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First with the news

Thursday 9th August 2012



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Another TD winner

CONGRATULATIONS to Anna Paddington from Pulse Travel, who has been selected as the major prize winner for last month's Hong Kong competition courtesy of Cathay Pacific and Harbour Plaza Hotels & Resorts. Anna has won return flights to Hong Kong plus two nights at the 5 star Harbour Grand Kowloon and two nights at the 5 star Harbour Grand Hong Kong. See **pg 8** for this month's comp.

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Langham eyes Aus growth

LANGHAM Hospitality Group is intent on expanding its presence in Sydney using its freshly acquired property, The Observatory Hotel, as the "beachhead" for further growth in the NSW capital.

Yesterday, the Hong Kong-based firm took over the management of The Observatory Hotel from Orient-Express, rebadging it as The Langham, Sydney (see **pg 4**) & becoming the third location in the region for the brand, behind its Melbourne and Auckland hotels.

CEO Brett Butcher admitted at the hotel's opening last night that Langham had been circling Sydney for years, waiting for the right opportunity to arrive.

"With these three financial capitals of the Pacific covered you can see our strategy is now clear."

"But our work is not done yet in Sydney," he said, revealing plans to add its modern Langham Place brand to the city, at the same time also eyeing opportunities in

the Perth market and a desire to be represented in Queensland.

However, other developments in Sydney are some way off, with Butcher predicting a wave of new hotel builds for the Harbour City towards the end of this decade.

"We hope to have Langham Place as one of those projects," Butcher told **Travel Daily**.

Langham is also keen to grow into resorts in the South Pacific, with Butcher telling **TD** Fiji was a natural choice for the group, and Tahiti too was on its radar.

Butcher added the Australian market for Langham Hotels worldwide now accounts for 12-13% of the group's business - the third largest source only behind the USA and China.

787s for Canton Route

CHINA Southern Airlines ceo & president Tan Wangeng last night officially opened the airline's new Australian headquarters at 120 Clarence St in Sydney (see **pg 7**).

Tan also confirmed plans to prop up CZ's recently launched 'Canton Route' from Sydney to London, via Guangzhou, to a daily operation, revealing intentions to fly its new 787 Dreamliner and A330 aircraft on sectors.

Eight pages of news

Travel Daily today has eight pages of news and photos, including a full page of pics from last night's **China**

Southern Airlines function plus full pages from: (**click**)

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

Langham Sydney GM

SONIA Lefevre has been named as the general manager of the The Langham Sydney hotel.

Previously based in Hong Kong, Lefevre brings over 15 years in sales & marketing for int'l luxury hotels and has been tasked with raising the profile of the property, driving room sales and ensuring delivery of The Langham's product and hospitality to guests.

More industry appointments on **page five** of today's **TD**.

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Agent killers get life

THE two Thai men accused of murdering Perth travel agent Michelle Smith during a Phuket industry fam in Jun have escaped the death penalty.

The pair were instead sentenced to 100 years in prison, with the judge in the case saying he decided against a capital sentence because they admitted their involvement in the attack, according to the *Bangkok Post*.

Surin Tadtong and Surasak Suwannachot were charged with killing for personal gain, carrying weapons in public, conspiracy to commit robbery and killing in association with one another.

"Both smiled at the sentences, plainly relieved not to have been sentenced to death," the report said, with both now incarcerated in the Phuket Provincial Prison.

EK trans-tasman fares

EMIRATES has released special airfares from SYD, MEL & BNE to Auckland & Christchurch starting from \$110 one way for Economy and \$590 for Business Class, with seats available until 20 Aug.

More info at EK's trade website.

Webjet plans for packages

WEBJET has today revealed that it expects to expand its online content to include packages, in addition to its existing air and hotel offerings as it continues to outpace the general travel market.

A presentation by md John Guscic confirmed the move as one of several initiatives under way, which also include the release of a "leading edge, next generation" tablet application.

He highlighted Webjet's online brand strength which he said was "stronger than most airlines" and hailed the company's record profit result (**TD** breaking news) which saw retiring finance director Richard Noon go out on a high.

Webjet reported a full year pre-tax profit of \$19.3 million, up 25% on a 30% increase in Total Transaction Volume to \$768m.

"We are particularly pleased with the acceleration of profit in a generally flat travel market," said Guscic, saying the result showed that Webjet had substantially outstripped the industry average.

