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Travel Daily

First with the news

Monday 26th September 2011

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Virgin slams Tiger Australia

VIRGIN Australia says its proposed alliance with Singapore Airlines will have no effect on its incentive to compete on domestic routes with Tiger Airways, despite SQ's significant shareholding in the ultra low-cost carrier.

In its latest submission to the ACCC inquiry into the probe, Virgin says that it "vigorously competes against Qantas and

Jetstar and, where present, Tiger Airways and Strategic Airlines".

Pulling no punches, Virgin added that Tiger's service levels are "very low," with "poor customer satisfaction, particularly in relation to its high level of ancillary charges" - not to mention bad on-time performance and "poor levels of safety and management oversight".

Questioned by the ACCC over whether it's worried about SIA disclosing confidential information to Tiger, the Virgin Australia submission says it "does not consider that information sharing under the Alliance poses risks to its business".

New Sofitel Syd gm

ACCOR Asia Pacific this morning confirmed the appointment of Ian Alexandre as the new general manager of the Sofitel Sydney Wentworth Hotel.

He's replacing Marc Cherrier, who's become Area gm for Sofitel Central China and gm of Sofitel Xian on Renmin Square.

Alexandre, who moves from his previous position as gm of the Sofitel Wanda in Beijing, will also take on the newly created position of Vice President Sofitel Pacific, overseeing the Sofitel network of nine luxury properties in Australia, NZ, Fiji and French Polynesia.

Knife edge tipping

JUST one point separates the top tipsters in the **Travel Daily** AFL footy tipping comp, which wraps up with this Sat's grand final.

Chris Daniels from Pan Australian Travel is on 321 points - just ahead of Sommer Pasquale of The Travel Corporation on 320.

The highest AFL point scorer will win a holiday for two to Europe courtesy of Emirates, Rail Plus and Adina Apartment Hotels, while second place AFL tipster wins a Blue Lagoon Cruise in Fiji including Pacific Blue flights.

The leading NRL tipster is Nicola McAuliffe from Qantas on 295 points, followed by Anthony Butt of QBT on 291 points.

The NRL winner will get a trip for two to Abu Dhabi and Dubai courtesy Emirates and Jumeirah, while second place in the NRL wins a trip to Penang and Kuala Lumpur with AirAsia and Parkroyal.

An Apple iPad 2 is up for grabs for third place in both comps, courtesy of Compass Car Rental.

Eight pages of news

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

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Monday 26th September 2011



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AWS 2012 out today

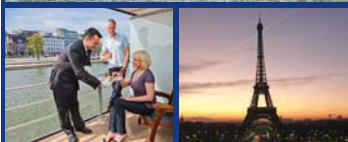
AFRICAN Wildlife Safaris has released its 2012 brochure, with 116 pages of high end game lodges, safari camps, hotels and exclusive beach resorts.

More brochures on **page 7** and see traveldaily.com.au/brochures



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Customs chaos this week

UNION groups are once again set to cause air travel misery, with planned industrial action by staff working for the government's Australian Customs and Border Protection Service as well as the Quarantine Inspection Service.

The customs service has warned international travellers to get to the airport early, with disruptions expected to affect both arriving and departing passengers.

The walkout commences tomorrow morning, with work stoppages during selected periods at Sydney, Melbourne, Brisbane, Adelaide, Perth and Cairns international airports.

There's also further action planned for Sydney Airport on Thu and Sat, as well as in Cairns on Sat where "all incoming and outgoing flights will be affected

from 5pm until 2am Sun 02 Oct".

Customs and Border Protection said it had contingency plans in place to reduce the impact on cargo and mail operations, but "some disruptions to operations due to the industrial action is unavoidable".

AQIS staff will also hold stop work meetings for two hours tomorrow morning over stalled pay negotiations.

The customs and quarantine workers "perform essential frontline roles in protecting Australia's borders, but they are not prepared to accept sub-standard agreements that devalue their work," said a statement from the Community and Public Sector Union.

New CX commercials

CATHAY Pacific this morning launched the first of a new series of video advertisements which aim to introduce travellers to the "staff who make a difference to your journey".

The debut ad can be seen on the **TD** website at traveldaily.com.au/videos.



