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# Travel Daily

First with the news

Thursday 2nd August 2012

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## EK/QF non-rev talks

**EMIRATES** Chairman Sheikh Ahmed bin Saeed al-Maktoum has confirmed talks with Qantas will extend to codesharing only and not to revenue-sharing.

Overnight, al-Maktoum revealed the alliance is likely to launch within six months, and adding "the objective is to eventually see Qantas fly through Dubai."

It follows last week's revelation from Qantas that it was in "discussions" with Emirates and other airlines about potential partnerships, including a possible 'Falcon Route' (**TD** 26 Jul).

**MEANWHILE**, Emirates is set to add Phuket as its second Thai city from 10 Dec, with a new daily service to be operated by A330-200 aircraft, according to GDSs.

**FURTHERMORE**, EK yesterday inaugurated A380 services to its 19th destination, Amsterdam.

## Crown Perth takes on Asia

**CROWN** Limited says its \$568m investment in a new "six star" luxury hotel at Burswood in Perth (**TD** breaking news yest.) shows its commitment to establishing Crown Perth as a entertainment precinct to take on the likes of mega resorts in Singapore, Macau and across the rest of the world.

Confirmed yesterday afternoon, construction of the 500-room Crown Towers Perth will start early next year, joining Crown Metropol & Crown Promenade & ultimately boosting Crown Perth resort's total inventory to 1,200 rooms.

Taking approx. three years to build, Crown Towers Perth will also include restaurants, bars, resort and convention facilities.

The new project will enable Crown Perth "to capture a share of the expanding tourism market, particularly out of China."

It's development comes when Perth & WA "are in desperate need of additional luxury hotel & short term accom to satisfy the demands of business travellers and tourists," Crown said.

Tourism Australia md Andrew McEvoy welcomed news of the

project, saying it demonstrated Crown Limited & James Packer's faith in Australian tourism.

"We urgently need more rooms in capital cities, particularly in Perth where occupancy rates are so high," McEvoy said.

Integrated resorts like Burswood "undoubtedly have a role to play in the tourism mix" and Crown Towers Perth will be "warmly welcomed in a city we all know is in desperate need of more hotel beds," McEvoy added.

**MEANWHILE**, Crown has today also announced plans to build another six-star property in Sydney at Barangaroo, after inking a deal with the project's developer, Lend Lease (**TD** breaking news) - likely to be called Crown Towers Sydney.

Subject to approval, the hotel resort is expected to be located adjacent to Sydney Harbour and Barangaroo Central.

"Sydney deserves one of the world's great hotels on its magnificent harbour.

"My desire is for Crown to build the best hotel in the world at Barangaroo," Crown chairman James Packer boldly stated.

## JQ/AA codeshare nod

**THE** US Dept of Transportation has approved the renewal and expansion of Jetstar Airways' codeshare alliance with American Airlines (**TD** 26 Jul) to include select trans-Tasman services for two years, until 31 Mar 2014.

JQ had sought a green light to permit it to display the AA code on its flights operated between points behind Australia, points in Australia, & intermediate points, to points in the US and beyond, along with domestic NZ services.

The revised codeshare covers JQ's flights between Melbourne and Sydney to Christchurch.

## Seven pages of news

**TD** today has seven pages of news, a page from **Radisson Blu Edwardian**, & full pages from:

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment

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## Avis Scholar close off

**THERE'S** now just two weeks left for Australian leisure & corporate travel consultants to register and submit applications for the 2012 Avis Travel Agent Scholarship.

This year's prize is valued at over \$40,000, including Business Class flights for two to New York. A guide is also available to assist prospective applicants.

Registrations must be submitted before COB on 15 Aug - details at [www.avisscholarship.com](http://www.avisscholarship.com).



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## CX doubts QF Asia strategy

**CATHAY** Pacific Airways has told the ACCC it should question what, if any, public benefits will be achieved under a proposed tie-up between Qantas Airways and Jetstar Airways as it looks to ramp up its Pan Asian strategy.

In a submission to the ACCC on the planned QF/JQ Joint Venture Coordination Agreement, CX gm South West Pacific Dane Cheng said "it is difficult to see how the proposed conduct is likely to result in more tourists flying to Australia" if the Asian Jetstar

entities lack the capacity to fly down under.

Cheng queried whether Jetstar Japan and Jetstar Hong Kong had access to buy or lease aircraft that could reach Australia, and called on the competition watchdog to seek the identities of other planned Full Service Airline partners to be involved, along with specific routes of each JQ joint venture and where there may be any flight overlaps.

