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Travel Daily

First with the news

Friday 1st June 2012

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SUSAN EICHORN
EXECUTIVE SEARCH

ISSN 1834-3058

Hainan returns to SYD

CHINA's Hainan Airlines appears to have reversed a decision to shelve its Sydney services, with a thrice weekly non-stop operation from Shenzhen set to return.

HU commenced its first Aussie services in Jan last year, initially as thrice weekly before downgrading frequencies to two in Jun, prior to suspending the route in mid-Feb.

According to GDS displays, the revived services will operate out of Sydney on Tue, Thu and Sun, with the first outbound service departing on 30 Oct 2012.

Jetstar drives QF growth

QANTAS yesterday released details of its Apr traffic, with Jetstar's domestic and international operations edging ever-closer to QF mainline passenger numbers.

Overall group passengers were up 4.6% year-on-year to 3.93m, but the increases were driven by strong performances by Jetstar, while figures for Qantas domestic and international both dropped.

QF domestic carried 1.37m pax during the month, down 3.1%, while Jetstar domestic was up 9.3% to 942,000 for Apr.

And QF International also dipped to 498,000, down 2.1% while Jetstar international rose a healthy 12.8% to 394,000.

Jetstar Asia also enjoyed a strong performance, up 39.8% to 290,000 passengers for the month and another bright spot was QantasLink, which saw a 5% increase in passenger numbers to 434,000 during Apr.

Qantas said that for the year to

date, total domestic yield is up 4.5% on the previous corresponding period, while total international yield rose 1.7%.

The overall revenue seat factor was 78.9%, up 0.1 points.

MEANWHILE QF this morning also announced a new partnership with the Australian Indigenous Education Foundation.

The five-year deal, launched by QF ceo Alan Joyce along with the carrier's third Reconciliation Action Plan, will provide greater opportunities for Indigenous students to travel across Australia to participate in AIEF programs.

Phillip Island Ramada

WYNDHAM Vacation Resorts Asia Pacific has acquired the management rights for the newly rebranded Ramada Resort Phillip Island in Vic.

Formerly known as All Seasons Phillip Island, the property offers a selection of studio, two- and three-bedroom holiday villas, some of which will transfer to WorldMark South Pacific Club by Wyndham for use by its more than 44,000 timeshare owners.

Charter a chalet unit

CLUB Med has launched its new Ski Brochure featuring options for a private Chalet Apartment in Valmorel in the French Alps - see page nine for more details.

Win a trip to Greece!

TODAY we launch yet another amazing competition, with Sun Island Tours and Etihad teaming up to offer TD readers a prize of a holiday for two in Greece - see page 7 of today's issue for details.

MEANWHILE, we're still collating the results of last month's Hawaii comp (which received thousands of entries), with the winner to be announced in the coming days.

Fiji flooding cleared

THE Department of Foreign Affairs & Trade has removed its advice on flooding in Fiji's Western Division of Vitu Levu, including Nadi and the Coral Coast.

The Aussie government issued the warning in Apr after floods cut off access to Denarau and the Coral Coast (TD 30 Mar).

Seven pages of news

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

- AA Appointments jobs
- Club Med

EvergreenTours
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CANADA, ALASKA & USA 2013



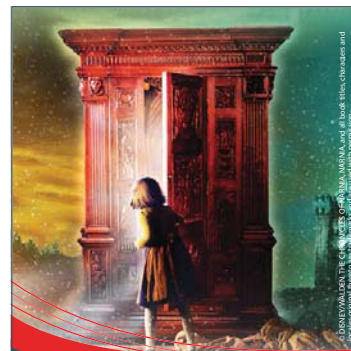
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Kumuka 2-for-1 air deal

KUMUKA Worldwide is offering a 2 for 1 deal on airfares to London, Paris or Rome when booking air with its Central Europe, Europe Revealed, European Waltz or Europe Uncovered escorted coach tours for two people, by 15 Jun.

The deal applies to packages ex Sydney, Melbourne, Brisbane, Adelaide, Perth and Darwin.



