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First with the news

Thursday 13th December 2012

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Royal Orchid specials

THAI Airways' wholesale operation Royal Orchid Holidays is offering 13% commission on land and 10% on certain TG airfares for bookings deposited by 31 Jan.

The earlybird special is being promoted in the front full page of today's *Travel Daily*.

Royal Orchid Hols is represented in Australia and New Zealand by Transglobal Aviation (TD 19 Jul) after parting ways with Adventure World earlier in the year.

Virgin boosts TA partnership

VIRGIN Australia has stepped into the breach between Qantas and Tourism Australia, with a new Memorandum of Understanding which will see a doubling of the Virgin-TA marketing partnership.

The deal, foreshadowed late last month (TD 30 Nov) will see the two parties increase their current joint commitments from \$6m to \$12m over the next three financial years, with spending to focus on a range of joint activities including the promotion of major sporting and business events.

Tourism Australia md Andrew McEvoy said the move was "great news for Australian tourism, and the extra funds will immediately

go to good use in some of our most important inbound tourism markets".

He said the global partnership will focus on the US, NZ, the UK, continental Europe and Asia, with marketing on both traditional and digital media platforms as well as event and sponsorship activity.

Virgin Australia ceo John Borghetti said that thanks to the carrier's alliances with Air New Zealand, Delta, Etihad and Singapore Airlines "we now have the ability to access international visitors from over 400 cities around the world".

Two weeks ago Qantas controversially announced the suspension of its TA marketing partnership (TD 28 Nov) over perceived conflicts of interest by Tourism Australia chairman Geoff Dixon who's part of a consortium agitating for change at the airline.

It's since been revealed that the widely touted \$44m QF-TA MoU figure actually involves a \$5m annual contribution by both TA and QF over 3 years, plus flight support from Qantas (TD 03 Dec).

Tourism Australia is also understood to be in talks with other carriers about expanding their marketing partnerships, with further announcements expected in the coming days.

Expedia "welcomes" Webjet/Zuji deal

GEORG Ruebensal, md of Expedia Australia and NZ, says the local online travel agency market is "ripe for continued expansion", adding that Expedia "very much welcomes" the acquisition of Zuji by Webjet (TD yesterday).

He said that Expedia will finish the year in a strong position, adding that "the acquisition of Zuji by Webjet is not something we foresee impacting the Australian travel sector".

However, Zuji's strong position in Hong Kong and Singapore will provide further competition in the Asian market.

Ruebensal stressed Expedia's strong Asian presence, including its partnership with AirAsia and the company's ownership of popular Chinese OTA eLong.

Expedia now operates 13 localised websites across the Asia Pacific region, with more to come.

Seven pages of news

Travel Daily today has seven pages of news and photos, a front full page for **Royal Orchard Holidays** plus full pages from: (*click*)

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

DJ fake itineraries

JUST days after Qantas was hit by an email scam (TD Tue), rival Virgin Australia is today alerting customers of another hoax.

The carrier is advising fans on Facebook that a fake email claiming to be a Virgin Australia itinerary "may contain harmful software, such as spyware."

DJ urges customers not to open emails claiming to have Virgin itineraries if they have not booked travel in the immediate future.

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ICCA submissions

THE International Cruise Council of Australasia is reminding agents nominations for the 2012 Cruise Industry Awards, including agency promotion of the year & network promotion of the year, will close on 21 Dec - www.bit.ly/ICCAgongs.

ICCA general manager Brett Jardine encouraged agents to nominate in order to "win some well-deserved recognition."

MEANWHILE, ICCA has named its 2013 Board, including the reappointment of Royal Caribbean Cruises Regional VP Asia Pacific Gavin Smith as its Chairman.

Carnival Australia Director Ann Sherry & Compagnie du Ponant representative Andrew Milmore, have filled Deputy Chairman roles.

APT ceo Chris Hall has retained the Treasurer's position & Viking River Cruises md Teresia Fors will continue as Secretary.

Francis Travel Marketing's Tony Smith, representing Holland America Line in NZ remains as the New Zealand rep on the Board.

JTG finalises retail structure

THE new structure of Jetset Travelworld Limited supporting its various retail brands has been finalised, with ceo Rob Gurney this week revealing who's heading up the various parts of the new Retail Shared Services division (**TD** 20 Nov).

The changes, exclusively revealed by **TD** last month, have seen previous roles in marketing,

product and operation for each brand consolidated into the new centralised operation.

