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Monday 27th August 2012

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Flat out with Qantas

TODAY'S *Travel Daily* front cover page highlights the "relaxing sanctuary" afforded by QF lounges at home and abroad.

TG's first A380 sooner

THAI Airways will operate its first A380 flights (BKK-HKG and BKK-SIN) from 06 Oct - three weeks earlier than planned.

World Cup drives THL result

NEW Zealand tourism operator Tourism Holdings Limited has today reported a 116% rise on annual after-tax profit, with an overall NZ\$4.3m result to 30 Jun.

The figure was driven by a good performance in its NZ rentals business, due to strong demand during the Rugby World Cup.

But interestingly the RWC did not produce similar uplifts in other parts of the business, with THL saying that neither the Waitomo Group nor Kiwi Experience saw "any discernible increase in custom" during the tournament.

In particular Kiwi Experience had "another difficult year" with extreme pricing and demand pressure amid a declining UK backpacker market.

The company said that broad macro-economic factors for tourism worldwide are "still of concern" and forecast a decline in the NZ and Australian campervan holiday market in the face of growing competition from the US.

Although NZ still holds a strong positive international reputation, "this needs to be balanced against the price expectations of the consumer when comparing alternative destinations," THL said.

APT Africa out today

APT has launched its new 2013 Africa brochure, covering 16 itineraries in South Africa, Kenya and Tanzania.

The programs build on last year's APT Africa debut, with luxury Rovos Rail a key feature and group sizes limited to 28 guests - 1300 278 278.

More new brochures on p8.

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New Cruise Hols res

JTG Cruise Holidays general manager Alastair Fernie has announced that a new reservations system will debut for bookings in Oct, with the key enhancement being live cabin availability on all cruise lines sold by the company.

All sales made through the new system will also earn Qantas TRIP points from the system's debut, he told delegates at the Travelscene NCC on the weekend.

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TS Calypsonet to be closed

TRAVELSCENE will commence a gradual wind-down of the dedicated Travelscene Holidays Calypsonet booking platform, the company has revealed.

Speaking to *Travel Daily* at this weekend's Travelscene National Consultants Conference in Alice Springs, ceo Mike Thompson said the move reflected an increased focus on developing the Qantas Holidays and Viva! Holidays brands.

"The actual product will progressively become one and the same - there won't be any change in terms of our members ability to book the product, it's just that the product will be branded as Qantas Holidays," Thompson said.

The closure process will be a slow one, with some dedicated Travelscene product still set to be launched at the upcoming owners and managers conference in Los Angeles, however it is unclear if this exclusive product will be able to be booked within the current Travelscene Calypsonet window.

"There's been an amalgamation of the Travelscene Holidays product with the Qantas Holidays

product," Thompson added.

"The reality is, the company made a decision that it is best to put all its eggs in one basket and focus on continuing to develop Qantas Holidays & Viva! Holidays.

"As we close down the Travelscene Holidays product range, the Travelscene Calypsonet platform will merge into the Qantas Holidays Calypsonet system (known as Easyway)".

"There won't be any need to run them [concurrently, and the] Travelscene one will disappear," Thompson confirmed to *TD*.

Despite the change, set to remain will be Travelscene agents' ability to "double dip" in terms of earnings of Qantas Holidays TRIP points, in addition to Quantum points by booking through Travelscene's network of preferred partners.

The removal of the dedicated Travelscene Holidays brand is part of the ongoing evolution of JTG wholesale (*TD* 03 Jul).

Lots more from the Travelscene National Consultants Conference on pages 3, 5 and 7 of today's *Travel Daily*.

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Tempo gets chatty

TEMPO Holidays has upgraded its website, with the makeover including a new online chat facility which directly links agents and consumers to destination specialists, according to marketing manager Ash Jurberg.

Other changes include more prominent images highlighting specials and new product, easier navigation and a repositioning of the booking engine.

See www.tempoholidays.com.