He also called on the ACCC to question what new direct or indirect services would be created between Australia and Asia.

"If there are no new routes created by the proposed conduct, how will Australian consumers benefit?" Cheng asked.

CX is also seeking conditions be placed on the planned Jetstar Hong Kong/China Eastern Airlines joint venture until it has received regulatory approval, which is not expected until mid-2013.

## Bowen joins UATP

**THE** Universal Air Travel Plan has named The Travel Corporation's former eCommerce Manager in Australia, Craig Bowen, as its Regional Commercial Manager, Oceania, effective immediately.

His focus will be to grow the UATP Network & support current issuers (QF & Air NZ) in this area - more appointments on [page 5](#).

## The Dream-Maker

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## Choice Hotels expands

**CHOICE** Hotels Australasia has added six properties under its brand portfolios in the last quarter, boosting its numbers to 270.

New sign ups include the Quality Suites Deep Blue in Warrnambool, the Comfort Inn Lygon Lodge and the Quality Hotel Taylors Lake in Victoria, the Comfort Inn Harvest Lodge in Gunnedah & the Econo Lodge Albury Paddlesteamer Motor Inn in NSW, along with the Comfort Inn Burnie in Tasmania.


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## CVFR offers 24-hour consolidation

THE CVFR Travel Group says it's responding to the proliferation of "quick sale fares" being launched after hours by airlines, with the launch of a new 24x7 ticket service centre for travel agents.

CVFR, which has been in operation for over 30 years and has traditionally focused on travel agencies specialising in particular ethnic groups, has grown rapidly in the last few years and now consolidates hundreds of millions of dollars worth of tickets annually.

MD Ram Chhabra told **TD** that the new centre complements CVFR's existing Quicket-based online systems, operating outside standard hours and on all state and national public holidays.

"CVFR Travel understands the market has changed and airlines

are releasing quick sale fares which often come out late on a Friday and are for weekend sale only," he said.

"We want to ensure our agents are provided information on such fare releases quickly and put them in the best position to maximise sales," Chhabra added.

CVFR also offers an SMS service to advise agents about the short term sale fares to ensure they can capitalise when they are released.

### TQ pro QF/JQ venture

**TOURISM** Queensland has pledged its support for the Joint Venture between Qantas & Jetstar, with ceo Anthony Hayes saying it could provide better connections between Asia and Queensland.

## SCDL takes over visitor centres

**SUNSHINE** Coast Destination Limited has taken over the management of Sunshine Coast Council's nine Visitor Information Centres (VICs).

A TCF update today confirmed the shuffle, while SCDL ceo Steve Cooper said the move was a "proud moment and significant event for tourism in the region".

He said the new structure would create closer ties between tour operators and the VIC's, adding "we will now be working collectively as one tourism team".

Cooper said that while the trend towards visitors researching and booking holidays online continues, "these same visitors value personal recommendations once they're in their destination".

The management change means the Sunshine Coast will still have 17 VICs - nine run by SCDL, six by community groups and two by Tourism Noosa.

**MEANWHILE**, the Travel Compensation Fund also detailed a number of agency closures, including Jetset Travel Townsville (ABN:65 149 851 758), two Ucango Travel branches in Buderim and Nambour Qld (ABN:44 124 049 896), Lois Gubbay Travel from Woolwich NSW (ABN:64 076 247 951), Batavia Tickets of Geraldton WA (ABN:39 083 501 585) and South West Travel of Gerringong NSW (ABN: 82 103 224 497).

### QM2 circumnavigation

**CUNARD** has begun taking pre-registrations for an encore *Queen Mary 2* circumnavigation sailing of Australia planned for 2014.

QM2 will visit Fremantle (12 Feb, 06 Mar), Melbourne (17 Feb, 12 Mar), Sydney (19 Feb, 14 Mar), Brisbane (21 Feb, 16 Mar), the Whitsundays (23 Feb), Darwin (27 Feb), Bali (02 Mar) & Adelaide (10 Mar) during the voyage, with pre-registrations closing on 17 Aug ahead of the 20 Aug sales launch.

More details in today's **Cruise Weekly** - [cruiseweekly.com.au](http://cruiseweekly.com.au).



## Window Seat

A **UNIQUE** survey of 1300 people aged 18 to 29 conducted by youth travel company Topdeck has revealed the least popular celebrities or public figures we'd like to go on holidays with.