An email sent to staff by JTG gm corporate affairs, Andrea Slark, confirms that the division is to be headed up by Sandy Osborne, while Rashelle Toms has been appointed as marketing manager across the Jetset, Travelworld, Harvey World Travel and Travelscene brands.

Long-time HWT marketing mgr James Brodie has left the firm.

Product is to be headed up by Maria Ferro, who's been with JTG since Oct after moving across from Flight Centre Global Product.

Former Travelscene head of product Damian Borg has taken up a role as National Sales Manager at the Globus Family.

And Jody Douglas, formerly JTN training and sales development exec, is JTG Retail Shared Service's new Manager Operations.

The changes have seen a number of redundancies, with TD happy to provide free subscriptions to anyone who's suddenly out of a job as a result - to register email looking@traveldaily.com.au.

Buchanan appointed

QANTAS consultant and former Jetstar chief executive Bruce Buchanan, has been appointed ceo of Sydney-based digital advertising group Rocklive.

Buchanan's appointment will see him become an equal shareholder in the business.

"Rocklive is exactly the kind of opportunity I was looking for, one that keeps you up all night excited about the future," he said.

More Appointments on **page 6**.

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Red Centre refocus for NT Tourism

THE Northern Territory govt says a new marketing strategy planned for the next six months will assist in curbing a downfall in tourism to Central Australia.

The move comes as Tourism Research Australia results out this week (**TD** yesterday) revealed big drops in visitor numbers to Alice Springs, down 13% year-on-year.

NT Minister for Tourism and Major Events Matt Conlan said the Territory was showing signs of a "two speed tourism economy" blamed directly at the previous government's focus.

"The former Labor Government's concentration was mostly across the Top End, with an absolute failure to address issues which could have prevented a double digit decline," Conlan said.

While "the majority of regions within Central Australia had recorded significant declines" in domestic visitor numbers, the Top End's Darwin, Kakadu & Arnhem

spiked 13% & 29%, Conlan added.

Overall, the Northern Territory reported a 21% jump in domestic visitors to 1.08 million arrivals.

He said his govt's refocus in the first half of 2013 was "a solid step towards righting this situation."

"The Northern Territory is one product and for the industry to really receive a boost, it must flourish in all regions."

Conlan revealed Tourism NT has reviewed its marketing direction and adopted new short and long term strategies.

Two-million dollars will be pumped into conversion-focused international marketing activity and a stopover campaign pitched at youth and working holiday markets.

"The new board of commissioners will set a new direction for tourism in the Territory with a vision to create a more prosperous industry," Conlan concluded.

Velocity adds ASOS

VIRGIN Australia's loyalty scheme Velocity has added online fashion retailer ASOS to its portfolio of products.

Velocity Frequent Flyer points can be accrued for every dollar spent at shopandearn.com.au.

Members can earn double points for every dollar spent from now to 31 Jan on www.asos.com, via the Global eStore.

Heathrow T2 residents

LONDON Heathrow's brand new Terminal 2 will become the new home of Star Alliance carriers (**TD** yesterday) as well as Aer Lingus and Virgin Atlantic's domestic operation when it debuts in 2014.

The Irish carrier is LHR's fourth largest airline and will relocate from T1 to the new facility.

VS's international flights will continue to operate from T3, with the airport assessing how it might co-locate its services in the future.

The changes enable the airport operator to fast track the closure of Terminal 1, and means all passengers visiting Heathrow will pass through new or refurbished terminals from 2016.

AIME into the future

ORGANISERS of the 2013 Asia-Pacific Incentives and Meetings Expo have announced a new technology zone, showcasing the latest concept and innovations for the MICE industry, dubbed The Future Events Experience.



TV STAR and travel industry favourite Larry Emdur was in fine form last night at a special event to officially launch Accor's fast growing Pullman brand (see **page 6**), where guests were treated to flowing Taittinger champagne and the dulcet tones of Jessica Mauboy and Human Nature.

Touting the five star luxury afforded by the Pullman Grand Quay Hotel, he told attendees "you know it's a good hotel when you can only fit two of the pillows into your suitcase".

SAUDI Arabia's Prince Alwaleed bin Talal has been confirmed as the prospective owner of the world's first private Airbus A380.

The plane, which has been on the Airbus order list since 2009, is known as 'The Flying Palace'.

Airbus Middle East chief Habib Fekih has confirmed the 2013 delivery of the huge private jet.