RJ to resume Libya

ROYAL Jordanian Airlines is heading back into newly liberated Libya, with the resumption of flights from Amman to both Tripoli and Benghazi from 30 Oct.

JQ Queenstown switch

JETSTAR has announced the suspension of its current flights between the Gold Coast and Queenstown from 08 Nov, with the route to be replaced with a twice weekly flight from Sydney to Queenstown effective 22 Dec.

From the same date Jetstar will commence a new daily domestic flight to Queenstown from the NZ capital Wellington - seeing the carrier operate in competition with Air NZ, which is currently the only airline flying on the route.

Jetstar will also expand its ZQN flights from Melbourne, with an additional frequency boosting the route to three times per week, while JQ Queenstown flights will lift to 11 weekly.

"Queenstown is one of the region's premier tourist spots and we're very pleased to be increasing domestic and international links as part of our overall commitment to the NZ market," said Jetstar ceo Javid Hall.

Supercars winner

CONGRATULATIONS to Adam Dickson from Consolidated Travel who was the lucky winner of five **V8 Supercars Armor All Gold Coast 600** passes in last week's exclusive **TD** competition.

Adam was the first of hundreds of readers to correctly answer the eight questions in Fri's issue, following the clues which were published each day last week.

He and four mates will enjoy three day circuit admission passes to the event which will take place in Surfers Paradise 21-23 Oct.

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V Australia LA schedule change impact

V AUSTRALIA's schedule change as part of the trans-Pacific joint venture with Delta Air Lines (**TD** 19 Sep) may require some agents to reissue ticketed bookings for connected flights, the carrier has advised trade partners.

The schedule change is aimed at better aligning its Sydney-USA services with that of Delta and provide better connections with DJ's A330 flights from Perth.

Virgin says due to the change an alternative domestic USA flight may need to be booked in the same booking class as originally ticketed, that has a suitable connection time.

Agents will require an authority to reissue free of charge, that'll need to be obtained from the VA Agents Helpdesk, and if the

booking class is not available an authority to make the change to a different class is also required.

Changes come into effect on 06 Nov, and see V Australia's flight from Sydney to LA, VA1, pushed back by 3.5 hours, from its 11:10am departure to 2:40pm.

VA1 will then arrive into Los Angeles at 9:30am, 2.5 hours later than its original time.

The return journey on VA2 will depart LA one hour earlier from 06 Nov, leaving at 8:25pm but still arriving into Sydney at 06:25am.

The Virgin website is also now listing flights operated by Delta between LA-Sydney, represented as flights VA6551 and VA6552.

Although the VA & DL schedules are not in sync, there is now less than a three-hour time difference between them in either direction between the carriers.

MEANWHILE, Virgin's switch to Terminal 5 at Los Angeles Int'l Airport - to provide easier and faster flight connections with DL - will require pax connecting on a Virgin America or Alaska Airlines' flight to clear Delta's Immigration and Customs area at T5, then walk or take a transit shuttle bus to Terminal 3.

Passengers on a DL domestic flight connecting with a Virgin/Delta service to Australia will be through-checked on arrival at T5, meaning there is no additional security checks required as customs clearance will take place at point of origin.

The carriers also said the int'l baggage allowance/policies of the long-haul marketing carrier will be honoured on VA/DL flights.

Inland NSW names ceo

GRAHAM Perry has today been named as chief executive officer for Inland NSW Tourism.

Perry operates the business About Lifestyle and has held previous roles including ceo at Traveland, md of EMEA for Utell International and director sales distribution for Disneyland Paris.

NT chases China, Tiger

NORTHERN Territory Tourism Minister is this week travelling through China and Hong Kong "fighting for a share" of the inbound Chinese tourist market.

"During my visit I will be emphasising the NT's standing as Australia's leading nature and culture holiday destination," Malarndirri McCarthy said.

The Ministers will visit Beijing, meeting with China International Travel Service's ceo and Shanghai, where she'll talk with Qantas China, Mandarin MICE Travel and C Trip (a leading travel portal).

Malarndirri's Asia trip will also include a visit to Singapore where she'll meet with Tiger Airways to continue to urge the budget carrier to relaunch services to Alice Springs and "more linkages and improving air services to and from the Territory."

NZ Aug visits up 5.5%

TOURISM New Zealand has today reported a 5.5% year on year increase in Australian visitor arrivals for the month of Aug, with figures up to 92,752.

