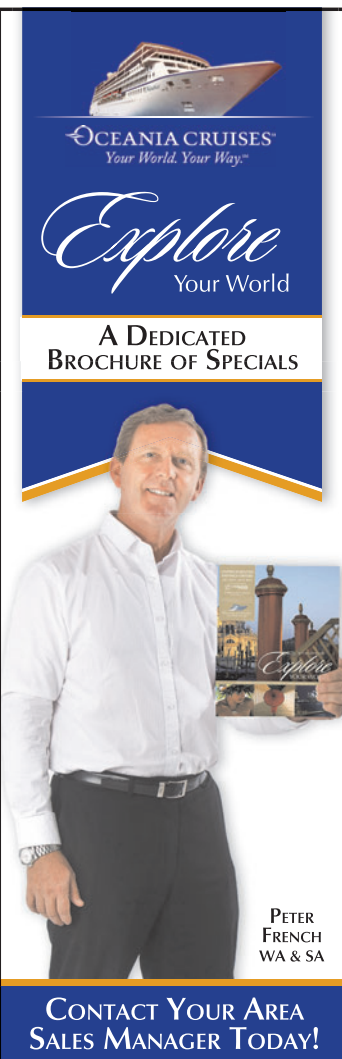
**Travel Daily**  
on location in  
**Japan**

Today's issue of TD is coming to you from Hakone where we are travelling with Globus on its Discover Japan itinerary and flying courtesy of Cathay Pacific

**TODAY** the Back to Japan 2011 Globus itinerary has travelled to Hakone, in the mountainous far west of the country, bordering on Fuji-Hakone-Izu National Park, around Lake Ashi.

In Hakone agents had a chance to cruise on Lake Ashi and take a cable car ride up the mountain which offered panoramic views of Mt Fuji.

The itinerary then proceeded to Japan's capital, Tokyo where the group will stay at the the Hilton Tokyo.



**OCEANIA CRUISES**  
Your World. Your Way.<sup>SM</sup>

*Explore*  
Your World

**A DEDICATED BROCHURE OF SPECIALS**

**PETER FRENCH**  
WA & SA

**CONTACT YOUR AREA SALES MANAGER TODAY!**

## Seasonal worker plan

**TOURISM** Minister Martin Ferguson today announced an expansion of the Pacific Seasonal Worker scheme, which helps industry source seasonal labour.

The pilot scheme has now been expanded to Nauru, Samoa, the Solomon Islands and Tuvalu, adding to existing sources of PNG, Kiribati, Tonga and Vanuatu.

The Australian Tourism Export Council hailed the move because it recognises the needs of the industry which is suffering from "enormous labour and skills shortages".

ATEC is also calling for changes to the Working Holiday Maker Visa program to allow travellers to stay an extra year in return for taking work in a regional tourism area, an increase in the age limits and allowing young people to access the visa a second time.

## New Daydream ceo

**DAYDREAM** Island Resort & Spa has announced the appointment of Phil Casey as the Whitsundays' properties new chief exec. officer.

Casey was previously general manager at Daydream for four years between 2003-2007.

## Swissotel loyalty

**SWISSOTEL** Hotels & Resorts has launched a new loyalty program called Swissotel Circle.

The program comprises of three tiers - Inizia; for guests staying five nights at Swissotel hotels worldwide in one year, Eleva; for 20+ nights, and Zenit; for 60+ nts.

Depending on status, guests will be offered room preference, access to spa & sports facilities, lounge access, free breakfast, rooms upgrades, complimentary room nights and more.

Details at [swissotelcircle.com](http://swissotelcircle.com).

## APT marks 1,000,000

**APT** last week reached a historic milestone, taking the company's one millionth booking.

For the record, the booking was made on the 'Kings Canyon Guided Climb from Kings Canyon Resort' for Territory Discoveries.

## Moevenpick in India

**SWISS**-based hospitality giant Moevenpick Hotels & Resorts has opened its first Indian hotel, the 182-room Moevenpick Hotel & Spa Bangalore, near the city's CBD.

# Globus relaxes with Buddha

**GLOBUS** pulled out all the stops yesterday with a jam packed itinerary on the final leg of the journey into Tokyo where the group will spend three nights exploring the city.

