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# Travel Daily

First with the news

Monday 2nd July 2012

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## Another JTG leaver

**JETSET** Travelworld Group on Fri advised of the departure of another manager who has been determined as a 'Good Leaver'.

The unnamed former executive was the holder of 619,449 fully paid ordinary JTG shares which have "now been released from escrow arrangements".

Intriguingly, the number of shares held does not match up to the total issued to any individual when Stella Travel merged with JTG two years ago.

## NZ touches down at MCY

**AIR** New Zealand has operated the first-ever direct service from Auckland to Maroochydore Airport on the Sunshine Coast as part of a new route to be flown between 01 Jul and 18 Sep.

The maiden service touched down yesterday morning and was greeted by local indigenous tribes, politicians and celebrities Terri, Bindi and Robert Irwin.

Air New Zealand's general manager for Australia Cam Wallace praised the new gateway for NZ travellers seeking warmer winter climates and a new destination.

"Every year more than 100,000 Kiwis fly into Brisbane, then make the drive north to the Sunshine Coast's popular beach resorts".

"This new service will cut down the travel time and increase the holiday time for these people, but we also believe there's a great

opportunity to grow this market by offering a non-stop flight," Wallace added.

To be operated initially utilising Airbus A320 aircraft, the new seasonal twice-weekly service is also part of NZ's trans-Tasman alliance with Virgin Australia.

Maroochydore Airport general manager Peter Pallot labelled the new flights as a game-changer for the destination as a whole.

"Sunshine Coast Airport has established customs, immigration and quarantine services ahead of the first flight, and in the last 125 days the airport has reconfigured half the terminal that previously was offices for SCDL & SC Airport".

Sunshine Coast Mayor Mark Jamieson said New Zealand was the top international market for the region and accounted for approx 30% of arrivals, with 75,000 Kiwis visiting in the year to March.

"The achievement of the int'l flight has come as a result of a strong working partnership between Sunshine Coast Airport, Auckland Airport, Air NZ and Sunshine Coast Destination Ltd," Jamieson told *Travel Daily*.

## APT boosts China

**APT** has today released its 2013 China brochure, with the addition of Yunnan province via a tour inspired by celebrity chef Luke Nguyen's *Greater Mekong* series.

Nguyen, who is APT's Vietnam Ambassador, visited Yunnan as part of the show, and the new program significantly expands APT's China presence with a total of 67 departures on nine tours.

More info 1300 278 278; further new brochures on **page seven**.

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**Travel Daily**  
on location on the Sunshine Coast, Qld

Today's issue of TD is coming to you from the Sunshine Coast, as **Travel Daily travelled on the maiden direct Air New Zealand service to the holiday hotspot.**

**TOP** Australian and New Zealand representatives from the travel industry and media were hosted by Sunshine Coast Destination Ltd for the debut yesterday of NZ's seasonal service (see p1).

Landing at Maroochydhore Airport on time at 8:25am, the flight was greeted by significant fanfare and attention, as well as local celebrities.

As part of a famil in the region as part of the festivities, guests stayed at the 5-star Palmer Coolum Resort and will enjoy visits to Australia Zoo, Spirit House, Mary Cairncross Reserve, Spicers Clovelly, Flame Hill Vineyard, Stephanie's Spa and Richard Branson and Brett Godfrey's Makepeace Island, just to name a few.

For more details on the service, and the welcome, see **page six**.

## New govt suppliers named

**THRIFTY** Car Rental and Europcar have been named as car rental suppliers to the Australian government under the second phase of the Whole of Australian Government (WoAG) travel services arrangements which officially commence today.

Diners Club has also won a five year contract for travel and related card services, while the AOT Group is now the Federal Government's Accommodation Program Manager, meaning it is

responsible for the sourcing, booking and payment of all domestic accom for official travel.

The new contracts are the result of three separate tenders, and are the continuation of the WoAG phase 1 which appointed a panel of TMCs as well as domestic and international airlines to service government needs from Jul 2010.

The second phase supply arrangements are effective immediately, with government agencies able to make bookings either via TMCs or through websites operated by Thrifty, Europcar or AOT.

Thrifty estimates the government' car rental requirements are worth \$23m a year, and it's looking at the infrastructure and fleet changes required to service the account.

### Creative eNett switch

**CREATIVE** Holidays has advised its trade partners of a switch from the defunct Money Direct system to E-Nett effective immediately.

Agents must advise Creative of their E-Nett membership details as soon as possible to avoid the online payment system rejecting payments if E-Nett is not set up, which could in turn delay bookings being processed "and TTL's may be missed as a result".

Payments can still be made by direct deposit or credit card and other functionality is unchanged.

