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# Travel Daily

First with the news

Thursday 12th April 2012

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## Air NZ/Virgin to cut CHC

AIR NZ and Virgin Australia are seeking ACCC approval to keep Christchurch capacity 20% lower due to the slow recovery of the South Island tourism industry.

Under the terms of their trans-Tasman alliance, the airlines must meet certain capacity conditions, with a formal application required in "Exceptional Circumstances".

The application details the drop in demand for travel to and from CHC following the Feb 2011 quake which has left large areas of the city still closed to the public.

Numbers are still down despite

sales activity to stimulate the market, and the airlines say they are unable to significantly redeploy capacity withdrawn last year.

The proposed cuts equate to a 20.8% drop (compared to the 'base' capacity when the alliance launched) in the Northern Summer 2012 scheduling period, continuing through to Northern Winter 2012 with a 19.2% drop.

MEANWHILE, Virgin Australia has also today confirmed a major executive restructure which includes the redundancy of chief operating officer Liz Savage.

DJ told TD that the changes are the next phase in the 'Game Change Program' strategy, and will see "greater focus on Sales and the end-to-end customer experience by creating defined roles for these areas".

Former QF and BA exec Mark Hassell will be in charge of Brand & Customer Experience, with Martin Daley also to depart.

The newly created Group Exec Sales role is currently vacant, with headhunting firm Heidrick & Struggles appointed to conduct a global search for the position.

### EY incentive winners

NORTHSIDE Business Travel and Worldmark Travel both won cash bonus prizes in the current Etihad/Consolidated Travel incentive last week - see last page.

### Six pages of news

TD today has six pages of news plus full pages: (click)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Consolidated EY incentive

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Thursday 12th April 2012

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**NEW BUSINESS HOURS**  
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## Webjet profit upgrade

**ONLINE** travel portal Webjet yesterday announced an upgrade to its nett profit after tax forecast for the 2011-12 financial year.

Managing director John Guscic said the group was on track from a recent 10% profit increase forecast to instead post 18% better profits for the year.

“Based on the operating results to 31 March, and on the general assumption that trading conditions do not deteriorate during the June quarter, we believe 2012 full year NPTA [nett profit after tax] will not be less than \$13 million, an increase of 18%,” Mr Guscic said.

## BA enhances QF ties

**BRITISH** Airways has changed its daily Singapore to London service from the B777 to a B747 aircraft in a move aimed at strengthening ties with Qantas by offering improved passenger comfort on the leg, in addition to increased investments in premium lounges.

## Avalon 2012 sales up 40%

**RIVER** cruise specialist Avalon Waterways has seen stunning growth out of the Australian market, with sales for 2012 up a staggering 40% year-on-year.

The company yesterday opened its 2013 itineraries for sale, with md Stewart Williams telling **TD** he was confident that the brand is making strong inroads in boosting its local market share.

The performance has come along with the deployment last year of the new *Avalon Panorama*, a so-called ‘suite ship’ which offers larger cabins and a contemporary modern design targeting Aussie tastes.

So successful has the new design been, Avalon will this year launch another two similar vessels (*Avalon Vista* and *Visionary*), with a further pair (*Artistry II* and *Expression*) scheduled for launch in 2013.

“Australians have embraced the Suite Ships with great enthusiasm

so we’re proud to expand the concept further in 2013,” he said.

Williams also revealed that Avalon is deliberately targeting a younger demographic than some of its rivals, with the brand set to cease its association with long-time ambassador Steve Liebmann from next year.

He said that Avalon’s target market is the “baby boomer to mature” demographic, seeking active holidaymakers who are “empowered to holiday in their own style” by the itineraries.

The new programs include ‘Avalon Choice’ - a flexible range of shore tours, dining and onboard activities.

Earlybird offers for 2013 have savings of up to \$1000 per couple, with the lead-in itinerary starting at just \$1459ppts for an 8 day Vienna-Budapest cruise.

More information on Avalon’s market direction in today’s **Cruise Weekly** - subscribe free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

## QF A380 in Honolulu

**A MEDICAL** emergency forced a Qantas A380 to land in Honolulu yesterday with a passenger suffering a suspected heart-attack and requiring medical assistance.