However, the Aussie year end holiday result has dropped 8.6% to 432,719 visits, which included a 1.5% drop in Aug to 40,048.

New Zealand's US and Canada arrivals were down 20% and 10% respectively, along with most North Asia countries.

The China market surged 18% to 11,504 visitors, while UK arrivals also increased by 4% to 9,136.



Window Seat

MEATLOAF is definitely going to be on the menu at this week's Skäl International Melbourne club luncheon.

No, the food hasn't suddenly gone downmarket - the event will take place at the MCG on Thu, during the rehearsals for next weekend's AFL Grand Final.

An update yesterday from organiser Sharon Richardson of Travellers Choice said that iconic US singer Meatloaf is the star AFL attraction, and is expected to be practising at about 3pm on Thu, just as the Skäl lunch winds up.

Last minute spots available via srichardson@travellerschoice.com.au

THERE'S nothing quite like driving a Ferrari - and for an extra thrill how about taking one of the Prancing Horses for a spin on the ice?

Ferrari North America has launched a new 'Winter Driving Experience' where participants visit Aspen, Colorado for a two day course in snow driving.

Aiming to showcase the new four-seat FF Ferrari, the company said it aims to "elevate the drivers' skills in challenging conditions while offering an exclusive stay in one of the most beautiful areas of the North American Rockies".

See experienceferrari.com.

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Etihad Guest Mileage gets overhauled

ETIHAD's loyalty program Guest Miles has been given an overhaul which sees upgrades now more accessible for Pearl Business class pax to Diamond First class, regardless of tier status.

Passengers travelling across all Coral Economy class tickets issued after 01 Aug 2011 are also now eligible for upgrade to Pearl Business Class.

Effective 09 Oct EY is also, in most cases, reducing the mileage values required for upgrading from Coral to Pearl, and from Pearl to Diamond.

Other changes will see Mileage Expiry decreased by one year for Etihad Guest members (to 2 years), and a six-month drop for Etihad Guest Silver members (to 2.5 years), effective 31 Dec 2011.

Guest Gold and Guest Gold Elite validity will remain at 3 years.

Guest Miles' values for flight rewards have also been made more consistent across Etihad's

network, aimed at making it "more fairly reflect the different earning values on a route-by-route basis", Etihad says.

The flight rewards changes will come into effect on 09 Oct and has resulted in some values increasing and others dropping.

From the same date, all Guest members will be permitted up to 5kgs of excess baggage at no cost and they'll be able to get a refund on unused reward tickets and make changes to travel dates (over and above entitlements) for a fee that can be paid in cash or by using Guest Miles.

Cambodia flooding

DFAT is advising Aussies of flash flooding affecting a range of locations in Cambodia.

The government site says areas impacted include regions in Kampong Thom, Kratie, Siem Reap and Takeo provinces.

How can we create the most appealing Australia of tomorrow together?

Find out at Tourism Australia's free tourism industry briefings in each State and Territory starting 17 October 2011.

Visit www.tourism.australia.com/industrybriefings to register for the industry briefings.



Contiki free island trip

CONTIKI is offering a free Thai Island Hopper tour to Koh Samui, Koh Tao & Koh Pha Ngan for pax booking one of its Europe tours of 22-days or more for travel prior to 31 Dec 2012, when paid in full by 15 Dec 2011.

The eight-night Thai sidetrip is normally priced from \$745ppts and can be booked en route back from Europe or anytime in 2012 after their journey.

US airport goes solar

HERE'S an interesting use for all that buffer zone vacant land around airports.

Indianapolis International Airport has announced a deal with three energy companies which will see it become a major solar power generator.

41,000 solar panels will be installed on 60 acres of airport land, with estimates the energy generated will power about 1200 homes for the next 30 years.

DUA pushes QF route

US WHOLESALER Down Under Answers says it's expecting an influx of Americans from Florida, Georgia, Alabama & North/South Carolina to escape the "bone-chilling winter" and head to Australia, via Qantas' newest international route from Dallas/Fort Worth to Brisbane.

DUA president and ceo Kirk Demeter gave the Qantas route a push, saying the DFW-Australia service provides travellers from the Midwest & Eastern US states with a convenient international gateway "that offers additional seating capacity to Australia."