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Travel Daily on location in Alice Springs

Today's issue of *TD* is coming to you from the **Travelscene National Consultants Conference in Alice Springs.**

TOURISM Northern Territory, Qantas Airways, Qantas Holidays and nearly 40 other preferred partners joined with Travelscene American Express this week to host more than 200 agents, suppliers and guests from around Australia for the 2012 NCC festivities.

The majority of attendees flew into Alice Springs on Fri, many on the single daily Qantas flight from Sydney, earning a special inflight mention over the PA.

Guests stayed at the Crowne Plaza as well as Lasseters Hotel Casino, which is conveniently connected to the Convention Centre via the 'Juicy Rump' pub.

TSAX's key 2013 focus

TRAVELSCENE general manager David Padman, in an address to delegates at this weekend's National Consultants Conference in Alice Springs, outlined three key focus areas for agents to work on for the next year.

Acknowledging the frustrations of clients booking online, the GM resonated with delegates and how the current economic climate was reducing public travel spend overall and thereby making it more difficult to win business.

Padman urged agents to "Exceed Expectations", "Listen to the customer" and "Demonstrate value-add" as vital keys to success.

For the group as a whole, he also noted there would be an increased focus on marketing through social media & databases.

The key message driven home was the DARE program, an acronym for "Delivering a Relationship Experience," which Padman stressed was another aspect to focus for the year ahead.

Inflight wi-fi for SQ

SINGAPORE Airlines SA/NT sales manager Maurice Baggio outlined some enhancements to SQ operations at this weekend's Travelscene NCC in Alice Springs.

Inflight wi-fi is set to be fitted to much of the long-haul aircraft fleet starting in coming months.

The carrier will boost services to Perth to four times daily, effective from 28 Oct, while between Dec 2012 and Jan 2013, SQ will boost Adelaide flights to 12 weekly.

MEANWHILE, SQ offshoot SilkAir has modified the timing of its weekly services from Darwin to Singapore, to allow passengers to better connect with flights to Europe and Asia.

From 28 Oct, Sun and Wed flights from DRW to SIN will move from their original departure time of 0230, to depart later in the afternoons at 1710, now scheduled to arrive SIN at 2000.

The other two services will also move from 0230 to a more convenient 0900 departure.



Window Seat

QANTAS Regional Manager for Northern Territory, Julian Barry, gave attendees at last weekend's Travelscene National Consultants Conference in Alice Springs a unique insight into possible future reading habits of QF Domestic ceo Lyell Strambi.

Barry recounted a story from a recent tour Strambi undertook to promote the carrier's Business Class product, in which the domestic ceo said that he would ideally like more colour in the paint scheme in the cabin.

Apparently Strambi added that the cabin currently looks like "Fifty Shades of Grey".

Barry said he doubted Strambi was referring to the popular erotic novel of the same name when it came to QF's aim to deliver "customer satisfaction to every passenger".

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Mantra sale off

THE owners of the Mantra hospitality group are believed to have terminated the sale process for the business (**TD 11 Apr**) after offers came in below expectations, according to the *Financial Review*.

Jetset Travelworld shareholders CVC Asia Pacific and UBS put the former Stella Hospitality on the market as part of attempts to exit some of the investments they were left holding after the MFS debacle.

Prospective bidders were said to have included InterContinental Hotels Group as well as an Archer Capital proposal involving Richard Branson's Virgin Hotels.

HRG signs TravelSky

GLOBAL TMC Hogg Robinson Group has signed a five-year distribution deal with Chinese state-owned GDS TravelSky.

The agreement provides HRG with access to the dedicated BlueSky corporate booking CRS software and online booking tool.

VS/Transaero c/share

VIRGIN Atlantic has applied for permission to operate codeshare flights in partnership with Russian carrier Transaero (TS), including LHR-Moscow TS services and VS flights to Orlando, Boston, Los Angeles and San Francisco.



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Winning with Consolidated/GA

ABOVE: Vic agency Extragreen Holidays was a top producing agency for the recent Consolidated Travel/Garuda 'Fly Even Higher' promotion.