The accounts issued today also confirmed the remuneration packages of senior executives,

including \$955,000 for Guscic, \$594,400 for Noon; \$444,500 for chief operating officer Shelley Beasley; and \$333,628 for Matthias Friess, who runs Webjet's now profitable US site.

QF wins in TWU case

FAIR Work Australia has delivered a comprehensive victory to Qantas in its long-running battle with the Transport Workers Union which culminated in last year's shock grounding of the carrier.

The arbitration ruling handed down yesterday rejected union claims for contractors to receive the same pay and conditions as employees, as well as a cap on use of external labour.

Annual pay rises of 3% were approved, compared to the 5% being sought by the TWU.

Qantas hailed the decision, saying it means that the airline is "free to run our business as we see fit and not be dictated to by union officials who do not have the airline's best interests at heart."

DFAT Egyptian advice

SMARTTRAVELLER has reissued updated advice on Safety and Security in Egypt following a Sinai border checkpoint attack on Sun.

The Egypt advisory also details the closure of the Rafah border crossing into the Gaza Strip.

The overall level of the warning advice remains unchanged at "Reconsider your need to travel" due to what is described as an "unsettled security situation".

MEANWHILE, DFAT has removed advice concerning a recent raised alert level for Vanuatu's Mt Yasur volcano, with the situation since stabilising & travellers advised to practice normal safety methods.

Dingo fence for Fraser

CONSTRUCTION of a fence around a Fraser Island campsite will be fast-tracked following the recent attack by two dingos on a sleeping German tourist.

The camper was bitten several times by the wild dogs while sleeping after inadvertently wandering off from his tour group.

Camp owners say a number of recent attacks have forced the decision to erect the safety fence.

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ATE to be revamped for 2013

AUSTRALIAN Tourism Exchange will be combined into a single five day event in 2013, with the move a departure from its traditional separation into 'East' and 'West' modules (**TD** breaking news).

Tourism Australia ceo Andrew McEvoy said the change followed representation from the host agency for next year, Destination NSW, as well as an "ongoing review of the event".

ATE 2013 will now take place at the Sydney Convention and Exhibition Centre from Fri 26 Apr-Tue 30 Apr as "one global event" with registration, market briefings and a welcome function on the Fri and then four days of appointments.

McEvoy said the more compact format would reduce costs and the length of time spent out of the office for many sellers, which had been identified as an issue for some operators at ATE this year.

The changes only apply to next year's ATE event in Sydney, with McEvoy saying the format of future events would continue to be reviewed "in line with industry feedback and input from hosting state tourism agencies".

Recognition for tropics

QUEENSLAND'S Wet Tropics region has been jointly announced as Australia's 14th National Landscape by Federal Environment Minister Tony Burke and Federal Tourism Minister Martin Ferguson.

The plaudit, an initiative between Tourism Australia and Parks Australia, recognises the region as one of Australia's major tourism destinations, and will allow the region to feature prominently in Tourism Australia's international marketing campaigns.

Other National Landscapes incl the Great Barrier Reef and Uluru.

Domestic fare surge

"**SUSTAINED** demand" for domestic travel in Australia due to the resources boom has been a strong contributor to overall fare rises across the Asia Pacific region in the last quarter, according to the latest *American Express Business Travel Monitor* which was released today.

Across the region, prices for domestic flights rose 5% in the second quarter of 2012 - much faster than intra-Asia, Americas and EMEA fares.

Amex head of advisory services, Carl Jones, said that there had also been increases in domestic fares within India, while intra-Asia ticket prices had actually decreased 2% year-on-year as new carriers enter the market.

On average, fare types in Australia rose 2% last quarter while fares to Europe, Middle East and Africa dropped 1% "largely because foreign carriers are increasing their presence in the Australian market place."

"The fact that Australian businesses continue to focus on local market activities also contributed to sustained fare increases," Jones said.



Window Seat

USUALLY when an aircraft encounters a bird strike, it is more often than not the bird who ends up worse for wear.

A recent routine United Airlines service from Dallas Fort Worth to Denver Int'l Airport however may have left the pilots puzzled as to what exactly hit them.

While making the standard descent, an unidentified bird hit the front of the B737 aircraft, ripping a hole in the jet's nose & forcing an emergency landing.

Although the plane landed safely, it suffered extensive damage to its horizontal stabiliser & air speed indicators.

Wildlife experts believe the bird was a large goose or duck, with no word on its condition.