GetFlight adds app.

GETFLIGHT.COM has launched a new Facebook app that allows users to search for sale airfares.

Also new for the site is the introduction of two agencies to its airfare database - Flight Centre and Jetabroad.

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HWT T2/Strategic Phuket famil



ABOVE: This group of Harvey World Travel agents were hosted on a famil to Phuket recently, courtesy of wholesaler Travel2 and Strategic Airlines.

The six-day trip featured a half-day safari that included rides on buffalo and elephants and a cruise on a wooden junk, along

with a visit to Phi Phi Island, and plenty of free time to shop and enjoy resort facilities.

Participants enjoyed stays at the Kata Thani Resort, Holiday Inn Phi Phi Island and the Movenpick Resort and Spa Karon Beach.

Pictured at Kata Thani resort back row from left are: Corrie Mathieson, HWT Eltham; Abbey Quinn, Travel2 Reservations; and Josie Elano, Western Travel.

Front row: Kim Tracey, HWT Camperdown; Michael Stephenson, Travel2 Sales Executive Vic; Jason Zaviska, HWT Lilydale; Cheri Baker-Smith, HWT Carnegie; Eric Smalley, HWT Rosebud and Susan Curtis, HWT Knox.

Scenic Tassie earlybird

SCENIC Tours has an earlybird deal of up to \$400 per couple on its Tasmania Grand Tasman tour in 2012, for bookings made 90 days prior to departure.

The 12-day trip is priced from \$4,195ppts - call 1300 723 642.

Caesars into China

CAESARS Entertainment Corp. has announced it will expand its presence into Asia-Pacific with the development of its non gaming brand into China.

The Caesars Palace Longmu Bay in Hainan will feature 1,000 rooms, a 36-hole championship golf course, a marina and a spa, positioned on China's only west-facing shoreline.

The five-star property is slated to open in 2014 and is the first stage in a five year plan by Caesars Entertainment to develop 25 hotels and resorts in China.

THL relocates HQ

TOURISM Holdings Limited, the firm behind brands including Maui, Britz, Backpacker campervans and car rental, and Explore More for Less has relocated its Melbourne office to be under one roof.

Their new HQ is at Central West Business Park - Building 2, 9 Ashley St, Braybrook - with phone numbers unchanged.

Icon east Turkey tour

ICON Journeys has introduced a new 11-day small group tour that explores eastern Turkey, travelling between May and Sep 2012.

The Charming Turkey tour is priced at \$1,834ppts.

Monday 26th Sep 2011

WA Princely Treasures

THE Princely Treasures exhibit has opened at the Art Gallery of Western Australia in Perth featuring over 90 objects & works from London's Victoria & Albert Museum.

WA Tourism Minister Kim Hames said the show will provide "real benefits to wider WA, particularly its tourism industry."

Tickets are priced at \$20 per adult and the exhibition will run until 09 Jan - more information at great.collections.com.au.

Quark 2013 additions

ANTARCTIC cruise specialists Quark Expeditions has added six new itineraries to its 2012/13 product offering, including a 16-day Explore South Georgia: the Ultimate Wildlife Expedition cruise priced from US\$10,295pp, and a 14-day Weddell Sea and The Antarctic Peninsula: East & West Discovered for US\$11,995.

There's also been two new activities added - snowshoeing and photography courses.

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ATEC on ed. visas

THE new fast-track visa system for int'l students announced by the Federal Gov't recently has been welcomed by the Australia Tourism Export Council who hopes the move will see a rise in tourism.

ATEC md Felicia Mariani said the "positive range of changes" will see international students not only encourage their families and friends to visit Australia but also "get out and about in regional Australia to learn more about our country".

ICCA training dates

THE International Cruise Council Australasia will host the last of its training dates for the year in Per, Adl, Syd, Hba and Bne on 05-96 Oct; 11-12th Oct; 17-18 Oct; 15-16 Nov & 07-08 Dec respectively.

Member cruise line evenings will also be held in Per (6 Oct), Syd (18 Oct) and Bne (08 Dec).

Niue's visitor centre

NIUE Island in the South Pacific has opened a new interactive visitor centre for locals and tourists featuring an exhibition space, as well as providing a booking and information facility.

The new centre is in the Niuean building and will join the Niue Tourism office.

