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Scenic shores up 7th ship

TWO years after signalling plans to add another vessel to its fleet, Australian-owned European River Cruise specialists Scenic Tours has commissioned a 7th 'Space-Ship'.

Scenic Jewel will be christened in 2013 and comes in response to "overwhelming demand" & Scenic's most successful year to date in 2011, md Glen Moroney said.

"Our 2013 forecast and pre-release sales have demanded the addition of a new Scenic 'Space-Ship' as guests look for extra special features and all-inclusive luxury," Moroney said.

The firm which pioneered the development of private outdoor full-size balconies on river cruise ships in 2008 has also made the decision to retrofit 'Sun-Lounges' fleetwide (except *Scenic Emerald*) for the 2013 season.

Scenic's Sun-Lounge debuts in May - when it begins operating its 6th vessel *Scenic Crystal* - and

enables a balcony to be switched to a sun lounge via a remote-activated sealed glass window.

Scenic Jewel will cruise the Rhine, Main and Danube from Amsterdam to Budapest in 2013, and with *Scenic Crystal*, features walk-in showers, larger wardrobes and marble bench tops.

A new 'silent drive' system will also been introduced on *Jewel*, providing a significant reduction in noise & vibration, Scenic says.

Travel Daily exclusively revealed a possible 7th 'Space-Ship' in Apr 2010 - more on Scenic on **page 3**.

Consolidated winners

THE Travel Company in Vic has been named as Consolidated Travel's Week 3 EY Diamond/Pearl Class \$500 bonus incentive winner and Metro Travel Services in Vic as the Coral \$250 bonus winner - more on the incentive on **pg 13**.

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HA A330 SYD service

HAWAIIAN Airlines yesterday introduced Airbus A330 aircraft on its Honolulu-Sydney service.

The new wide-body 294-seat A330s replace HA's ageing Boeing 767-300ERs, boast in-seat IFE & boosts daily capacity by 30-seats.

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New chief for Costa

CARNIVAL Corp. has named Michael Thamm as the new ceo for Costa Group, replacing Pier Luigi Foschi, effective 01 Jul.

The move is part of a long-term succession plan which will see Foschi continue as Costa's chairman and managing director. More appointments on **page 8**.

STA GDS agreement

AMADEUS has inked a new long term global content agreement with STA Travel covering over 29 markets including Australia, NZ the UK, Germany, USA, South Africa, Japan, Austria, Sweden, Singapore and Thailand.

Amadeus has already developed a tailored e-ticketing solution for STA Travel for its customers.

G Adv state politics tussle

COMPETITION between state tourist boards is delaying the development of new adventure touring programs in the country, outspoken G Adventures founder Bruce Poon Tip claims.

G Adventures has previously flagged plans to develop a unique indigenous program here (**TD** 01 Nov 2010) - a project the firm has been considering for a decade.

However Poon Tip admits that the "innovative program" is being held back by state politics.

"We haven't had success with your people here getting the assistance with developing the kind of stuff we plan," he told **Travel Daily** last week.

The Canadian-based company wants to find ways to add unique parts of Australia to its worldwide program, outside of the typical Red Centre offering of its rivals.

But, Poon Tip told **TD** Australia was one of the toughest countries in the world for G Adventures to broaden its product within.

"We work with tourist boards all over the world and we are able to create community projects and community programs, but it just seems harder to get here.

"Australia is very state driven, and because each state has its own board they are all trying to

lure visitors to their own state - it's very fragmented."

Poon Tip believes each state has its own agenda making it a very complex situation to work with.

"I think I've become an enemy of Australian tourism.

"They're hot under the collar with us but they don't do enough.

"They don't do it right and they don't want to help operators," Poon Tip said candidly.

He believes state tourism boards need to act as facilitators, "to make it easier for us and other tour operators to develop programs in this country."

"As a tour operator I just want to be able to come in and get help - I don't want to work with multiple tourist boards."

He said that until which time G Adventures can find the time and resources, the Australian concept simply "isn't going to happen."

1st Jetstar Japan A320

NARITA-based low-cost carrier Jetstar Japan took delivery of its first of 24 new A320s from aircraft manufacturer Airbus on Tue.

President for the Qantas Group off-shoot Miyuki Suzuki said the carrier will offer "wider seats and a more spacious cabin" than its competitors.

The 180-seat JQ Japan A320 is powered by IAE V2500 engines.

Jetstar Japan is scheduled to begin operation in Jul.

Versace goes on sale

SUNLAND Group has placed the stylish Palazzo Versace hotel on the Gold Coast on the market.