Flight QF94 on the superjumbo was enroute from Los Angeles to Melbourne when the emergency occurred, a Qantas spokesman told **Travel Daily** yesterday.

The other passengers were taken to nearby hotels & resumed their journey shortly afterward.

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## NSW hosts China

**A HIGH** profile delegation of travel distributors from China are in town this week, in a six-day trip hosted by Destination NSW.

DNSW ceo Sandra Chipchase said the visit “will give highly influential decision makers from China’s booming tourism industry the opportunity to experience first hand some of the unique luxury lifestyle experiences on offer in Sydney and regional NSW”.

She said the visit is part of DNSW’s long-term strategy to lift visitation and expenditure from the Greater China market to NSW.

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**From \$599\* pp return plus taxes.**

\*Conditions Apply. Taxes approx. \$765\* - \$780\*pp.

**CLICK HERE for further details**

## ANZCRO/Kirra's NZ 'codeshare'

**NEW** Zealand specialist wholesaler ANZCRO says its new management agreement with Kirra Holidays (**TD** breaking news) will see the creation of "what will undoubtedly be New Zealand's pre-eminent holiday range".

ANZCRO md Owen Eagles told **TD** this morning a key to the deal was the company's sophisticated OZONE software which allows the cost-effective management of complex FIT itineraries.

Kirra will switch to the system, while the businesses will also combine their marketing resources and rationalise their respective sales teams.

He said that both companies' preferred agency partners had been advised of the deal, and that the two separate brands would remain "sacrosanct".

"The agreement allows us to add a range of new product including coach touring, walks and special interest groups," Eagles added, with travel agents to be offered a comprehensive single source of NZ product.

No equity is involved in the deal, which will see the "continued independent brands underpinned by shared resources, systems and processes across IT, marketing services, sales distribution and business development".

Today's announcement follows the resignation of Kirra Holidays ceo John Morley (**TD** 28 Feb), with Eagles saying a replacement would be named next week.

ANZCRO is based on the Gold Coast, while Kirra, established 44 years ago, will maintain its existing Adelaide operation.

In Nov 2010 ANZCRO acquired the Ski Express brand, leading to former operator, JTG-owned Newmans Holidays launching its own ski program (**TD** 18 Jan 11).

## Insight Anzac exclusive

**INSIGHT** Vacations has announced the launch of an exclusive 21-day Anzac Day and Splendours of Turkey and Egypt tour which will depart Istanbul on 22 Apr 2013.

As well as taking in the Dawn Service at Gallipoli, the tour will visit the site of the Battle of El Alamein in Egypt as well as many other sights across the region and a four-night Nile cruise plus flights between Istanbul-Cairo, Cairo-Luxor and Aswan-Cairo.

The tour is priced from \$4990pp - see [www.insightvacations.com](http://www.insightvacations.com).

## Rod sexy at Caesars

**ROCK** music legend and two-time hall-of-famer Rod Stewart has added nine additional dates to his performance schedule at the Colosseum at Caesars Palace in Las Vegas, due to demand.

The high-energy "must see" concert event *Rod Stewart: The Hits* will play from 19 Sep - 07 Oct 2012, with tickets on sale from tomorrow - see [bit.ly/rodvegas](http://bit.ly/rodvegas).

## Luxury Sydney lodge

**THE** creators of Kangaroo Island's iconic Southern Ocean Lodge, James and Hayley Baillie, have confirmed plans for a high-end property in the Sydney CBD, after acquiring four historic buildings at 43-47 George Street.

The 35-year lease from the Sydney Harbour Foreshore Authority will form the basis for the \$10m project which is to be called Baillies Sydney, according to today's *Australian*.

"It's basically for people who value exclusivity and intimacy and a unique product," said James Baillie, with rates expected to range from \$1200 to \$3000 per night, which will include a range of add-ons such as complimentary cars to take guests to restaurants and on shopping trips.

"This is a serious product for the high-end international traveller," he said, with the new hotel set to open in late 2013.