Throughout the day agents enjoyed a cable car ride up Komagatake mountain, where the group was fortunate enough

to even catch glimpses of the summit of Mount Fuji.

Before heading into Tokyo the group got to visit one tsunami survivor - The Great Buddha of Kamakura (Kamakura Daibutsu).

The giant bronze attraction was the only thing standing after a tsunami that passed through the area in 1454, but wasn't so lucky in 1923 when his head came off during an earthquake.

Famil participants are **pictured** here with Japan's second tallest bronze Buddha.



## DRW int'l traffic soars

**AUSTRALIAN** Infrastructure Fund (AIX) has today reported a massive international traffic surge at Darwin Airport during Jul, with growth up 41.5% year on year.

The "significant" growth at NT Airports is a result of additional services put on by Jetstar, AIX said.

However, domestic growth has slipped 6.2% at Darwin, Tennant Creek & Alice Springs in the NT.

AIX's Queensland Airports (Gold Coast, Townsville & Mt Isa) also showed a 5% drop in domestic growth, while Melbourne and Launceston airports growth fell 3.2% during the month.

The firm blamed the grounding of Tiger Airways services during Jul, and the strength of the Aussie Dollar tempting more people overseas for the slow down.

Perth Airport bucked the trend for AIX, with domestic numbers up 9.5% and international growth increasing 8.4% in Jul.

## DL wi-fi goes regional

**DELTA** is rolling out in-flight internet services on its regional Bombardier CRJ700 aircraft operated by Delta Connection carrier Atlantic Southeast Airlines.

The US carrier says it will add wi-fi to more than 250 Delta Connection twin-class regional jets by early next year, using the Gogo internet platform.

**travelworld**

Great holidays. Lasting memories.

## Full-Time Retail Travel Consultant

Travelworld Carindale in Brisbane is looking for a Full-Time Retail Travel Consultant to join their award winning team.

We are part of Australia's leading loyalty program - FlyBuys and are the number 1 Travelworld in Queensland for over 10 travel partners, including being a QANTAS Holidays Premium Agency and a member of the exclusive Cruiseco Consortium.

The successful candidate must be motivated, well presented, highly organized and possess exceptional customer service AND sales skills.

Applicants with good airfare knowledge, a travel speciality such as cruising and personal travel experience will be highly regarded.

**To become part of this award winning team please send your resume to [jobs@travelworldcarindale.com.au](mailto:jobs@travelworldcarindale.com.au)**

## Brisbane has the power

**PHONE** company Vodafone is offering free mobile charging at Brisbane Airport, in partnership with a company called Chargebar.

The new kiosk is claimed to be the first of its kind in an Australian airport terminal, and is located in the main concourse of BNE domestic.

## EY extends race pact

**ETIHAD** Airways overnight announced a four year extension of its agreement with Formula One Group.

The move will see the airline's title sponsorship of the Formula 1 Etihad Airways Abu Dhabi Grand Prix in place through until 2015.

EY ceo James Hogan said the deal "goes against the current commercial trend of shorter sponsorship terms".

## Monarch cancels 787s

**UK-BASED** travel giant Monarch has cancelled its order for six Boeing 787 *Dreamliners*, with the move reflecting the long delivery delays for the aircraft and a new focus on developing the company's short haul network.

The company issued a statement confirming new UK bases and routes from 2012, with further consideration to be given to "developing and strengthening long-haul options in the future".

## J4G deadline tomorrow

**AGENTS** participating in the Star Alliance Jeans for Genes incentive (**TD** yesterday) must have their entries in by close of business tomorrow (Fri 09 Sep), in the lead-up to a gala dinner celebration the same night.

## Korean BNE seminar

**QLD** travel agents are being invited to a special seminar and Korean BBQ dinner hosted by the Korea Tourism Organization in Brisbane next Tue 13 Sep - more info [visitkorea@knto.org.au](mailto:visitkorea@knto.org.au).



## 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](mailto:appointments@traveldaily.com.au).

**Lesley Owen** has taken on the role of Manager National Accounts with Industry and Corporate Sales for Qantas. She has previously held senior roles with Virgin Australia, United Airlines and Jetset.

**London Stansted Airport** has named **Jonathan Crick** as its new Commercial Director. He will join the Board of the airport from easyBus, where he is currently chief executive.