The 200-room property was opened in 2000 and is expected to sell for around \$80 million, McVay Real Estate suggests.

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Yes we can boost US tourism

US PRESIDENT Barack Obama addressed Pow Wow delegates by video yesterday, saying that travel was very important to the American economy.

"I want America to be the top tourist destination in the world.

"That's why we have joined with business leaders to find better ways to market our tourist destinations and make sure foreign visitors get the

information they need," he said.

The US Commerce Department is now forecasting 4-5% annual growth in tourism over the next five years, and the President wants to make the process of visiting the US as smooth as possible by speeding up visa processing "so people can come and spend their money here.

"I want to do my part by making it safer and simpler for people to visit, and together we can tell the world that America is open for business," Obama said.

Figures just released show that international visitors spent an estimated US\$13.3 billion on travel to and within the country during the month of February alone - up 14% year-on-year.

Nearly 62m foreign tourists contributed US\$153 billion into the national economy in 2011, making tourism America's number one services export.

More from Pow Wow on **p4**.

Scenic '13 ERC program

SCENIC Tours will offer unlimited complimentary beverages, private butler service for every guest and free wi-fi as some of the new inclusions for its 2013 European River Cruise program.

In addition, Scenic will add three new dining venues, new themed dinners and personal GPS guided tour systems with commentary, dubbed Scenic Riverview.

The dining venues include the River Cafe for all day grazing, the degustation Table La Rive and High Tea (on the Terrace).

"We are redefining the term 'all-inclusive luxury' with the addition of unlimited free beverages at any time," md Glen Moroney said.

"There is basically nothing more [for guests] to pay except for personal expenses," he added.

Sun Lounges will be retro-fitted across the majority of the Scenic 'Space-Ship' fleet (**page one**) during the European winter later this year, ready for the beginning of the 2013 sailing season.



Window Seat

POPULAR beer Carlton Dry has started a nationwide search for two Aussies to drop everything to start the ultimate snow job as a Carlton Dry Snow Ambassador. Two successful candidates will possess advanced skiing or snowboarding experience and for eleven weeks be responsible for showing snow-going groups the ultimate snow experience at Falls Creek this winter. To apply, visit bit.ly/skisnjob.

TURKISH Airlines has found a way to fit 17,000 of its staff members to fly on one of its planes at the same time.

In a gesture of appreciation towards its workforce, the carrier has created a photo montage of the faces of its employees and applied it to the outside of one of its B737 jets - a project that took four months to complete.

The custom aircraft will fly normal services across TK's network for one year.



HOW about this for angry birds.

National park rangers in far north Queensland are urging backpackers not to feed the local cassowary population after a West Australian tourist was pushed down an embankment by one of the giant birds.

The tourist suffered a bruised backside as a result of rolling down a seven-foot embankment.

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Travel Daily
on location in
Los Angeles

Today's issue of **TD** is coming to you from Los Angeles where the US Travel Association's annual Pow Wow is taking place.

"HOORAY Los Angeles."

That's the theme for tonight's international Pow Wow's closing party at L.A. Live, a world class entertainment complex in the downtown district.

"It'll be a rockin' party," said Patti MacJennett of the LA Tourism & Convention Board.

The live event is sure to keep delegates moving to the beat.

Performers will include Earth, Wind and Fire which has won 6 Grammy Awards and delegates will savor fine cuisine from Wolfgang Puck catering, as well as the famous wines of California.

Next year's Pow Wow will take place in Las Vegas.

Behind Disney scenes

WHO creates the magic of Disney? Imagineers, of course.

A team of 800 of these highly skilled artists work out of a top-secret, nondescript building in an industrial suburb of LA.

Not even the Disney name is on the door, and very few from the outside world are allowed inside - until this week when a select group of Pow Wow delegates, including **TD**, got a behind-the-scenes peek to see first hand how dreams come alive.

Here, we saw 3-D specialists, audio animatronic technicians, designers, drafters, machinists, moviemakers and painters create ships, pirates, ghosts, dinosaurs, robots - anything and everything that has brought joy to millions worldwide for decades.

"This is the true heart and heritage of our company," said Randy Garfield, Executive Vice President of Worldwide Sales for Disney Destinations.

"It's where our ideas are conceived, concepts are fleshed out and where our characters come to life," he added.

A highlight of our visit was a virtual video ride through the US desert to Radiator Springs - part of the new *Cars Land*, created here and which debuts at Disney's California Adventure Park in Jun.

Pow Wow delegates Transformed

UNIVERSAL Studios Hollywood really wowed Pow Wow delegates last night, giving them the ultimate thrill at an exclusive preview of their amazing new attraction *Transformers: The Ride - 3D*.