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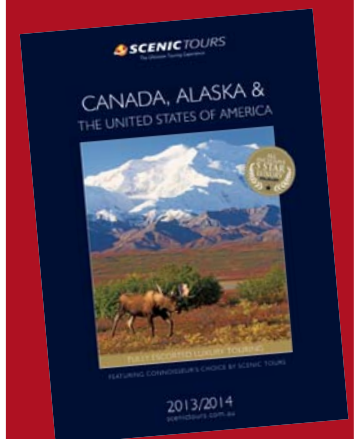
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Travel Daily

First with the news

Friday 1st June 2012



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Perth govt hotel plan

THE Western Australian government is advertising for registrations of interest in the development of a new hotel on "a prime site in the Perth CBD".

The 7350sqm site "provides ideal exposure for a hotel/mixed use development," according to advertisements in newspapers this week, with registrations sought by 27 Jun after which a shortlist of participants will be invited to submit further details of their proposals.

Dry-cleaning by QF

QANTAS has announced from today it will offer dry-cleaning services at its Sydney & Melbourne domestic terminals as part of its Qantas Valet experience.

The service is also available to Qantaslink and Jetstar passengers, along with valet parking, car cleaning and chauffeur limousine transfers.

Customers drop dry-cleaning off at a dedicated counter when they leave their car and collect it upon their return, with customers receiving a free garment bag to use each time as well as three frequent-flyer points per \$1 spent.

3 million like TA

TOURISM Australia this morning revealed that its Facebook page now has three million followers, continuing its reign as "the world's most popular tourism destination page".

TA's FB favour has been rapidly growing, with the page adding one million followers since Jan.

TA md Andrew McEvoy said social media continued to play an "increasingly significant role" in the agency's global marketing.

Want to snap up an airline?

KIMBERLEY-based scenic flight and charter carrier Alligator Airways has been put up for sale, after being placed into the hands of administrators KordaMentha earlier this week.

The carrier is described as a "market leading private group in the provision of scenic flights and tours in the Kimberley," with annual revenues of over \$5m per annum and a 16-strong fleet based in Broome and Kununurra.

Early last month, CASA grounded the carrier (**TD** 04 May) over a "deficient safety culture" after it failed to report and respond to a number of incidents, with the regulator saying continued operations posed "a serious and

imminent risk to air safety".

KordaMentha is seeking the "immediate sale of the business, surplus aircraft and hangar facilities" along with "CASA certification and AOC data".

Alligator has operated a range of scenic flights from Kununurra and Broome since 1983.

Administrator Cliff Rocke said that an investigating accountant's report had found the firm did not have enough reserves to deal with the CASA suspension, with the sale of the carrier set to benefit all stakeholders.

CZ reduces Melbourne

CHINA Southern Airlines is temporarily reducing its flights between Melbourne and Guangzhou from 10 per week to daily between 23 Jun and 31 Jul.

Garuda/Accor pact

GARUDA Indonesia has signed a Memorandum of Understanding with Accor to develop a Global Partnership Program, which will offer GA pax staying at Accor hotels a 10% discount on their accom; while Accor guests will get a 10% discount on airfares.

The alliance also allows guests of GA's loyalty scheme to earn and burn points at Accor hotels.

Once implemented in countries where Garuda operates, the deals will be available to book via the site accorhotels.com/garuda.

Special rates for GA FF members will be at accorhotels.com/gff.

SA Budget figures

THE South Australian Tourism Industry Council says the state's budget revealed the regional rejig of the SA Tourism Commission (**TD** 06 Mar) for 2011/12 has saved the govt \$3.3m in expenses.

SATIC also tweeted today that the 2012 Santos Tour Down Under had a \$42m economic impact on the state's economy.

ADTCA web overhaul

ABU Dhabi Tourism & Culture Authority has upgraded its website redesigned to act as a 'one-stop-shop' looking to explore the emirate - see visitabudhabi.ae.

GLOBUS
family of brands

GROUPS COORDINATOR

■ Sydney based



Globus family of brands is expanding its groups department and looking for a full time groups coordinator based in the Sydney office.

The role will be responsible for developing, crediting and booking brochure and custom groups.

To succeed we're looking for a candidate with a least three years experience in either retail group travel or wholesale groups, ideally within a customer service and sales environment.