**Novotel Cairns Oasis Resort** has welcomed **Grace Lassig** to the role of Director of Sales and Marketing. She has moved across from her role at representing Mirvac Hotels and Resorts in Tropical North Queensland.

**Inland NSW Tourism** has appointed **Rodger Powell** as its new Independent Chair. Powell is currently md of the AHA's newly formed Tourism Accommodation Australia division, with his other roles including board positions for Sunshine Coast Destination Limited and the University of NSW Tourism Industry Reference Group.

**Martin Buckland** has been named as the new National Sales Manager for **Thrifty Car Rental**. He has extensive experience in car rental, having worked for Hertz for some years in the UK and Europe, and will be responsible for Thrifty's 12-strong nationwide corporate sales team.

**Emirates** is set to appoint former senior Lufthansa executive **Thierry Antinori** as its head of commercial, according to a report in German newspaper *Sueddeutsche Zeitung*. The report cites unnamed sources claiming Antinori will succeed EK Divisional Vice President Commercial Worldwide **Richard Vaughan** who is retiring, the newspaper said.

Australian **Rachel Grier** has been named as vice president of business development, Asia Pacific for **Pegasus Solutions**. Grier's experience includes senior roles with a range of companies including Intercontinental Hotels Group. She'll be responsible for helping hotels generate business through the Utell representation service as well as capturing bookings via Pegasus' RezView CRS.

**Jumeirah Carlton Tower Hotel** and **Jumeirah Lowndes Hotel** have appointed **Megan McIntyre** as marketing and communication manager for the two London-based properties.

**Travelport** has named **Simon Ferguson** as its new Regional Director for UK and Ireland. He moves to Travelport after just six weeks as general manager of Travelzoo UK.

**Tim Fenton** has been appointed as the new general manager of the Flight Centre-owned **gapyear.com**, after founder Tom Griffiths stepped down from his position as managing director of the company.

# new opportunity!

## business development manager NSW/ACT

Cover-More is Australia's largest Travel Insurance provider, providing assistance to Australian travellers all over the world. We are a global organisation that recognises individual and team efforts and believes in our products and our people.

We are looking for a highly motivated Business Development Manager to join our NSW/ACT team.

The successful candidate will possess:

- A proven track record in a sales environment, preferably in a travel/tourism and/or customer focussed environment
- Motivation to achieve both individual and team sales targets and objectives
- Experience in the preparation of reports, submission and relevant correspondence
- Effective negotiation skills and strong communication skills
- A passion to build relationships within the industry & a fun, positive attitude!

A competitive salary package, including a fully maintained company vehicle and generous bonus scheme will be offered to the successful candidate. If you want to be part of a progressive organisation, please email: [simonz@covermore.com.au](mailto:simonz@covermore.com.au)

**Cover-More® Travel Insurance**  
"...travel insurance you can trust"

## Beyond Travel adds new Greece program

**EASTERN** European specialists Beyond Travel have added a new range of itineraries in Greece, as an enhancement of the company's existing Balkan and eastern Mediterranean product.

Marketing mgr Bryce Crampton described the extension as a "natural fit" with the current product range, which includes a wide choice of land and water based programs in Croatia and along the Dalmation coast.

New for 2012 is the 8-day small-ship *Aegean Odyssey* itinerary, as well as a 16-day escorted Greece to Dalmatia package - details at [www.beyondtravel.com.au](http://www.beyondtravel.com.au).

## NY discount deals

**NEW** York & Company is encouraging agents to learn more about the iconic US city with a range of exclusive discounts for consultants who become qualified New York City Specialists.

An online training academy is at [www.nycgo.com/training](http://www.nycgo.com/training), with graduates of the program able to apply for a Travel Trade Pass which provides bonuses on NYC accommodation and sightseeing.

## CZ sells CAN-BJS A380

**CHINA** Southern Airlines has opened reservations for A380 flights between Guangzhou and Beijing (**TD** 13 Jul) for travel between 30 Oct and 31 Dec 2011.

# Rail Plus goes loco for footy



## Sabre Profiles launch

**SABRE** has rolled out a new system for Sabre Red Workspace users that "provides greater security, structure and control for customer profile management."

Sabre Profiles allows agents to add customer data during the travel management process.