It was a glittering red carpet welcome for the 5,000 attendees who stood in line for 70 minutes to be among the first to experience the sensational ride which opens to the public next month.

What's it like? Well, terrifying, but awesome and a 'must do' for visitors to Los Angeles.

TD plucked up courage and climbed aboard and soon we were being hurtled at breakneck speed, chased by giant and fearsome sci-fi creatures out to get you.

Riders had to duck a few times to get out of the way of out-of-control machinery, cars, trucks smashing right before your eyes, with bombs exploding everywhere and frightening *Transformers* battling it out, all in stunning 3-D.

It lasted only about 5 minutes, but this ride's something you won't forget in a hurry.

Universal, keen to promote itself to the world's travel professionals, closed the entire park to the public, giving

attendees the run of the vast studio complex.

Drink stations served yummy cocktails, superb California wines and the guests dined on culinary specialties such as BBQ Ribs and beans, Sirloin cheeseburgers, spicy Mexican Burritos and Grandma's southern fried chicken, topped off with delicious White Chocolate Creme Brulee.

Hats off to Universal Studios for a night that was out of this world.



New York \$70b target

NEW York City has set a goal to generate US\$70 billion in tourism revenues by 2015.

At Pow Wow, NYC & Company, responsible for promoting the Big Apple, said visitor spending is projected to reach a record US\$45 billion a year and add 30,000 new jobs to the city's workforce in the same time period.

In a video address, NYC Mayor Michael Bloomberg said "after reaching a record-breaking 50m visitors last year and setting our sights on attracting 55m by 2015, (**TD** 08 Mar) NYC is working hard to remain the favourite destination for visitors around the world."



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New horizon for New Horizons

NEW Horizons Holidays md Chris Evans says the launch of the wholesaler's first ever UK/Europe program has been highly successful - not only generating sales for the new destinations but also increasing stopover business from its existing portfolio.

Evans, who moved from Best Flights to New Horizons last Sep, told **TD** the new brochure (pictured) contains a range of hand-picked accommodation including lots of apartments in Paris, Venice and London, which have been very popular.

"We're keeping it simple," he said, with the program focusing on accom rather than sightseeing.

New Horizons is the first WA-based wholesaler to have a UK/Europe program in over 20 years.

90% of Perth-based New Horizons business comes from Western Australia, with the portfolio including Bali, Thailand, Hong Kong, Singapore, Mauritius and the Arabian Peninsula.

It's also now a year since New Horizons switched to the Calypso reservations system, which has made the product much easier to book by agents across the country, Evans said.

The wholesaler is also set to further expand its offerings, with five new destinations to be added



in the coming months including East Africa, more Indian Ocean product and two new Asian destinations, he added.

Fly free to Vanuatu

ISLAND Escape Cruises says it will refund the cost of return flights to Vanuatu ex Sydney, Melbourne or Brisbane for any passengers who book a six night 'Vanuatu Islands of Discovery' cruise before the end of May.

The deal is valid for all seven *Island Passage* sailings in Jul-Aug ex Port Vila - islandescape.co.nz.

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Las Vegas 2012 record

LAS Vegas appears to be making a strong comeback after a slump in tourist numbers with city tourism officials predicting a record-breaking 40 million visitors this year, up from 38.9m the previous year.

Rossi Ralenklotter, CEO of the Las Vegas Convention and Visitor Authority said at Pow Wow "the numbers reflect the strength of our brand as Las Vegas remains top of mind among travellers."

The citywide occupancy rate was 84% for the year, with an inventory of more than 150,000 rooms and a further 25,000 rooms being added this year, said Ralenklotter.

McCarran International Airport saw a 4.3% increase in pax for the year as well.

Visitation has increased for 24 months in a row and in June a new US\$2.4 billion international air terminal will open, he added.

"Anyone who hasn't been to Las Vegas of late really doesn't know Las Vegas. We just keep reinventing ourselves."

US statistics exposed

AUSTRALIA is forecast to be the fourth-fastest growing market for travel to the USA over the next five years, with the US Commerce Department predicting a 45% lift in visitors from Down Under.

Other key markets include China, predicted to increase by almost 200%, Brazil (+70%), Argentina (+46%), Korea (+35%) and Venezuela (+35%).

Releasing the forecasts at Pow Wow, Commerce Secretary John Bryson said foreign arrivals are expected to increase by 14 million visitors overall.

MEANWHILE, Bryson also revealed details of a new portal which will allow the travel industry to track the performance of key US indicators such as visa processing times, airline capacity for key markets and even customs and immigration waiting times for inbound arrivals into America.

