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Thursday 16th August 2012

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Hilton Adelaide GM

PEER Norsell has been appointed by Hilton Hotels and Resorts as the new general manager of the Hilton Hotel Adelaide.

A Danish national, Norsell moved to Australia in 1996 and worked his way through the group from his start at the Hilton on the Park in Melbourne in 1999.

The hotel has also welcomed a new director of operations in Go Kondo, joining from Hilton Tokyo.

More appointments on **page 6**.

EY boosts Brisbane flights

ETIHAD Airways today confirmed it would increase flights between Abu Dhabi and Brisbane via Singapore from three times per week to a daily operation from 01 Feb next year - as foreshadowed last week (**TD** 08 Aug).

The boost will bring the total EY presence in Australia to 28 weekly services and add an extra 1048 seats per week ex BNE.

The route operates using A330-200 aircraft, with 22 business class and 240 economy seats.

Announcing the move in BNE today Etihad ceo James Hogan said: "Going daily to Brisbane and Singapore puts Etihad Airways in a stronger competitive position and will increase the airline's brand footprint exponentially in these markets".

Queensland Premier Campbell Newman hailed the increased operation, saying "This will see thousands of extra people a year coming into Queensland, injecting millions of dollars into our economy and resulting in more jobs being created".

Etihad first commenced flying into Brisbane & Singapore in 2007.

MEANWHILE, speaking at yesterday's announcement of the opening of a second EY line maintenance facility in Melbourne (**TD** yest.), Hogan said he would not rule out the possibility of the carrier boosting its network of airline stakes in the future, saying his carrier would look "Anywhere there are opportunities for scale and taking out costs".

Etihad currently holds strategic stakes in Virgin Australia, airberlin, Air Seychelles & Aer Lingus.

AND, today's *Australian* is reporting Etihad plans to take a more cost-cutting approach with alliance partner Virgin Australia, with the two carriers to discuss mutually beneficial methods of sharing IT expertise along with procurement and purchasing.

Today's issue of **TD**

Travel Daily today has seven pages of news and photos, plus full pages from: (**click**)

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SIA Jul loads dip

SINGAPORE Airlines load factors across all regions softened last month, apart from the Americas which saw strong summer demand.

Overall passenger carriage rose 3.2% but capacity was up 4.7% so the load factor dipped to 80.5%.

"Promotional efforts undertaken to boost carriage will continue to put pressure on passenger yields," the airline said.

SIA today started operating its second daily MEL A380 service.

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Virgin Hamilton pullout

VIRGIN Australia has confirmed the cessation of its thrice weekly flights between Brisbane and the NZ north island city of Hamilton, about an hour south of Auckland.

The last flight will take place on 27 Oct, with the pullout seeing Hamilton no longer operating as an international airport.

Virgin Australia NZ gm Mark Pitt said the route was making losses due to deteriorating demand.

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CZ service quality critique

CHINA Southern Airlines' ceo has openly admitted an overhaul of the carrier's service quality, in the air & on the ground, is crucial to appeal to Western markets.

Tan Wangeng, who is also CZ's president, yesterday said greater effort was needed to lift service quality in terms of catering, IFE, communication with non-Chinese pax and on the ground services.

"The target for our future work is to improve our service quality," he highlighted at a 'Canton Route' celebration event in Guangzhou.

"China Southern competes with Qantas and other international airlines not only regarding pricing but we would also like to compete within the area of service quality," his interpreter told media.

"Qantas has their own strengths, at the same time China Southern has its advantages," he said, using its reach to second and third tier cities in China as an example.

He said CZ's premium cabin pricing (First and Business Class) gave it an "edge" over competitors.

Catering to the language divide is one pivotal area where CZ has squarely focused its attention, recruiting cabin crew in foreign nations (see **page 4**) to "improve the communication between China Southern and our travellers" - with a goal of having one foreign crew member per flight.

Aerolineas 4x Sydney

AEROLINEAS Argentinas is now accepting reservations on its fourth weekly service between Sydney and Buenos Aires, which will commence operation 02 Dec.

AR non-stop flights will depart SYD each Mon, Tue, Thu and Sat.