## Goldfields satisfies

A **TOURISM** Research Australia report on the Victorian Goldfields has found that 58% of visitors to Bendigo and 57% of visitors to Ballarat were "very satisfied" with their travels to the region.

The score was 6% higher than the national benchmark.

**ABOVE:** Rail Plus showed its support in the fight against cancer, last week participating in the Footy Colours Day 2011.

Staff adorned themselves in their favourite football team's uniforms, while also raising money for the cancer cause.

Being a Melbourne-based firm, it's not surprising most of the team strips were AFL.

**Pictured** here are the Rail Plus team, from left front row: Steven, Kieran and Leah.

Second row: Richard, Helen, Chantal, Naomi and Rhonda.

Third row: Paul, Maree, Nicole, Stacey, Jessica and Jess.

Back row: Greg, Nicki, Shaun and Iain.

## Wego search options

**ONLINE** travel search engine Wego.com is giving travel industry businesses access to its metasearch platform via their own websites.

Under an agreement with dgm Australia, affiliates will be able to use Wego's travel comparison tool of hundreds of suppliers, airlines and property listings.

## 1st Iraqi Hilton hotel

**HILTON** Worldwide will open its first property in Iraq in 2013, the 200-unit Doubletree Suites by Hilton Erbil, in Iraqi Kurdistan.

Thursday 8th Sep 2011

## Bench Egypt bargain

**BENCH** International is offering an \$880pp saving on an 11-day package to Egypt which includes Etihad flights, a seven-night Nile cruise and three-nights in Cairo.

Priced now from \$3,480 ex MEL, the deal is available from 01 Oct to 20 Dec if booked by 14 Nov.

A free flight from Abu Dhabi to Muscat (Oman) is also offered.

# WIN A LUXURY WEEKEND AT WOLGAN VALLEY



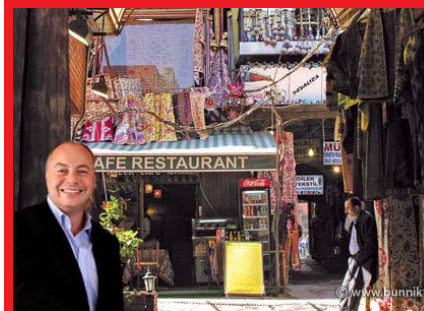
During September, **Travel Daily** is giving travel consultant readers the chance to win a luxury weekend for two at the Emirates Wolgan Valley Resort, courtesy of our friends at **Bunnik Tours**.

Renew yourself at Wolgan Valley Resort & Spa. Feast on the freshest seasonal, regional produce, relax in unsurpassed luxurious comfort, and soak up the breathtaking beauty of this natural sanctuary.

Enjoy two nights in a Heritage Suite including a bottle of sparkling wine on arrival, gourmet breakfast, lunch and dinner daily, non-alcoholic beverages, a select range of local wines and beer with meals, two on-site nature based activities per day and two 60-minute spa treatments.

In the first three weeks, **Travel Daily** will be featuring a photo of Bunnik's National Sales Manager Craig Owens ('Captain Craig') enjoying a different Bunnik Tour. In the final week readers will be asked to come up with a caption to match the last photo. The subscriber who correctly answers all weekly questions and comes up with the best caption for the final photo will be the winner of this fantastic prize.

**Click here for full terms & conditions.**



**Week 1:**  
Captain Craig is enjoying a great value Bunnik tour in Europe. Which tour is he on and what is the price of this tour?

Send you answers to: [bunnikcomp@traveldaily.com.au](mailto:bunnikcomp@traveldaily.com.au)

Hint! Visit [www.bunniktours.com.au](http://www.bunniktours.com.au)

## ALEXANDER ASSOCIATES

### SEEKING DOCUMENTATION STAFF

If you have experience in a high volume docs department and fancy a new challenge this is a great opportunity to join a leading cruise line in their newly created documentation department.

Must have great attention to detail and previous experience to apply.