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Please send your details to Sarah Whitty on: whittys@radisson.com

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For information & selection criteria contact:

Nicolette Scott, Corporate Services Manager
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Gale force Langham arrival



ABOVE: Langham Hospitality Group hosted a crowd of 200 last night to a lavish cocktail function to celebrate the arrival of The Langham, Sydney.

"Sydney is a Top 10 world city, we had to be here," said ceo Brett Butcher, adding that the former Observatory Hotel possessed the 'bones' (architecture & room size) that was a perfect fit for Langham.

He said LHG had been searching for a location in Sydney for seven

years, and that The Observatory had laid the foundation necessary for Langham to introduce its reputation of "service and style."

A progressive refurbishment will commence later this year, with Butcher telling *Travel Daily* work will include opening up the lobby area and conference spaces to capture harbour views and offer a sit-down check-in area.

He said \$10 million would be invested on the project "to infuse Langham into the great bones of this hotel," such as English-styled afternoon teas, its Chuan Spa, Blissful beds, and to "bring a bit of pink to Sydney."

The upgrade is expected to run through until 2014.

The nearby Barangaroo project will not impede views and lure more business guests to the hotel.

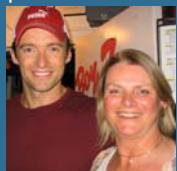
Butcher also applauded The Observatory Hotel staff during the transition, with the "very vast majority" staying on with LHG.

Pictured with emcee Megan Gale from left are Brett Butcher, Sonia Lefevre, newly appointed The Langham, Sydney general manager (see pg1) and Simon Manning, vp sales & marketing, Langham Hospitality Group.

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Pictured is Marika Forras from QBT Travel with Hugh Jackman

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QF claims corporate leadership

QANTAS ceo Alan Joyce says that contrary to "media headlines", the carrier is on the front foot as it undertakes a wholesale transformation to make it "better and stronger, the premium Australian airline for our times".

Speaking at a Sydney function Joyce highlighted the strength of QF domestic in the business market, with just four of its major corporate accounts not renewed over the last year, while 171 big clients re-signed and a further 48 new accounts added.

Significant product and service innovations are also on track,

including the international fleet makeover and the completion of a new customer service training program by 11,000 frontline staff before the end of the year.

He confirmed that later this month, QF would report an "underlying profit but a statutory loss" which will reflect the costs of industrial action, high fuel prices and "importantly, the size and pace of the transformation of Qantas".

He said the losses are the "price we pay for a rapid and massive transition in our business, in making it stronger and better".



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Boutique tourism marketing representation company, the unique tourism collection, is looking for a dynamic, motivated account manager to join our team. utc represents an exciting portfolio of prestigious, hotels, airlines, destinations and ground operators.

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The position is full time and based in Sydney. you must have a minimum of 5 years successful sales experience in the travel industry, flexible to travel interstate and overseas, highly organized with established trade relationships, excellent written and presentation skills, great computer skills and have a good knowledge of some of our international destinations.

If you are interested, please forward your cv and cover letter to svetlana@unique tourism.com by Friday 17 August 2012 and tell us why you think this role is for you.

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Travelpport drop

THE loss of a Master Services Agreement with United Airlines has seen Travelpport report a 12% drop in adjusted second quarter earnings to \$120 million.

Etihad flights Australia's fullest

ABU Dhabi-based carrier Etihad Airways operated the fullest flights out of Australia during May 2012, according to new govt data.

Etihad's outbound services operated with a seat utilisation of 96.6% over the 31 days, meaning there were on average just 10 seats spare on its 92 services.

Its inbound seat utilisation was 64.6%, the International Airline Activity report identified.

The carriers with the next fullest outbound flights were Air Canada (95.6%), Qatar Airways (95.3%), Air China (94.7%) and Virgin Australia - to Abu Dhabi - (92.2%).

The highest seat utilisation for inbound flights were operated by Jetstar from Honolulu (90%), Qantas from Manila (87.4%), the USA (84.9%) & Noumea (84%), and Air New Zealand from NZ (83.5%).

At the opposite end of the scale, Air Austral continued to lead the way with the poorest load factors into and out of Australia.

The Reunion-based French carrier is terminating Sydney services in mid-Aug, and no wonder, with loads to the Indian Ocean island an appalling 15.7%.

The data also indicated that Air New Zealand's Sydney-Raratonga weekly service, underwritten by Cook Islands Tourism, operated with less than half-full passenger loads in each direction.