Walk Mercure's Golden Mile



YOU'VE watched the hit TV series *Underbelly*, and now you can relive the drama on foot.

The Mercure Sydney Potts Point has teamed up with Bounce Walking Tours to offer its guests a 'Crimes & Passions' package (**TD** 31 Aug) that includes a new guided walking tour along the eclectic strip of Kings Cross dubbed 'The Golden Mile'.

"The Golden Mile walking tour is for people who are looking for something off the beaten track", Bounce Walking Tours guide Colin Hyde told *Travel Daily* last Fri during an evening tour on foot.

Commencing under the iconic Coke sign on the corner of William Street and Darlinghurst Road, a Kings Cross-savvy guide takes visitors on an exhilarating walk through the back streets and tells the real stories behind the characters of the Cross such as Tilly Divine, Kim Hollingsworth and 'King of the Cross', John Ibrahim.

Walkers will learn about the history behind the Cross, visiting 20th century style buildings and famous landmarks and hearing intriguing stories about the crimes, gangs, prostitutes and corruption of the police force.

Your guide will also point out trendy restaurants, boutique wine bars and upmarket clubs that make the Cross the vibrant and active place that it is today.

The 1.5 hour tour concludes with a complimentary drink at one

of the popular bars along the strip.

For \$259 per night, guests can enjoy one night's accommodation in a harbour view room at the recently refurbished Mercure Potts Point, a buffet breakfast for two, late check-out and a guided walking tour through Kings Cross.

Pictured above is Denielle McShane, Mercure Potts Point; Colin Hyde; Bounce Walking Tours and Gaynor Reid from Accor Hospitality.

More photos from the tour at traveldaily.com.au/photos.


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Victoria Palace deal

VICTORIA Palace Hotel in Paris is offering a Stay 4 Pay 3 deal with rates starting from €279 per night in a Deluxe room or €306/night in a Junior Suite, valid for travel 29 Oct to 31 Mar 2012 (excluding 29 Dec-02 Jan and 14-16 Feb).

Whale season still on

KINGFISHER Bay Resort in Qld is offering whale watching packages priced from \$379pp incl 2 nights accom, brekkie, return ferry transfers and whale watching.

Pax booking stays before 30 Oct will receive a third night free - see www.kingfisherbay.com.

United fare sale

UNITED Airlines has released economy return fares across the Pacific starting at \$1,356 inc taxes ex Sydney to Los Angeles, on sale until 19 Oct for travel to 09 Dec.

Wendy Wu website

WENDY Wu Tours will launch its 2012/13 China, Vietnam and India brochures to coincide with the unveiling of its new website, which will go live from 04 Oct.

Grand and weekly prizes will be on offer to agents with special packs to be delivered to stores in the coming weeks.

Venture to Europe

VENTURE Holidays is offering Earlybird fares with Cathay Pacific to Europe when booked with land product, on sale until 31 Mar and travel from 01 Apr-31 Oct 2012.

Airfares ex SYD, MEL, BNE, ADL and PER to London, Paris, Rome, Milan, Frankfurt and Amsterdam are priced from \$1,799, with 7 nights accom from \$456ppts.

See ventureholidays.com.au.

HWT's Deal or No Deal

HARVEY World Travel will once again feature on Channel Seven's *Deal or No Deal* show this week, in conjunction with a special Hong Kong promotion.

4m DXB pax in August

DUBAI International Airport handled 4,019,230 passengers last month, with total year to date numbers up 8% to 33.3m.

DXB has handled more than 4m passengers in six out of the last eight months, with ceo Paul Griffiths saying the airport was firmly on track to meet projections of 51 million passengers by the end of the year.

Year to date aircraft movements at DXB are up 5.5% to 212,383.

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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 you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Globus - Italy and Spain 2012

Globus Family of Brands has released its Italy and Spain brochure featuring a new 10 day Italian Tapestry itinerary and nine day Best of Spain tour. Earlybird savings of 10% are being offered on trips booked 12 months or more in advance and Emirates is offering airfares to Europe priced from \$1710pp when booked by 30 Nov with a Globus tour. A free night's accom is being offered in Rome and Madrid on select tours.