The top two agents per state for the Jul/Aug incentive won a return ticket to Bali plus \$500 cash each, with winners including Extragreen and Trans Corio Travel in Vic, The Surf Travel and APP International in NSW, plus Bolton Travel and Island Explore in WA.

Pictured above from left are Ian Murton of Garuda Indonesia; Rose Yong and Roger Thien from Extragreen; and Simon Breman of Consolidated Travel.



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Please note: Applications will not be accepted via recruitment agencies before the closing date.

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Events chief to Turkey

GEOFF Parmenter, who was formerly the head of Events NSW, has taken up a role to assist Turkey in its bid for the 2020 Olympic Games.

Parmenter, who resigned last year during the restructure of Destination NSW, was behind a number of major events including the Vivid Sydney and Crave festivals, as well as the now defunct Breakfast on the Bridge.

He flew out to Istanbul last Fri, according to the *Sunday Telegraph*.



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Roomies sweep top awards



LAST night's Travelscene National Consultants Conference closing ball, themed "Priscilla - Queen of the Desert", took on an extra golden feel for two agents voted the winners of major annual awards.

Maree Wright and Sarah Pogson of Travelscene Nowra and Travelscene Kogarah took out the awards for "Rising Star of the Year" & "Consultant of the Year" respectively, and were both extremely humbled by the honour and recognition of their efforts by their peers.

"I know the quality Travelscene has in our members is of a very high standard, but it's so exciting to be recognised and it just reiterates to yourself that you're

doing a good job," Wright told *TD* following her award win.

Overcome with emotion at being named Consultant of the Year, Sarah Pogson spoke highly of the calibre of her fellow nominees, thanking the industry for the recognition and her colleagues for nominating and voting for her.

In an outstanding twist of events, both Maree and Sarah were rooming together during the conference - Room #3119, ensuring their room would be decorated with two new shiny pieces of silverware that evening.

Maree (centre left) and Sarah (centre right) are **pictured** above following the win with Travelscene ceo Mike Thompson and general manager David Padman.

MTA urges industry to band together

MOBILE Travel Agents md Roy Merricks says the release of the Travel Industry Transition Plan (*TD Fri*) has shown the importance of ensuring that the "value proposition" of travel agents is well known in the community.

He said the plan suggests that in the future more and more consumers will bypass travel agents to deal directly with travel service suppliers, adding that "as industry participants we know we are relevant but that's not as important as assuring the travelling public that we are".

Merricks also raised the issue of the surplus TCF funds, with the draft plan suggesting these could be used to 'educate consumer as to the risks associated with purchasing from a travel agent, or prepaying generally'.

"It should be remembered that the bulk of these surplus TCF funds have largely been collected from travel agents," he said.

"There needs to be a balanced view and one that includes and underlines the benefits of dealing with a travel agent".

Merricks said the proposed timeline of the agents ceasing TCF membership in 2014 and state travel agent acts being repealed in 2015 meant the time to act is now.

Easy Go creditors

COMPANIES which are owed money by the collapsed Easy Go Travellers Services (*TD Fri*) are being told to advise the liquidator of their debts or claims.

Easy Go operated travellers information desks at Sydney, Perth, Adelaide and Melbourne airports, and had Glenn Franklin appointed to wind it up after action by Starbus Shuttle Pty Ltd.

Franklin can be contacted on 03 9579 2215 or by email to gfranklin@lawlerdd.com.au.

QF extends GC promo

QANTAS has extended its Gold Coast agent incentive, which is offering a major prize of a weekend away at the Palazzo Versace for five people.

To enter, book and ticket a Qantas domestic itinerary between 13 Aug and 03 Sep 2012, for travel by 31 Dec.

Entries are recorded using an OSI GOLDCOAST GDS entry in each booking - more details at www.qantas.com.au/agents.