As well as Southern Ocean Lodge, the Baillies also operate Lord Howe Island's Cappella Lodge, and are also looking at a further Great Ocean Road project.

**MEANWHILE**, Flight Centre's Graham Turner is also reportedly looking at adding to his \$60m luxury Spicers Hotels portfolio.

Spicers is offering a special industry rate of just \$199/night at its inner Brisbane Spicers Balfour Hotel, valid 7 days a week until 30 Apr - details on 1300 597 540.

## EY and AerArann

**ETIHAD** says the termination of its codeshare deal (**TD** yesterday) with Irish carrier AerArann is a result of the airline's decision to move its network under the Aer Lingus regional franchise.

This means that AerArann flights will operate under Aer Lingus' own commercial agreements, so AerArann won't be able to support the Etihad Airways codeshare.

EY will continue to offer Dublin-Isle of Man services via its codeshare partnership with FlyBe.

## DFAT quake alerts

**THE** Department of Foreign Affairs and Trade overnight reissued its travel advisories for the Maldives, Singapore, Burma, Bangladesh, India, Sri Lanka, Malaysia, Thailand and Indonesia following an 8.7 magnitude undersea earthquake off Aceh.



## Window Seat

**EVER** wanted to shoot a hole in one at 30,000-feet up?

Air New Zealand recently introduced an innovative in-flight entertainment product to celebrate its sponsorship of the NZ PGA pro-am tournament by inviting passengers flying on its all-black Airbus A320 flights between AKL & ZQN to take part in an "in-flight putting challenge".

Four passengers on each service were given a chance to putt down the aisle of the aircraft in an attempt to win a golfing-related prize pack, which included a trip for two to attend the final day of the NZ Pro-Am golf event, held in Queenstown.

To check out some photos from the events, including an attempt by Hollywood actor Don Cheadle - visiting as a VIP attendee at the tournament - see [bit.ly/airputting](http://bit.ly/airputting).

**ULTIMATE** fans of the King of Rock n Roll will want to clear their schedules between 12-21 May next year to book onto The Elvis Presley Holy Land Tour.

Operated by Elvis Presley Enterprises, in conjunction with Israel Theme Tours, the itinerary will take fans to Israel to explore the gospel side of Elvis Presley.

Paying homage to Elvis' gospel inspirations, tour highlights include a visit to the ancient city of Jerusalem, floating in the Dead Sea, experiencing Baptism in the River Jordan and cruising the Sea of Galilee.

More info at [bit.ly/elvking](http://bit.ly/elvking).

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# JTN on Singapore Safari



**ABOVE:** This group of Jetset Travelworld Network agents travelled to Singapore on one of Qantas' A380 superjumbos recently, enabling them to experience the various cabin products for themselves.

Their Singapore visit included a walking tour through Chinatown as well as the Night Safari, with land arrangements organised by Qantas Holidays.

**Pictured** above from left: David Joseph of WBT; Sarah Luck, Coffs Coast Travel; Jessica Bennett, Travelworld Chifley Plaza; Anthony Matahija, Qantas Airways; Belinda Trothe, All Travel; Tracy Franklin, Travelworld Erina Fair; Cherie Beard, Travelworld Campbelltown; Lorraine Simon, Cronulla Travel; Cecille Circelli, Travelhub; and Gillian Hayward, Qantas Holidays.

## Whitsundays luxury

**DESCARADA** Luxury Charters has launched its newest ship *Descarada2* in the Whitsundays.

The 110-foot high-end vessel operates with a maximum of 12 passengers, consisting of four ensuite cabins and will operate scheduled 3-night cruises.

The maiden cruise last week went off without a hitch - see [www.descarada.com.au](http://www.descarada.com.au).

## World Rewards show

**EMERALD** and Sapphire members of Travel Corporation's World Rewards loyalty program in each state have the chance to win two tickets to the latest Cirque Du Soleil production to hit Australia, entitled "oVo" when it begins its tour later this year.

More info at [bit.ly/ovopromo](http://bit.ly/ovopromo).