The move will also reveal information and statistics from the State Department and the Department of Homeland Security, and is part of the US government's goal to significantly boost tourism by 2014.

In Jan, US president Barack Obama charged Bryson and other officials with the development of recommendations for a National Tourism and Travel Strategy.

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TA Indigenous tourism trade site

TOURISM Australia has launched a new website dedicated to improving awareness, quality and diversity of Indigenous Tourism.

The new platform showcases the best Indigenous experiences across the country, with accom, attractions, tours and festivals all among the highlights featured.

TAs Indigenous Tourism

Snow falls at Falls

FALLS Creek in the Victorian Alps has reported 3-5cms of fresh snow on Wed with temperatures dropping to -1.5 degrees.

PR manager Debbie Howie said Falls Creek Reservations have recorded above average bookings.

"We are weathering the decline in domestic travel very well.

"People are looking for a value snow holiday and with the reduced lift ticket prices and value for money, Falls Creek has gained strong bookings which is a great outcome," Howie said.

Toga clicks with Klick

TOGA Hospitality has extended its public relations partnership with Klick Communications.

Toga represents Adina, Medina, Vibe and Travelodge properties.

Advisory Panel chairman Aden Ridgeway said the new site will be an invaluable research tool to add value to an Aussie itinerary.

"We want to stimulate greater demand for Indigenous experiences in Australia, and the new website will help us to do that by making it easier to include Indigenous experiences as a 'must do component of Australian itineraries."

Information and assistance on itinerary planning, pricing, product reviews and guidance on bookings are also available - see aborginaltourism.australia.com.

Style HK showcase

HONG Kong Tourism Board has announced Hong Kong designers Chailie Ho, DoDo Leung, Harrison Wong and Hei Lau will debut their collections during the *Style Hong Kong* runway show next month at the Mercedes-Benz Fashion Week Australia on 04 May.

AAA/TXA jv goes live

A STRATEGIC pact between AAA Tourism and Tourism Exchange Australia has moved forward with Auto Club Members now able to access more than 10,000 Australian accommodation providers via their club websites.

AAA Tourism ceo Peter Blackwell says the alliance has the ability to "boost our growing distribution network," to domestic & overseas travellers and auto club members.

FJ conservative sched.

AIR Pacific says its taking a "conservative approach" to its schedules in Mar 2013 which has seen a number of Nadi - Hong Kong services shelved (**TD** Tue).

The change comes as Air Pacific prepares for its aged Boeing 747-400s to permanently exit the airline's fleet next year.

"Over the coming months, as the exact dates for the A330-200 and 747-400 transition are determined, we will again review our Mar 2013 & Q1/Q2 schedule," an FJ spokesman told *Travel Daily*.

Jupiter Theatre reno

JUPITERS Hotel & Casino on the Gold Coast has unveiled its \$20m theatre redevelopment - the first stage in a planned \$350 million investment program in the venue.

The theatre project included the creation of a 300 seat balcony, hospitality rooms for functions, new bars, a purpose built movie projection booth and upgraded dressing and green room spaces.

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This week *Travel Daily* has teamed up with **Spineless Classics** and is giving 5 lucky readers the chance to win a poster with the complete text of 'Gulliver's Travels', valued at \$99.95 each.

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Where did the idea originate from?

Congratulations to yesterday's lucky winner, **Angela Psilos** from **MP Travel**.



Hard Rock Hotel Aruba

HARD Rock Hotel & Casino will expand its portfolio to Aruba with a new 310-room property to be opened near Oranjestad in 2014.

virgin atlantic

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Virgin upgrades airports, planes

VIRGIN Australia has today confirmed that its lounge facilities in Sydney and Melbourne will be refurbished, with the move including a doubling of the size of the Sydney facility across 2 floors.

CEO John Borghetti said the upgrades would also see a refurbishment of Pier A at Sydney Terminal 2, including an expansion to be able to handle bigger planes.

"With 8 million Virgin Australia guests travelling through every year, providing a seamless first-rate experience at Sydney Airport is critical," he said.

The pier expansion would also allow for additional frequencies, with more positions for both narrow and wide-body aircraft.

Amadeus rail link

AMADEUS has announced the launch of a rail booking solution for European travel agents, with full content from French rail operator SNCF incl Eurostar.

The announcement came as DJ revealed details of its new A330s which will enter service 15 May.

The planes will operate from Sydney and Melbourne to Perth and feature 24 new lie-flat business class seats (**TD** 10 Apr) in a 2-2-2 configuration.