To apply, forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by Friday 13 June 2012.

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

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KQ revives Aussie route plans

AUSTRALIA'S mining boom and expansion plans announced this week by Kenya Airways has seen the carrier reconfirm Australia is in its sights as a future destination.

According to *Air Transport World*, KQ has this week outlined significant expansion plans, which

include intentions to be operate direct services to Australia by 2017.

It's not the first time KQ has flagged Australia as a future hub - two years ago Sydney suddenly appeared on the carrier's online route map (**TD** 13 Jul 10).

However, plans have been set back due to delays with delivery of long overdue 787 Dreamliner aircraft, of which KQ has nine currently on order and a total of 32 forecast to be added by 2021 on high-density routes such as Nairobi to London and Amsterdam.

Services to the USA, South America and seven new Chinese ports 2021 are also on KQ's radar.

Currently, Kenya Airways hold a codeshare agreement with Qantas on services between Sydney and Bangkok (**TD** 18 Oct 2010).

CWT signs Summers

CARLSON Wagonlit Travel has appointed Iain Summers to the position of Director of Traveller & Transaction Services for Australia and New Zealand.

The Scottish national has a strong industry background, having worked with the Amadeus IT Group for the past 14 years in France and the Asia Pacific.

He begins with CWT on 04 Jun.

EXPERIENCED TRAVEL CONSULTANT REQUIRED

Trendsetter Travel & Cruise Centre, with stores in both Lane Cove and Longueville, is looking for an experienced consultant to join our busy Lane Cove office.

Ideally you will have broad competence in all areas of travel and cruise sales experience will be highly regarded. You should be self-motivated, and able to work both independently and as a team member. Honesty, reliability and a commitment to delivering excellent customer service are essential attributes as is a focus on your personal profit delivery within the agency.

Our store is only 2 years old, spacious and comfortable, and located within the vibrant heart of Lane Cove. The right consultant can look forward to excellent working conditions, a good salary and bonus scheme, 5 days educational leave plus an educational contribution annually, and more.

Trendsetter Travel & Cruise Centre is an award winning agency and invites suitable applicants to email in confidence to adrienne@trendsettertravel.com.au or call **9428 5900**.

Trendsetter *Travel & Cruise Centre*

Gold Coast lodge sale

A LUXURY lodge property in the Gold Coast hinterland has been placed on the market for the first time, with expressions of interest sought by Jones Lang Lasalle Hotels by 12 Jul.

The Ruffles Resort features 12 luxury villas/guest rooms including a two bedroom private residence and a health spa & restaurant "ideal for weddings, corporate events & personal retreats" - phone 0401 100 350.

Velocity going off-line

VIRGIN Australia's frequent flyer scheme Velocity is advising members that due to scheduled system maintenance next Fri to Mon, a number of member services will not be available.

The maintenance will prevent members from logging into their account, making bookings using Velocity points, redeeming points in the Rewards Store and with program partners and earning points via the Global eStore.

Velocity gm Phil Gunter says guests wishing to book or redeem points should do so prior to the planned maintenance.

Work is to be carried out from midnight on 08 Jun through to 6am on Mon 11 Jun.

Art of Animation debut

WALT Disney Parks & Resorts yesterday officially opened the first phase of the newest property at Walt Disney World in Florida, Disney's Art of Animation resort.

The 'Finding Nemo' section is the first of four wings to be progressively opened this year, and features 320-suites, pitched at the 'value-priced' market, with rates starting at US\$248/night.

The 480-suite 'Cars' wing will open on 18 Jun, a 320-suite 'Lion King' wing on 10 Aug and the 864-standard guest room 'The Little Mermaid' wing on 15 Sep.

The Art of Animation aims to immerse guests "in the artistry and enchantment of Walt Disney & Disney Pixar animated classics."

EK's ice gets cooler

EMIRATES has introduced new bigger, wider & digitally enhanced screens for its ice (information, communication & entertainment) IFE systems aboard new B777s.

The new HD Panasonic units in Economy class are the biggest in the world, according to Emirates, at 12.1" wide, while the screens in Business are 20", & 27" in First.

New capabilities include being able to swipe or scroll across screens, like on a tablet device.