Perhaps unsurprisingly from Australia's youth, our own Prime Minister Julia Gillard topped the list with 37% of the vote, closely followed by pocket-sized fake-tan addicted Jersey Shore star Snooki and super-socialite Kim Kardashian, at 27% and 17%.

At the other end of the scale, funnyman Wil Anderson was voted the most popular travel buddy, with naked chef Jamie Oliver, supermodel Miranda Kerr & Man Vs Wild's Bear Grylls.

**MEANWHILE**, overseas, a poll conducted by Hotels.com found Lady Gaga as the least desirable celebrity to shack up with on holiday, with First Lady Michelle Obama voted into top spot.

## Bunnik Egypt accolade

**BUNNIK** Tours has been named as a finalist in the 2012 BRW Private Business Awards, in the category of customer service.

MD Dennis Bunnik said the nomination is "in recognition of our work during the Egypt revolution" which included the rescheduling of arrangements for more than 700 passengers.

Bunnik has also worked hard on "return to Egypt" campaigns as part of efforts to restore confidence in the destination.

The winner will be announced in a special **BRW** edition at the end of the month.

## DTCM joins ICCA

**DUBAI** Tourism has become the newest associate member of the International Cruise Council Australasia.

Last year, Dubai welcomed almost 400,000 cruise passengers.



Singapore Airlines has the following vacancies at Sydney Airport:

**Customer Services Officer (Administration)**  
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**Customer Services Officer (Baggage)**  
 Permanent Part-Time Daywork (30 hours/week)

**PRINCIPAL ACCOUNTABILITIES:**

- Customer servicing at all operational areas, including, but not limited to, check-in, departure gate, baggage, ramp, lounge and arrivals.
- Oversee and work closely with service partners to uphold Singapore Airlines' customer servicing standards.
- General office administration, including invoice verification, budgets, reports.

**KNOWLEDGE AND EXPERIENCE REQUIRED:**

- Applicants should have previous customer service experience. Airline or Travel Industry experience is preferred.
- A good understanding of airline reservations and departure control systems.
- Positive outlook, good telephone skills.
- General industry knowledge and an understanding of ticketing, baggage mishandling/claims policies and handling is an advantage.
- Strong time management skills and confidence working in a busy environment.
- Resourceful, good interpersonal skills with both internal and external customers and strong conflict resolution skills.

This position reports to the Station Manager Sydney.

**Please submit your application to:**  
**James Dunne, Manager New South Wales & ACT,**  
 via email to [Sudesh\\_J@Singaporeair.com.sg](mailto:Sudesh_J@Singaporeair.com.sg)

**Applications close Friday, 10 August 2012.**

**Please note: Only successful candidates will be contacted for an interview.**

## Scenic incentive

**SCENIC** Tours is enticing agents to book from its Canada, Alaska & USA program, with the consultant achieving the highest number of deposited bookings between 01 Jul and 31 Aug winning a spot on a Canada famil in Oct this year.

## WestJet prem. econ

**CANADIAN** carrier WestJet will introduce four rows of Premium Economy seating across its entire fleet, providing pax extra legroom and 36" of pitch, priority boarding and included onboard amenities.

It will also standardise the seat pitch on other rows on all other aircraft to 31" to 32", bringing it in line with other competitors.

The reconfiguration process is expected to be completed by Dec.

## Blue Marine winner

**CONGRATS** to Monique Jeffrey from Delaware North Australia - Parks and Resorts who was the winner of last week's Blue Marine mini-comp featured in **TD**.

## Oaks on Castlereagh

**OAKS** Hotels & Resorts has just opened its newest property, the 4.5-star Oaks on Castlereagh.

The Sydney property offers a range of studio, one-, two- and three-bedroom apartments, and is located near Chinatown, Pitt Street Mall and Central Station.

## NZ up Japan charters

**OVER** 3,000 extra Japanese tourists are expected to visit New Zealand between 19 Dec -20 Mar, taking advantage of a doubling of charter services operated by Air New Zealand over the summer.

Six of the flights will operate to Christchurch from Nagoya and eight from other cities to Auckland.

## EK/B6 up codeshare

**JETBLUE** Airways is seeking to increase its codeshare pact with Emirates to include flights from New York to Austin, Denver, Long Beach, West Palm Beach, Fort Myers, Pittsburgh, Rochester, San Juan, Sarasota and Syracuse.

## Extra value focus for MSC brox

**UNDOUBTEDLY**, a brand new state-of-the-art ship in the *MSC Preziosa*, joining the fleet in Mar, forms the main highlight of the new 2012/13 Australian brochure from MSC Cruises, launched recently by the company.