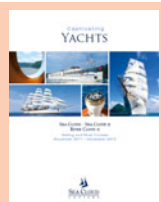
Contiki Holidays - Europe 2012/13

The new brochure for Contiki offers six travel styles including Time Out which has added two new hotels - Jailhouse and Himmelrich Hotel - both located in Lucerne Switzerland. Also added to the program are new food and fashion shopping experiences in Italy and Greece, and 'Easy Pace' itineraries offering two and three night stops in major destinations and later morning starts. Also the start and end points have been relaxed with pax able to start/end the tour in Amsterdam or Paris as well as London.



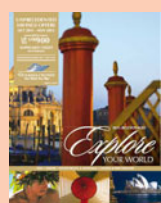
Greece and Mediterranean Travel Centre - Greece

Greece and the Greek Islands are featured in this new brochure featuring accommodation options, culinary delights and tours to the cradle of western civilisation. Greece and Mediterranean Travel Centre can provide private villas in Santorini, tours to the Argolis visiting the ancient city of Mycenae, the tomb of Agamemnon and private cooking classes with a traditional Greek chef.



Sea Cloud Cruises - Captivating Yachts

The new 2012 program combines all three Yachts - *Sea Cloud*, *Sea Cloud II* and *River Cloud II*. A number of themed cruises will be on offer focusing on art, music, golf and cycling as well as gardening which will be held on *River Cloud II* from 17 -24 May 2012. Special cruise dates for *Sea Cloud II* including The Panama Canal and National Parks in Costa Rica on 02-16 Jan seacloud.com.



Oceania Cruises - Explore Your World

This brochure is offering itineraries on cruises in Europe, Asia, South Pacific, Australia, Canada and New England. Shipboard credit of up to US\$900 is being offered on bookings made before 31 Dec 2011. The comprehensive 42 page brochure offers information on destination highlights, cruise itineraries and shipboard points of distinction.



World Expeditions - Australia, NZ and The Pacific

The 2012/13 brochure is the first to amalgamate Australia, New Zealand and The Pacific offering trekking, cycling and adventure holidays for World Expeditions. New voyages to the Forgotten Islands of NZ as well as a cycling trip to Milford Sound, Hump Ridge Track & snowshoe trekking have been added.



Insight Vacations - Europe and Britain 2012

Insight Vacations 2012 Europe and Britain program, sees 22 new itineraries added to its existing range of premium and luxury escorted journeys, incl an expansion to its existing Gold and Eastern Europe series. Over 100 itineraries now cover Britain, Ireland, France, Spain, Portugal, Morocco, Italy, Sicily, The Alps and Central Europe, Dalmatia, The Balkans and the Black Sea, Eastern Europe, Russia, Scandinavia and Iceland, Greece and its islands, Israel, Jordan, Turkey and Egypt.



PROMPERU was the host of a famil to the Latin American country during Sep with the travel agents experiencing a number of the regions sights.

Highlights of the eight day famil included a motorboat ride down the Madre de Sios River, Canoeing Lake Sandoval, and travelling on the Hiram Bingham - Orient Express Train between Machu Picchu and Cusco.

Pictured at one of the wonders of the World Machu Picchu from left are: Kirrily Cummins, Figtree

Travel; Nicole Blake, Spencer Travel Pty Ltd; Jane Tatham, Travelforce; Skye Fullard, Escape Travel Narellan; Dominic Cannon, Flight Centre Bowral; Annette Ramirez, PromPeru; Evelyn Mehrengs, Bayview Travel; Teresa Tapper, MTA Travel; and Victor Pulisci, tour conductor.

TSAX supports walk

TRAVELSCENE American Express' sponsorship of James Castrissin & Justin Jones (known as Cas & Jonesy) as they walk unassisted from the edge of Antarctica to the South Pole next week (**TD** 14 Jun), will see the TSAX logo displayed on the tent.

GM Jacqui Timmins said partnering with Cas & Jonesy is the "perfect vehicle to promote the inspiration of travel & TSAX.

"Our Members are selling the magic of adventure, whether it's five star, a family holiday, or off the beaten track," she said.

DL/MU expand c'share

DELTA Air Lines and China Eastern are seeking permission from the US govt to expand their codeshare pact to include flights between MU's US gateway cities to both Oakland and Sacramento.

The airlines plan to commence codesharing to the Californian cities within 30 days.