The upgraded screens will continue to be rolled out on new Boeing 777s and on Airbus A380s.

For more info on Emirates see our agent spotlight column on **p7**.



Window Seat

IMAGINE your face permanently affixed to the front of an aircraft.

That's a possibility for Facebook fans of Poland's LOT Airlines, who are seeking name ideas for their new Embraer 195 aircraft.

The company is hoping to get its followers and "likers" to suggest a moniker for the jet, with the winner having their photo emblazoned on the front of the plane, with an additional prize of a flight on the jet bearing their mug on the front.

To see an ad on the promotion, head to bit.ly/nameonaplane.

SPEAKING of plane namings, soon to launch low-cost carrier Scoot has announced the names of its first two jets - and it possibly shows the danger of throwing things open to the public.

After a Facebook campaign soliciting suggestions, the first two planes will be called "Goin' Scootin" and "Barry" - showing a strong focus on Aussie routes.



Barry set to visit Sydney next week.

Viva! Duty Free vchr

VIVA! Holidays has relaunched the \$100 Duty Free Voucher offer for guests booking packages to Bali, Phuket, Fiji, Cook Islands or Samoa with a Virgin Australia flights.

The voucher is restricted to wine, champagne and spirit purchases, when availed by agents quoting "Have a Drink on Us", until 30 Jun.

Mickey Mouse Getaway

TOMORROW night's episode of Channel Nine's travel program Getaway, airing at 5:30pm, will include stories on Disney World for families, a helicopter tour of the Barossa Valley and travelling through Transylvania in Europe.

Vanuatu cruise plan

THE Vanuatu Dept of Tourism has announced it will launch a National Cruise Action Plan later this year, confirming the country's investment and interests in the growing cruise ship market.

Recently, Vanuatu hosted execs from Royal Caribbean Cruise Line and Carnival Australia, with the latter exploring Pele Island.

Hobby int'l ops OK'd

EXPANSION plans to operate international flights from William Hobby Airport in Houston have been rubber-stamped by the city's council.

Low-cost carrier Southwest Airlines spearheaded the move, as it looks to expand to offer flights to Mexico, Central and South America, and the Caribbean.

Southwest have also announced it plans to fund Hobby's upgrade to the tune of at least US\$100m.

MEANWHILE, the news has not sat well with United Airlines, who are now likely to scrap plans to launch non-stop Houston George Bush-Auckland flights using new 787 Dreamliners (**TD** 24 May).

United had opposed the plan to modify Hobby (which is closer to downtown Houston) into an international hub, announcing today it will cut capacity and slash 1,300 jobs at George Bush Airport.

Further, Auckland Airport chief executive Simon Moutter has released a statement expressing AKL's disappointment at UA's decision to shelve the NZ route.

"It is equally frustrating that the delays in the delivery of the B787 aircraft have meant that the service was not already well underway by now."

"We firmly believe that New Zealand needs more air capacity to North America," Moutter said.

Air NZ welcomes winter season



AUTUMN was shown the door for the next nine months and winter welcomed at a lavish Air New Zealand launch of its NZ ski season in Sydney last night.

In attendance were over 100 industry representatives and public identities, all kept stocked with plenty of food and drink, while enjoying a snow machine and an Air NZ ice sculpture.

No expense was spared as the carrier impressed with elaborate balloon archways and even fake snow in the elevators.

Air New Zealand general manager for Australia Cam Wallace welcomed attendees, as the carrier ramps up for a bumper season for skiing & snowboarding.

"There's something for everyone in the [NZ skiing] market, whether a first-time skier, experienced or even professional, and a huge amount on offer around the ski experience in terms of the towns

and events available," Wallace told **Travel Daily**.

He said for ski or snowboard owners, flying Air New Zealand offers the best flexibility in terms of selecting a fare product to meet personal & baggage needs.

"People can pick and mix what they would like, whether they want to take extra bags or have a meal, our product is set up for not only skiing but for any sporting event."

Capitalising on the marketing tagline of "only 3 hours away," Wallace said the promo focus was on Australia's eastern states.