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Monday 27th Aug 2012

Globus 2013 soars

GLOBUS family of brands says sales for its 2013 Europe program are up more than 180% on the same period last year, after an “overwhelming response” to a pre-registration sale offering tours for next year at 2012 prices.

Forward sales for the Cosmos and Monograms Europe are also up over 60%, with Britain and Ireland programs as well as Italy being the “standout successes”.

Marketing manager Christian Schweitzer said the Olympics coverage had seen increased UK interest, and pre-registrations with the price guarantee will close mid-Sep when the 2013 brochure officially opens for sale.

House of Travel moves

HOUSE of Travel will next weekend relocate to a new home in Sydney, with all of its Holiday Specialists and TravelManagers operations shifting to Level 7, 59 Goulburn Street.

CEO Joe Araullo said the move followed the ongoing growth of the group which now numbers more than 360 TravelManagers.

Phone numbers won't change but the new postal address will be PO Box 20769, World Square NSW 2002.

Jucy to add 100 vans

JUCY Rentals has announced the addition of 100 “Jucy Condos” to its Australian fleet from 01 Nov.

The new van sleeps four and includes cooking facilities and a cassette toilet making it “entirely self-sufficient”.

The expansion brings Jucy's local fleet to a total of 550 vehicles.

It tastes of grapes, not oranges



BRAND Orange, responsible for promoting the Central West NSW city as a major tourist centre, has staged a two day event, called “A Taste of Orange” in Sydney's CBD to showcase the region's array of exceptional food and wine.

Some 19 wineries and local producers set up stalls in Martin Place so that city slickers could sample free offerings in a bid to entice them to visit Orange, a three hour drive west of Sydney.

Helping in the promotion was Kate Bracks, the 2011 Master Chef winner who moved to Orange with her family two years ago.

Bracks said she didn't know what an incredible foodie place Orange was until she moved there.

At a function in Sydney last week, Brand Orange Executive Officer Rhonda Sear conceded it was hard to get Sydneysiders to travel west of the Great Dividing

Range, but once there foodies and lovers of fine wine will be in for an unforgettable experience.

“Orange has never hit the radar as a tourist destination, but the difference is we have produce such as truffles, venison, chestnuts, apples/cherries and pork that make us the food & wine mecca of the state.”

Orange hosts four major festivals each year, Sear said.

“For example we have our popular ‘Wine Week’ festival coming up from 19-28 October which brings in more than 8,000 visitors who come to our city for an incredible gastronomic week.

“We've very proud of the region and how it has grown in the past decade,” said Sear.

Pictured above from left are Rhonda Sear, Brand Orange; Kate Bracks, Master Chef winner; and Philip Shaw, Philip Shaw Wines.

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Please contact Sandra Bridgewater at sandra.bridgewater@sabre.com for a full position description.

TSAX's gathering in the desert



TOURISM Northern Territory and Alice Springs turned on a delightful weekend of weather for the annual National Consultants Conference, this year held in the central Australian township.

Around 200 delegates flew in to network and attend a variety of business and plenary sessions designed to impart new sales techniques to take back to their individual stores around Australia.

Sessions included "Effective Communication Techniques", sponsored by Air New Zealand, which focused on identifying the "perception filter" and trying to bridge the gap between realities perceived by different customers.

Also available for delegates were sessions on "Presenting and selling the dream", sponsored by United Airlines; Being F.A.B - Follow-up, Appointment & Booking; Closing the sale, sponsored by Garuda Orient Holidays and Corporate Travel Success - Corporate Connection, sponsored by British Airways.

Delegates were provided with numerous opportunities to liaise and network with suppliers, preferred partners and fellow agents, enjoyed rounds of trivia and other games and updates from management including general manager David Padman and ceo Mike Thompson.

Undoubtedly, a highlight after the first day of conferencing was a Saturday night dinner at an old outback quarry, with colourful lights shone against the rock formations and an unbelievable performance from Shannon Noll.

Delegates were captivated late on the final day by conference keynote speakers "Cas & Jonesy", two Australian adventurers who in 2007, spent two months kayaking across the Tasman Sea between Australia & New Zealand.