Over 150 itineraries, visiting 250 different ports by 13 different vessels create endless possibilities for cruise aficionados and first-timers alike.

Single surcharges have been slashed by up to 100% on suites and 50% on selected cabin types, while new super family cabins, designed to sleep up to six people make a cruise product increasingly tempting for families.

MSC Cruises marketing manager Donna Anderson is **pictured**



above with managing director Lynne Clarke at the official launch function for the new brochure.

## Finnair Business Class to Europe via Bangkok from \$4850\*.

Departures until 2 December 2012.

\*Sale ends 31 August 12. The fare shown excludes taxes and fuel surcharges.

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## Old habits die hard for biz travel

**MORE** than 54% of business travellers book outside their company's preferred booking systems, potentially utilising more expensive, non-negotiated rates, according to new research released from Carlson Wagonlit Travel.

As a result, businesses find it difficult to track the travel spends and movements of its staff, thereby risking safety, security and the ability to leverage better rates with high booking volumes.

The surprising figure comes in line with an announcement from CWT of the expansion of its specialist CRS system to now be compatible with all global

distribution software programs.

Launched last Jun across the Amadeus platform, the system has been expanded to now be available with Sabre & Travelport.

A major enhancement in the improved CRS by CWT is the ability to load hotels not offered in existing GDS systems to allow reservations in both online and offline booking channels.

Reasons given by CWT for the changes being made include encouraging travellers to maintain bookings for hotels, car rental, airfares and rail travel through companies with existing preferred business agreements.



## Trade and International Manager

*12 month maternity leave position*

Sunshine Coast Destination Ltd (SCDL) is responsible for managing tourism on the Sunshine Coast. It delivers programs that are supported by industry and key stakeholders, increases professional standards and improves visitation and yield to the region.

The Trade and International Manager is responsible for engaging the travel trade both internationally and domestically in market development initiatives to grow the Sunshine Coast's share of the visitor market.

### KEY RESPONSIBILITIES AND ACCOUNTABILITIES

- Developing and managing the regions participation at domestic and international trade events.
- Facilitating and introducing new Sunshine Coast products to key inbound tour operators/wholesaler networks.
- Developing new, and enhancing existing, trade relationships both domestically and internationally.
- Working closely with SCDL key stakeholders and industry partners including Tourism Queensland, Southern Queensland Regional Tourism Organisations, ATEC, Tourism Australia and SCDL Internationally ready members.
- Developing and managing strategic trade destination familiarisations that deliver results for the destination and our members.
- Conducting training sessions with domestic wholesalers in Sydney, Melbourne and Brisbane and international wholesalers in New Zealand.
- Participation at key international trade in- market missions in the UK and Europe.
- Development of trade collateral for the travel trade.
- Successful management and development of the trade and international annual budget.

Applications should include a cover letter, current resume, and address the selection criteria.

To complete your application please [click here](#).

Applications should be addressed to, Veronica Rainbird – Marketing and Brand Director and sent via email: <mailto:info@scdl.com.au> by COB on Thursday 9 August 2012



## Massive UK rail boost

A HITACHI led consortium will build the UK's largest rail project in history, with 92 trains to be constructed at a cost of £4.5b in a 27-year lease to the UK Govt.

## Industry Appointments



**inPlace**  
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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).

**Business Events Sydney** has welcomed **Joanne Sollom** to the company as Head of Client Services, while **Oliver Philpot** will come on board next month as Head of Bidding & Strategic Partnerships.

**Ketan Seth** has been recruited to the position of Executive Chef at the **Stamford Plaza Melbourne**, who will head up Harry's Bar & Restaurant.

Luxury African safari operator **Wildlife Safari** has named **Erryn Morris** as its new Sales Representative for the Western Australia market.

A new Executive Chef in **Tanja Nixdorf** has commenced in her new role at the **Swissotel Sydney**. The German born foodie is nearing completion of a major overhaul and relaunch of the property's Crossroads Bar & Jpb Restaurant and joins the hotel with experience in restaurants worldwide.

Industry Canada's Senior Associate Deputy Minister **Simon Kennedy** has joined the board of directors at the **Canadian Tourism Commission**.

**Cindy Tan** has been announced as the new Vice President of Display Advertising Sales Asia Pacific for **TripAdvisor**.

Long time general manager at the Radisson Resort Gold Coast **Gerard Knight** is moving to Fiji having accepted a position to take up the General Manager role at the **Radisson Blu Fiji** later this month.