"90% of our ski market comes from Sydney, Melbourne and Brisbane...New Zealand is just three hours away [via direct flights from BNE, SYD & MEL], the mountains are less crowded, and [there are] a bunch of activities that support skiing in the towns because they're set up for skiing, so we think the package is pretty compelling when you put it all together," Wallace added.

Cam Wallace is pictured above with Air New Zealand ambassador and Australian rugby league legend Wayne Pearce.

Avalon Yangtze upgr

AVALON Waterways has signed a 2-year agreement with Century Cruises in China to operate its Yangtze cruise program in 2013 & 2014 using its newest vessels, the *Century Paragon* & *Century Legend*.

New Etihad GDS link

ETIHAD Airways has commenced rolling out Sabre software resulting from a major \$1b tech agreement signed last year (**TD** 22 Dec 2011).

The carrier will import all of its business operations to the GDS, including the Sabre res software.

MEANWHILE, EY's Guest loyalty program will be expanded to incl Seychelles Plus, the loyalty program of Air Seychelles in a co-brand deal.



Corporate Consultants and Team Manager Perth

- BCD Travel is expanding its operations to Perth!
- Brand new office space located in the heart of the CBD

Operating in over 90 countries with offices nationally within Australia, we are the world's largest privately-owned travel management company. We enjoy a strong reputation for helping clients make sense of the endless options they face in the demanding world of corporate travel.

This is a very exciting and promising time for our business and we are looking for service-minded and passionate people who want to be a part of service leadership and create extraordinary results.

To apply you must have exceptional customer service skills coupled with solid domestic and international corporate consulting experience. Strong geographical and fares knowledge is essential and Sabre GDS knowledge would be highly regarded.

In exchange, we will give you an exciting, rewarding career with excellent opportunities for professional growth, plus you will receive a great salary package, achievable quarterly bonus program and the opportunity to be part of our friendly team culture.

Take a fresh approach to your career today and make a confidential application to jobs@bcdtravel.com.au.

If you would like to learn more about BCD Travel, visit <http://express.bcdtravel.com.au/>



a fresh approach to business travel



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

Good Mantra in Parramatta



THE Australian-owned Mantra Group revealed first glimpses of the \$1 million refurbishment of the Mantra Parramatta to a group of corporate clients this week.

The new-look rooms have been fitted with fresh paint, spacious desk workspaces, lamps, bedding & built in cabinets for new LCD TVs.

With 230-rooms, the property has the largest room count of any hotel in Parramatta, and features two towers consisting of six room types including studio rooms, comfort suites and one- and two-bedroom apartments.

Rob Everett, Mantra Parramatta group said Western Sydney is home to one in 10 Australians, 240,000 businesses and 30% of the

nation's top 500 companies, so it was important to ensure the refit appealed to both leisure and business travellers.

Suited not only to the corporate market (event space can handle groups of up to 110 seated or 250 cocktail-style), but with a heated outdoor swimming pool, spa, sauna, gymnasium, restaurant and bar, Mantra Parramatta also strikes a chord with leisure guests.

The refurbishment program which started late last year is due for completion at the end of Jun.

Pictured above are the Mantra team: Samantha Attard, Kristie Clark; Paul Wilson; Rob Everett; Lucy Rawcliffe; Samantha Geisser; Mauro Leone and Chris Swan.



Cruise Consultants Part Time Multiple Positions 25 hours per week

Carnival Australia is part of the Carnival Corporation, the world's leading cruise holiday company. Growth in the Australian cruise market is outpacing all international markets with brands managed by Carnival Australia (including Princess Cruises, P&O Cruises, Cunard, Carnival Cruise Lines, Seabourn, Holland America Lines) representing approximately 80 per cent of the market.

Our Cruise Consultants are the first point of contact for enquiries from customers/travel agents regarding an existing cruise holiday booking. Our 100+ customer-focused consultants are responsible for driving cruise sales, encouraging customer loyalty and ensuring all pre-cruise booking enquiries are answered in an efficient and courteous manner.