"A380 is a good prospect as a business jet and as a corporate jet and we have some interest, but so far we have only sold one," he said this week.

According to *Arabian Business*, the Prince's three-level superjumbo is being fitted out with four-poster king sized beds in five suites, a Turkish Bath, a concert hall, a prayer room and storage space for a Rolls Royce.

Oriana virus outbreak

OVER 160 passengers aboard P&O UK's *Oriana* have taken ill during a 10-day Baltic cruise following a norovirus outbreak.

According to reports, *Oriana* has 1,843 passengers onboard and has been monitored by the health authority after the outbreak on the current and previous sailing.

Oriana is due into Southampton in the UK tomorrow where it will receive a 6-7hr thorough clean.

SA ripe for low-cost

SOUTH African Airways Australasian country manager Tim Clyde-Smith has claimed South Africa has room for more low-cost carriers.

"I wouldn't be at all surprised if we see an entrepreneur take the reigns again & the responsibility of reintroducing something [to compete against Mango & Kulula].

"There's life in it if you can weigh the numbers carefully," he said.

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China Welcome portal

FEDERAL Tourism Minister Martin Ferguson yesterday rolled out a new 'Welcoming Chinese Visitors' project and website that aims to help tourism operators to capitalise on the boom in visitors from China to the country.

The initiative was launched on the same day Australia and China celebrated its 40th anniversary of bilateral relations at the China Tourism Industry Forum in the ACT.

He said global competition to lure Asian visitors "is fierce and intensifying, meaning govt and industry must ensure Australia caters to the demand of this fast growing market."

The Welcoming Chinese Visitors website features training modules targeting further growth, with the website offering advice on how to be 'Product Ready', 'Sales Ready' and 'Service Ready'.

Information can be delivered via online training, eLearning, Public Courses and Distance Learning. See www.bit.ly/WCVproject.

Webjet trading again

LISTED online agent Webjet has successfully completed the placement of 6.9 million new ordinary shares, raising approx. \$25 million in additional capital.

Proceeds will be used to fund the acquisition of Zuji in Australia, Hong Kong & Singapore (**TD** yest).

"The placement was well oversubscribed with strong support from existing shareholders and new investors," managing director John Guscic said earlier today.

Webjet shares recommenced trading this morning after being placed on halt yesterday ahead of the unsettled Zuji take-over.

21% Euro commission

WHOLESALE Eastern Eurotours and Mediterranean Holidays is celebrating its 21st anniversary, offering agents 21% commission for the next 21 days across its entire product range - excluding airfares, rail & ferry bookings - see www.easterneurotours.com.au.

Industry farewells Fyfe

LAST night senior figures from across the Australian travel industry gathered to pay tribute to outgoing Air New Zealand ceo Rob Fyfe, as well as to meet his replacement Christopher Luxon who takes over from the beginning of next month.



Fyfe's farewell tour has been an international affair, kicking off a early as Sep at the IATA agm in Beijing where other airline chiefs held a party to say goodbye.

Speaking to **TD** recently, 51-year-old Fyfe said his only firm plan for the future was to take three months off, possibly offshore, to "disconnect from the business."

"New Zealand is such a small space, everyone connects me with the airline, so it'll allow me

to properly unwind, which will create space for Christopher to get on with the job," he said.

Fyfe said he's been "bombarded" with future job suggestions, but admitted working for another carrier was not on the radar.

"I'm passionate about NZ, so whatever it is I ultimately do, it will have some link back to NZ."

Fyfe (right) is pictured above with Air NZ country manager Australia, Cam Wallace.

Virgin Australia will soon have a new reservation system.

Virgin Australia is transitioning to the SabreSonic CSS reservation system over 12 and 13 January 2013. With this new system, Virgin Australia will become a fully ticketed airline with a single designator - VA.

There will be some important changes for you as a travel agent and for your customers. To find out what you need to know, [click here](#).

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Rialto takes the serve

INTERCONTINENTAL Melbourne The Rialto has been named as the official hotel of the Australian Open tennis tournament, to be held from 14-27 Jan next year.

QF renews Asian push

QANTAS will redeploy aircraft from Australian routes into key Asian business hubs as part of a renewed push into Asia, according to yesterday's *Financial Review*.

In a move aimed at enticing back customers who have jumped to rivals Singapore Airlines, Thai Airways and Cathay Pacific, planes will be fitted with an enhanced business class.