**SALARY + BONUS + HEALTH COVER + FREE ANNUAL CRUISE**

Call Philippa Baker on 02 9261 1926 or email your resume to [philippa@alexander-associates.com.au](mailto:philippa@alexander-associates.com.au)

**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).

PO Box 428, West Ryde, NSW 1685  
Phone: 1300 799 220 Fax: 1300 799 221

**Travel Daily** is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Contributors:** Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson  
Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

**Travel Daily Group:**

**CRUISE**  
WEEKLY

**Travel Daily TV**

**Pharmacy DAILY**

**Advertising and Marketing:** Lisa Maroun (Manager), Lisa Martin and Magda Herdzik  
Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper  
Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

# Matching Top Companies with Top Talent!

Create Career Success with TMS

**Hot Jobs (Australia) - September 2011**



Sydney – 02 9231 6444 – [nsjobs@tmsap.com](mailto:nsjobs@tmsap.com)  
Melbourne – 03 9602 1809 – [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane – 07 3221 9916 – [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth – 02 9231 6444 – [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions – 02 9231 6444 – [sally@tmsap.com](mailto:sally@tmsap.com)

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



**JOB OF THE WEEK!**

## Travel Industry Temporary Assignments

- Travel Consultants – Sydney
- Flexible Lifestyle
- Great rates of pay plus great incentives

**Hot jobs – apply now!!!!!!!**

1 x airline reservations  
1 x retail consultant  
1 x retail consultant

Sydney CBD  
Pacific Island  
Sydney CBD

Amadeus – 5 week assignment  
Galileo and Cross Check – 6 month assignment  
Galileo and Cross Check – 6 month assignment

Working flexible hours for a more balanced lifestyle. Access to a large variety of temporary work ie. Retail, Corporate, Wholesale & Airline opportunities. Preferred hourly rates with some of the leading travel companies. Wages deposited directly into your bank account & pay slips mailed weekly. Payment of employee tax, superannuation and workers compensation. Assistance with an IATA Card / "Breakaway" Travel benefits. TMS Asia Pacific Team Incentive - bonus of up to \$700. Permanent Placement Opportunities. Access to Sales and Product Training, either through our offices or with our preferred suppliers. Referral money or vouchers (a spotters fee). Quarterly Newsletter. TMS Asia Pacific Educational trips as a reward to our loyal temp staff - International & Domestic destinations.

Contact **Sally Frape** T: +612 9231 6444 E: [sally@tmsap.com](mailto:sally@tmsap.com)

### TRAVEL MANAGER - CORPORATE TRAVEL - Perth

- Award winning Corporate Travel Company
- Report to Managing Director in Sydney
- Manage team of 6 experienced consultants

This role is a fantastic opportunity for a team leader / senior corporate consultant looking for a promotion.

My client, a leading corporate travel company is looking for an Office Manager to manage the day to day operations of this business. You will manage a team of 6 experienced VIP consultants, manage the day to day operations of the business, along with the management of own portfolio of corporate VIP clients. You will need 3+ years corporate or retail travel consulting, previous team leader / management experience is desirable along with the ability to motivate people around you. Salary pending experience (negotiable).

Contact **Sally Frape** T: 02 9231 6444 E: [sally@tmsap.com](mailto:sally@tmsap.com)

### WANT TO BE ON ROAD? Are you a travel consultant looking for that opportunity to be a sales representative?

This leading travel related company is renowned for hiring the best in the business. They lead from the front in their specialised field within the travel industry and ever expanding. With a fresh and dynamic approach to business, they recruit travel consultants to go on the road to promote their core business. The Business Development Manager role available is responsible for promotion and sales as well as increasing revenue, whilst maintaining and enhancing relationships within the respective customer base. Additionally this role will endeavour to expand upon the customer base by establishing and developing new clients and opportunities. You will be involved in lots of fun incentives, promoting this product to travel agents across Sydney. If you have a bubbly personality, and can see yourself loving a sales job on the road with a fully maintained car then call us today

Contact **Stacy or Sally** T: +612 9231 6444 E: [stacy@tmsap.com](mailto:stacy@tmsap.com)

### Corporate Travel Consultant – Western Suburbs – Hills District

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

This is a role responsible for providing end to end domestic travel management for corporations. This is a great opportunity for a experienced corporate consultant. 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](mailto:brendan@tmsap.com) or apply online now!

### Business Development Managers - Corporate Travel SYD CBR

- Great earning potential
- Large travel company with fantastic management and support

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, strong work ethic, be confident and highly self motivated.

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

### Account Manager Hotels – Sydney

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

Our client is a leading online hotel reservations company with offices throughout the world. They are currently looking for an experienced Account Manager or Market Manager to join their team in Sydney.