Economy class seats will offer USB connectivity and in-seat power, and all seats feature on-demand AVOD inflight entertainment systems.

Virgin Australia yesterday announced the rollout of Galaxy Tab personal devices for business class passengers in a trial program on 737 and E190 flights (**TD** breaking news), with in-flight wifi streaming to debut later this year.

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Sister-cities get together



SUNSHINE Coast Destination Ltd officials recently welcomed a delegation of their counterparts from Chinese sister-city Xiamen, who were in town for a workshop with the objective of better understanding how tourism is managed in the respective regions.

The event was a return mission after local Councillor Jenny McKay led her delegation to Xiamen in Oct last year.

Deputy director general of Xiamen Tourism Bureau Yan Qi is **pictured** above being welcomed along with her group upon arrival at Sunshine Coast Airport by Deputy Mayor Tim Dwyer; SCDL CEO Steve Cooper & development

manager Anthony Johnson; Lynne Banford of Tourism Queensland and Councillor Jenny McKay.

Red Carnation Perth?

THE Travel Corporation is keen to introduce its Red Carnation brand to Perth, group president Brett Tollman has revealed.

Tollman said that should a Perth property come to fruition then a Sydney Red Carnation branded hotel would likely follow, the *Sydney Morning Herald* reports.

Last year, Tollman indicated Red Carnation had looked at the Park Hyatt in Sydney and Strickland House in Vaucluse (**TD** 04 Nov).

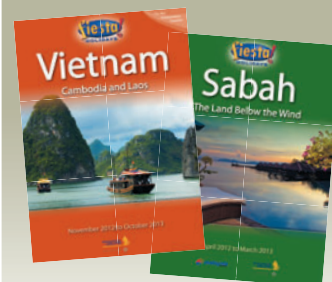
The Travel Corporation owns a range of travel firms including Insight Vacations, Trafalgar, Uniworld and Creative Holidays.

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AFTA National Travel Industry Awards

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Fight for United order

RIVAL aircraft manufacturers Airbus and Boeing are hotly contesting an aircraft order from United Airlines rumoured to be worth \$15b in list price aircraft.

JTN incentive weekly winner

RIGHT: The most recent winner in the fantastic Sun Island Tours / JTN technology incentive was Lisa from Jetset Marion in SA who takes home a fancy iPhone 4.

The promo, which runs until 17 May, has been immensely popular, Sun Island says, with more winners to come as the most improved consultant at the end of the incentive will win a Canon SLR camera complete with accessories in a \$2000 prize pool.

Lisa is pictured above with her prize alongside Sun Island SA sales rep Janis Robertson.



Air NZ going green

THE New Zealand Department of Conservation (DOC) has signed a three-year commercial partnership with Air New Zealand.

The agreement will see \$1m in funding to the DOC for travel and marketing support for new conservation programs for the NZ National Parks Great Walks network, and for the promotion of these national parks for the benefit of New Zealand tourism.

The carrier will also utilise its domestic network to transport threatened animal species such as birds and reptiles to safe new breeding grounds around the country as part of the DOC's active animal recovery programs.



Industry Appointments



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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.

The **InterContinental Hotels Group** has announced the appointment of **Garry Beadel** as the new hotel manager of the **Holiday Inn Melbourne on Flinders**.

Matthew Griggs has been appointed to the position of **Sous Chef** at **Crowne Plaza Melbourne**.

Ken Lyons has this week commenced in his new role of Sales Manager for WA/NT at **QBT**, based in Perth. Bringing 25 years of travel industry experience, Ken has held senior roles with Qantas Airways, Jetabout Holidays, Air Cargo Partners Worldwide as well as the IHG Hotels Group.

Saun Lightbourne has been appointed to the position of executive director of sales and marketing for the **Mayfair Hotel & Spa** in Florida.

Travelodge will again see **Grant Hearn** as the company's chief executive officer, resuming his role held from 2003-2010, replacing Keith Hamill.

The **AOT Group** will welcome **James Munro** to a newly created role of Senior Contracting & Destination Manager Queensland, who will focus on the Gold & Sunshine Coasts - AOT's biggest selling destinations.

Tourism Accommodation Australia has announced new board members charged with the task of driving the TAA Strategy and the accommodation industry's advocacy agenda. The new panel will consist of **Anthony K. South, Peter J. Hurley, Peter Crinis, Nigel Greenaway, Ashley Spencer, Sean Hunt, Jonathan Wooler, Robert Dawson, Trent Fraser and Rodger L. Powell**.

VA AUH-KUL wet lease

ETIHAD Airways will commence the wet lease of a Virgin Australia Boeing 777 aircraft to operate services between Abu Dhabi and Kuala Lumpur from 27 May.