# Travel Daily

First with the news

Thursday 12th Apr 2012

## Virgin SilkAir c/share

**VIRGIN** Australia is continuing to expand its relationship with alliance partner Singapore Airlines, with the formal addition of seven more codeshare SilkAir India routes which were flagged last year (**TD** 10 Oct 11).

Services to Bangalore, Chennai, Coimbatore, Hyderabad, Kochi, Kolkata and Thiruvananthapuram will all soon carry the Virgin code, subject to regulatory approval.

The alliance application also suggested other destinations to be added, with a route map in last year's document detailing SQ/MI flights to Dhaka, Chiang Mai, Bangkok, Langkawi, Kuala Lumpur, Medan, Solo City, Bali, Surabaya, Lombok, Jakarta, Ho Chi Minh City, Balikpapan, Hanoi, Kunming, Colombo, Da Nang, Taipei, Guangzhou, Osaka, Tokyo, Nagoya, Seoul, Manila, Brunei, Siem Reap, Phomh Penh, Xiamen and Shenzhen as well as the already announced services to Beijing and Shanghai.

## Aloha Down Under

**HAWAII** Tourism has released the dates of their upcoming Aloha Down Under roadshows, which will take place on the Gold Coast, Brisbane, Sydney, Parramatta and Melbourne from 14-17 May 2012.

Attendees will be able to speak with reps from airlines, tour operators and hotels at the "Love HAWAII!"-themed events.

Exciting presentations and live Hawaiian musical entertainment will perform at each show, with an array of fantastic prizes also up for grabs at each show.

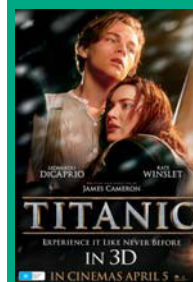
More info at [bit.ly/adu12](http://bit.ly/adu12).

## Five RCI Europe ships

**ROYAL** Caribbean International will deploy its *Liberty of the Seas*, *Navigator of the Seas* and *Serenade of the Seas* in Europe in 2013, adding to *Independence of the Seas* and *Adventure of the Seas*.

The move will see RCI offer 121 sailings on 25 itineraries with unique features on some ships such as the DreamWorks Experience, self-levelling pool tables and ice-skating rinks.

## WIN TICKETS TO SEE TITANIC IN 3D



Every day this week **TD** is giving one lucky reader the chance to win a double pass to Titanic 3D,

courtesy of **Tourism Ireland**.

April marks the 100<sup>th</sup> anniversary of the world's most famous ship, The Titanic, built in Belfast. Titanic Belfast visitor centre has officially opened this month to commemorate Belfast's Titanic legacy.

Make sure to add Titanic Belfast to your clients' list of travel must-sees!

For more information on the Titanic and Ireland visit, [www.discoverireland.com.au](http://www.discoverireland.com.au)

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

## Where was the Titanic's last port of call?

Congratulations to yesterday's lucky winner, **Emma Clarke** from Altitude Travel.

Jump into **Ireland** **Travel Daily**  
First with the news

## SHARE THE LOVE VOTE FOR SCOTT!

Scott Wallace has been nominated for the **NTIA Awards** in the category of **Best Sales Executive - Industry Supplier**.

In recognition of his outstanding customer service we encourage you to vote for him.

Click here to **VOTE FOR SCOTT**



# AFTA National Travel Industry Awards

Saturday 21st July 2012

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**Supplier Updates**

**WELCOME** to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

## Peugeot Earlybirds

**DRIVEAWAY** Holidays has released a number of special offers on Peugeot leasing for Europe on bookings up to 30 Apr. Info at [www.driveaway.com.au](http://www.driveaway.com.au)

## Finnair to SGN with CX

**FINNAIR** has announced the launch of codeshare services from Helsinki to Ho Chi Minh City via Hong Kong, in conjunction with oneworld partner Cathay Pacific.

The smooth connection in both directions will operate on a daily basis from the beginning of the summer scheduling period.

## All you can fly!

**A NEW** carrier has launched in the USA which offers flights based on "membership" rather than specifically ticketed sectors.

Surf Air prices start at US\$790 per month for a package of boarding passes which allow passengers to travel whenever they like on a Pilatus turbo-prop operating in California.