### New TD competition

**WE** have yet another fabulous **TD** comp this month, with readers able to enter to win a trip to Hong Kong courtesy of Harbour Plaza Hotels & Resorts and Cathay Pacific - see **page 8**.

**APT**

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## Emirates double miles

**EMIRATES** has extended its First Class and Business Class 'Double Miles' offer, which is now valid for bookings until 10 Jul and travel up until 16 Aug.

Travellers must 'opt in' to the offer, and those who book a Skywards Flex First or Business Class ticket online using a Mastercard up until 30 Sep can also avail themselves of complimentary accommodation in Dubai - [www.emirates.com](http://www.emirates.com).

## Ita talks up Tauck with TTW



**TRAVEL** The World is hoping to "make a bit more noise in Australia" about Tauck, which the company has represented locally for 25 years now.

TTW gm sales and marketing, Michelle Taylor, revealed stunning growth for Tauck sales in Australia which are up 38% year-on-year - making Australia the tour operator's biggest market outside of North America.

Taylor officially introduced Ita Buttrose as Tauck's new ambassador, which will certainly raise the profile of the company.

The strong growth has also seen TTW and Tauck for the first time ever launch a custom designed brochure for the Australian market, priced in Aussie dollars and featuring a hand-picked selection of 26 Tauck itineraries which are most popular here - out of a total of over 100.

Taylor said that strong Tauck growth over the last five years was the result of extremely high levels of repeat business due to strong customer satisfaction, as well as a collaborative approach by Tauck which has shown a willingness to "finesse product for

the Australian traveller."

Aussie customers are "sophisticated, educated travellers and they tell us again and again that Tauck's inclusive value, 'insider access' to unique experiences and high calibre Tour Directors are the best in the business," Taylor added.

She also highlighted the new 'Time on Tauck' initiative, under which any Australian who books a 2013 Tauck tour will receive two additional complimentary nights accommodation at one of the ultra-premium properties selected by Tauck.

Taylor is **pictured** above on a stunning Sydney afternoon with Tauck ambassador Ita Buttrose, who embodies Tauck's "sophisticated, elegant and inspiring quality," she said.

## MSC Euro-air specials

**AIRFARES** to Europe starting at \$700pp return are available through MSC Cruises on new Yacht Club bookings for a 06 Dec sailing aboard brand-new vessel *MSC Divina*, departing from Genoa. Info at [www.bit.ly/mscdivina](http://www.bit.ly/mscdivina).

## SQ res upgrade

**SINGAPORE** Airlines and SilkAir have advised that their reservations will be down next Sun 08 Jul while they transition to a new system.

The upgrade is scheduled to take place from 1800 Singapore time on 07 Jul and 2200 on 08 Jul and all bookings, reservations, ticketing and KrisFlyer loyalty scheme services via websites, call centres, ticket offices and travel agents will not be available.

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## QF international traffic dwindles

**QANTAS** saw its international operations carry 7.4% less passengers in May than the previous year, with Jetstar international edging ever closer to the mainline operations.

QF International carried 427,000 passengers for the month, while Jetstar's corresponding figure was 359,000 which was up 4.8% year on year.

The trend was also apparent for

the carrier's domestic operations, in which Qantas saw a 1.8% drop in passenger numbers to 1.37m - contrasted with a 9% increase for Jetstar to 830,000.

QantasLink was also a strong performer, with 441,000 May passengers which was up 6%.

Jetstar Asia also continued to soar, with passenger numbers up 28.6% to 280,000.

Overall group passenger numbers rose 3.1% to 3.7m and the load factor dipped slightly, down 0.2 points to 76.5%.

**MEANWHILE**, Qantas has also confirmed the completion of documentation for the purchase and operating lease of all 24 A320 aircraft which will comprise the initial Jetstar Japan fleet.

Three aircraft have already been delivered ahead of Jetstar Japan's commercial launch tomorrow.

## State of Origin comp

**DON'T** forget to enter the third and final stage of **TD's** Rugby League State of Origin competition, which wraps up with the nailbiting decider on Wed.

On offer is a prize of two night's accommodation at the Pullman Hotel Sydney Olympic Park for the reader who most accurately answers a series of questions across the series.

Send in your Game 3 answers to the following questions by 6.30pm on Wed 04 Jul to [socomp@traveldaily.com.au](mailto:socomp@traveldaily.com.au).

1. Which team do you predict will score the first try in Game 3?
2. Which team do you predict will be leading at half time in Game 3?
3. What do you predict will be the points margin in Game 3?