It's understood flights will be sold as a two class service, with top tier pax assigned Premium Econ. seats with Economy class service.



Sales Executive Queensland (Part Time)

The Walshe Group, General Sales Agent for Aircalin, the international airline of New Caledonia, is looking to recruit an enthusiastic and committed individual to fill the above position.

Applicants must possess the following:

- Previous sales experience in the travel industry
- Excellent communication and presentation skills
- Sound time management skills
- A passion for sales
- Knowledge of the Queensland market a definite advantage

Applications including a CV and covering letter should be sent to applications@walshegroup.com no later than Monday 14 May 2012.

THE WALSH GROUP



P&O's Anzac spirit

P&O Cruises Pacific Dawn vessel yesterday unfurled a huge 40m x 20m Australian flag over its starboard side as part of a unique Anzac Day dawn service while in drydock in Brisbane.

The flag, one of the two used both in Brisbane and Sydney on Australia Day earlier this year, was visible across the Brisbane River.

Dawn services also took place onboard two other P&O ships - the *Pacific Jewel* and *Pacific Sun* - both of which are currently at sea.

Driveaway breath-test

TO COMPLY with a new French law requiring all motorists in France to carry a disposable breathalyser kit in their vehicles, Driveaway Holidays has announced it will be providing the kits in all car rentals and Peugeot lease vehicles in France.

The kit is provided as a self-checking system to ensure drivers are not over the legal limit of 0.05 as violaters over the limit or found not carrying the kit in their vehicles facing on-the-spot fines.

SILVERSEA
IN ALL-INCLUSIVE LUXURY

Thank you for your support. We wish you all luck in the upcoming AFTA National Travel Industry Awards.



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Thursday 26th Apr 2012

Asian rail boost

INTERNATIONAL Rail is expanding its Asian portfolio to offer train products in China, Korea, Thailand and Vietnam.

The move expands what md Jonathan Hume described as "an already extremely healthy business selling rail services in Japan," with the new offerings including high speed trains in China priced from just \$138pp for the five hour journey between Beijing and Shanghai.

Popular routes in Thailand include from Bangkok to Phuket and Chiang Mai - more details at agent.internationalrail.com.au.

BA adds Aberdeen

BRITISH Airways has announced a new Embraer E170 route between London City airport and Aberdeen in Scotland.

The service is now open for bookings, and will operate up to three times a day.

Chatswood tourism

SYDNEY's north shore suburb of Chatswood will launch a new 'It all starts at Chatswood' campaign next month as part of a tourism initiative with Willoughby City Council and Destination NSW, aiming to boost visitation to Sydney's third largest CBD.

Sunlover WA promo

SUNLOVER Holidays has released a range of specials as part of its "Love Western Australia" campaign, from stay pays to rail & day tour discounts - call 13 88 33.

Account Manager

Sabre
pacific

- Key Relationship / Sales Builder
- Travel IT Industry
- Based in Sydney CBD

At Sabre Pacific, we connect people with the world's greatest travel possibilities. We are progressive technological thinkers and innovators of IT solutions for the travel industry.

As an Account Manager, you will be responsible for managing the business development, retention and productivity growth of select retail travel groups.

As someone with a history of sales success and preferably an understanding of travel agency technical platforms, you will have the ability to sell relevant travel solutions from the wide range of Sabre products. You will also be able to achieve stretched sales targets and successfully develop opportunities for increasing revenue through other services, products or initiatives.

This is a challenging and rewarding position that offers skilled communicators who are self starters and team players the chance to shine. You will have strong organisational, networking and negotiation skills plus a demonstrated ability to build relationships. A travel industry background is essential and a working knowledge of Sabre GDS functions and products is preferred.

If you meet the above criteria and would like the chance to show your strategic thinking and sales skills within a leading Asia Pacific company, please apply by forwarding your cover letter and resume to scott@sabrepacific.com.au or call Scott Paton on 02 8204 2624 for a confidential discussion. Applications close 5pm Friday 4th May.

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.16: Name the guide that Aircalin has created for travellers to New Caledonia?

Email your answers to: newcalcomp@traveldaily.com.au

Hint! Visit www.aircalin.com

Click here for terms & conditions



Moorings revamp

UPMARKET yacht charter firm The Moorings has launched a new interactive website which integrates its Bareboat Sailing, Power and Crewed Yacht products in a single reference.

The company operates more than 25 bases and 600 yachts across the Caribbean, Indian Ocean, South Pacific, South East Asia, Mediterranean and North America, with the new site providing an online booking system which allows clients to review available fleet, order food and beverages and see water sports information.