Exec vice president He Zongkai said until recently, CZ had largely focused on the domestic traveller, but is now investing and putting more emphasis on foreign pax by catering for their tastes, needs and service expectations.

"Now we are more attentive on the feelings and preferences of the foreign traveller," He said.

Tan added to assist with change, the airline opens two letters each week received from Aussie pax - one positive and one a complaint - circulating them among middle-management to help show where there's been progress and where further adjustments are needed.

Tan also indicated that as service quality improves it would be inevitable prices will rise too.

"As our service quality improves we'll catch up with those big shot names in the world of aviation," he claimed.

More China Southern coverage from Guangzhou on **pages 3 & 4**.

Dreaming of Italy?

THE Hotel Connection has announced it is now the Australian representative of luxury Italian accommodation specialist Italian Dream Incorporated (IDI).

IDI offers a wide range of hotel, villa and residence accom options in Italy, along with sports tickets, ground transfers plus tailor made itineraries and guided tours.

The move expands The Hotel Connection portfolio which also includes Radsson Blu Edwardian Hotels, London's Cheval Apartments, Edinburgh-based luxury operator Dream Escape and the Victoria Palace Hotel in Paris.

BA back to Sri Lanka

BRITISH Airways will resume service to Sri Lanka more than 15 years since it pulled out from the destination in Mar 1998.

Effective 31 Mar 2013, the current thrice weekly London Gatwick-Male service will extend onwards to Colombo.

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Virgin expands SQ codeshares

VIRGIN Australia is now offering flights to 19 new destinations across Asia, with a significant boost to its cooperation deal with Singapore Airlines becoming effective yesterday.

The move covers a range of flights operated by both SIA and SilkAir, and includes ports in Sri Lanka, China, Thailand, Malaysia and Vietnam - as well as SQ's Brisbane-Singapore route.

New Chinese destinations on offer include SilkAir flights to Changsha, Chengdu, Chongqing, Kunming, Shenzhen and Xiamen.

The Virgin Australia code has also now been placed on SilkAir flights to Kota Kinabalu and Kuching in Malaysian Borneo, as well as Hanoi and Da Nang in Vietnam.

Singapore Airlines routes added to the Virgin Australia network yesterday also include flights from Singapore to Bangkok, Hong Kong, Kuala Lumpur, Guangzhou, Ho Chi Minh City and Hanoi.

SALA appoints Unique

UNIQUE Tourism Collection has been named as the Australian representative for SALA Resorts and Spa properties in Thailand.

SALA manages pool villa resorts in Phuket, Koh Samui & Khaoyai, with further developments underway in Bangkok, Chiang Mai, Ayutthaya and an additional property in Koh Samui.

Contiki sport of kings

YOUTH tour operator Contiki will operate its first ever departures to Melbourne Spring Horse Racing Carnival's Crown Oaks Day as part of its 2012/13 Australia tour schedule.

Departing 07 Nov from both Sydney and Melbourne, the tour includes return coach travel to the event, two nights twin share accom, entry to the race track and champagne brunch, and is priced from \$375pp/land only, with Sydney departures starting at \$465pp/land including return coach transport to the Vic capital.

China Southern keen on Aussie partner

THE head of China Southern Airlines has admitted a desire to have an Australian airline partner and is open to talks.

"We would be very happy to cooperate with an Australian carrier, including Qantas or Virgin Blue [Australia]," Tan Wangeng said yesterday in Guangzhou.

CZ's president and ceo said he was looking for an opportunity to discuss an alliance.

"If the Australian airlines are interested in working with China Southern Airlines I think it would be very beneficial for them, especially if they are keen to tap into the Chinese market," he said.

Another A380 for SYD

SYDNEY has been earmarked as the first Australian gateway to possibly see the introduction of China Southern's superjumbos.

Speaking at a press event in Guangzhou yesterday, CZ ceo and president Tan Wangeng revealed China's largest carrier in terms of pax volume was "investigating" daily A380 services to Sydney.

Tan said the Airbus A380 would complement CZ's twice daily A330 service, lifting frequencies to triple daily if given the nod.

"We have to study if the market is big enough to digest such capacity," he said.

Adelaide in CZ plans

THE South Australian capital is the likely sixth Australian gateway for China Southern Airlines, the carrier confirmed yesterday.