Elsewhere, SilkAir's new Darwin-Singapore route appears to be failing to gain traction after its late Mar debut, with seat utilisation of 27.5% outbound and 35.6% inbound.

Overall seat capacity was down 1.8% versus May 2011, to 3.055m.



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The Walshe Group, General Sales Agent for South African Airways, is looking for an experienced and committed individual to fill the above newly created role, based in our Sydney office. The position is responsible for developing and implementing sales strategies to maximise opportunities in the specific market segments as stated above.

Applicants must possess the following:

- Previous travel industry experience in strategically managing corporate and/or MICE accounts in a designated sales territory, preferably with an airline;
- Excellent verbal and written communication skills;
- Thorough understanding of airline processes, trends and distribution practices including corporate contracting procedures;
- The ability to liaise and negotiate with individuals at all levels including key decision makers;
- An ability to demonstrate business acumen and a genuine interest in the Australian corporate environment;
- Excellent communication skills;
- Be results oriented with a passion for sales.

Applications via email including a CV and cover letter to applications@walshegroup.com by Friday 17 August.

THE WALSH GROUP



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.

Emma Capel is now working with *Travel Daily*, *Cruise Weekly*, *Business Events News* and *Pharmacy Daily* as advertising and marketing coordinator while **Magda Herdzik** is on extended leave. Capel's most recent role was with The Travel Corporation.

Globetrotter Corporate Travel has recruited **Emma Shannon** as its new Business Analyst and Reporting Manager.

Flight Centre Global Product - Corporate has a new face in the role of Product Manager, with **Andrew Gallard** promoted to the role. Gallard has worked within Flight Centre Ltd for more than 12 years.

African safari specialist **Bench International** has named **Cameron Neill** as its Sales Representative for Victoria, Tasmania and South Australia. Cameron joins Bench from the recently collapsed Kumuka Worldwide and brings extensive African travel experience to his new role.

Bringing more than 16 years experience in tourism marketing, **Melinda Anderson** has been welcomed to the **Victoria Tourism Industry Council** as its new Business Development and Operations Manager. VTIC has also inducted **Letitia Hatton**, who has joined as its new Policy Manager.

Entertainment industry travel specialist **Stage and Screen Travel Services** has promoted **Tiziano Galipo** to become its new General Manager. Tiziano brings more than 15 years experience in the travel industry and the past six with Stage & Screen in a number of sales and operations divisions.

Exhibitions and Trade Fairs has appointed **Karen Krieger** as Event Director and portfolio lead for next week's Australian Business Events Expo and Sydney's Events Showcase. Krieger has returned to Sydney from the UK to take up the role.

Kirsten McKenzie has been appointed as Head of Community and Public Relations for **HotelsCombined.com**. The move follows strong growth for the Australian-owned and operated company which over the last six months has announced a range of major international partnerships with such firms as Ryanair, Venere.com and Hotels.nl.

Air Pacific has named **Aubrey Swift** as its new Head of Commercial Operations, taking over from Interim commercial chief, Subodh Karnik.

Kevin Furrer has been appointed as general manager of **Swissotel Resort Phuket**. He moves from his most recent role with the company as acting general manager at Swissotel Nai Lert Park, Bangkok.



atlantic pacific travel

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TRAVEL Indochina recently treated these Aussie agents to a cruise on the Mekong Delta river system aboard "The Jahan".

The group, **pictured** above at the top of Phnom Hanchey, consisted of Steven Binks, Craig's Travel; Wendy Gunther, Travel Associates; Karen Binks; Craig's Travel; Aimee Kohler, Maria Slater Travel; Bradley Ellis, Travel Indochina; Wanda Wojchichowska, Maria Slater Travel; Mick De Berg, FC Oxenford; Leanne Fordyce, HWT Mackay; Anita Jones, HWT Umina; Lauren Fordyce, HWT Mackay and Natalie Hunt, HWT Umina.

ATEC energy efficient

THE Australian Tourism Export Council will today launch its first energy efficiency workshop designed for the tourism industry, in partnership with EC3 Global, to be held in Melbourne.

The workshops will help small to medium size tourist operations boost their bottom line by improving energy efficiency via simple methods (**TD** 18 May).

Gecko's \$1 for charity

TOUR operator Gecko's has launched a \$1 day campaign for today, putting the call out to the trade to each donate \$1 to help raise funds for its sponsored Community Projects.