Cruisers can have personalised accounts and use the site to access quotes for future reference, manage bookings and review their past charter history. See www.moorings.com.au.

AF-KLM Etihad tie-up?

AIR France/KLM is reportedly looking at a "wider partnership" with Etihad Airways which would incorporate Air Berlin and its network in the German market, according to a *Die Welt* report on which EY declined to comment.

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

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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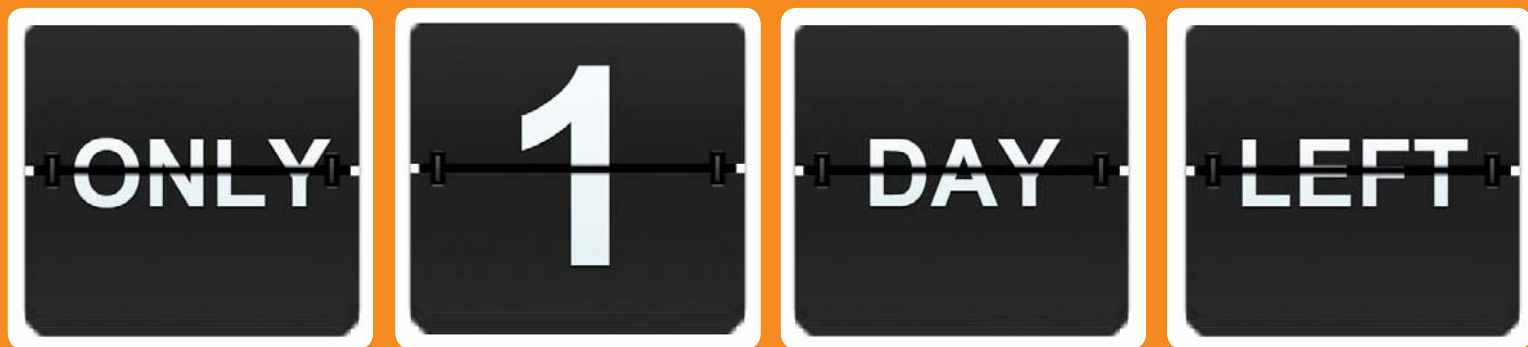
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AFTA AWARDS 2012

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SYDNEY – EXECUTIVE SALARY PACKAGE**

This diverse and multi-faceted role will offer an exciting challenge for the most seasoned Finance executive. If you enjoy working as a true partner and adviser to the business and being a critical part of the executive team this senior operational finance position is perfect for you. Provide leadership and insight in to all financial & planning processes to optimize business performance. Tertiary Quals and CA/CPA preferred.

LEAD THROUGH CHANGE AND GROWTH

**DIRECTOR OF ACCOUNT MANAGEMENT
SYDNEY – EXECUTIVE SALARY PACKAGE**

In this senior role you will manage the Account Management team within a growing TMC, requiring extensive experience in corporate account management and a positive track record of developing retention & growth strategies. Your leadership skills will influence the development and performance of your team resulting in critical client satisfaction as the company continues to grow.

MANAGE GLOBAL PRICING

**PRODUCT DEVELOPMENT – GLOBAL ONLINE RATES
BRISBANE – SALARY PACKAGE OTE \$80k - \$100K**

Are you well connected within the Global hotel market? Can you deliver high level presentations and drive hard negotiation deals with senior management? This role is perfect for you!

With your previous background working in online hotel distribution you will have the ability to facilitate the price that has that competitive edge over your rivals. Work for a company that strives for greatness and celebrates success.

AVIATION SALES AT THE ELITE LEVEL

**AVIATION SENIOR CORPORATE BDM
BRISBANE & MELBOURNE - SALARY PACKAGE \$110K+**

This outstanding Airline has a place for you in their high performance sales team if you can tick all the right boxes. You will need to possess superb experience working in sales within the Aviation sector with thorough knowledge of preparing & delivering large market tenders. If your skills belong at the highest end of the corporate market and you have the results to prove it, you should apply for this role.

JOIN A COMPANY YOU CAN STICK WITH

**ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE \$85K +**

Bring your selling skills and travel consulting background to this leading company and stretch your wings out on the road.

You'll be responsible for managing & expanding an extensive portfolio of clients in an allocated region., making contact with potential new clients as well as managing the commercial value of an existing client portfolio working towards achieving targets. A great team and a company to grow with.