As part of its commitment to remain at the forefront of technology, **Amadeus** has welcomed **Hervé Couturier** to the role of Executive Vice-President in charge of Development.

**Floria Wun** has been named as the new Public Relations Director for the **Langham Hospitality Group**. Floria will oversee all media activities and public relations activities on behalf of the property group across the US, UK, Australia and New Zealand markets.

**Africareps**, operated by **Herbie Rosenberg** has announced itself as the new Australia & New Zealand representative for the **Londolzi Private Game Reserve** in South Africa.

## Amadeus PrintMyTrip

**AMADEUS** has today launched its "PrintMyTrip" enhancement for agents in Australia and NZ.

The solution is entirely web-based and allows agents to create and print professionally branded travel documentation for clients.

Amadeus IT Pacific managing director Sari Vahakoski said the enhancement "can be tailored to suit customers' individual requests and has the potential to positively impact a travel agency's brand" as well as include booking info not previously possible.

## New BIG4 Eco-cabin

**FEDERAL** Tourism Minister Martin Ferguson has opened the first eco-friendly cabin at North Queensland's BIG4 Crystal Cascades Holiday Park.

The cabin was developed via an ecotourism grant issued under the Government's T-QUAL tourism accreditation program.

**MEANWHILE**, the holiday park provider has boosted its network following the addition of the Eden Gateway Holiday Park on NSW's Sapphire Coast to its network of accom establishments.

## Hatton steps down from TIME



**ABOVE:** The Travel Industry Mentor Experience (TIME) recently hosted a farewell party for founding director, former AFTA ceo Mike Hatton.

Hatton is stepping down from the TIME board, to be replaced by Sue Graham from Jetset Travelworld Limited.

**Pictured** above at the celebrations are, from left: Judith O'Neill, Aspirations Consulting; Rick Myatt, AFTA Education and Training; Penny Spencer, Spencer Travel; Mike Hatton and Marie Allom, TIME.

## Harbour Plaza winner

**CONGRATULATIONS** to Kristy Green of Flight Centre Engadine who was the Week 4 winner of our Harbour Plaza competition which ran last month, winning two nights at The Kowloon Hotel in Hong Kong.

## MAS int'l adjustments

**MALAYSIA** Airlines has boosted frequencies on its Kuala Lumpur-Adelaide route to daily, adding a new Tue service ex the Malay capital, effective 31 Oct.

The return service ex Adelaide departs on Wed mornings.

With the increase, capacity on the route jumps to 1,967 seats weekly in each direction.

MH regional senior vp Yap Kiang Thiam said the extra service would "match the encouraging demand on this route from the South Australian market".

From 07 Mar, MAS will deploy an Airbus A330 on the daily MH141 to Sydney, replacing the current B777-200ER.

Effective 25 Nov from KUL, MH's new A380 superjumbo will fly the late evening Sydney service (**TD** 06 Jun), replacing the B747-400 which is being phased out.

## SQ adds A class seats

**SINGAPORE** Airlines is for the first time ever allowing the stunning First Class Suites on its A380 aircraft to be sold as part of Star Alliance fare products.

GDS displays are now showing availability of "A" First Class inventory, meaning the premium seats are available for Round the World and Circle Pacific ticketing.

## WIN TICKETS TO THE PREMIERE OF THE BOURNE LEGACY



Every day this week **TD** is giving one lucky reader the chance to win a double pass to the premiere of *The Bourne Legacy* at The State Theatre

in Sydney on 7th August, courtesy of American Airlines. (Only at the movies Aug 16).

Scenes from the action-thriller were shot inside American's Terminal 8 at JFK Airport and onboard an American Airlines aircraft.

For your chance to win, be the first person to send through the correct answer to the question below to: [aacom@traveldaily.com.au](mailto:aacom@traveldaily.com.au).

## Name two of AA's four North Asia destinations?

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

Check the Classification

**American Airlines** AA.com **Travel Daily** First with the news

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Congratulations to yesterday's lucky winner, **Melanie McTighe** from **Elegant Resorts & Villas**.



# This is London calling to its Olympic charms

**RADISSON** Blu Edwardian London, in conjunction with Visit Britain this week invited 100 of its top selling London and Great Britain agents to take tea with the British Consul-General at his private residence in Melbourne.

With the Olympic Games now well underway in London, captivating viewing audiences on a nightly basis, the event proved an opportunity to build further on network contacts and to enjoy the opulence of the elegant surroundings.