The two explorers regaled the story about their latest adventure in which they spent 88 days trekking unsupported between the coast of Antarctica and the South Pole.

In an inspiring tale of fighting against the elements, the boys spoke of the strength of the human spirit and the amazing bond formed after racing an equally determined Norwegian explorer to complete the trek, falling behind him, only to find him waiting for them at the finish line so they could all complete the extraordinary trek together.

The entire delegation gathered together during the first day of the conference to be pictured for the above group photo.

New EK SA/NT head

PAUL Jury has been appointed as the new District Manager for Emirates in South Australia and the Northern Territory.

Jury will transfer to Adelaide from his current role as EK senior sales executive Vic, and will oversee the new direct Adelaide-Dubai three-class 777 operation which commences four times per week from 01 Nov, building to daily by Feb 2013.

Indonesia travel mart

THE annual Tourism Indonesia Mart & Expo (TIME) will take place 09-12 Oct at Bandar Lampung, the capital of Lampung province on the southern tip of Sumatra.

The event will present destinations across the country and supports the government's tag-line of "Wonderful Indonesia".

It's the second year running that the event will be held in Lampung, with the 2011 TIME attracting a total of 77 buyers from 27 countries and 64 exhibiting countries - for info see tourismindonesiamartexpo.com.

Monday 27th Aug 2012

Perisher season pass

PERISHER Valley in the NSW Snowy Mountains has once again released a heavily discounted 'Freedom Pass' for 2013.

Costing \$699, the pass can also be secured for just a \$199 deposit now and the balance on 01 May.

As well as unlimited skiing next season, holders also receive lift ticket discounts for family and friends plus resort retail discounts.

G Adv Galapagos boost

G ADVENTURES has acquired three 16-passenger motor yachts as part of an upgrade to its fleet in the Galapagos Islands.

The new vessels include the *Daphne 'G3'*, the *San Jose 'G5'* and the *Queen of Galapagos 'G8'* and G Adventures will also keep its *Javier 'G4'* vessel meaning the fleet expands to four in 2013.



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Richard_Jones@cathaypacific.com (SYD position)
Jason_Aghan@cathaypacific.com (MEL position)

Closing date: 7 September 2012

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Hint! Visit www.traveltradejobs.com.au



Perth Sunday shopping

THE relaxation of shopping hour restrictions in Western Australia, which became effective yesterday will "inject vigour" into the state's retail sector and the economy, according to the state's Premier Colin Barnett.

All Perth metropolitan retailers can now trade 11am-5pm on Sundays and public holidays.

Travel Daily

First with the news

Monday 27th Aug 2012

CWT transaction blip

CARLSON Wagonlit Travel has announced a 1% increase in both sales volumes and transaction numbers for the first half of 2012.

Revenue totalled US\$15 billion on 32.2m transactions, with ceo Douglas Anderson describing the performance as "solid given current economic uncertainty".

"Our customers are continuing to travel and are looking to manage their travel in a more cost-effective way by getting even greater value for what they spend," he said.

Luxperience sellout

THE upcoming "high end experiential travel trade event" Luxperience has sold all of its available exhibition space.

The event, co-founded by former AIME director Rosemarie Sama, will take place at Sydney's Overseas Passenger Terminal from 10-12 Sep.

"We have seen a phenomenal take-up rate in the past few weeks," she said, with buyers and suppliers from across the globe set to attend the inaugural event.

Momento Rocky bonus

MOMENTO Travel Services is offering a \$100 gift voucher to travel agents who book a Rocky Mountaineer package valued at \$3000 or more - quote RM2013 when booking to be eligible.

NHH thanks its top JTN agents



IT WAS top hats, tails & evening gowns aplenty as Perth's top JTN agencies were recognised, with New Horizons Holidays also in attendance to express its thanks to some of its best agents.

Taking place in the Grand Ballroom of the Hyatt Regency Perth, NHH awarded three gongs for top selling stores.