Monies donated will go towards helping the East Africa Mission Orphanage in Kenya build a library for its children.

The adventure tour operator has added an incentive for donors, offering a chance to win a \$500 travel voucher for everyone making a contribution.

To donate to the cause, see www.bit.ly/geckoscharity.



Supplier Updates

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

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Please email your résumé no later than Thursday 16th August to kylie.farrell@wiltrans.com.au

Pan Pac ad campaign

PAN Pacific Hotels will launch a brand new advertising campaign dubbed "Your Local Connection" across Australian properties under the Pan Pacific and ParkRoyal brands - its first since re-entering the country in 2010.

A series of creatives will be deployed across print, online and inflight media channels, utilising images of local reference points such as Melbourne's Church St and Parramatta's Rivercat Ferry, promoting its Melbourne Airport and Western Sydney properties.

The campaign is expected to be viewed by at least 7.5 million pax throughout the course of the four month campaign and follows new brand logos launched last year.

Tamworth upgrade

TRANSPORT minister Anthony Albanese officially opened a \$4.2m terminal expansion and security upgrade at Tamworth Airport in regional NSW yesterday.

Work included the tripling in size of the arrivals and departures lounge space and explosive trace detection machines.

HA keen on DL slots

HAWAIIAN Airlines had told the US Dept of Transportation that a Delta request to move its Tokyo Haneda service from its current origin of Detroit to Seattle (**TD** 31 Jul) "is without merit".

HA said it was keen to take up extra Haneda slots if available.



CATHAY PACIFIC

Sales Planning & Pricing Analyst

Cathay Pacific Airways Australia is looking for a skilled and motivated **Sales Planning & Pricing Analyst** to work in our head office in Sydney.

Reporting to the Sales Planning and Pricing Manager, Australia this position is responsible for **supporting revenue generating opportunities and decisions through analysis, implementation and evaluation of CX Australia's pricing strategies**.

Key Activities include:

- Utilise internal/external data and marketing intelligence to provide revenue performance and opportunity analysis and reports
- Utilise analysis to propose fare products targeting identified market segments/ distribution channels
- Analyse all fare products, conditions & formats to ensure alignment to all distribution channels
- Negotiate selling & inventory strategies with H/O revenue management

Qualifications:

- Tertiary level qualification, preferably in an economic or business related field
- Relevant experience in a revenue management, analytical, or senior fares & ticketing role

Skills:

- Excellent analytical & problem solving skills, including trend analysis & reporting interpretation
- Good Knowledge of GDS systems and distribution of fares via GDS
- Proven ability to work under pressure
- Excellent communication skills, verbal and written, and including the ability to present clear and consistent information

An attractive remuneration package will be offered to the successful candidate.

Interested applicants, who satisfy the above requirements, should send their CVs to Personnel Manager, Australia, Lynn Schey lynn_schey@cathaypacific.com

Applications close 15 August 2012.

Only those applicants who are granted an interview will be contacted.

Please note: Applicants must have the right to live and work in Australia.

China Southern launches new Australian HQ

CHINA Southern Airlines officially opened its new regional headquarters for Australia and NZ in Sydney last night, following the purchase and fit-out of a heritage building in the heart of the CBD (TD 19 Apr).

The freshly refurbished six-storey building is China Southern's first overseas office purchase, with the airline saying the move reinforces the company's commitment to the local market.

Located at 120 Clarence Street, the turn-of-the-century brick & stone building features high ceilings and carefully conserved arched windows, and is classified by the National Trust of NSW for its heritage significance.

Covering 1,150sqm, the office is the new home to CZ's first regional call centre, a stylish customer reception area & spacious, open-plan offices for the Guangzhou-based carriers expanding workforce.

The 08 Aug event was held on the auspicious and lucky date in Chinese culture, with over 100 attendees including NSW Premier Barry O'Farrell, Lord Mayor of Sydney Clover Moore along with a number of key trade and business partners.

Pictured on this page are a collection of images from the event.

RIGHT: Lord Mayor of Sydney Clover Moore was on hand for the official opening of CZ's regional office.



ABOVE: Pictured outside CZ's new HQ, from left are exec. vp He Zongkai, ceo & president Tan Wangeng and regional gm, Henry He.



ABOVE: NSW Premier Barry O'Farrell (left) welcomed China Southern Airline's president & ceo Tan Wangeng.