However, ADL services are a way off, once current operations have been "nurtured," CZ said.



Window Seat

BUT do you have to assemble the bed & room furniture first?

The company which owns Nordic furniture giant Ikea has revealed plans to commence the development of more than 100 budget hotels across Europe in the next year.

The *Frankfurter Allgemeine Zeitung* newspaper reported that the 'budget design' properties would be created in markets such as the UK, Poland, Netherlands and Germany.

And it's unlikely they will serve bargain Swedish meatballs or \$1 hot dogs, because they won't be branded as Ikea, and will instead be run by an "established hotel operator," the report says.

GUESTS at AYANA Resort & Spa in Bali last weekend enjoyed a unique experience alongside their luxury accommodation.

Someone spotted a baby turtle taking its first cautious steps into the world at the property's private beach, and one of the staff members found the nest which had some 70 newly hatched eggs.

A team collected the babies (below) and invited guests to help release them into the sea.

The excitement will continue for future guests, with another 50 eggs still waiting to hatch.



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Aus/CZ '9+2' strategic MoU



TOURISM Australia, in partnership with Destination NSW, Tourism Western Australia & Tourism Victoria, this week signed a \$9m Memorandum of Understanding marketing push with China Southern Airlines for the next year, aiming to drum up more business on the 'Canton Route' under one front (**TD** yest.).

Dubbed the '9+2' Strategic Agreement, it involves nine local tourism organisations/airports -

DNSW, Tourism WA, Tourism Vic and Tourism Qld along with Sydney, Melbourne, Brisbane and Perth Airports - plus China Southern Airlines and Guangzhou Baiyun Airport.

The deal also opens Australia up to CZ's 12m+ Pearl Club frequent flyers and its domestic network.

TA's md Andrew McEvoy is **pictured** shaking hands with Tan Wangeng, CZ president & ceo (left) & Oton Wu, DNSW regional director, North Asia (right), flanked by other Australian and Chinese dignitaries.

CZ may extend CNS

OPERATIONAL results and loads on China Southern's new seasonal triangular service to Brisbane & Cairns from Guangzhou (**TD** yest.) will determine if the service will be extended beyond 28 Feb.

CZ president & ceo Tan Wangeng told **Travel Daily** if the market proves to be mature enough it would be possible to consider making it a more regular service.

A nonstop Guangzhou-Cairns return service was out of the question, he told **TD**, as figures suggested the market "may not be big enough to support it."

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Push for 72-hr Guangzhou visa

CHINA Southern Airlines says it is hopeful of gaining government approval to provide foreign pax passing through Guangzhou (CAN) with 72-hour visa free access.

Currently, pax are provided a 24-hour visa free layover, seen by many as a deterrent for Australian travellers who can add an Asian stopover enroute to Europe in either Hong Kong or Singapore with no visa restrictions.

Guangzhou is also competing nationally with Shanghai, which recently won govt approval to extend its 48-hour visa free policy to 72-hours (**TD** 03 Aug) under the China Visa Waiver program.

The Chinese capital, Beijing, is also wanting to extend its visa free transit from 48 to 72 hours.

CZ president Tan Wangeng said it was making "ongoing efforts" with senior officials to push the review, a key topic on the agenda of CAN's provincial governors.

"I think China Southern's efforts are not strong enough and we need to join forces with the provincial and municipal governments" to push the message, Tan said through an interpreter.

He believes the Chinese govt

thought Shanghai was a bigger hub for sixth freedom transit pax, "but in the past year Guangzhou's results show it as the leading Chinese transit point."

In the first half of 2012, Guangzhou surpassed Shanghai in terms of 6th freedom passenger traffic and only trailed Beijing by around 20,000 movements, the carrier's ceo said yesterday.

Travel Daily on location in Guangzhou, China

Today's issue of **TD** is coming to you from China, courtesy of China Southern Airlines.

GUANGZHOU makes for a great stop for Europe-bound travellers wishing to immerse themselves in Chinese culture, traditions and cuisine over a few days.

Guangzhou Baiyun Airport is located 28kms from the city.