We seek applications from people who demonstrate a strong desire to work within the travel and tourism industry who demonstrate:

- recent experience within a customer service position, either face to face or phone based
- a commitment to providing a high level of customer service / sales through service
- strong communication and relationship building skills
- strong PC literacy and good keyboard skills
- the flexibility to be rostered to work shifts between 7am to 8pm Monday to Friday, and 8am to 5pm Saturday's

Ready for a new challenge in the serious business of holidays?

Apply online at careers.carnivalaustralia.com Job Reference: CAR/764921

Friday 1st Jun 2012

HWT, STA closures

THE Travel Compensation Fund today advised of the voluntary termination of an STA Travel branch in Geelong, Vic (ABN 34 004 801 512) & the former Harvey World Travel outlet in Warrarong, NSW (ABN 45 083 838 288).

Also closed is the HIS Australia branch in Adelaide (ABN 81 011 037 577), while head office terminations include Distinct Travel of South Yarra, Vic (ABN 67 034 837 270) and Funlover Tours and Funtrav of Yarraville Vic (ABN 95 110 627 588).

GSR free Gold upgrade

GREAT Southern Rail is offering a free upgrade to Gold Service on the Ghan and Indian Pacific when booking a two-night stay in either Adelaide/Darwin, or Perth/Sydney in conjunction with Red Sleeper service, before 31 Aug, for travel 01 Aug to 30 Nov.

Marriott takes Gaylord

MARRIOTT International has entered into an agreement to acquire Nashville-based Gaylord Entertainment Co. for US\$210m, covering four hotels and its hotel management portfolio.

Gaylord owns hotels in Florida, Tennessee, Texas and Maryland.

Branson flags LHR growth opportunities

VIRGIN Atlantic founder & boss Sir Richard Branson says a lack of landing slots at London Heathrow airport has restrained the carrier from further international growth opportunities, again calling for the need of a third runway.

"Lack of airport capacity is holding back this country [UK] more than anything," Branson was quoted as saying recently.

In the last decade "we have put on 200 aircraft in America and Australia, yet Virgin Atlantic has only been able to get 28 aircraft in 27 years, he said.

"We are not flying to South America. We're not flying to Russia. It is because we can't get slots," said Branson.

Technology Update

Today's Technology Update is brought to you by Amadeus IT Pacific.

Reinventing Airports



In the last six weeks or so I have landed and transited at almost 20 airports around the world, in

other words every other day I have been to an airport. Thankfully my recent experiences have been somewhat hassle free but on some occasions there have been issues which have made my journey stressful.

The airport has long been a primary point of service delivery for travellers undertaking a 'total trip' which encompasses a wide variety of stages from booking to destination. As a starting point of ones' journey, airports play a prime role in making or breaking our overall travel experience.

Today and in the near future we can clearly see that the airport environment is and will be undergoing massive transformation. Airports of the future will become functional, efficient and even exciting destination attractions that we can look forward to visiting. Amadeus' airline industry report – [Reinventing the Airport Ecosystem](#) – takes a closer look at the changing face of tomorrow's airports.

Like any business, airports must evolve to meet the demands of the customers they serve and with 72% of today's airline passengers stressed and unhappy with the overall journey experience, the writing is clear on the wall – there is a dire need to evolve and facelift airports of today. I am certain that tomorrow's airports will be a multifaceted environment with the passenger at its heart, collaboration as its lifeblood and innovation as its currency.

Sari Vahakoski, Managing Director, Amadeus IT Pacific

amadeus
Your technology partner

Jubilee sales surge

EUROSTAR is predicting a surge in sales of up to 30% over the upcoming Diamond Jubilee celebrations this weekend, adding 10 extra services to meet demand.

Travel Specials

TRAVEL INDUSTRY CLUB



Travel, for travel people

THIS week's *Travel Specials* is brought to you by **Travel Industry Club**. If your firm has released a travel special you'd like to make the industry aware of send the details to specials@traveldaily.com.au.

Travel Industry Club members & their family & friends can escape to the **Anchorage Beach Resort** in Fiji with this white-hot deal. Four nights with daily brekkie, return transfers, a three course dinner and day trip to Beachcomber Island, for \$239ppts. Book by 15 Jul for travel to 31 May 2013.