Two boarding passes per month are provided at the entry level, with four costing \$1000 a month and six priced at \$1490.

Members have to sign up for an initial three month period and then renew on a monthly basis.

Initial destinations include Palo Alto, Monterey, Santa Barbara and Los Angeles, with plans to extend this in the future to Las Vegas and Lake Tahoe.

The fully-flexible Surf Air service is described as a "significant move up from first class".

## Abu Dhabi hotel buy?

**THE** Abu Dhabi Investment Authority is believed to be among bidders for a major hotel portfolio which includes Marriott properties in Sydney, Brisbane and Melbourne.

The \$400m Commonwealth Property Hotel Fund is being marketed by Jones Lang LaSalle Hotels, with other contenders believed to include Malaysia's YTL Corp, according to a report in today's *Financial Review*.

## Delta buying into oil?

**IN AN** audacious move certain to raise eyebrows, Delta Air Lines are rumoured to be hedging their fuel costs by purchasing an oil refinery in Pennsylvania, currently owned by global energy firm ConocoPhillips, according to a source close to negotiations.

CNBC in the US has reported that a bid of up to US\$100m could be made by Delta for the plant, which according to govt data, produces one-third of the jet kerosene capacity on the United States East Coast.

The airline's board have twice met with the refinery owners to discuss a bid, although both parties are refusing to confirm details of any possible buyout.

## Boeing-Embraer deal

**AIRCRAFT** manufacturers Boeing and Embraer have announced a new cooperation agreement which they say "establishes an important relationship between two of the world's largest aerospace companies".

Areas of work will include commercial aircraft features that enhance safety and efficiency, as well as work on sustainable aviation biofuels.

## United operating stats

**UNITED** Continental Airlines has released its operating statistics for Mar, reporting an 81.5% load factor for the month, a year-on-year improvement of 1.7%.

## CC's High Tea at Sea

**CAPTAIN** Cook Cruises will be hosting Christmas in July & High Tea at Sea through Jul on cruises aboard the *MV Sydney 2000*, with tickets starting at \$55pp.

# Industry Appointments



For the top travel jobs

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**THIS** week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Allan Kalfabun** has yesterday been announced as the new marketing manager for **Vanuatu Tourism**. With over 12 years of experience working with the international business community, including the Australian, New Zealand and South Pacific markets, he will be tasked with providing further boosts to tourist arrival numbers to Vanuatu.

**Anantara Phuket Villas**, represented by Exclusive Resorts in Australia, has appointed **Khun Trechada Kantacha** as its Assistant Director of Sales, effective immediately. She has moved across from her most recent role as Senior Group Sales Manager with the Le Meridien Phuket.

**Brisbane Airport Corporation** has announced the appointment of Associate Professor **Alexander Dreiling** as the airport chair of innovation, whose major responsibility will be to oversee development of emerging technologies to improve airport processes and operations.

**Aqua Hotels & Resorts** has made a number of management promotions from within its group, as well as recruiting some individuals externally. The group has brought in **Ron Kikumoto** to the role of general manager of the Queen Kapiolani Hotel, and have promoted **Tim Clark** and **May Cabauatan** to general manager positions of the Aqua Aloha Surf Waikiki and BW Plus Coconut Waikiki respectively.

**Worldhotels** continue to go from strength to strength, appointing **Akshay Anand** as Sales Manager for India, based in New Delhi, while **Nitin Sharma** takes up the post of assistant sales manager.

With a strong background in food and beverage management, **Fareid Taheri** has been welcomed as general manager of **Ryldges Plaza Cairns**.



**PREPARING** for the soon-to-be launched direct services between Auckland and Qld's Sunshine Coast, Air New Zealand bosses recently took part in a one-day management meeting in their new destination.

Hosted by Sunshine Coast Destination Ltd and Sunshine Coast Airport, the group built further on relationships with key industry partners ahead of the

commencement of seasonal twice-weekly flights between the two cities from 01 Jul to 18 Sep.

**Pictured** above enjoying a team building exercise over some freshly roasted coffee beans are Veronica Rainbird, Marketing and Brand Director at Sunshine Coast Destination Ltd; Niel Mason, General Manager, Outrigger Little Hastings Street along with Air New Zealand Australia managers.