Experience favoured

TRAVEL recruiter TMS Asia-Pacific says recent trends have seen employers favouring travel industry experience over educational qualifications.

Newly appointed TMS GM Australia/NZ, Sally Matheson, said the final hire is being decided on hands-on work experience, skill set, network of contacts and expertise rather than a candidate that ticks all the educational boxes.

"In the past education has always provided a firm foundation and basis for the hire; we are seeing more & more hiring managers tending to evaluate the immediate needs of their organisation first... and how quickly the candidate is able to contribute to such needs while slotting quickly into the culture of the team," she said.

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, we've been featuring a photo of Bunnik's National Sales Manager Craig Owens ('Captain Craig') enjoying a different Bunnik Tour. **This is the final week of the competition, and we're asking you this week to come up with a quirky caption to represent the photo of Captain Craig below.**

The reader who correctly answers all weekly questions and comes up with the most creative caption for the photo below will be the winner of this fantastic prize.

Click here for full terms & conditions & to view all weekly photos



Week 4:
Captain Craig is enjoying another great Bunnik tour in Egypt. What caption would you give to this photo?

Send you entries to: bunnikcomp@traveldaily.com.au

PS I Love You promo

PORT Stephens on the NSW north coast has unveiled the next phase of its 'P.S. I Love You' promo which will include tourism 'graffiti' as well as 'skinned' buses operating between Sydney and the seaside destination.

A further stage will also aim to attract more visitors from China and Japan with new ventures to be announced soon.

Marketing mgr Tars Bylhouwer said the campaign plays on the highlights of the area including dolphins, whales and activities.

Buddha Air crash

BUDDHA Air, a small carrier based in Nepal, had one of its Beechcraft 1900D crash yesterday, killing all 19 on board including two Americans, one Japanese, 10 Indians and six Nepalese people.

Flight BHA-103 was attempting to land in bad weather at Kathmandu International Airport when it crashed in the mountains outside Bisankunarayan village, a few miles south of the capital, following a popular sightseeing mountain flight showcasing the Everest region.

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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THE BEST NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

NEW STEP UP TO ACCOUNT MANAGEMENT ACCOUNT MANAGEMENT SUPPORT ANALYST SYDNEY – SALARY PACKAGE TO \$75K

In this newly created role you'll work directly with the Account Manager responsible for the overall client relationship. Your role will include; creating detailed reports, managing data accuracy, analyzing both client and supplier data, assisting in the implementation of systems & booking tools to new clients, and providing first level support for any reporting software issues. Analytical & technical skills are essential here.

NEW JOIN A FUN SUPPORTIVE TEAM TEAM MANAGER SYDNEY – SALARY PACKAGE TO \$70k

This role is available now for an experienced TL within Corporate Travel looking to join a growing global Brand. This role is specifically looking after the Online team and is highly focused on helpdesk customer service and quality control. You'll need Sabre, online tools, supervisory experience and a background in corporate travel. This company offers long term opportunities, a great career path plus a fun team.

NEW DRIVE THIS GREAT TEAM FORWARD OPERATIONS MANAGER MELBOURNE – SALARY PACKAGE DEP ON EXP

This exciting senior role will be the pinnacle of your career within Conference & Incentive Travel. With a focus on driving customer service and unique experiences you will have built a solid background working in the international conference & incentive market. You'll be responsible for overseeing the day-to-day management of the operations team including systems, procedures and workflow. Your chance to join a market leader.

NEW TRAINING IS YOUR PASSION INDUSTRY TRAINER – PART TIME

MELBOURNE - SALARY PACKAGE PRO RATA \$55k + SUPER
This new training role will see you working with one of the country's biggest wholesalers where you will be responsible for training Agents on Calypso net and ensuring they understand all aspects of the system. This fantastic opportunity is a job-share role which will allow you work 3 days per week. You will also have access to free financial planning & other exclusive benefits such as gym & bonuses.

HOT FLYING HIGH WITH A LEADING BRAND CORPORATE CLIENT RELATIONSHIP MANAGER MELBOURNE – SALARY PACKAGE OTE \$80k +

Due to rapid expansion, this globally recognised airline requires a talented Corporate Account Manager to nurture and grow existing corporate accounts. As part of their award winning team you will be responsible for the day to day management of client activity including cost analysis and growth strategies. With a focus on the organic growth from your portfolio, your high level service & commercial skills will be rewarded here.