Jetset Joondalup was awarded the prize for the top-selling store,

with the top Travelworld award going to Cathie Rice Travelworld and the Affiliate Prize taken out by Northam Travel.

Award winners, **pictured** above in their resplendent best, from left are Trina Adams and Dana Wilson, Jetset Joondalup; Vicki Gordon, New Horizons Holidays; and Tee Irani, Olga Shrewsbury, Brad Schell and Susan Ballard, Jetset Joondalup.



Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Uniworld 2013 Europe and Russia

Uniworld Boutique River Cruises has unveiled its 2013 collection, including six new itineraries, more inclusions and greater savings. More than 30 idyllic voyages are on offer cruising the Danube as well as in France, Italy, Spain and Portugal as well as

Central and Eastern Europe. Pay-in-full savings of up to \$3800 per couple are on offer for bookings up to 31 Oct - uniworldcruises.com.au.



Rail Plus - Great Rail Journeys

The 2013 Rail Plus program features a range of the world's most celebrated train journeys, covering Asia, Europe, North and South America, Africa, the Middle East, India, New Zealand and Australia. Iconic trips include the Venice-Simplon Orient Express, the Royal Scotsman and the Golden Eagle Trans Siberian, plus new additions such as the Al Andalus in southern Spain, the Indian Maharaja between Mumbai and Delhi, and even the Queensland-based Sunlander north from Brisbane - with the program coming with a dedicated Great Rail Journeys phone line on 03 8779 4828.



Abercrombie & Kent - Africa, Egypt & Arabia 2013

This is the first A&K brochure to be released for next year and contains 33 exciting itineraries and extensions. New for 2013 is a sun and safari combination with a Big 5 experience in prime South African game territory linked to a Mozambique Indian Ocean island getaway. New properties on offer include Sausage tree Camp in the Lower Zambezi National Park, two safari parks in the Congo, Lewa Safari Camp in Kenya and Zanzibar's Mashariki Palace.



Reservations & Ticketing Agent - Sydney

The Walshe Group, General Sales Agent for Swiss International Airlines, is looking for an enthusiastic and experienced individual to fill the above role to work in a small team environment based in Sydney CBD.

Applicants must possess the following;

- Previous travel industry experience with an airline/travel agent/consolidator/GSA;
- Thorough knowledge of at least one GDS system;
- Thorough understanding of airfare construction, ticketing and airline terminology and processes;
- A commitment to delivering a high standard of customer service;
- Excellent communication skills.

Applications including a CV and cover letter are invited via email to applications@walshegroup.com by Tuesday 04 September.



Monday 27th Aug 2012

AFL Rd 22 Winner

CONGRATULATIONS

Gemma Marrano

from *African Wildlife Safaris*

Gemma is the top point scorer for Round 22 of *Travel Daily's*

AFL industry footy tipping competition, and has won a double pass to Hoyts cinema, courtesy of *Chat Tours*.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of **Emirates** and **Holiday Inn**



2nd Prize: 5-night holiday to Vanuatu, courtesy of **Air Vanuatu** & **Iririki Island Resort & Spa**



Supplier Updates

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

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

Supplier enquiries for notices: advertising@traveldaily.com.au

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

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BCD joins the resources rush



ABOVE: Earlier this month BCD Travel celebrated its entry into the Perth market with a reception at 1907 Bar & Restaurant.

Clients and industry partners were able to meet the firm's local and senior management teams, including BCD Travel's Asia-Pacific president Greg O'Neil, who's **pictured** above addressing the crowd with, from left: Chris Lockyer, BCD Brisbane; Lisa Wheelhouse, BCD Melbourne;

Grace Kendrick, BCD Perth; Jon Marshall, BCD Melbourne; and Brisbane-based BCD managing director, Louise Wheeler.

Maldives Banyan Tree

THE Banyan Tree Vabbinfaru Maldives will relaunch as an all-pool villa resort on 01 Sep after a substantial renovation.