This will be combined with retimed Asian services, which will be operated more frequently, although this step is still under consideration by the QF board.

Failed attempts to start-up low-cost carriers in Asia, most recently a business LCC in partnership with Malaysia Airlines are key reasons behind the latest push.

QF's proposed alliance with Emirates will enable Qantas to sell tickets on EK's four daily services into Asia, which, in addition to the removal of transit passengers flying on to Europe via Singapore or Hong Kong, will result in big capacity increases on the routes on Qantas mainline services.

MTA call for training

REINVESTMENT in travel industry TAFE courses & training programs is essential if the trade is to benefit in years to come, according to MTA Travel's Karine Raiz.

Raiz criticised funding cuts of \$1.7m to TAFE courses by Federal and State Governments, saying more specialised training in system-based "knowledge" areas are more important than old-school fares and ticketing courses.

Creative Hawaii deals

CREATIVE Holidays has released a range of special deals to Hawaii including free night offers, room upgrades and reduced rate offers.

Valid for sale to 21 Dec, deals include Stay 4 Pay 3 at Sheraton Princess Kaiulani with a free room upgrade, breakfast daily & return airport transfers from \$559ppts, valid for travel 01 Apr to 31 May.

New Costa ship build

COSTA Cruises' new vessel, the *Costa Diadema*, has commenced construction in the Fincantieri Marghera shipyard in Italy.

The ship, at 132,500 tonnes, will be the largest built in the Costa fleet (4,947 passengers) and will be delivered in Oct 2014.

Bentours Russia range

BENTOURS has released its 2013 brochure to Scandinavia & Russia, with the 84-page guide containing a range of 16 tours to the Baltics, Iceland, Finland, Greenland, Ukraine and for the first time, Uzbekistan.

Highlights include a Russian river cruise and the "Beneath the Northern Lights" tour, which includes a stay in the iconic IceHotel in Sweden.

Hainan ME hub shift

CHINESE carrier Hainan Airlines has relocated its Middle Eastern hub from Dubai to Abu Dhabi - the home of Middle Eastern code-share partner, Etihad Airways.

Hainan Airlines operates twice weekly services from Beijing to Luanda in Angola, via Abu Dhabi.

The shift expands the scope of cooperation between EY/HU to cover codesharing on flights and offer guests reciprocal frequent flyer program benefits.

EY chief James Hogan said HU was the second carrier from the Asia Pacific region to move its Gulf operation to AUH, following on from Garuda Indonesia.

Walkin in a winter wonderland



WESTERN Canada recently played host to this group of Flight Centre agents from around Australia, who donned the winter woolies on a famil hosted by Air New Zealand & Adventure World.

Participants took part in skiing, snowboarding and ice trekking, and enjoyed the views of the Rockies from the warmth of the classic VIA Rail and, staying at some luxurious Fairmont Hotels.

The group consisted of Jade Stevensen, FC Dog Swamp; Travis Graham, Adventure World; Kylie Brumwell, ET Carindale; Jessica Drummond, FC Willows; Katrina McAllister, FC Miller St; Philippa Curtin, FC Pacific Highway; Alfina Maugeri, FC Dural; Tracy Patching, FC Melville; Rachel Barry, FC Cannon Hill; Jessica Eirth, First & Business Class Travel and Michael Kubler, FC Product, in front.

Starwood Philippines

STARWOOD Hotel & Resorts will introduce the Westin & Sheraton hotel brands into the Philippines as part of two multi-billion dollar entertainment projects in Manila.

The 600-room Westin Manila Bayshore and 350-room Sheraton Manila Hotel are to open in mid-2016 & early-2017 respectively.

SQ catches the worm

A NEW round of earlybird airfares to Europe have been re-released by Singapore Airlines departing from all five Australian cities served by the carrier.

Return seats starting at \$1800 to London ex PER are available until 28 Feb, valid for travel from 01 Mar to 30 Nov 2013.

Hurtigruten Antarctic Peninsula Expeditions

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TRAFALGAR

EK adding five more

EMIRATES will welcome its 30th Airbus A380 and 119th B777 into its fleet by the end of this month, after taking delivery of three new superjumbos and two 777s.

Pullman shows its true Nature



LAST night a glittering event at Sydney's newly named Quay Grand Pullman Hotel saw the industry mingle with celebrities for an exclusive intimate performance by the one and only Jessica Mauboy.