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

Contact **Anna Wachowiak** T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

### Wholesale Reservations Consultant - Sydney

- Sydney CBD Location
- Exciting international product

Come and join this leader in wholesale travel and be part of this dynamic reservations team. This company is renowned for its funky culture and 'family' feel. With a large array of destinations and tours to sell, this company is constantly evolving and expanding to meet client demands.

A rare opportunity exists for an experienced wholesale reservations consultant to be part of this winning team. On a daily basis you will be liaising with travel agents and direct passengers on all aspects of promotion of this product. You will utilise your strong customer service skills and outgoing personality to convert quotes into bookings and build long standing relationships internally with staff and externally with clients. To be considered for this role, please bring your previous CRS experience and Wholesale Reservations background; outgoing personality and friendly nature; strong customer service skills and self motivation and commitment. Competitive salary and exciting travel benefits are on offer for the right candidate.

Contact **Anna Wachowiak** T: 02 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!



## PUT A SPRING IN YOUR STEP – REGISTER WITH AA EXECUTIVE TODAY

### YOUR LAST CHANCE TO APPLY FOR THIS KEY AIRLINE ROLE

#### COUNTRY MANAGER AUSTRALIA

SYDNEY – SALARY PACKAGE NEGOTIABLE ON EXPERIENCE OTE \$200K

Be accountable for managing the country station in its entirety, maximizing revenue and profit generation via all distribution channels through your proven experience in similar role – airline background is essential. You'll hold high level industry relationships and have a thorough understanding of ground operations, sales & marketing, cargo, HR/IR, and all regulatory requirements. Bring your leadership, innovation and high focus on customer service to this global airline and uphold their Brand and Service standards across the Australian market.

### GRAB THE LIMELIGHT WITH A GLOBAL BRAND

#### NATIONAL SALES MANAGER

SYDNEY – SALARY PACKAGE OTE \$140K

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, and manage key high level relationships this leading global organization has an exciting opportunity for you within their Australian business. The National Sales Manager will be commercially astute, highly motivated and have a proven record of identifying and winning new business. This high profile national role requires someone with high level industry relationships and market knowledge.

### A CUT ABOVE THE REST

#### ACCOUNT MANAGEMENT X 2

MELBOURNE – SALARY PACKAGE TO \$80k + BONUS

Are you well connected within the Melbourne corporate market? Searching to be part of a company which has forward momentum, exciting growth plans and a leading Brand name? These key roles will form part of the Key Account Management team and will be responsible for the day to day management of corporate client activity including analysis of data, relationship management, and handling any problems or product related issues. Don't sleep on this one!

### BREAK AWAY FROM THE NORMAL SALES ROLE

#### BUSINESS DEVELOPMENT MANAGERS X 2

MELBOURNE & SYDNEY – SALARY PACKAGE to \$55k + CAR

Think all BDM roles are the same? Then think again. These fantastic new BDM roles based in both Melbourne & Sydney will see you responsible for marketing a unique product to a niche market away from the direct travel agency trade. You will be responsible for building relationships, presenting product proposals and gaining new business to increase this company's profile. Self motivated candidates wanted!

### THE CUTTING EDGE OF 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.

### TIRED OF BEING IN THE SLOW LANE?

#### TEAM LEADER CORPORATE TRAVEL PERTH - SALARY PACKAGE NEG ON EXP

Move your career in to the fast lane and watch it take off with this fabulous travel brand. Coming on board as their Team Leader you will be highly motivated and have the maturity to handle this role running the Perth based office, overseeing staff and reporting to the East Coast head office. Strong corporate travel experience is essential for this role along with previous supervisory experience.

### YOUR CAREER IN SALES STARTS HERE

#### JUNIOR BUSINESS DEVELOPMENT /COLD CALLER MELBOURNE – SALARY PACKAGE TO \$55k + INCENTIVES

Do you have the gift of the gab? Think corporate sales is the direction for you? Succeed here and further career progression will follow quickly! Essentially your role will be to focus on gaining corporate client contacts, being able to open the door and set up meetings for the senior BDM team. Not for the faint hearted you must be prepared for hard work. Your persistence will pay off.

## 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](mailto:executive@aaappointments.com.au)

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)