Revheads rejoice. **Creative Holidays** has released one of its **Singapore Formula One Grand Prix** packages, offering 3-nights at the **Grand Mercure Roxy Hotel** and a 3-day Bay Grandstand ticket package in Zones 3 and 4 of the race circuit from \$829ppts. To book, phone Creative on 131 222.

Companions can travel at 50% off the cruise fare on any **Aegean Louis** cruise on new reservations made with **Greece & Mediterranean Travel Centre**, if booked between 24 May and 31 Jul. Call 1300 661 666.

Celebrate with the gift of pearls. Available from today until 30 Jun or sold out, pax booking a **cruise between Darwin and Broome** or vice-versa on-board a **Coral Princess** vessel with Broome & The Kimberley Holidays will receive a sparkling Broome pearl pendant to keep. Ph 1300 357 057.

IAG Spanish concern

BANKIA, the largest shareholder in International Airlines Group, the owner of British Airways and Iberia, has reportedly asked the Spanish government for a €23.5-billion financial bailout.

Loews LA addition

LOEWS Hotels & Resorts has announced plans to purchase the 600-room & 32-suite Renaissance Hollywood Hotel, with the property to be rebranded as Loews Hollywood Hotel.

Travel Expert - University of Ballarat



Have you been searching for a role where you can step up, take ownership & drive business? Like the idea of looking after corporate & academic clients one minute and leisure clients the next? This is a very unique & exciting opportunity to be part of the success story that is STA Travel.

The person we are searching for will have:

- A minimum of 18 months experience working as an international travel consultant
- A good working knowledge of a CRS (ideally Amadeus)
- Travelled to at least two or more continents as an independent traveller (after all, our travel experts need to know their product intimately)
- An ability to take initiative, work independently and be highly motivated

Some of the fantastic benefits on offer include -

- A great base salary with first year OTE \$50k-\$60k
- Amazing travel incentives, bonuses and educational trips
- Certificate III in Travel as part of your employment
- Ongoing personal and professional development
- Paid educational leave and annual study grant

To apply for this great position please go to www.statravel.com.au/workforus by June 8th.

MICE market falls for Toga



TOGA Hospitality is putting its full force behind its new Events with Benefits campaign, soft launched three weeks ago.

"The reaction to Events with Benefits was so positive last year that we simply had to reinstate it again this year," said Lisa Phillips, Toga Hospitality Director of Brands and Communication.

This year the firm has switched from individual brand campaigns to an offering available across all four hotel brands and 52 hostels.

"This time we have expanded our offerings in response to our clients' feedback and we are sure we have provided a benefit to suit any conference budget and their requirements," Phillips said.

Events with Benefits this year sees a wider range of incentives

when event bookers secure their next function at one of over 30 hotels, incl Medina Apartment Hotels, Adina Apartment Hotels, Travelodge Hotels & Vibe Hotels.

The campaign is based on a tiered structure that will allow the booker to earn a voucher of their choice, with the dollar amount based on the hotel chosen and cost of the event.

The new structure will include additional bonuses, like 'Raid the mini bar' where companies receive a fully stocked fridge for their conference to the value of \$250 when spending over \$6,000, at participating Toga Hotels.

Pictured at an event in Surry Hills, Sydney yesterday from left are: Lisa Phillips, Toga Hospitality; Renee Lynch, Klick Communications; Tessa Anderssen, Toga Hospitality & Florence Sanderson, Klick.

QR plays a jazzy tune

QATAR Airways has announced it has signed as a major sponsor of the world-famous Melbourne International Jazz Festival.

The carrier has flown a host of jazz music stars to Melbourne for the 10-day festival beginning with the opening celebration concert at Federation Square tomorrow night.

From 03 Jul, Qatar Airways will launch direct services to Perth.

\$\$\$ for new VN A321s

VIETNAM Airlines has been granted a US\$100m loan from the Vietnam State Bank to buy an additional four Airbus A321 jets, part of a 26-strong aircraft order to be delivered by 2014.

Olympic's fever pitch

NEW data from Amadeus has shown that travellers from the USA, Germany and Australia will form London's top three inbound source markets for the Olympics.

Tigers going to RMIT

SENIOR Tiger Airways staff, pilots, cabin trainers and quality-control ground crew have been provided with \$50,000 in advanced training via a three-course program at Melbourne's RMIT University.