Also appearing was Aussie singing group Human Nature, direct from Las Vegas where they have just signed a two year deal to appear at The Venetian.

Taittinger Champagne flowed and attendees were treated to fabulous food inspired by Pullman's recently-appointed culinary consultant Justin North.

Accor Asia Pacific md Michael Isenberg welcomed guests, hailing Pullman's rapid growth in the region, which he said had now made it the "largest upscale brand in Australia".

There are now 70 Pullman hotels globally, ten of which are in Australia and 40 in Asia-Pacific.

The growth follows Accor's acquisition of the Mirvac portfolio earlier this year, with several of the newly rebadged properties undergoing significant upgrades to bring them in line with Pullman's global five-star standards.

Pullman executives flew in for the event from Accor's head office in Paris as well as from Singapore, China and across the country, rubbing shoulders with Channel 7 celebrities including *The Price is Right's* Larry Emdur and the team from *Sunrise*.

Pictured above at last night's event are, from left: Augustine Silva from Singapore property fund Ascendas; Max Player, owner of Sydney's Q Station hotel; Accor Asia Pacific chairman Michael Isenberg; and Ruwan Peiris, Accor regional gm NSW and Pullman Australia brand leader.

More pics from the event in tomorrow's *Travel Daily*.

Industry Appointments



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.

Gold Coast Tourism has recruited **Anna Case** as its Director of Business Events. Case has been tasked with developing strategies to lure business events, exhibitions, conferences and incentives to the state.

Nikkie Mewing has joined **Marine Tourism Management** as its new Public Relations Manager. Mewing brings experience in roles with Tourism Tropical North Queensland and Whitsundays Marketing & Development.

Gary Hilt has returned to the **South African Airways** fold in the role of Sales Manager for WA, SA & NT. Hilt returns to the airline, based in Perth following stints at New Horizons Holidays and Jetset Travelworld Group.

Jetstar has nabbed Tiger Airways' ceo **Andrew David**, who will oversee the development of the carrier's long-haul operations, including the expansion of the JQ fleet based in Australia and Singapore.

Old Minister of Tourism Jann Stuckey has named **Steven Wright** as the new ceo of **Tourism Queensland**, reporting to chairman Stephen Gregg.

Reuben Arnold has been recruited by **Virgin Atlantic** as the carrier's new Customer Experience Director, reporting directly to coo Steve Griffiths.

Commencing this month in his new role, **Kenneth Wong** has joined the **Hong Kong Tourism Board** as its new General Manager for MICE.

Rendezvous Hospitality Group has made six management changes to its Australian management team. **Emilio Fortini** has assumed the title of Senior VP of hotel operations following the retirement of Geoffrey Johnstone. New management postings within the group include **Justin Philip**, **Scott Wilkinson**, **Luke Macdonald** and **Matthew Horvat**.

London's **Heathrow Airport** has named a new General Manager for Terminal 5 in **Meredith Bevan**. British Airways will operate services to Sydney arriving into the award winning Terminal 5 from next year.

AA rejigs fare options

AMERICAN Airlines has relaunched its online booking engine to reflect a range of new fares including 'Choice', 'Choice Essential', 'Choice Plus', 'Fully Flexible' and 'Business/First'.

'Choice' is the cheapest option, while 'Choice Essential' adds one checked bag and the ability to change flights at no charge for an extra \$68 round-trip.

Choice Plus adds standby and same-day flight options as well as an onboard beverage for \$88.

The new aa.com booking path displays round-trip pricing, with the new options initially offered for flights on the US mainland.

Swissotel into Wego

SWISSOTEL has partnered with travel website aggregator Wego to integrate the group's property network into its online suite of metasearch technology.

Flydubai into BSP

DUBAI low-cost carrier Flydubai has signed a Billing and Settlement Plan agreement with IATA and interline e-ticketing provider Hahn Air, enabling more travel agents to access its flights.

Within the UAE, IATA will manage the account, while Hahn Air will handle international markets for the carrier.

BUSINESS DEVELOPMENT MANAGER (INSIDE SALES)



Cox & Kings Australia is the parent company to four of Australia's most highly regarded specialist travel brands, including Cox & Kings, Tempo Holidays, Bentours and ezeego.

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Qld agents see upgraded 747



QANTAS recently showcased one of its upgraded B747-400 aircraft, complete with interiors & onboard experience matching the A380 to this group of Qld agents.

In addition to the walkthrough, the group went behind the scenes with the maintenance and engineering departments to get an inside look at the turnaround process for the jets.