## Irish tour discounts

**BACK-ROADS** Touring has taken 10% off selected departures of its Ireland - A Hundred Thousand Welcomes small group tour, with savings of up to \$756 available.

## Ibis Melbourne is Accor Hotel of the Year

**ECONOMY** hotel Ibis Melbourne has taken out the Hotel of the Year category at the recent Accor Hotel Awards - proving that gongs of excellence don't always go to five-star properties.

It was the second annual award in a row for the Ibis brand, with the Ibis Sydney King Street Wharf scoring the top nod last year.

Based on overall performance by a hotel throughout the previous year, the Ibis Melbourne was voted ahead of the WA's All-Seasons Geraldton in a closely-fought contest for top prize.

**Pictured** right is Jade Stunden from the Ibis Melbourne with Accor Australia chief operating officer Simon McGrath.



## Ukraine incentive

**UKRAINE** Internatioanl Airlines is offering agents the opportunity to win one of six Visa Gift Vouchers.

See [www.UIA-Winprizes.com](http://www.UIA-Winprizes.com).

## Jetstar Asia boosts

**GDS** displays are showing increased frequencies on a number of Jetstar Asia routes from this month, including Singapore-Bangkok moving from 21 to 24 weekly services.

Singapore-Penang will lift from daily to nine per week, while an extra weekly service will be added to the Singapore-Phonm Penh and Singapore-Yangon routes.

## CDG expansion

**AEROPORTS** de Paris overnight unveiled the new AC Connecting Building which links terminals 2A and 2C at Paris-Charles de Gaulle Airport, which is the first stage in a total renovation of the mainly oneworld-focused terminals.

## Another Hawaii route

**ALASKA** Airlines is the latest carrier to expand operations to Hawaii, this week announcing new non-stop flights to Honolulu from both Oakland and San Jose in San Francisco's Bay Area.

Alaska Airlines already operates 22 daily flights to Hawaii from eight mainland cities.

Rival United Airlines last week announced it was pulling out of Oakland-Honolulu services effective from early Jun after 75 years of operating the route.

## AA increases fuel fee

**AMERICAN** Airlines has hiked its fuel surcharge by \$30 for bookings originating from Australia, with the increase taking effect on all new bookings from today and matching the recent Qantas levy increase.

The new surcharge will be \$340 per direction for all travel classes, with bookings created in the last 5 days given until 16 Apr to ticket under the lower fuel surcharge.

More info 07 3329 6060.

## WIN A TRIP TO NEW CALEDONIA



Throughout April, **Travel Daily** is giving one lucky reader the chance a win an amazing holiday for two people to New Caledonia, courtesy of **New Caledonia Tourism, Aircalin** and **GLP Hotels**.

The prize includes Aircalin Return Airfares from SYD/BNE to Noumea, return airport transfers, three nights accommodation in a superior room at Le Nouvata Hotel Noumea, one night accommodation in an overwater bungalow at L'Escapade Island Resort including return boat transfers and a day trip to Amedee Lighthouse.

Every day **Travel Daily** will ask a different New Caledonia-related question – just read the issue and email us your answer. There will be 18 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to New Caledonia.

**Q.7: The majority of the cuisine in New Caledonia is influenced by which country?**

Email your answers to: [newcalcomp@traveldaily.com.au](mailto:newcalcomp@traveldaily.com.au)

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

Click here for terms & conditions



## Aussies prefer cash

**AUSTRALIANS** are the highest users of overseas ATMs in the Asia-Pacific region, preferring to withdraw their money overseas rather than loading up on cash or travel cash cards in advance, according to Visa's second annual Cash Access Survey.

Citing convenience and safety as drivers of overseas ATM usage, more than half of Australian travellers surveyed said they chose to keep their money in the bank and access it from a foreign ATM instead of carrying cash.

Visa country manager Australia Vipin Kalra said "people are enjoying the convenience and safety of not having to carry around large sums of money when travelling and are choosing to use payment cards to access their own money while overseas".