## Amadeus ticks it off

A "LEAP SECOND" which adjusted global clocks yesterday was apparently the cause of a worldwide shutdown of the Amadeus reservations and departure control system, affecting a number of carriers including Qantas.

Qantas flights were delayed for up to an hour during the outage, while the Qantas website was also down as a result.

Amadeus has admitted that the incident was "caused by the Linux bug triggered by the leap second inserted into clocks worldwide.

"We are now investigating how we can enhance our ability to detect and address such bugs in advance," the IT firm said.

## Tiger's Sydney base

**TIGER** Airways yesterday began operating services from its new Sydney base, which will see the introduction of up to ten additional daily return flights and the launch of TT's new Sydney-Gold Coast route, to operate up to four times a day.

CEO Andrew David said the Sydney launch was a "major milestone" for the carrier as it rebuilds from last year's CASA grounding.

"Today is an opportunity for Tiger to celebrate our accomplishments over the last 12 months whilst, importantly, we also reflect on our responsibilities as a credible and viable operation," he said.

Three aircraft will progressively be added to the Sydney base providing more Melbourne capacity plus the opportunity to expand routes including the Aug introduction of SYD-BNE.



## Window Seat

**TAUCK** Tours really suit Australian travellers to a 'T'.

That was the message at a very alliterative Travel The World-hosted Tauck function at Sydney's swanky Quay eatery on Fri, where Tauck's official new ambassador, Ita Buttrose, was introduced (see [page 3](#)).

TTW gm of sales and marketing, Michelle Taylor, told guests she only wanted them to remember one thing - the letter T - as represented by Travel The World, Tauck and "the amount of T's [sic] in Ita Buttrose's name, which means she fits perfectly with the Tauck brand".

**QANTAS** NSW regional general manager Peter Collins showed that blue is running in his veins when he spotted some of the NSW Rugby League team at the Qantas Business Lounge in Sydney yesterday.

Coach Ricky Stewart and captain Paul Gallen were happy to oblige Collins with a happy snap (below) as they headed off to prepare for the historic State of Origin decider in Brisbane on Wed this week.



Collins joins the front row?

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\*For full terms & conditions go to <http://media.userver.com.au/accor/expo/2012/index.html> Open to Australian residents over 18 years of age. Promotion starts at 09:31am 02/08/12 and closes at 7pm on 02/08/12. The 'lucky key event' will take place at 7:20pm at Level 3, 61-101 Phillip St. Sydney NSW 2000. Prizewinner's name will be published in The Australian on 9/08/12. Promoter is AAPC Limited (ABN 87 009 175 820) of Level 30, 123 Pitt Street, Sydney NSW 2000. Authorised under Permits: NSW LTPS/12/04903.

## EK adds Tokyo A380s

**EMIRATES** has become the latest carrier to operate A380 aircraft into Tokyo, with the debut of daily superjumbo flights to the Japanese capital today upping capacity on the route by 38%.

Tokyo is Emirates' 17th A380 port, with superjumbo destinations to be further boosted with the launch of A380 flights to Amsterdam from Aug and Melbourne from Oct.

**MEANWHILE**, EK has also announced an expansion of its flights to Basra in Iraq, which will move from four per week to daily effective from 01 Aug.

## Falls Creek special

**FALLS** Creek is offering a five day peak season lift pass deal for just \$375 - equating to \$75 per day, if purchased via the Falls Creek eStore before 07 Jul - a saving of \$134, valid for use 16-27 Jul 2012 - [skifalls.com.au](http://skifalls.com.au).

## Pacific Sun sails away

**P&O CRUISES'** *Pacific Sun* left Brisbane yesterday on its final voyage before it leaves the line's Australian fleet.

The vessel has been sailing with P&O Cruises Australia since 2004 and was sold earlier this year as part of a fleet renewal program.

The final voyage is a seven night Pacific Island voyage, with Carnival ceo Ann Sherry saying *Sun* had carried hundreds of thousands of Aussies and "helped build demand for cruising".

## MH ups subcontinent

**MALAYSIA** Airlines has announced new flights between Kuala Lumpur and Kathmandu in Nepal, with a thrice weekly rotation effective from 01 Sep.

The new route will depart KUL each Tue, Thu and Sat, while the carrier has also announced three additional weekly flights to Mumbai and Bangalore.

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\*Sale ends 31 August 12. The fare shown is for low season, excluding taxes and fuel surcharges.

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## Marian can cook up a storm

**MARIAN** Burbury from Andrew Jones Travel was this morning announced as the major winner of the Qantas 'Cook Up a Storm' incentive.

She's won an ultimate dining experience, taking three friends to Hong Kong with Qantas, with three nights at the Langham Hotel and dinner at the 2-star Michelin Tang Court.