Tick Tock Time book

PERSONAL Travel Manager Kim Mason of the Travelmanagers Group has released a book titled *Tick, Tock, Time Management for Mobile or Home Office Workers*.

Foreworded by House of Travel director Barry Mayo, the book offers a range of tips on managing time effectively to maximise daily efficiency to achieve success.

The book, which retails at \$19.99 or online as an e-book for \$3.99, will be available from next month from publisher Xlibris.

The agents, representing JTN, Flight Centre and CTM, are **pictured** here with maintenance staff from Qantas and consisted of Shane Jones, Flight Centre Ashgrove; Carol Horlock, World Travel Professionals; Jane Lawrence, World Travel Professionals; Megan Oliver, Flight Centre Business Travel Miami One; Charlotte Harris, Flight Centre Nundah; Stephen Hurt, Flight Centre Nundah; Paul Massingham, Travelscene American Express; Timothy Barclay, Travel CTM; Sue Ball, Harvey World Travel and Terri Dillon from Go See Touring.

VX opens US lounge

VIRGIN America has opened its first lounge facility - the 'Virgin America Loft' at Los Angeles International Terminal 3.

The LAX Loft features a cocktail bar, a "dining experience with a Virgin twist" and free wi-fi, and is accessible by elite members of the VX 'Elevate' program who will receive a certain number of complimentary day passes per year based on their status.

Day passes can also be purchased for \$40 on check-in by travellers on VX airline partners.

MEANWHILE, the carrier has signed a deal with YouTube that will enable it to stream programs for free to passengers onboard its flights from later this month.

Pax will have access to five channels, including series from Warner Bros, plus TV and films.

Xmas travel warning

THE Australian Federal Police has issued a warning to travellers to behave appropriately, having responded to 1000 alcohol related incidents at airports since 01 Jul.

AFP commissioner Shane Connolly said air travellers were subject to Federal laws when in an airport or aboard an aircraft, including the Christmas period.

Marque Syd rebrand

SYDNEY'S Marque Hotel has been renamed as the Rendezvous Studio Hotel Sydney Central in the next phase of the group's rebrand of Marque Hotels in all Australian cities.

Mammoth opening

CALIFORNIA'S Mammoth Mountain ski resort has opened its final two base areas of The Canyon and Little Eagle, declaring the destination now 100% open.

New Randall property

RANDALL Marketing has been namd to represent Phuket's Sensimar Khaolak Beachfront Resort in the Australian market.

WIN TWO NIGHTS IN AT FRASER PLACE MELBOURNE!

Travel Daily's popular Christmas photo competition is back!



Fraser Place has arrived in Melbourne with the launch of the brand new studio suite accommodation in a quintessential Melbourne city laneway.

Our good friends at Fraser Place Melbourne want to celebrate the festive season with the travel industry, and are asking you to send in your work Christmas party photos throughout December.

At the end of the month, the judges will select their favourite photo and the person who submitted this will win two nights accommodation for two guests in a brand new Studio Deluxe Suite, buffet breakfast for two on both mornings, complimentary internet and midday check-out.

Bonus points will be awarded for photos that include a copy of the Travel Daily issue.

So get into the spirit and start snapping; then email your festive photos (including names of the people pictured) to: xmasphotos@traveldaily.com.au.



LEFT: Grand Pacific Tours Christmas Party.

Back row – Jenny Saunders; Alita Brydon; Natasha Lawrence; Louise Dobinson; Joanna Elena Michal; Elena Randello; Wayne Bowman; Leonie Hampson; Brian Coubrough; Barrie Jacket; Rebecca Barron; Alan Chiron; Greg Reid; Michael Nelson; Ruth Mains; Stacia Morris; John Crummey; Anne Reid; Lorraine Alexander.

Front row – Tamara Vermeend; Nicole Backman (with Christmas hat); Jessie Kelly; Pam Searle; Elizabeth Bezzina; Barry Watts; Peter Harding.