While here, 'must do' activities include a Pearl River cruise in the heart of the city, a visit to the old colonial quarter of Shamian Island or the Five Rams Statue in Yuexiu Park, or ascend China's tallest structure, Canton Tower.

For a bit of history, visitors can explore the 5-level Guangdong Museum - home to over 130,000 exhibits - opened in May 2010.

Dining is an experience in itself in Guangzhou, with a meal at a Cantonese restaurant or rice noodle house costing less than \$10 per person - amazing value.

Three nights is the suggested length of time visitors need to get a taste of Guangzhou, with a short-stay visa for Australian passport holders priced at \$60.

More CZ foreign crew

CHINA Southern is boosting its contingent of foreign cabin crews with a batch of Canadian and US flight attendants to be inducted soon, & plans for a UK batch too.

They follow the debut of local crews from Australia (**TD** 28 Nov) plus an intake from Amsterdam.

The "key assignment" of CZ's foreign crew members is to act as an airline ambassador & to assist with foreign travellers needs.

a REVOLUTIONARY feature is coming!



Thursday 16th Aug 2012

Windsor extension

THE Victorian Civil and Administrative Tribunal has granted an extension for the redevelopment of Melbourne's iconic Windsor Hotel.

The project must now be started by Jan 2015 and finished by Jan 2017, with VCAT overruling a decision by Vic planning minister Matthew Guy not to extend the construction deadline from the previous Nov 2012 start.

Previously, the hotel's owners had warned it would have to close for the project to proceed in time for the previous deadline.

QR to Serbia, Poland

QATAR Airways is continuing its relentless global expansion, with the overnight confirmation of flights to the Serbian capital, Belgrade from Nov this year.

The A320 service is an extension of its existing daily Doha-Ankara route, which will continue onto Belgrade thrice weekly effective 20 Nov.

The carrier will also introduce a four times weekly service between Doha and Warsaw in Poland, with the A320 operation to commence 05 Dec 2012 according to agent GDS displays.

Ethiopian's first 787

ETHIOPIAN Airlines has become the third customer for Boeing's 787 Dreamliner, taking delivery of the first of ten 787s this week.

The carrier plans to deploy the new aircraft on flights to Washington DC from mid-Sep.

Backpacking "crisis"

NEW data from Tourism Research Australia has revealed a steep decline in the number of travellers staying in hostels, with each Australian state reporting a drop of approx 7% in occupancies.

The result has been blamed on the high Australian dollar and increased competition from Asian destinations.

Sun Island pounds pavement



Keith Prowse sevens

KEITH Prowse Sport & Entertainment Travel has released ticket packages for the Hong Kong Rugby Sevens 22-24 Mar next year.

Prices start at \$1880ppts including four nights accom, a three day match ticket, pre match function and return economy Cathay Pacific group fare ex SYD/BNE/MEL/PER, plus ticket taxes from \$360pp depending on the city of departure - 1300 730 023.

JTB incentive

JTB Australia has launched a travel agent incentive, in which consultants will receive a \$10 Myer voucher for every new booking worth more than \$1000 for departures until 31 Dec.

SUN Island Tours was one of many travel industry participants in last weekend's City to Surf fun run in Sydney.

The keen runners raised \$2100 for the Make-A-Wish foundation, and are pictured above, from left: Dani Baptista, Vicki Vogiatzi, Julie Mangos, Karen Bonanno, Sara Kennedy, John Polyviou and Lauren Ferreira.

Aurora discounts

AURORA Expeditions is offering 20% discount on selected Nov and Dec 2012 Antarctic voyages, with prices now from US\$5095 per person.

There's also a 10% earlybird offer for all 2013/14 departures valid for bookings to 30 Sep - more info 1800 637 688.

Supplier Updates

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

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AirAsia to Lombok

LOW-COST carrier Air Asia has added its 15th Indonesia port in the holiday island of Lombok, with thrice-weekly direct flights ex Kuala Lumpur starting 12 Oct.

Realise, Vienna waits for you



TWAS a grand occasion for lovers of fine music last week, as Melbourne was granted a taste of Austria, with Vienna Airport joining Emirates to treat industry partners to an elegant Austria themed reception.

Held at Melbourne's newly reopened Hamer Hall, guests were graced with a divine Mahler Concert performed by the Melbourne Symphony Orchestra.