Runner up winners of two economy return tickets to Bangkok are Doris Sung from Corporate Travel Management in Vic; Leah Russo of Escape Travel Townsville; and Michelle Hemingway of Reho Travel in NSW.

Marian is pictured above centre with QF Tas sales manager Stephen Farquer & QF account mgr Stephen King.



## Philippines online

**THE** Philippine Department of Tourism is inviting agents to learn about the destination via an ongoing online workshop which will be live until the end of Aug.

The 'Fun in the Philippines' module is accessible by logging in at [www.yourworkshops.com.au](http://www.yourworkshops.com.au).



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## Spencer Travel growth

PENNY Spencer has done it again, purchasing Travel Creations at Edgecliff in Sydney to further expand the ever-growing Spencer Travel network which also includes Shire Travel.

Penny Spencer and Maria Theodosatos of Travel Creations are both excited about the purchase, saying it is the "right match for both companies".

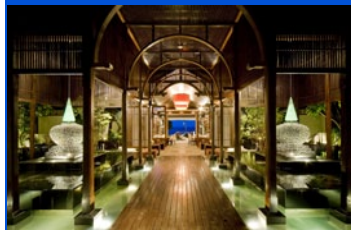
Travel Creations will become a division of Spencer Travel as well as being a Virtuoso member and remaining as a Travelscene American Express office.

## Kenya on the road

THE Kenya Tourist Board is this week conducting a 'Jambo Australia Sales Mission' which includes ten Kenyan tour operators plus Kenya Airways.

Events will take place in Melbourne today, in Sydney on Thu and Fri and in Brisbane on Sat - more info 02 8666 4686.

## WIN A 3-NIGHT STAY AT SAREERAYA CHEWANG BEACH



This week, *Travel Daily* is giving one lucky reader the chance to win a 3-night accommodation package, valued at \$1530, courtesy of Sareeraya Villas & Suites.

The prize includes 3 nights package with American Breakfast at Sareeraya Chaweng Beach, Samui; a Touch of Siam Treatment (30min Herbal Steam Bath and 90min Massage) and free airport transfer. For your chance to win this great accommodation package, answer correctly four questions featured in *Travel Daily* from Monday to Thursday this week, plus answer the final question featured on Friday.

Email your answers by COB on Fri to: [sareeraya@traveldaily.com.au](mailto:sareeraya@traveldaily.com.au).

## What is the name of the Spa at Sareeraya?

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## Air NZ's Sunny Coast toast



**AWAITING** passengers aboard Air New Zealand's inaugural direct service from Auckland to the Sunshine Coast's Maroochydore Airport was a hearty welcome, complete with music, excitement, celebrity, fanfare and local flavour.

A performance from a local Gabi Gabi tribe welcomed guests, along with Terri, Bindi and Robert Irwin from Australia Zoo, all of whom are big ambassadors for Sunshine Coast Tourism.

While guests enjoyed cake to mark the special occasion, Sunshine Coast Mayor Cr Mark Jamieson highlighted the importance of the route to the region, and its economic benefits.

Jamieson estimated the seasonal flights direct from Auckland will add 50,000 room nights to local accommodation providers and upwards of \$1.5 million in spending to tour operators and local businesses.

Steve Cooper, CEO of Sunshine Coast Destination Ltd added that the new service has provided real



optimism for Sunshine Coast businesses in challenging times.

"They are very excited and looking forward to welcoming the new service," Cooper told *TD*.

**Pictured** above at Spirit House, from left is Richard Llewelyn from Auckland Airport; Anthony Hayes, Sally Hollyer and Wendy Hatch from Tourism QLD; Cam Wallace, Air NZ; Steve Cooper, SCDL; Adele Barker, Air NZ; Peter Pallot, Sunshine Coast Airport; Kelly Millier, Air NZ and Veronica Rainbird, SCDL, while **pictured** inset are local celebrities Bindi, Terri and Robert Irwin.

For more information on the Sunshine Coast region, visit [www.visitsunshinecoast.com.au](http://www.visitsunshinecoast.com.au).

For more photos on the welcome festivities, visit *Travel Daily's* Facebook page.

## Norwegian will rock

**NORWEGIAN** Cruise Line has announced that the popular Broadway musical *Rock of Ages* will feature among several new entertainment options on board the new *Norwegian Breakaway* when it debuts in May 2013.

Other Broadway shows onboard will include dance show *Burn the Floor* and *Cirque Dreams & Dinner Jungle Fantasy*.

## Plenty of NZ potential

**SUNSHINE** Coast general manager Peter Pallot has stopped short of rolling out the welcome mat to other international airlines following Air New Zealand's debut flight to the destination.