No doubt the night also proved an opportunity to stoke the friendly, competitive yet very evenly matched Olympic rivalry fires between Australia & the UK.

**BELOW:** Perhaps a UK sympathiser, Evelyn Mehrengs of Bayview Travel swathes herself in the Union Jack.



**BELOW:** Melissa Gillman, Carlson Wagonlit Travel; Sue Gwyer, FCM; Pammy Pavitt, Bayview Travel and Cate Cave, FCM.



**BELOW:** Mandy Finlayson, Wow Travel; Cecilia Fabian, Radisson Blu Edwardian Hotels; Ian Jane, Bentleigh Travel; Sarah Whitty, Radisson Blu Edwardian Hotels.



**BELOW:** Flying the UK flag is British Consul-General Stuart Gill with, from left, Maggie Gill, Sarah Whitty, Katherine Heath & Cecilia Fabian of Radisson Blu Edwardian Hotels.



**BELOW:** Margot McGrath and Lori Chadband from Show Group.

**LEFT:** Rob Mackie, Trans World Travel with Sarah Whitty, Radisson Blu Edwardian Hotels.



**ABOVE:** Enjoying the festivities are Mike Birnbaum and David Bloom from Plan B Travel.



**BELOW:** Sarah Whitty, Radisson Blu Edwardian Hotels with Stuart Gill, British Consul-General.



**ABOVE:** Mandy Finlayson and Robyn Lawley, Wow Travel with Evelyn Mehrengs, Bayview Travel.



**ABOVE:** Paulette Cherny, Craig's Travel; Anne Rogers, Wings Away.

**BELOW:** Sarah Whitty, Katherine Heath and Cecilia Fabian, Radisson Blu Edwardian Hotels.



**RIGHT:** Christine Thompson, British Consulate and Pammy Pavitt from Bayview Travel.



**ABOVE:** Wendy Hall, Craig's Travel; Margaret Lidstrom, Lidstrom & Clyne; Cecilia Fabian, Radisson Blu Edwardian Hotels and Pat Craig, Craig's Travel.



**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)

**Tourism Vic blitz India**

A NEW promotional campaign by Tourism Victoria targeting the Indian market is set to be launched directly to the Asian subcontinent.

Entitled "Melbourne NOW!", the promo will be run primarily online and will feature the major hallmark events of the city along with nature & wildlife experiences.

Tourism Vic regional manager for South & South-East Asia Celia Ho said Indian tourism to Australia was "on a steady rise and is forecast to increase by an average of eight per cent per annum between 2010 and 2020.

"If realised, this will mean approximately 126,100 visitors from India and associated expenditure of almost \$500 million to Victoria," Ho added.

**Phil Hoffmann going blonde?**



**MUSICAL** theatre paid a visit to retail travel recently, as Phil Hoffmann and some of his team met with the stars of the new hit musical *Legally Blonde* stageshow production extravaganza during a visit to its South Australia offices hosted by Viva! Holidays.

Starring Lucy Durack as Elle Woods, the story follows the exploits of the famous sorority girl who enrolls at Harvard Law School, based on the book by American author Amanda Brown.

Durack performs alongside one-time Australian Idol contestant

Robert "Millsy" Mills, cast in the role of Warner Huntington III, who has carved out a successful on-stage performing career following a starring role in the critically acclaimed "Wicked".

Viva! Holidays has released a range of ticket and show packages for a range of Sydney hotels, valid for sale to 24 Sep and valid from 04 Oct-29 Dec and 02-27 Jan.

Lucy and Robert are **pictured** centre, flanked by the equally talented Phil Hoffman and Sarsha Harvey from Viva! Holidays.

**WIN A TRIP FOR TWO TO MAURITIUS**

Throughout August, *Travel Daily* is giving readers the chance to win a fabulous Mauritius holiday package for two valued at \$5300, courtesy of **Beachcomber** and **Air Mauritius**.

The prize includes two return economy class tickets flying Air Mauritius ex Perth; six nights twin share accommodation in a Superior room at the 4½ star Le Victoria Hotel; breakfast and dinner daily at the resort; selection of free water and land sports including water-skiing, sailing, wind-surfing, pedal boats, snorkelling & glass bottom boat trips, tennis, gymnasium; nightly entertainment; travel wallet and documentation.

Every day *Travel Daily* will ask a different Mauritius-related question – just read the issue and email us your answer. There will be 23 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 Mauritius holiday.