## Counsellors big in UK

**HOME-BASED** agent network Travel Counsellors is on a high after being named in 39th place in the Hot 100 fastest growing companies in the United Kingdom.

The survey is conducted by B2B and entrepreneurial publication *Real Business*, in conjunction with global banking specialist and asset manager Investec.

## Book to meet new cubs

**DREAMWORLD** is now inviting guests to book to meet the park's new 5-week old Bengal Tiger cubs.

Cub encounter experiences will be offered from 17 Apr, with each session consisting of 20 mins with the new cubs and their handlers.

Tickets start at \$99pp for a maximum of 20 people admitted per session, held at Tiger Island.

**Travel Daily** is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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

Travel Daily Group:

**CRUISE**  
WEEKLY

**Advertising and Marketing:** Christie-Lee Lachance, 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)



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# LET TMS LEAD YOU TO SUCCESS!

QUALITY RECRUITMENT FOR THE TRAVEL AND HOSPITALITY INDUSTRIES IN ASIA PACIFIC

## PERMANENT ROLES

Commercial Director Australia  
SYDNEY \$130k Package + Bonus

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Ticketing Accountants  
BRISBANE \$55k + Super

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Online Travel Consultant  
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SYDNEY WIDE \$25/hr + Super

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Customer Services/Reservations Consultant  
Long Term Temp Role  
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## CLICK HERE TO GET STARTED

QUALITY RECRUITMENT FOR THE TRAVEL AND HOSPITALITY INDUSTRIES IN ASIA PACIFIC

Head Office: Level 10, 109 Pitt Street, Sydney, NSW, 2000

Syd: 02 9231 6444 • Vic/Wa/Sa/Tas Enquires: Syd Office

Qld: 07 3221 9916

[nswjobs@tmsap.com](mailto:nswjobs@tmsap.com) [www.tmsap.com](http://www.tmsap.com)





## NOW IS A GREAT TIME TO REGISTER WITH THE AA EXECUTIVE TEAM

### REACH YOUR FULL POTENTIAL IN SALES

**CORPORATE SALES MANAGERS (LARGE MARKET)**

**MELBOURNE & SYDNEY – SALARY PACKAGE OTE \$150K+**

If you are a successful sales person moving within the large market this role will allow you to join a great brand and help inspire a team to reach their full potential. Your capabilities within the corporate market include the ability to reach "C" level executives within Top 500 companies and you'll have the ability to articulate your success. Be a part of the continued success of this great company and watch your career take off.

### INSPIRE YOUR TEAM OF ACCOUNT MANAGERS

**HEAD OF CLIENT MANAGEMENT**

**SYDNEY – SALARY PACKAGE \$150K ++**

This new senior role is responsible for managing a national Account Mgmt team. To be selected for this coveted role you must have proven experience with large market clients and tenders, outstanding leadership & coaching skills, highly developed account management strategies, numeracy & analytical skills and advanced negotiation & communication skills. A great career move to a top global company.

### A TRUE PARTNERSHIP TO THE BUSINESS

**DIRECTOR OF FINANCE**

**SYDNEY – SALARY PACKAGE OTE \$150K++**

This diverse and multi-faceted role is sure to challenge the most seasoned Finance professional. If you enjoy working as a partner & advisor to the business, not just as a processor, this senior level operational finance position offers you the chance to make a difference. Provide leadership and insight in to the budgeting and planning processes to improve the performance of the business. Tertiary Qualls and CA/CPA preferred.

### OUT OF THE OFFICE, ON TO THE ROAD

**BUSINESS DEVELOPMENT MANAGER**

**SYDNEY – SALARY PACKAGE TO \$70K inc CAR + BONUSES**

If you love to travel, working on the road and managing a large territory this role is available now with a leading five-star tour operator. You will be managing your own call cycle, visiting travel agencies with the objective of driving increased sales, creating incentives and hosting educational trips. This is a fantastic role with a leading Brand, and perfect for someone who loves life out on the road. Company car & bonuses.