Among the crowd was Emirates regional manager for Vic, SA, Tas and NT Dean Cleaver, identifying Melbourne as a top performing departure airport for services to the "heart of Europe".

With the Victorian capital set to receive A380 services by Emirates from Oct (**TD** 05 Jul), the capacity increases will go hand-in-hand

with Vienna's newly opened Terminal 3 facilities.

Austrian National Tourist Office director Astrid Mulholland-Licht said the central European port had seen a 15% jump in arrivals from Aussie tourists in the first half of 2012, with Austria considered to be the "darling destination" for those down under.

Pictured above at the reception, from left, is Dean Cleaver, Emirates; Astrid Mulholland-Licht and new Austrian Ambassador to Australia, Dr. Helmut Boeck.

More Island Escape summer escapes

ISLAND Escape Cruises has added three more Christmas holiday departures on its Treasure Islands of Auckland itinerary.

The additional cruises will take place from 16 Dec 2012 as well as 06 and 13 Jan next year, with the change also seeing more wine activities/tours on day 2 of the cruise on Waiheke Island.

More info 1800 584 869.

Power up on safaris

BENCH International says its parent company Southern Cross Safaris has installed 240-volt power outlets in all of its safari vehicles in Kenya.

The move will enable passengers to charge camera batteries on the road, ensuring they never miss those perfect wildlife photo opportunities.

South Africa promo

SOUTH African Tourism is running a major promotion in partnership with channel 7's *Sunrise* this week, offering a \$30k trip for two to South Africa incl SAA business class flights.

The campaign is also being run in partnership with Myer, highlighting the department store's Spring/Summer 2013 collection which was shot on location at Sun City in South Africa's North West province.

The prize includes two nights at Johannesburg and five nights at Cape Town's Table Bay Hotel.

Cruise agent training

THE organisers of the upcoming Cruise Shipping Asia-Pacific conference in Singapore have announced details of special Travel Agent Training sessions as part of the event.

The conference takes place at the new Marina Bay Cruise Centre in Singapore 17-18 Sep, with the training sessions organised in partnership with the Asia Cruise Association and featuring presenters from Costa, Silversea, Star, Princess and Royal Caribbean Cruises - see www.cruiseshippingevents.com.



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.

APT is keeping it in the family, with **Rob and Louise Tandy**, (daughter of company owner Geoff McGeary) announcing they have taken over the active running of APT's Kimberley Wilderness Adventures.

Mandarin Oriental Hotel Group has announced the appointment of six new general managers at a range of its Asian hotels in **Paul Jones** (Taipei), **Christian Hassing** (Singapore), **Anthony Costa** (Tokyo), **Greg Liddell** (Hong Kong), **Andrew Abram** (Chiang Mai) and **Mark Bradford** (Jakarta).

Newly appointed Caravan & Camping Association ceo **Lyndel Gray** has been named onto the board of the **Tourism Industry Council of NSW**. Lyndel replaced Bob Browne, who returns to his CCIA General Counsel role.

The **Melbourne Convention and Exhibition Centre** has welcomed its new General Manager in **Suzana Bishop**, who returns to the MCEC from a stint working with MCI Australia & brings over 6 years event experience.

Marie Hosking has been promoted to the role of Acting Head of Public Affairs for **Air New Zealand**, a position formerly held by **Mark Street**, who has in turn been appointed to the position of Head of Customer Loyalty.

Ryan Dawson has been appointed as the new Executive Chef at the Novotel Manly Pacific. Ryan has worked his way up through roles as Sous Chef, introducing new menus at both Charlie Bar and Zali's Restaurant.

Maui's **Makena Beach & Golf Resort** has a new Director of Training in the newly appointed **Rossell Critchlow**, along with **Leo Mallari Jr**, who joins to oversee the hotel's four restaurants as its Director of Food & Beverage.

Leya Pearce has been named as the new Sales Manager, Western Australia for **Trafalgar**, moving from her most recent role at Best Flights.

InterContinental Hotels Group has appointed **Linda Collis** as the new general manager for Crowne Plaza Adelaide, replacing **Brendon Meppem** who's relocating to Malaysia to manage Holiday Inn Kuala Lumpur Glenmarie.