When quizzed by *Travel Daily* on whether the new service was the start of plans to welcome carriers from markets such as China or the Middle East, Pallot said he was happy strengthening the relationship with NZ before looking at any other carriers.

The Sunshine Coast facility is currently restricted to aircraft no larger than Airbus A320 or Boeing B737 for the time being, with plans for an expanded runway in the works and expected to be completed by 2020.

Pallot said there were also no current plans at MCY to install SmartGates as the NZ service has launched initially as a trial only.

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## Watch gold on MSC

MSC Cruises has advised it will broadcast the London Olympics on its fleet for the duration of the games, in addition to offering Olympic-themed events onboard.

## DriveAway a hit over the net



**DRIVEAWAY** Holidays recently treated this group of tennis-loving JTG agents to some clay-court grand slam tennis action at the French Open as part of a three-day famil trip, all lucky winners of an incentive who booked a

Peugeot vehicle lease between April and mid-May this year.

Tickets to the tennis at Roland Garros were provided by Peugeot Open Europe, with the group also spoilt with sightseeing and shopping in the city of lights.

Escorting the group around Paris was DriveAway Holidays reservations manager Caroline Raffoul, who is **pictured** above second from left with the group enjoying a gentle dinner cruise on the Seine River.

The group consisted of Emily Pert from HWT South Perth (far left); Jacques Arseguet, Peugeot Open Europe (middle); Anna Peers, Itineraries Travel and Sue Milosova, iTravel enjoying a dinner cruise on the Seine River hosted by Peugeot Open Europe.

## Agents win back pax

**THREE** American former travel agents have created a new company aimed at encouraging travellers to book their travel through a professional agent.

Dubbed Travel Agent Revolution, the group offers a range of tools and resources to educate agents on how to market themselves, identify their target client bases and grow their businesses.

Mentorships, certification training and scheduled live and virtual training events also form part of the program, which costs \$12 a month to participate in.

The company is also planning a social media campaign to sing the praises to the public of booking through trusted travel agents.

More info at [bit.ly/tvlagtrv](http://bit.ly/tvlagtrv).



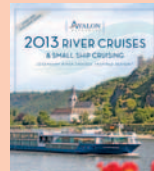
## Brochures of the Week

**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](mailto:brochures@traveldaily.com.au).



### Travelmarvel Canada & Alaska 2013

A brand new cover greets readers of the Travelmarvel guide to Canada and Alaska, along with new 8- and 16-day itineraries. A host of new local activities such as dinner experiences and Mike Wiegele's Heli Village at Blue River are also launched with the guide as part of 26 holiday options across the 54-page book. Bookings made before 15 Oct are eligible for early booking bonuses such as air credits and half-price tours. Phone 1300 300 036.



### Avalon Waterways - 2013 River Cruises

The recently launched Avalon Waterways guide for 2013 invites travellers to become inspired and to satisfy your mind, body and soul. All vessels boast spacious cabins and regionally influenced ingredients in every dish, with wines to suit on every sailing, with two new vessels joining the fleet in the *Avalon Expression* and *Avalon Artistry II*. Enticing itineraries and choices in day excursions with certified local guides combine to put Avalon at the forefront of European river cruising aficionados holiday plans. View at [www.avalonwaterways.com.au/ebrochure/avalon/2013/au/index.html](http://www.avalonwaterways.com.au/ebrochure/avalon/2013/au/index.html).



### Sanmanz World Tours

Explore the entire world if you wish to with Sanmanz World Tours, with their recently released guide outlining four extensive itineraries. Time-rich clients can choose a 40-day fully escorted tour of America, Canada and Europe, to a 40-day tour covering South Africa, India, Asia and New Zealand, or even a mammoth 80-day expedition covering both tours. Tours include all flights, transfers, accommodation, all sightseeing, many meals and have guaranteed departures. Visit [www.sanmanzgoneglobal.com.au](http://www.sanmanzgoneglobal.com.au).



### Back-Roads Touring - Winter 2012/13

A new 7-day tour through Switzerland including a visit to the Top of Europe, and an 8-day Italian Winter Indulgence are among six itineraries exploring the hidden gems of England, Scotland, Germany, Austria, Slovakia and the Czech Republic. Swiss cheeses, chocolates, alpine rail trips, renowned wine regions and traditional Christmas markets are all highlights covered in the new guide. Earlybird discounts are on offer for trips booked and paid in full before 31 Jul. Call Back-Roads on 1300 100 410.