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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HOT ROLES OF THE WEEK

Leisure Groups Consultant - Sydney CBD

- ✓ Are you in retail travel but are tired of face-face consulting? Move into a modern office environment before the new year!
- ✓ Minimum 1 year retail/wholesale experience
- ✓ Product & GDS cross-training provided
- ✓ Excellent salary on offer – Up to 60K PKG

*Please contact Jessica Tsolakis on 02 9231 6444
or email jessica@tmsap.com*

Corporate Travel Manager - Brisbane

- ✓ Do you nurture and motivate your team?
- ✓ Are you respected in your role?
- ✓ This role is for Managers not Team Leaders
- ✓ You won't be consulting in this role
- ✓ We want highly motivated Managers to work in this busy, fast-paced environment

*Please contact Alex Sleba on 0402 289 769
or email alex@tmsap.com*

Int'l Travel Consultant (Cruise) - Sydney

- ✓ Join the booming Cruise Industry with an established cruise company in the CBD
- ✓ Book and sell cruising packages and leisure travel to the direct public and agents
- ✓ No face-face, this role is via phone & email only!

*Please contact Marie Anderson on 02 9231 6444
or email marie@tmsap.com*

Airline Temps Exclusively with TMS - Brisbane

- ✓ Exciting 4 month contract roles
- ✓ Work for a booming & growing airline
- ✓ This starts straight after Christmas
- ✓ GDS essential, Sabre or Galileo preferred
- ✓ Fast learners and service minded consultants

*Please contact Alex Sleba on 0402 289 769
or email alex@tmsap.com*

Online hotel account manager - Sydney

- ✓ Global online hotel company
- ✓ Excellent career opportunities
- ✓ Require strong customer service skills
- ✓ Exciting, young and dynamic culture
- ✓ Hotel background or digital desirable

*Please contact Sally Frape on 02 9231 6444
or email sally@tmsap.com*

Calypso Product Co-ordinators (Temp) - Sydney

- ✓ Inner West location, excellent hourly rate
- ✓ Immediate start – 2 months assignment
- ✓ Mon – Fri hours & close to public transport
- ✓ To be considered you must have previous Calypso and productloading experience

*Please contact Sharon Moss on 02 9231 6444
or email sharon@tmsap.com*

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SENIOR ROLE IN THE TECH SPACE

**SENIOR PRODUCT MANAGER
SYDNEY EXCELLENT SALARY PACKAGE**

This senior role will see you leading a team to deliver the overall commercial performance of this product to meet market requirements. You will be liaising with key stakeholders and third party developers to ensure the market requirements are met. You will have a strong technical background preferably from a corporate travel space, have a strong commercial acumen and leadership skills.

SOMETHING DIFFERENT IN CORPORATE

**CORPORATE PRODUCT COORDINATOR
SYD SALARY PACKAGE TO \$70k**

This sought after TMC have a vacancy within their sales and marketing team looking after key suppliers and building strong relationships. You will be the primary contact for suppliers working with them to ensure contract benefits are maximized. You will have a strong travel background with excellent excel skills and a strong commercial understanding. Great opportunity to start 2013 with something different.

HANDS OFF LEADERSHIP IN BRISBANE

**CORPORATE TRAVEL TEAM LEADER
BRISBANE – SALARY PACKAGE TO \$85K**

Take the lead role within a brilliant travel operation, bringing your corporate knowledge and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is able to lead by example. This is a hands off consulting role. Your positive approach and knowledge will bring a breath of fresh air in to the team and secure your future.

WORK CLOSE TO HOME – EASTERN SUBURBS

**CORPORATE TRAVEL TEAM LEADER
SYDNEY SALARY PACKAGE TO \$80K**

This newly created role will see you leading this established team of domestic and international consultants to greater success. You will be in charge of any client queries, ensure work flow is distributed evenly and is taken care of within set KPI times, daily meetings and training. You will also have the ability to put your consulting hat on when needed. We need someone with at least 5-10 years corporate exp at a TL level.

SECURE A ROLE IN BRISBANE BEFORE THE RUSH

**INDUSTRY SALES EXECUTIVE
BRISBANE – SALARY PACKAGE TO \$70k**

Love being on the road with this product in your hand! Agents will welcome you and want to learn more from your fun loving personality. You will enjoy being out and about and know how to put the hard yards in when it counts. Be rewarded here with superb famil trips for you to enjoy and bonus schemes. Everyone loves this brand which is growing bigger & better every year.