SHARE YOUR AIRFARE KNOWLEDGE

**INDUSTRY ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$65k DOE**

If you have experience in sales and ideally working out on the road, this new role will give you a targeted product of airlines to promote across the travel industry. 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 team within a great environment, you'll be given scope for further development and great benefits.

MOTIVATED MANAGER WANTED TODAY

**WHOLESALE TEAM LEADER – NO CONSULTING
MELBOURNE – SALARY PACKAGE TO \$80k**

Expand your own career profile and take on this leadership opportunity where you will be overseeing a small wholesale team. In this role you will be developing staff through training, providing guidance and support while developing team performance, instigating changes and process improvements. This role is with a well established organisation and will offer you the chance to stretch your wings within a great team.

HIT THE EVENTS MARKET

**EVENTS & CONFERENCING - BDM /ACCOUNT MANAGER
MELBOURNE – SALARY PACKAGE TO \$85k**

This outstanding company is looking for the best in the business when it comes to account management within the events market. With a mix of Account Management and Sales you will be able to source new business leads, design & deliver compelling proposals and manage ongoing relationships. This large multi-faceted travel business is looking for a go-getter to drive their events team forward.

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

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Working in partnership with the Australian Travel Industry

Corporate Travel Consultants

Sydney - \$55-60K - Ref 1546

We have a number of roles across Sydney's CBD and suburbs with leading travel management companies & niche independents. We are searching for experienced Consultants from an International or Corporate Travel background to work within these travel organisations. Each company offers something unique and different, so you'll be spoilt for choice if you are an experienced Consultant ready to take the next step within Corporate Travel.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

Reservations Support

Sydney - \$43K + Super - Ref 0050

Are you sick of working in reservations? Do you want to grow and progress in your travel career? Work behind the scenes and keep your finger in the pie! This rewarding travel company in Sydney CBD is looking for a Reservations Support Consultant to join their team. You will handle incoming calls and confirm bookings, action queues and ensure all queries are handled professionally and appropriately. Calypso experience is preferred. You can expect great training and career opportunities.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Travel Reservations Consultant

Brisbane - \$40-50K + Super + Incentive - Ref 8224

If you are looking to make the next step in your travel career but want to move away from face to face sales, then this could be the role you've been waiting for. Working in their modern CBD offices you will be using your expert travel knowledge to provide dream holidays to your clients. Ideally you will be well travelled and have 3 years travel industry experience. A great salary and commission structure is offered in return. This role will go quick, apply now!

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Retail Travel Consultant

Melbourne - \$45K + Targets - Ref 0061

Reclaim your weekends! Use your personal travel experience to spread the word on amazing destinations, and work Monday to Friday in a busy retail agency in North Melbourne. As a Travel Consultant, you will book worldwide tailor made holidays, handle face to face enquiries and deal with few corporate clients over the phone. You will have a few years' experience working in retail and have solid Galileo skills. Only team players and dedicated travel professionals need apply.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Asia Travel Specialist

Sydney - \$55K OTE - Ref 1046

Have you got extensive knowledge of Asia and are looking to specialise in tailor-made holidays to all the exciting Destinations this continent has to offer? Working for a small boutique agency, you will be handling a wide variety of different areas and offering first hand travel advice, whilst exceeding customer expectations and offering a travel service like to other. Enjoy a great team culture, excellent incentives and educational's along the way.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Temp Assignments

Sydney & Brisbane - \$Excellent Hourly Rate - Ref 1589

Are you an experience Retail or International Consultant with Galileo or Sabre looking for a role that offers you flexibility? Or are you an ongoing Temp Consultant looking for an exciting change with a top hourly rate? We are looking for some experienced Travel Consultants to join our busy teams in Brisbane and Sydney's CBD, day to day duties includes booking flights, hotels and car hire both Domestic and International (Mon to Fri only) call today, start tomorrow!

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Corporate Travel Specialist

Melbourne - \$55-60K + Super - Ref 1078

Are you an experienced Corporate Travel Specialist looking for a new challenge within a leading Travel Management company. This city centre office based Melbourne is looking for a number of talented travel professionals to join their dynamic team. Priding themselves on exceptional travel service, they are looking for a Consultant who will not only meet the clients SLAs, but who is willing to go that extra mile and enjoy a great work/life balance along the way.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

MICE Business Development Manager

Melbourne - \$Competitive + Super - Ref 5132

Are you an experienced travel industry professional with an event management background and strong sales abilities? This exciting new role involves managing current accounts and client relationships, whilst sourcing new opportunities and following up leads & referrals to secure new business. A proven sales ability is required with strong communication and presentation skills. In return a competitive salary will be offered & the chance to work with a leading TMC.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au



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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 Quikticket 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

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