### Walking Tours of Distinction 2012/13

The second Bill Peach Journeys guide has been released following overwhelmingly positive feedback from travellers who participated in the inaugural program. With no heavy backpacks to carry, more adventurous activities included into the new itineraries, and the prospect of a fine meal at the end of each day along with a glass of wine and a comfortable bed, the all-inclusive walking tours see new inclusions such as the Routeburn Track and Matukituki Valley Walk in Queenstown. For more information, visit [www.billpeachjourneys.com.au](http://www.billpeachjourneys.com.au).



### Bunnik Tours 2013 South America Cruise & Tour

For 2013, Bunnik have teamed up with Holland America Line to create the ultimate South American holiday. A pair of deluxe 31-day journeys include a 13 day cruise along the South American coastline aboard the *MS Veendam*. Highlights available in the new guide include visits to towns, regions and landmarks such as Ushuaia in Argentina, Lima in Peru, Machu Picchu and also an overnight stay in Sacred Valley. Call 1300 125 007.

## AFL Rd 14 Winner

**CONGRATULATIONS**  
**Bronwyn Massey**  
from *Encore Travel*

Bronwyn is the top point scorer for Round 14 of *Travel Daily's* AFL industry footy tipping competition, and has won a complimentary pass for two people to Sydney Tower Skywalk, courtesy of Merlin Entertainments Group.



## 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**



# WIN A HOLIDAY TO HONG KONG

## WIN THIS MONTH'S MAJOR PRIZE

- 2 nights at the 5 star **Harbour Grand Kowloon**
- 2 nights at the 5 star **Harbour Grand Hong Kong**
- 2 return economy flights

## WIN THIS WEEK

2 nights at **Harbour Plaza North Point**  
The hotel is situated right next to the MTR Quarry Bay Station providing easy access to many tourist attractions. Hotel also provides complimentary shuttle bus to Airport Express Hong Kong Station, Causeway Bay and Taikoo area.



Throughout July, **Travel Daily** is giving readers the chance to win an incredible major prize and weekly prize to Hong Kong, courtesy of **Harbour Plaza Hotels & Resorts** and **Cathay Pacific**.

To win the weekly prize, simply answer all five daily questions by COB on Friday. The subscriber with the most correct answers and the most creative response to Friday's question will be the weekly winner.

There will be 20 questions throughout the month. At the end of the month the subscriber with **all** the correct entries and the most creative responses to **all** four Friday's questions will win the major prize of a holiday for two people to Hong Kong.

**Q.1: What is the closest station to the Harbour Plaza North Point?**



Send your entries to: [harbourplazacomp@traveldaily.com.au](mailto:harbourplazacomp@traveldaily.com.au)

Click here for terms & conditions

Hint! Go to: [www.harbour-plaza.com](http://www.harbour-plaza.com)



## Greyhound NT boost

**DISCOUNTS** of up to 30% on full-priced fares between Alice Springs/Broome and Darwin have been released by Greyhound as it gears up to celebrate 30 years of service in Australia's Top End.

The company says it's strongly committed to the NT, having carried more than 30,000 passengers on Territory services in the last year.

Greyhound ceo Neil Taylor said the company was always looking for opportunities to expand in NT.

"As business opportunities for growth emerge in the Territory we plan to invest as they present themselves," Taylor said.

## Regional security live

**IMPROVED** passenger screening measures at regional airports took effect yesterday as part of the gov't's *Strengthening Aviation Security Initiative*.

The project has seen enhanced passenger and luggage screening technology installed at a number of regional airports including Bundaberg and Cloncurry in Qld and Devonport in Tas.

Busselton Airport in Western Australia and Longreach in Qld were the latest beneficiaries of funds under the grant, with both facilities set to receive explosive detection and walk-through and hand-held metal detectors.

**C&M TRAVEL** Recruitment has shifted to a new office at Suite 2 Level 4, 189 Kent Street Sydney.

The phone number is 02 8272 5400, fax 02 9241 5477.

## LAN's up to smell the coffee



**COFFEE** aromas from the freshest beans South America could produce were up the noses of these wholesale representatives from Australia & New Zealand on a recent famil trip to Colombia. Hosted courtesy of LAN Airlines,

just prior to their merger with TAM Airlines to become LATAM, and in conjunction with Proexpo, the agents met with local suppliers and were shown the sights of Bogota and the nearby coffee-growing regions, as well as the picturesque Cartagena area.

**Pictured** enjoying a fine meal and another cup of coffee, and seated clockwise from centre are Kristine, World Journeys NZ; Sarah, Chimu Adventures; Margaret, South America Travel Centre; Annelieke, Bunnik Tours; Scott, World Expeditions; Mike, Adventure World; Javier Perez, LAN Sales Manager and Marcos from BFirst Travel.