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

**Q.2: Air Mauritius fly an Airbus A330 direct to Mauritius twice weekly from which capital city?**

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



Click here for more information



**QF #1 Olympic brand**

**ROY** Morgan Research data released today has associated the Qantas brand as being the most closely linked brand in Australia with the Olympic Games.

According to the survey, 6% of Australians (1.06m) associated Qantas with the Olympics, followed next by McDonald's (875,000), Coca Cola (639,000), Visa (621,000) & Nike (593,000).

**LH A380 go Lone Star**

**LUFTHANSA** has landed its A380 Airbus superjumbo in Texas for the first time following the start of daily service between Houston -Frankfurt (**TD** 08 Dec) this week.

**New Anaheim HoJo**

**HOWARD** Johnson will construct a brand new property next door to its current hotel in Anaheim.

The new hotel will be marketed and sold separately to the current property and will be a higher tier of accommodation.

**HHonours points haul**

**HILTON** Worldwide has kicked off its new MICE campaign across the Asia-Pacific region, giving away seven million Hilton HHonours loyalty points to top meetings and events bookers.

More details in tomorrow's edition of BEN - subscribe free at [www.businesseventsnews.com.au](http://www.businesseventsnews.com.au).

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

PO Box 1010, Epping, NSW 1710  
Phone: 1300 799 220 Fax: 1300 799 221

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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:



**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)

## WHY YOUR BUSINESS NEEDS A TMS TEMP?

- ✓ HIGHLY SKILLED CONSULTANTS
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## EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

### HEAD UP THIS OLD SALES TEAM

**SALES MANAGER (12 mth contract)**  
**BRISBANE – SALARY PACKAGE TO \$120k +**

Looking for an opportunity to shine? Step into these shoes on this 12 month contract and sky rocket your career to the next level. This is a fabulous opportunity for someone who can show the right strike rate in delivering sales conversions and driving business forward. Your senior mentoring ability will be required to oversee this team and you will have the know-how to maintain client relations and account manage a key client.

### BE PROUD OF YOUR PRODUCT

**NSW ACCOUNT MANAGER**  
**SYDNEY – SALARY PACKAGE TO \$85K**

Bring your selling skills and travel industry background to this fantastic organisation and drive future sales for this product. Looking after an existing portfolio of clients, your role will be to ensure their business is retained while achieving new growth targets. If you have great skills in sales, trade relationships, GDS and product knowledge, race in for your chance to join a leading company.

### YOUR DREAM: CONSULTANT TO SALES EXEC

**JUNIOR ACCOUNT EXECUTIVE**  
**SYDNEY – SALARY PACKAGE DOE \$55K**

Are you currently a consultant looking to move into an on the road sales role? This extremely rare opportunity will not last long. Be the face of this excellent brand. You will visit a set amount of agencies on a daily basis to promote and update agents whilst building strong relationship. You will have exceptional presentation, communication skills combined with a great attitude. Own vehicle is also a requirement.

### SHOW ME THE MONEY

**BDM – TRAVEL INDUSTRY**  
**SYDNEY – SALARY PACKAGE TO \$120K**

This position has just been listed and will not last long. Are you currently a sales exec ready to earn some great commission? Using your strong industry contacts you will be responsible for bringing new business to this known industry company. With a proven sales background and a professional outlook you will be paid an above average base salary with an exceptional commission scheme.

### YOUR CAPITAL NEEDS YOU!

**CORPORATE ACCOUNT MANAGER**  
**CANBERRA - SALARY PACKAGE TO \$95K**

Manage a portfolio of clients with the objectives of growing revenue, increasing margins and retaining the business. With your thorough knowledge of corporate travel as well as professional communication & negotiation skills needed to deal with people at all levels, this is the opportunity to secure. A unique client portfolio and to work with plus a dynamic travel organisation that celebrates success and develops potential.

### HOIST YOUR SAILS FOR THIS SUPER ROLE

**CRUISE MARKETING EXECUTIVE**  
**BRISBANE – SAL PKG to \$55k + BONUSES**

As a highly skilled senior cruise professional you will have the ability to work alongside the National Manager responsible for delivering and distributing national marketing campaigns for this brand. Playing a key role in delivering on excellence and setting the brand apart you will know how to manage multiple relationships and be able to implement unique campaigns to drive business further forward.