Unlike most other Maldives resorts which feature ocean-facing and therefore exposed pools, the Vabbinfaru pools are set in the back garden of each villa "offering the utmost in privacy".

CX lifts fuel surcharge

CATHAY Pacific has increased its fuel levies, with long-haul sectors incl from Australia to Hong Kong and vv increasing by US\$10.80.

Hong Kong-Asia CX fuel levies will increase by US\$3.10.

KL gets a Grand Hyatt

HYATT Hotels has officially opened the first Grand Hyatt property in Kuala Lumpur, the first of the brand in Malaysia.

The property consists of 370 guestrooms, 42 suites and is located in the KL City Centre.

LAN's first 787 routes

LAN has revealed details of its planned Boeing 787 Dreamliner operations, with the first LAN 787 due for delivery this week.

Once crew are trained on the aircraft, initial routes will include daily Santiago-Buenos Aires flights from 01 Nov, as well as operations from Santiago to Lima.

MEANWHILE LAN's sales and check-in systems will undergo a major upgrade 08-09 Sep.

Services that will be temporarily affected will include reservations, sales, ticket exchange and check-in, with passengers travelling to/from Australia at that time told to arrive four hours before departure.

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

Q.19: What motorised activity is included free at Beachcomber's Mauritius hotels?

Hint! Visit www.beachcomber.com.au



Click here for more information

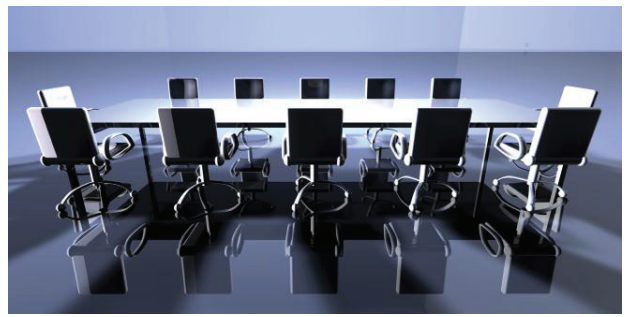


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EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

A LEADING EVENTS ROLE

**EVENT MANAGER – CONFERENCE & INCENTIVE
SYDNEY – SALARY PACKAGE TO \$110k +**

Bring your wealth of experience to this program management team and add an edge of creativity and innovation to the design & delivery of the product. Extensive background in incentive travel & event management is essential, as well as being a passionate leader of people with the motivation to drive team performance and service delivery to VIP clientele. Strong financial skills also required.

DRIVE THIS SALES TEAM TO SUCCESS

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

THE PINNACLE OF YOUR CAREER

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

It's not every day that an opportunity to take the top spot is available in Melbourne. Stepping into the National Sales role, you will be a key member of the executive team for this sensational brand, focusing 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

ACCOUNT MANAGEMENT AT ITS FINEST

**CORPORATE ACCOUNT MANAGER - TMC
SYDNEY & MELBOURNE – SALARY PACKAGE \$100K+**

Time to bring your knowledge of corporate travel and client management to this growing organization that is making a strong name for itself in the corporate market, and will only get stronger. You will have a background in account management, being strategic and analytical with the ability to negotiate the best outcomes for both the business and the client. Grow your career with a growing company

LUXURIOUS PRODUCT

**SALES EXECUTIVE
SYDNEY – SALARY PACKAGE TO \$70k + benefits**

If you're going to be in Sales you might as well have a beautiful product to take to market. Your agents will always welcome you as their Rep working for one of these fantastic wholesalers. You'll be managing a large territory, presenting at expos, info nights and conferences, so you'll have top notch communication and presentation skills. Brilliant travel benefits and overseas trips come with these positions

ANALYSE THIS SUPERB OPPORTUNITY

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

Join this forward moving operator using your analytical & accounting experience. 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.