RIGHT: Beanca Daluz and Su Liyi from China Southern; Tom Manwaring Orient Express Travel Group & Nancy Lan Huang, CZ.



ABOVE: Derek Morris, CZ senior advisor business development, with Damien Borg, Travelscene American Express; Andrew Clark, Hong Kong Tourism Board and Martin Delcanho, Jetset Travelworld Group.



LEFT: Helen Peng of China National Tourist Office with the delightful Helen Wong of Helen Wong's Tours.



LEFT: Flanked by cabin crew, China Southern's president & ceo Tan Wangeng said 580,000 pax travelled between China and Australia with the carrier last year, up 319% from 2009 and accounting for 31% of traffic - the largest operator in the Sino-Australian marketplace.

More than 30% of pax travelling between the nations with China Southern are from Australia and Europe.

From Oct, CZ will boost frequencies to London from thrice weekly to daily, "sparing no effort in building the Canton Route into a premium product, using new Airbus A330 superjumbos and Boeing 787 Dreamliner aircraft." Tan said.



ABOVE: Bill Bryant, China Southern - corporate affairs & marketing mgr, with guests Lazar Lazar & Dennis Alysandratos from Consolidated Travel.

BELOW: CZ's exec vp He Zongkai points out to Sydney Lord Mayor Clover Moore where her name appears on a special CZ House plaque.



ABOVE: CZ regional gm Henry He (left) with the architecture & real estate company involved in the sale and design of China Southern Airlines House - Sarah Jelliffe, WMK Architecture; Cleo Vaughan, Knight Frank, Vickie Murphie, WMK and Claire Moran, Knight Frank.

Holiday Inn hits the big 60



CELEBRATIONS for the 60th anniversary of the Holiday Inn brand were recently held at the Holiday Inn Sydney Airport, with the hotel inviting members of the trade, representatives from parent company Intercontinental Hotels Group, and even hotel guests to partake in the occasion in the property's Biggles Bar.

The brand has grown in leaps and bounds over its 60 years, from humble beginnings as a roadside inn in Memphis in 1952, to encompassing more than 3350 properties worldwide, and 17 within Australia.

Pascoe to front GBTA

ECONOMIST Michael Pascoe will lead a special panel discussion on the financial impact of low-cost carriers at the upcoming Global Business Travel Association Aus/NZ Conference.

The panel will include executives from Amadeus, Scoot Airlines, Cathay Pacific, Egencia Australia and Sydney Airport Corporation.

Discussions will also look into how the low-cost airline business model is expected to affect the airline industry in the future.

CX post first half loss

CATHAY Pacific has reported a first half net loss of HK\$935m (AU\$114m), blaming higher fuel prices, a poor European economy and stronger competition.

Keith Prowse kickoff

ACCOMMODATION and match ticket packages in Category One, starting from \$566, have been released by Keith Prowse Sport Travel to the 2012 NRL Grand Final, with the big match at ANZ Stadium scheduled for 30 Sep. For details, ph 1300 730 023.

Coast to Vegas saving

TOPDECK has dropped the price of its 10-day "Coast to Vegas" adventure from LA to Vegas by 5% for bookings made by 31 Aug.

The tour is now priced at \$1458pp, with the company also promoting a 4-day Hawaii stopover deal starting at \$325pp.

Last minute adventure

ADVENTURE World has released a range of special travel offers valid for travel next month only.

Deals released include 2-for-1 discounts aboard the Shongololo Train from Victoria Falls to Dar es Salaam or vice versa, 50% off Amazon cruises in Brazil and \$150pp savings on rail journeys on Canada's Rocky Mountaineer.

Board Carnival earlier

CARNIVAL Cruise Lines in the US will trial a new "Faster to the Fun" program, allowing guests paying a supplementary fee to board its vessels ahead of other pax.

More in today's **Cruise Weekly**.

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: mauritiustcomp@traveldaily.com.au

Q.7: Air Mauritius is a full service airline offering a two class cabin. What are the two classes?

Hint! Visit www.beachcomber.com.au/airmauritus



Drinks, canapes and cakes were laid on en masse for all to enjoy, with a major prize up for grabs consisting of 20,000 Priority Club points for keen putt-putters, won by a lucky hotel guest attending.

Sydney Airport's Holiday Inn was the first global hotel to recognise the milestone, with other HI branded hotels around the world holding their own events over the course of Aug.