### A POWERFUL FORCE TO HIT W.A

**CORPORATE BDM**  
**PERTH - SAL PKG OTE\$100k - \$130k ++ (DEP ON EXP)**

Look out Perth there is something big coming your way. Jump on board and show us your talents for this new role today. Our client is keen to secure a strong hunter who can target new business, build relations and negotiate with the highest level. You will be up for a challenge of starting something new and exciting so don't delay. With your ability to manage key relationships you will be able to get the job done in the west.

### DELIVER & CREATE PROGRAMS THAT EXCITE

**PROGRAM MANAGER**  
**MELB - SALARY PACKAGE BASED ON EXP**

As an enthusiastic, creative and energetic individual you will have the ability to develop and attain the big picture for your clients with extensive experience working in incentive & conference logistics area. You will need to be able to develop and present ideas to your clients while managing relationships with your client and within your team. Events Pro system knowledge required.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis  
MANAGING DIRECTOR  
Ph: 02 9231 1299

Anna Veitch  
NSW & ACT  
Ph: 02 9231 2825

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

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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



*Working in partnership with the Australian Travel Industry*

### Sales Support Coordinator

Sydney - \$45-55K + Super + Bonus - 2107-NCR

This is an amazing chance to make your next career move! This global company is looking for someone with an eye for detail with excellent customer service for both external and internal stakeholders. You would be positive and willing to look at the bigger picture, assisting the GM, State and Account Managers with contracts, reports, assisting with national accounts, events, presentations. This is a Monday to Friday role with excellent opportunity for progression.

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel Consultants

Sydney - Packages to \$70K DOE - Ref 1263-CPR

Senior Corporate Consultants across Sydney... are you getting what you are worth? We are searching for experienced consultants from international or corporate travel backgrounds to work within a range of travel organisations, each company offer something unique and different, you'll be spoilt for choice. If you feel you are an experienced consultant ready to take the next step within corporate travel then we are ready to take your call and meet you!

**For more information, please call Cliff on (02) 9113 7272 or click [APPLY](#)**

### Travel Consultant

Canberra - \$40-45K + Super + Targets - 2116-NCR

We have an excellent opportunity to work with an award winning team with a fantastic reputation! You will be offering amazing service to repeat clientele, amazing experiences with cruise, hotel and tours so amazing product knowledge is a must. This close knit team are looking for someone who has a genuine passion for the industry. You would be sales focused so those targets will not be an issue! A minimum of 18 months experience with strong fares and ticketing preferred.

**For more information, please call Cliff on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel Consultants

Melbourne - \$DOE + Super + Incentive - Ref 1347-CPR

Are you a skilled International Travel Consultant and keen to work with a company that not only offers a fantastic work/life balance but has the opportunity to offer you growth and development in order to maximise your potential. Centrally located in Melbourne's cool CBD area you will join a company that has secured long terms corporate travel clients and are well known and respected within the industry - Don't delay, call us today.

**For more information, please call Cliff on (02) 9113 7272 or click [APPLY](#)**

### Retail Store Manager

Sydney - \$Neg - Ref 1197A

Use your excellent leadership skills as a Retail Store Manager for this busy and dynamic store in Sydney's Eastern Suburbs. With your extensive experience as a Team Leader in a store, you will direct a small team, work on a mix of VIP leisure and corporate accounts and build up a repeat client base. The ideal candidate will have solid Galileo CRS experience. You can expect to work to store targets and in return receive excellent commission, travel concessions etc.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Product Coordinator

Northern Sydney - \$45K + Super + Bonus - Ref 206

Take the next step in your career and step into Product today! This leading global travel company is looking for a Product Coordinator to join their busy team. You will support the Contracts Manager, load contracts and build relationships with suppliers. The ideal candidate will have solid knowledge of inbound products and Australia. You will have attention to detail, be PC literate and have the ability to negotiate offers. Give me a call for a confidential chat today!

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

### Senior Travel Consultant

East Melbourne - \$45K + Super + Targets - Ref 207

Have you solid retail agency experience? This reputable and family run travel agency is looking for a Senior Travel Consultant to join their busy team. Located in East Melbourne, you will book tailor made International and Domestic travel for walk in clients. The ideal consultant will have solid CRS skills, good fares experience and have excellent worldwide destination knowledge. You can expect a competitive salary plus commission and benefits.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Senior Travel Consultant

Brisbane - \$45K + Super + Commission - Ref 0171A

Do you have extensive travel industry experience with long haul, high end & luxury bookings? Yes, then this could be the role you have been waiting for. I have a niche travel agency in Brisbane are looking for an experienced senior travel consultant to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me confidentially to discuss your next career move & this rare role in the Queensland travel market.

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

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