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

JOIN THIS LEADING BRAND TODAY

**CORPORATE BUSINESS DEVELOPMENT
SYD & BNE - SALARY PACKAGES OTE \$130K - \$150K+**

These roles require your skills in pipeline development, rapport building, delivering compelling pitches, negotiation skills and a real hunger to win. If you're self motivated and enjoy seeing the fruits of your labour turn into profits in your pocket, these are the roles for you! You'll be joining a leading organization that will support you with advanced technology, great people and a fantastic reputation.

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NSW & ACT
Ph: 02 9231 2825

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

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

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Finding talent within the Australian Travel Industry

Wholesale Travel Consultant

Brisbane - \$Competitive + Super + Bonus – Ref 2222A

A niche travel wholesaler in the CBD is looking for a travel industry professional to join their team. You will ideally have good international travel knowledge and a keen enthusiasm for this industry. You will be working in a wholesale environment, working towards sales targets and offering excellent customer service. In return a competitive salary, super and bonus is offered. Apply with your CV today or call me for a confidential chat.

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

Corporate Consultant

Sydney- \$55-60K + Super – Ref 2262-NCR

This is a fantastic boutique corporate travel company, located in the centre of the CBD. Excellent opportunity for an exceptional Corporate Consultant, with exceptional GDS skills (ideally Sabre) and amazing fares & ticketing knowledge who can go the extra mile. You will be joining a customer focused team with exceptional management support. This is a well-established company looking for an experienced consultant with at least 4 years experience.

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

Wholesale Reservations Melbourne

Melbourne - \$40K + Super + Targets – Ref 225

Are you looking for a change of scenery? This leading wholesaler in Melbourne's South is looking for a dedicated and passionate Reservation Travel Consultant to join their busy team. You will have some travel reservations experience, worked on a GDS for minimum 1 year and be happy to work to sales targets. You will have the opportunity to work with a fun and dynamic team and earn some great commission. If you are ready for the change, contact me today.

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

Retail Travel Agency Manager

Adelaide - \$DOE + Super + Benefits+ Targets – Ref 2260-NCR

This is an ideal role for a very experienced Supervisor or a well-established Manager. Lead this team to achieve and exceed targets as set out by head office. Our client is looking for someone to who has an established client base, has amazing GDS skills, phenomenal product knowledge and also who will lead by example, and the best customer service available. This is an ideal opportunity to join this winning team and make the next step in your career!

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

Travel Consultant – Italian Speaker (P/T)

Sydney - \$DOE + Super – Ref 2041-NCR

Our clients are looking for an experienced consultant with a minimum of 2 years with a great personality and Italian language skills. If you are looking for part time work (Wednesday - Saturday), this could be the role for you. A full time opportunity is also available. We are seeking a strong candidate with fantastic communication skills, has exceptional time management and who loves Europe. With a load of repeat clientele, you will be welcomed into this warm team!

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

Senior Travel Consultant (F/T or P/T)

Canberra - \$Competitive + Uncapped OTE – Ref 2300A

Do you have extensive travel industry experience with long haul, high end & luxury bookings? If yes, then this could be the role you have been waiting for. A well-established travel agency in the Canberra area are looking for a Senior Travel Consultant, on either a full or part time basis, to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me today to discuss your next career move!

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

Senior Travel Consultant

South Melbourne - \$45K + Super + Targets – Ref 215

Have you solid retail agency experience? This reputable travel agency is looking for a Senior Travel Consultant to join their busy team. Located in South 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. Competitive salary plus commission and benefits offered, as well as future career opportunities.

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

Sales and Marketing Coordinator

Perth - \$DOE + Super + Bonus – Ref 2259-NCR

Our client is looking for an exceptional person to join the team and assist both the Marketing and Sales teams in all aspects of the day to day running of these departments. You will be assisting with all events and updates, reports and presentations, as well as liaising with internal and external stakeholders – so your rapport and customer service skills will be exceptional. The ideal candidate will be well organised and have past wholesale or travel agency experience.

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

**Find your ideal travel job at www.TravelTradeJobs.com.au
or download your FREE Travel Trade Jobs App
(Available on Apple & Android Smartphones)**