David Sosner is the new general manager of **Aqua Hotels & Resorts'** oceanfront Kaua'i Beach Resort.

Costa Crociere has named **Frederik Penot** as its new vice president of marketing. He moves from his previous role as vice president of sales and marketing for Disneyland Paris for the French market.

Bruce Edwards has been appointed as Executive Assistant Manager of **InterContinental Adelaide**. He takes up the new role on 10 Sep.

Speedy vehicle pickup

EUROPCAR is trialling a new fast track vehicle pickup service at its Kings Cross location in the UK.

The service, dubbed "London Key Ready", enables customers to pickup their car key from a locker using a preassigned pin code without visiting a rental counter.

Tempos Latin loving

TEMPO Holidays has launched its 2013 Latin America brochure.

Itineraries range from half day sightseeing to 21-day guided tours across 11 South American countries, including a new luxury lodge trek & Rio Carnival tours.

Pullman dishes up the goods



CELEBRITY gourmet foodie Miguel Maestre was on hand recently to help launch the Cairns Pullman Reef Hotel & Casino Festival, dishing up a culinary extravaganza for the taste buds as the hotel showed off its newly renovated ballroom, conference rooms and sports facilities.

Maestre, who co-hosts cooking and lifestyle program *The Living*

Room on Channel 10, delighted the crowd on hand not just with his masterful cooking skills, but with humorous stories of his arrival into Australia with little English skills and his journeys through the kitchens of the world to finding his way onto television.

A delectable smorgasboard of Spanish delights accompanied by matching wines kept the crowd wanting more, with the night capped off by a performance from Aussie rock band Models.

Pictured above from left are a number of guests with Pullman Cairns Reef general manager Wayne Reynolds (left) with sales and marketing director Amanda Balaam (right), with super foodie Miguel Maestre in the centre.

A Capt Cook-ing Xmas

CAPTAIN Cook Cruises has launched a range of Christmas Day lunch cruise packages for advance festive bookings.

Sailing aboard the luxurious *MV Sydney 2000*, available options include the Sky Deck Menu, Club Deck Menu and Show Deck Menu.

The Christmas Day cruise departs at midday, with prices starting from \$129 per adult and \$99 per child aged 5-14.

To book, phone (02) 9206 1111.

C&K's Jordan garden

COX & KINGS is offering a new 10 day botanical tour of Jordan, featuring noted English garden designer Paul Hervey-Brookes.

The 18 Apr 2013 departure will visit the Dibe'en Forest, the Dana Biosphere Reserve, Jordan's magnificent Royal Botanic Garden as well as discovering the desert flora of Wadi Rum.

It's priced from \$3212ppts ex Amman; more info 1300 836 764.

New A&K value range

ABERCROMBIE & Kent has unveiled a new 'Connections by Abercrombie & Kent' product range, which will offer tours at a price point about 30% than its traditional luxury small group journeys.

The move was revealed in Las Vegas this week at the Virtuoso Travel Week gathering, with A&K President Phil Otterson confirming that the program will include 17 itineraries on six continents.

He said the Connections program would be for groups of 24-28 guests and would operate with guaranteed departures, with brochures available within the next three weeks or so.

Travel Daily
First with the news

Thursday 16th Aug 2012

EY miles for baggage

ETIHAD Airways has introduced a new policy which enables members of its EY Guest loyalty scheme to redeem miles for an additional baggage allowance.

An online calculator can be used to estimate the required redemption details at least 48 hours prior to the flight, with a special excess baggage voucher then electronically generated and emailed to the passenger.

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. 12: Air Mauritius offers a generous STPC of up to how many nights in Mauritius when flights don't connect en-route to Africa or Europe (conditions apply)?

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



Click here for more information



Vanuatu resort sale

THE owner of Benjor Beach Club & Resort in Port Vila, Vanuatu, is marketing the property with a A\$3.5 million asking price.

The resort boasts a 150-seat restaurant, pool, tennis court, and 15 ocean view villas on about 300m of beachfront.

Squeezier Jet Airways

QF'S Indian codeshare partner Jet Airways is introducing a denser layout on its 777-300ER aircraft, switching economy class from a 3-3-3 to a 3-4-3 layout, lifting capacity from 274 to 308 passengers in economy.