## Flinders Ranges by air

**AUSTRALIAN** Air Holidays has released a new six-day all-inclusive itinerary exploring the natural wonders of the Flinders Ranges.

For more details on tours, which start at \$5,245ppts ex MEL, see [www.australianairholidays.com](http://www.australianairholidays.com).

## Fear of flying app

**A NEW** Smartphone application has officially launched today, promising to "help the millions of Australian who are afraid to fly".

The 'Flight App' mobile tool for iPad, iPhone and Android users has been developed by Dutch organisation the VALK Foundation.

It includes information about flight safety, turbulence and aerodynamics with practical audio exercises to help lower flight stress, accessible via a special "panic button".

See [www.valk.org](http://www.valk.org).

**Supplier Updates**

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

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

**Supplier enquiries for notices:**  
[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

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

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## THERE'S ONLY ONE PLACE TO GO FOR THE BEST EXECUTIVE VACANCIES

### BE IMPRESSED BY THIS EXTRAORDINARY NEW ROLE REGIONAL SALES MANAGER PERTH – SALARY PACKAGE OTE \$150k +

This large market sales role requires a candidate who has outstanding commercial acumen, superb communication skills and high level negotiation ability. The main focus of the role will be to target new acquisitions involving large tender processes for the mining & resource sector. Your Aviation industry experience will be extensive having a thorough understanding of regional airport requirements.

### A WINNING ROLE FOR YOUR CAREER GENERAL MANAGER – WHOLESALE TRAVEL BRISBANE – SALARY PACKAGE TO \$110k + INCENTIVE

Step into the limelight with this top level role heading up the AU/NZ sales departments of this successful business. Based in Brisbane you will be the "face of the company" responsible for making key decisions, implementing strategies across the business and improving bottom line performance. You will need strong communication skills and the ability to build close working relationships, networking with key contacts.

### BE THE FACE OF WA FOR THIS BRAND BUSINESS DEVELOPMENT MANAGER (CORPORATE) PERTH BASED – SALARY PACKAGE BASED ON EXP

Warm up your winter with an exciting change happening to this company today! You will not want to miss out on this sensational job opportunity. Our exclusive client is looking for a key Perth based Corporate BDM to be part of the growth occurring. You will be the face of the brand in WA and be a part of formulating new business activity while assisting in the opening of the new office. Strong sales skills required here.

### WALK THE HALLS OF POWER KEY ACCOUNT MANAGER CANBERRA – SALARY PACKAGE TO \$100K

Be responsible for the management of prestigious corporate and government accounts in the ACT region and achieving + exceeding business development targets. You will be skilled in building & developing strategic account management and business plans and managing key customer & supplier relationships at a senior level. Bring your talents to this leading operator and raise the profile of your career.

### LARGE SCALE OPERATIONS CORPORATE OPERATIONS MANAGER MELBOURNE - SALARY PACKAGE NEGOTIABLE ON EXP

Seize this superb senior opportunity today and don't look back. Overseeing a large team you will have the ability to guide your team leaders and staff to perform and achieve set SLA requirements. This exciting challenge requires a corporate travel manager who has the ability to set goals, formulate strategies and make improvements to team processes to ensure performance is achieved.

### ONSHORE EXCURSIONS MANAGER INBOUND CRUISE MANAGER MELBOURNE BASED – SALARY PACKAGE OTE \$80k +

Embark on your voyage of discovery when you join this outstanding operator. This unique and varied role requires the skills of a cruise professional with an understanding of the logistical challenge in moving large numbers of passengers effectively. Responsible for overseeing a team and coordinating inbound day tour proposals for ship excursions this is a role not to miss! Frequent travel interstate is required.

### STRENGTHEN YOUR INDUSTRY RELATIONSHIPS INDUSTRY ACCOUNT MANAGER SYDNEY – SALARY PACKAGE TO \$85K

Bring your selling skills and travel industry background to this fantastic organisation and stretch your wings out on the road looking after an existing portfolio of clients, ensuring their business is retained and achieving new growth targets. If you have exceptional GDS skills, sales skills and top industry relationships you should race in for your chance to join a leading company that will support your career development.

### GREAT REWARDS FOR GREAT SALES SKILLS CORPORATE BDM SYDNEY – SALARY PACKAGE OTE \$130K+

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a leading corporate TMC offering a long term career and the real opportunity of progression. With a leading Brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. Apply for this role and watch your future career soar.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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Ph: 03 9670 2577

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

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



## Working in partnership with the Australian Travel Industry

### Corporate Travel Team Leader

Sydney - \$Competitive + Super + Incentive - Ref 4233

An experienced travel industry professional is needed to join award winning TMC. If you have a solid corporate travel background & managerial experience then this could be the career opportunity you've been waiting for. You will be responsible for any operational issues involved in the travel booking procedure, working closely with a team of experienced consultants, and mentoring & managing their progress within the company.