ACCOUNT MANAGEMENT IN THE WEST

**CORPORATE ACCOUNT MANAGER
PERTH– SALARY PACKAGE TO \$100k + INCENTIVES**

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

CELEBRATE THE NEW YEAR IN HONG KONG

**REGIONAL OPERATIONS MANAGER –ASIA
HONG KONG – EXCELLENT SALARY PACKAGE**

This rare opportunity with a Global travel provider will see you working on high profile accounts. Your role will be to ensure service consistency, continuous improvement and driving operational projects. You will be a senior operations manager with exceptional people management skills and the ability to question current practices to seek improvement. A great salary with a relocation package is on offer

THE HUNGER AND THE PASSION FOR SALES

**CORPORATE BUSINESS DEVELOPMENT
SYDNEY - SALARY PACKAGE OTE \$100K+**

This role will set your pulse racing if you enjoy hunting for new business, developing a pipeline, building new relationships, delivering great pitches, negotiating deals and winning! If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, get on board this growing corporate agency and don't look back. You'll be joining a successful team and a fun working environment

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www.aaappointments.com

South Pacific Travel Consultant

Brisbane - \$Competitive - Ref 5477G

A South Pacific Travel Consultant is required to work for an extremely reputable and well established travel company located in Brisbane. Is the South Pacific your passion? Do you love tailoring itineraries? Do you want to specialise and become an expert in this field? If yes, then a reputable name in the Brisbane travel industry is looking for you. You can enjoy long term career progression, recognition and rewards for your efforts with this fantastic opportunity.

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

Business Development Manager

Sydney - Circa \$55K + Super + Incentives - Ref 360

Seeking an experienced BDM to join a well-respected travel company, based in Sydney, to develop and source new business leads, identify, qualify and capture new business and maintain and enhance relationships. The ideal candidate will have excellent knowledge of the market within Sydney and already have established relationships. This travel company sell all the wonders that Asia has to offer, so your knowledge of this amazing part of the world must be tip top!

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

Travel Consultant

SE Melbourne - \$DOE + Super - Ref 374

Are you tired of getting no recognition? Come and join this reputable and dynamic travel agency located in a busy shopping centre in South East Melbourne and reach for a new challenge! You will build tailor made holidays and meet the demands of the passionate travellers. Use your solid Galileo skills and worldwide knowledge to book the holidays that people dream. You will have a minimum 2 years' experience in a retail agency and ability to work on a rotating roster.

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

Corporate Travel Manager

Perth - \$50-60K + Super - Ref 347

A rare opportunity has arisen for an experienced Corporate Travel Consultant with a passion for the Travel. We are looking for a Corporate Consultant with at least 1-3 years' experience in a similar role. You must be able to issue your own tickets and have used a GDS (Amadeus preferred). The ideal candidate will offer good customer service both over the phone and face to face. Work Monday to Friday only. May also suit an experienced Senior Retail Consultant.

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

Eastern Europe Travel Specialist

Sydney - \$DOE + Super + Targets + Famils - Ref 0334

Work for this fantastic niche travel company, who is looking for an amazing team member! Our client is looking for an experienced agent with a solid travel industry background and personal travel experience of Eastern Europe, the more destinations you have been to, the better. You will be a team player who has a genuine interest in travel and who has a passion for sales! This is a Monday to Friday role and you will be well rewarded with fantastic travel opportunities!

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

Product Loader - Temporary Role

Sydney - \$Excellent Rate p/h - Ref 0353

Now is the time to work in a fantastic temporary role and earn some extra cash in time for the Silly Season! If you're looking for a fantastic temp role, Monday to Friday, and have experience in loading for the Calypso system, this is the role for you! This well established and respected company is getting ready for the busy season and needs experienced temp staff. Ideally you would be available now till Christmas with the opportunity to extend into the New Year!

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

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

Melbourne - \$Neg + Super + Targets - Ref 288

Calling all experienced and talented Senior Consultants! Have you worked in leisure, homeworking or corporate travel, have your own client base and are looking for a more flexible role? This may be your lucky day! This client needs someone who is all about the customer. Meet client needs and work on VIP & repeat business. This is a rare opportunity with flexible working conditions based in Melbourne's CBD. Forget the walk-in's and work on clients that make a difference.

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

Senior Travel Consultant

Adelaide - \$Excellent Salary Package - Ref 342

Have you been around the world and now would love to share you travel stories in your work place? We are looking for an individual with extensive travel experiences and who is passionate about them. Ideally you have worked in a retail agency and have solid CRS skills. You love exploring different cultures, eating exotic food and exploring new places. Ideally you have great telephone skills and have great customer service ability. If this sounds like you please call me today.

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



**MERRY CHRISTMAS & HAPPY NEW YEAR
FROM EVERYONE AT TRAVEL TRADE RECRUITMENT**