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.

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

Travel Daily Group:

CRUISE
WEEKLY

Travel Daily TV

Pharmacy DAILY

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

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EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

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

**REGIONAL FINANCE MANAGER
SYDNEY – SALARY \$130K PACKAGE**

This international airline is recruiting now for a regional finance manager with responsibility for Australia and New Zealand. You will be required to perform strategic finance and taxation review of the region with the purpose of reducing costs and increasing revenue. You will have at least 15 years in the finance industry and have a strong airline background in finance, this is essential criteria.

COMMIT TO THIS 12 MTH 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 with your TMC experience. Apply today and show us why you have what it takes for this opportunity.

ANALYSE THIS GREAT ROLE

**SYSTEMS ANALYST
SYDNEY – EXCELLENT SALARY PKG DEP ON EXP**

Join this forward moving operator using your analytical & accounting qualifications. Skills in UML with the ability to gather user requirements, creating cost estimates and writing user cases is a must along with experience in testing and preparing interface diagrams. With your strong background in IT analysis you will be able to show exceptional problem solving skills and an ability to find results.

LOVE GETTING THE BEST DEAL

**PRODUCT MANAGER – HOTELS (12MTH CONTRACT)
BRISBANE - SAL PKG OTE \$82k**

Join a well established operator and use your talents in developing the best deals with hotels. This role needs a strong negotiator. With your fabulous communication skills you will have the ability to build close working relationships with your suppliers. You will also need the 'gift of the gab' to drive price competitiveness your way so you are on top of others in the market

THIS GLOBAL GIANT NEEDS YOU!

**CORPORATE BDM
SYDNEY – SALARY PACKAGE OTE \$130K+**

If you can sell ice to the Eskimos and love building new relationships your talents will be rewarded here. Earning an amazing salary package reflected in your ability to deliver results. Joining a global organization that offers you a long term career and the real opportunity of progression you don't want to miss out. With your 'go getter' mentality and confident approach this is the role for you to secure today.

POSITION YOURSELF AT THE TOP

**NATIONAL CORPORATE SALES MANAGER
MELBOURNE – PKG TO \$150k ++**

This is the role you have been waiting for Melbourne. Stepping into the National Sales Manager role, you will be a key member of the executive management team for this brand, focussing on building relationships with your clients and driving sales growth. With your proactive approach and strong communication skills you can handle the toughest of clients with your winning attitude to secure the deal.

CREATE EVENTS THAT EXCITE

**PROGRAM MANAGER CONFERENCE & INCENTIVE
MELBOURNE – SALARY PACKAGE TO \$90k +**

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

PERTH – THE EAGLE HAS LANDED

**BUSINESS DEVELOPMENT MANAGER – CORPORATE
PERTH - SAL PKG OTE\$120k + (DEP ON EXP)**

Looking for something new and exciting? Be amongst the success of this brand expansion about to hit the WA market. With aspects of both sales and account management to provide you with the right mix you will love building those relationships and seeing results. With your focused approach, you will be a dedicated hunter who relishes to perform and achieve. Call today for more information.

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Working in partnership with the Australian Travel Industry

Retail Store Manager

Sydney - \$Negotiable - 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](#)

Wholesale Reservations Consultant

South Melbourne - \$55K + Super + Targets - Ref 214

The Grand Canyon, Canadian Rockies & Alaskan Glaciers - are you a specialist for this region? This leading Travel Wholesaler in Melbourne is looking for an experienced Travel Consultant to join their small team. You will work with leading agents and direct clients, build relationships and care for a booking from beginning to end. You ideally will have Galileo CRS skills, have sold or travelled to USA, Canada or Alaska and be prepared to work just Monday to Friday.

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

Corporate Travel Consultant

Brisbane - Up to \$55K + Super - 1468-CP25

This leading independent travel management company are searching for a star to join their expanding team. Priding themselves with high levels of travel service they are looking for a Corporate Travel Consultant to join their office based in the city. If you have 2 years international travel knowledge and what to step away from a transactional role then look no further, this company will not only offer you a rewarding package but a great office and team environment.