For more information call Sarah on (02) 9113 7272 or email [sarah@traveltraderecruitment.com.au](mailto:sarah@traveltraderecruitment.com.au)

### Multi-Skilled Corporate Consultant

Sydney - Up to \$65K + Super - Ref 1961

Are you an experienced Corporate Travel Consultant looking for a new challenge with a travel management company in Sydney. This city centre company seeks for a talented travel professional to join their dynamic team. You will ideally have 2 years' experience working on corporate clients or extensive retail, solid CRS and excellent customer service skills. Leave those targets behind you and join this reputable corporate company now! Salary dependent on experience.

For more information call Cliff on (02) 9113 7272 or email [cliff@traveltraderecruitment.com.au](mailto:cliff@traveltraderecruitment.com.au)

### Wholesale Consultant

Sydney - \$DOE + Bonus - Ref 2057

Work for a leading wholesaler and grow your career. You will be liaising directly with agents advising what's hot and new. Ideally our client is looking for someone with travel agency or wholesale background, strong customer sales skills, past experience in achieving and exceeding targets, and who loves the travel industry. Personal travel experience of Europe is highly desirable. There is room for growth within this organisation.

For more information call Natalie on (02) 9113 7272 or email [natalie@traveltraderecruitment.com.au](mailto:natalie@traveltraderecruitment.com.au)

### Travel Consultant

Canberra - \$40-45K DOE - Ref 2056

This is a fantastic opportunity to join this amazing well established team. Our client is looking for a sales focused team player with brilliant fares and product knowledge. You will be offering a wide variety of holidays, from family holidays to Fiji to an amazing European adventure. If you have extensive GDS skills, love customer service, have a hunger for sales, product knowledge and want to be a member of the team, this could be the role for you!

For more information call Natalie on (02) 9113 7272 or email [natalie@traveltraderecruitment.com.au](mailto:natalie@traveltraderecruitment.com.au)

### Senior Account Manager

Sydney - \$80-100K+ - Ref 178

This leading independent agency is seeking a solid Account Manager or Senior Account Manager to join their Sydney based team. This would suit an experienced Account Manager who could hit the ground running. You will understand agency processes thoroughly, be dedicated to ensuring the smooth running of high profile travel accounts, have a 'cost effective' nature and strategic thinking, and not afraid of hard work. In return you will receive a very generous basic, incentives and perks.

For more information call Cliff on (02) 9113 7272 or email [cliff@traveltraderecruitment.com.au](mailto:cliff@traveltraderecruitment.com.au)

### Ski Reservations Consultant

Sydney - \$Negotiable + Commission - Ref 173

They say, "Skiing is a dance and the mountain always leads!" Is this your way of thinking? Join this family run travel company as a Specialised Reservations Consultant. You will ideally have CRS experience, an excellent telephone manner and communication skills, the ability to work in a small team and to targets, and be passionate about Ski. The successful candidate can expect to work in a fun and rewarding team, educational and potential management positions.

For more information call Lisa on (02) 9113 7272 or email [lisa@traveltraderecruitment.com.au](mailto:lisa@traveltraderecruitment.com.au)

### Travel Consultant

Brisbane - \$40-50K + Super + Incentive - Ref 1425

Take the next step in your travel career with this leading boutique travel agency in the CBD. Utilise your travel industry skills and receive the financial rewards that you deserve. A travel consultant with international travel consultancy experience and outstanding customer service skills is needed by this leading player in the Brisbane travel market. The successful candidate will receive a very competitive salary, fantastic commissions, and industry perks.

For more information call Sarah on (02) 9113 7272 or email [sarah@traveltraderecruitment.com.au](mailto:sarah@traveltraderecruitment.com.au)

### Retail Travel Consultant

North Melbourne - \$Negotiable - Ref 150

Calling all Senior Travel Consultants! A reputable and awarding winning travel agency on Melbourne's outskirts is looking for an experienced Retail Travel Consultant. You will be a high achiever, self-motivated, ready for a challenge and want to earn top dollar with your repeat clients! The ideal candidate will have minimum 3 years retail experience and solid Galileo CRS. Excellent opportunity for an enthusiastic travel professional looking for a new & exciting position.

For more information call Lisa on (02) 9113 7272 or email [lisa@traveltraderecruitment.com.au](mailto:lisa@traveltraderecruitment.com.au)

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