Pictured above at the birthday celebration, from left, is Sunil Choudhary, Holiday Inn Sydney Airport; Stephanie Moore and Sonia Wright, IHG; Stephen Knight, Fire and Rescue NSW, Lance Griggs and Chris Priest, Qantas.

AA/US is bad business

THE US Department of Justice has received a white paper from the American Antitrust Institute and the Business Travel Coalition warning against a merger between the restructuring American Airlines and US Airways.

The white paper says any entity consisting of the two combined carriers "could substantially reduce competition on a number of routes," the paper states.

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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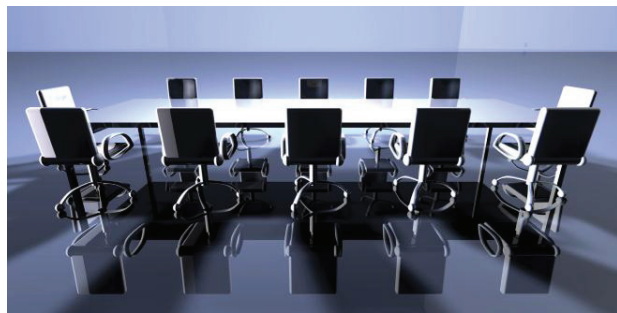
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EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

****JOB OF THE WEEK ****

**NATIONAL SALES MANAGER – CORPORATE TMC
SYD, BNE or MELB – SALARY PKG OTE \$130-\$180K PLUS**

This company is well ahead of their competitors and searching for a strong sales leader to build on their already lucrative successes. Join this company in a national role and earn a huge salary with a bonus scheme like no other. You will have at least 3-5 years in corporate sales and be as passionate about sales today as the day you started. Ring and speak to AA confidentially today.

LEAD THIS SALES TEAM TO SUCCESS

**SALES LEADER CORPORATE TRAVEL
SYDNEY – BASE SALARY TO \$125 PLUS CAR PLUS COMM**

Lead this large team of 7 business development managers to further success. This leading travel management company is looking to employ a proven leader in corporate sales to join their successful team. You will have a history in corporate sales within a TMC environment, strong leadership skills and a drive to introduce new strategic drive for success. Great salary package on offer. Call for a confidential chat today.

YOUR SHORT TERM CONTRACT SOLUTION

**SENIOR SUPPLIER RELATIONS MANAGER
SYDNEY – SALARY PACKAGE TO \$130k (Contract)**

Bring your strong negotiation and contracting skills to this large company. This contract Role requires a commencement ASAP

In this role you will lead the negotiations and relationship management teams responsible for developing key air, hotel and car supplier partnerships in the Asia/ Pacific Region.

Contract roles like these don't present themselves often, top salary on offer and city based office

KICK START YOUR SALES CAREER

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

Are you currently a consultant looking to move into Sales?

Here's your chance to be the face of this excellent brand today. Visiting a variety of travel agents on a daily basis your role will be to promote and update agents whilst building strong relationship. With your strong presentation and communication skills and winning attitude, you will know how to build relationships. Own vehicle a requirement

MAKE YOUR MARK IN MARKETING

**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

ANALYSE THIS GREAT OPPORTUNITY

**BUSINESS ANALYST
MELBOURNE – EXCELLENT SALARY PKG DEP ON EXP**

Join this dynamic and forward moving operator using your analytical skills and improve business practices. With your strong background in IT analysis you will be able to show exceptional problem solving skills and an ability to find results. This company ticks all the boxes and more. With their diverse product they have a captured market that has a strong following and longevity in their staff.

MOVE FOR THIS 12 MONTH CONTRACT

**REGIONAL CORPORATE SALES MANAGER
BRISBANE - SAL PKG OTE \$120k + (12MTH CONTRACT)**

This is the chance you have been waiting for. Taking on a 12 month contract role as this regional manager you will be able to guide and support your sales team while managing key client relationship activity and new business requirements. Don't delay this role needs to be filled and you could be the winning candidate. Apply today and show us why you have what it takes for this top level opportunity.

A FLAIR FOR MAKING THE IMPOSSIBLE, POSSIBLE!

**PROGRAM MANAGER CONFERENCE & INCENTIVE
MELBOURNE – SALARY PACKAGE \$85k +**

Can you deliver unique experiences for your clientele? If so, our client needs you! You will possess a strong background working in the international & domestic conference & incentive market and have the ability to oversee all coordination requirements of program management including client relations, workflow planning & program conception through to conclusion. On site travel reqd.

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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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