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

Travel Agent

Sydney - \$40-50K+ Super + Bonus - Ref 2105-NCR

A travel agency offering outstanding tours, hotels and cruises needs you! You will have an exceptional personality, be sales focused and have outstanding customer service skills. You will bring your solid past agency experience, a minimum 18 months along with a bubbly personality! Bedazzle the boss with your brilliant GDS skills, time management and amazing all round office skills! Join this well established team and call me for a confidential chat today!

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 offers 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 - Ref 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. Worldwide product knowledge is a must! This is a close knit team, who is looking for someone who has a genuine passion for the industry. You will be sales focused and have a minimum of 18 months experience with strong fares and ticketing skills.

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

Senior Travel Consultant

Gold Coast - \$40-50K + Super + Bonus - Ref 3117A

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. A niche travel agency in the Gold Coast 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 Sarah on (02) 9113 7272 or click [APPLY](#)



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Product & Marketing Director - Sydney

- ▶ **Market leading online company**
- ▶ Huge product variety, Retail and Travel
- ▶ Salary from \$150K + super + incentives

This is a strategically focussed position overseeing the Marketing & Product departments for all divisions within this highly successful online company.

Call or [email](#) Ben Carnegie for more details

Product Manager - Sydney

- ▶ **The sky's the limit in online!**
- ▶ New product development
- ▶ Salary to \$100K + super + incentives

Take ownership in designing creative product initiatives that today's consumer really wants! Whether it's travel experiences, services or physical products, this role offers huge variety.

Call or [email](#) Ben Carnegie for more details

Reservations Supervisor - South Melbourne

- ▶ **Unique and exciting product range**
- ▶ Adventure wholesaler - South Melbourne location
- ▶ Salary dependant on experience

This company seeks an experienced Reservations Supervisor to look after a team of 15 consultants. Experience with African & South American products & Sabre CRS preferred.

Call or [email](#) Ben Carnegie for more details

Luxury Retail Travel Consultant - Sydney

- ▶ **Work with high end leisure clients**
- ▶ Monday to Friday - Sydney CBD
- ▶ Salary package to \$65K + benefits

Is it the passion for 6 star cruising and luxury travel that gets you out of bed every day? Enjoy tailoring itineraries based around luxury cruises for discerning independent travellers.

Call or [email](#) Sandra Chiles for more details

Intermediate Retail Consultant - Sydney North

- ▶ **Suit someone returning to the workforce**
- ▶ Ongoing training offered
- ▶ Mon - Frid only, Northern Suburbs of Sydney

Great opportunity to join this long established boutique agency with solid clientele. Min 6 mths experience plus a CRS, Sabre preferred. It's all about your attitude & willingness to learn.

Call or [email](#) Sandra Chiles for more details

Kelly's Top Job

Retail Travel Operations Manager



Kelly Wellsmore

- ▶ Mascot Sydney location
- ▶ Drive team sales, Mon - Frid only!
- ▶ **Salary up to \$70K + super + car parking**

A chance to get out of the 'run of the mill' retail travel agency brands and step into an innovative, expanding Australian travel company!

With large amounts of new business pouring in the doors daily, you will manage all the operational duties of the retail service area and small call centre.

The most fundamental part of this role will be the ability to motivate and train staff to up sell and drive sales as well as implement new systems and staff training.

Experience managing a team and strong Galileo skills essential. Proven success in implementing incentives and increasing overall sales a must.

Call or [email](#) Kelly Wellsmore for more details

Inbound Groups Consultant - Sydney

- ▶ **Be well paid for your knowledge & experience**
- ▶ Highly regarded Inbound Agency
- ▶ Sydney CBD location

Do you like a stable working environment where the staff are not transient? Then this is the place to bring your strong Australian geography & Inbound travel skills. Tourplan ess.

Call or [email](#) Kristi Gomm for more details

High end Leisure Consultant - Hills District

- ▶ **Very high-end up market, repeat clientele**
- ▶ Low staff turnover, Sydney Hills District
- ▶ Salary to \$52K + incentives + super neg DOE

This role would suit a mature person with strong GDS systems knowledge who is well travelled and has previous experience selling cruise. Galileo & Tramada but all CRS considered.

Call or [email](#) Kristi Gomm for more details