HOT PAST, PRESENT AND FUTURE IS ONLINE GLOBAL ACCOUNT DIRECTOR SYDNEY – SALARY PACKAGE TO \$120K + bonus

Be responsible for developing & implementing a global strategy to retain key accounts and capture new business. You'll have experience in managing large, key client relationships providing high level support to optimize service levels and maximize opportunities from the business. Large market and OTA experience is essential along with high level negotiation & presentation skills.

HOT WIDE OPEN SPACES BUSINESS DEVELOPMENT MANAGER

SYDNEY & MELBOURNE – SALARY PACKAGE to \$55K + car
Think all BDM roles are the same? Then think again. These BDM roles 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. Frequent travel is required. Self motivated, flexible and confident candidates should apply.

HOT WELL CONNECTED IN THE WEST CORPORATE SALES MANAGER PERTH - SALARY PACKAGE OTE \$100k - \$130k

Drive your career forward within this awarding winning TMC and use your influencing skills to build relationships and grow their client list. This fabulous organisation is looking for a self-motivated "go getter" with the drive and determination to succeed. Using your winning skills, your sales achievements will be rewarded with a lucrative salary package including commissions & bonuses.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
Ph: 03 9670 2577

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

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



New week - New jobs!



Ben Carnegie

Sales Account Mgr - Wholesale - WA

A position has opened up with this fantastic travel wholesaler. Their destinations cover all of South East Asia and some of mainland China and Japan. If you like travelling to places that are a bit off the beaten track, then these products are for you! You will be managing the relationships with retail travel agencies in Perth CBD and some regional areas.

▶ Personal travel to South East Asia, China & Japan desirable

▶ **Perth based, on road sales**

▶ Base salary from \$55K + super + car allow + incentives

Click here for more details or call Ben.



Liz Vibert

TMC Corporate Travel BDM - Perth

Addicted to the thrill of sales? Are you a born hunter and love the corporate travel market? Get yourself in front of the right people and succeed! As Business Development Manager for this global corporate travel agency you will

use your superior sales and negotiation skills gained in the travel industry to deliver new accounts.

▶ Exceptional support & career progression

▶ **Perth based**

▶ Salary up to \$100K + super + incentives

Click here for more details or call Liz.

Team Manager - Corporate Travel

Global TMC has an opening for a Team Manager to work closely with their team of online Corporate Travel Consultants who are located in Sydney and Brisbane. Focusing on training, continuous performance management, one on one's and staff development to ensure client expectations in all areas of service, product and technology are met or exceeded, whilst providing support to clients using inhouse online systems.

▶ Some interstate and occasional overseas travel

▶ **Sydney**

▶ Salary from \$60K + super

Click here for more details or call Ben.

Travel IT Systems Administrator

Calling all Travel IT superstars! You will be responsible for the configuration, implementation and maintenance of various technologies. Maintain, breakdown, re-build, re-connect servers. Focus on the administration of the IT infrastructure to include desktop PC's, servers, network equipment, telephone systems and software applications. Experience with Windows server platforms, Exchange messaging & LAN/WAN essential.

▶ Unique cruise, travel & shipping company

▶ **Sydney CBD , stunning water views**

▶ Salary up to \$75K + super

Click here for more details or call Liz.



Kristi Gomm

Travel IT Product Account Manager

Our client, being an Employer of Choice, is always looking to improve the use of their travel IT products. In an effort to maximise the usage of each in-house system, in this role you will analyse the current company usage and develop strategies along with the Product Development Manager on how to best implement changes and increase awareness.

▶ Vendor relationship management

▶ **Sydney or Brisbane**

▶ Salary from \$80K+ super

Click here for more details or call Kristi.



Sandra Chiles

Sports Group Travel Consultant

Bring your love of sport and travel together! Work for one of the world's premier sport tour operators, the largest in this field and put together sporting tours for major events, FIFA World Cup, Rugby World Cup, Cricket World Cup, you name it - they do it! You will need at least 2 years travel industry experience and the ability to close the sale.

▶ Calling all sporting enthusiasts

▶ **Work in a popular Sydney sporting venue**

▶ Salary up to \$40K + bonus + loads of perks!

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.