### THIS COMPANY WANTS YOU!

**CORPORATE TRAVEL TEAM LEADERS**

**MELBOURNE, BRISBANE OR PERTH – SALARY PKG TO \$85K**

BRAND NEW roles available NOW for talented managers who have the ability to drive team performance. If you know the ins and outs of corporate travel and have experience leading a successful team to perform at their best, these companies have new openings now. With your solid experience this is a role that has the opportunity to fast track your career within a company where new opportunities are created often.

### PRICING & REVENUE GURU

**PRODUCT – ONLINE RATES / REVENUE**

**BRISBANE – SALARY PACKAGE OTE \$90K**

Do you have the ability to drive margins to increase bottom line sales and have the ability to develop relationships with your suppliers so you can gain the best rates in the market? We want to hear from YOU! With your previous background working in online hotel distribution or within a larger hotel developing rate requirements you will have the ability to facilitate the price that has that competitive edge!

### TRAVEL INDUSTRY TRAINERS IN DEMAND

**TRAINING & DEVELOPMENT**

**MELBOURNE & PERTH - SALARY PACKAGE NEGOTIABLE**

Are you a first class travel industry trainer? To secure one of these fabulous roles you will need to posses your Cert IV in Workplace Training and Assessment and be adept with travel systems and travel practices in order to formulate and facilitate full training programs within these large companies. You will have exceptional communication and presentation skills and have a friendly personality.

### SHARE YOUR AIRFARE KNOWLEDGE

**BUSINESS DEVELOPMENT EXECUTIVE**

**SYDNEY – SALARY PACKAGE TO \$65k DOE**

If you have experience in sales, working on the road and managing relationships with travel agencies, this new role will give you a targeted product to promote and assist agents in increasing sales. You'll need very strong knowledge of air product & fares and be motivated to drive growth to reach sales targets. Working as part of a small happy team, you'll be given scope for further development and great benefits.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis  
MANAGING DIRECTOR

Ph: 02 9231 1299

Linda Green  
NSW & ACT

Ph: 02 9231 2825

Anna Veitch  
NSW & ACT

Ph: 02 9231 6377

Kathryn Hebenton  
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)



# You BeautEY! Win \$10,000 cash with Etihad Airways.



## Sell Etihad Airways - the World's Leading Airline\*, for your chance to win!

At Etihad Airways, we're all about making **good business decisions**, so we'd like to **reward you** for choosing to book your customer's travel with the World's Leading Airline\*.

Between **1st April and 12th May, 2012**, Etihad and Consolidated will be running the **You BeautEY Incentive**, giving you the chance to win some of these **fantastic prizes**:

- **\$10,000** Major Prize
- **\$500** Weekly Bonus for the Diamond First and Pearl Business Class top seller
- **\$250** Weekly Bonus for the Coral Economy Class top seller

To be in the running for the Major Prize you must achieve 30% growth of your EY sales through Consolidated Travel. All qualifying participants will then be invited to tell us in 25 words or less why they believe Etihad is the World's Leading Airline. The most creative entry will **win \$10,000 cash!**

**Weekly bonuses** will also be awarded to that week's highest seller of Diamond First and Pearl Business Class tickets, and Coral Economy Class tickets each week during incentive period!

So when it comes to doing business,  
who better to turn to than the World's Leading Airline\*.



\*2011, 2010 and 2009 World Travel Awards. Valid for tickets issued by Consolidated Travel or via Quickticket during the incentive period 01APR-12MAY12 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Agents must achieve minimum growth of 30% vs same period in 2011. To win the major prize agents must also tell us in 25 words or less, 'Why do you believe Etihad is the World's Leading Airline' and sell a minimum of \$15,000 worth of tickets during the incentive period. The winner will be determined by the most original and creative answer. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. The winning Travel Agency will be rewarded with \$10,000 deposited into their account by Consolidated Travel. The winners of the bonus cash prizes will be rewarded with \$250 or \$500 deposited into their account by Consolidated Travel. The same office cannot win the weekly bonus more than once. This offer is open to all full time international selling agents only. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 30MAR12.

FROM ABU DHABI TO THE WORLD

الإتihad  
**ETIHAD**  
AIRWAYS

NATIONAL AIRLINE OF THE UAE