The courses are being delivered by chief pilot and flying instructor Neil Boag as part of TT's quality improvement program, with the carrier saying it is considering implementing a permanent training program with RMIT.

Airtrain on sale

A 34% shareholding in Brisbane's Airtrain is reportedly on the market, with investment bankers appointed to sell the stake currently owned by Royal Bank of Scotland according to today's *Financial Review*.

Other Airtrain investors include Langs Bus Lines of London and Veolia Transdev.

Emirates Dubai Agent Spotlight



Travel Daily caught up with some of the top-selling Dubai agents on their mega-famil tour of the glitzy city.

Today, we chat to **Rita Ditore** of **Presidential Travel** in Adelaide about her time in Dubai.

1: How many times have you travelled with Emirates?

I've flown with them once before, and this was the second time.

2: What did you know about Emirates prior to that first trip?

I knew the service was going to be outstanding. My clientele had advised me from their own trips that they were an excellent airline.

3: How has that knowledge changed now you've flown with Emirates a few times?

It has actually made me sell them more. The service was impeccable.

4: What do you like most about Emirates in general as an airline?

So much to like. The staff - I think they are very good. The food was great. Their network is excellent - so many destinations you can fly to. The stopover choices also, with options to go via Singapore, KL or Bangkok if you wish to. The network is huge and so is the baggage allowance.

5: What have you enjoyed the most about this trip to Dubai?

Everything. The whole trip has been fantastic. It has certainly broadened my horizons to sell it to my clients more.

6: Do you feel more confident selling Dubai to your clients now?

I'm much more confident now selling Dubai. I know what areas to sell and the market to sell it to. I think Dubai is for everyone.



Keep up to date with the latest in Dubai via a monthly newsletter. Email dtcm_au@dubaitourism.ae or "like" their Facebook page at www.facebook.com/dtcm.anz.

Travel Daily

First with the news

Friday 1st Jun 2012

Stamford Brenner deal

STAMFORD Hotels & Resorts has partnered with chocolatier Max Brenner to deliver 'Melt into Winter' packages, valid for stays from today until 31 Aug.

The deal enables guests to buy a \$29 Max Brenner Suckao kit, complete with two straw spoons and a bag of chocolate drops.

PPHG website rejigs

PAN Pacific Hotels Group has announced it will redevelop websites for the Pan Pacific Hotels & Resorts and Parkroyal Hotels & Resorts brands next year.

Features of the new portals include greater customer engagement, user-generated content and a mobile optimised version.

BKK set for expansion

A **FIVE**-year, US\$1.9b plan by the Airports of Thailand to boost capacity at Bangkok Suvarnabhumi Airport has been revealed by the organisation's president.

The increase will see the facility cater for an additional 15m pax, a total of 60m pax annually by 2017.

In addition to the expansion of BKK, Bangkok's older Don Muang Airport will soon resume accepting some scheduled commercial services to ease the strain on BKK while it is redeveloped.

Upscale China resorts

INTERNATIONAL hotel management group GHM has announced it has formed a joint venture with the Beijing Tourism Group to launch an upscale hotel and resort concept named Ahn Luh.

Along with a third investor, the JV plans to introduce upmarket 50-100 room resort developments in Beijing and southern China in the next two to three years.

Global air numbers up

PASSENGER demand for air travel rose by 6.1% in April, according to global traffic results issued by IATA this week.

With limited capacity increases, load factors were up, coming in at 79.1%, a 2.3% year-on-year jump.

Flying in the face of slowing European economies, the region posted a 5.9% increase itself, although this was down on the 8.7% result posted for Mar.

Asia-Pacific carriers also saw demand exceed supply, reporting a 9.3% spike in carriage versus capacity expansions of 4.6%.

IATA director general Tony Tyler said he was pleased with the results, but hoped that "against an environment of continuing high oil prices and growing economic uncertainty...translating the stronger demand into profits will be difficult," Tyler said.

AA Brazil growth ok

AMERICAN Airlines has been granted approval to expand its operation between the United States and Brazil by 17 weekly flights (**TD** 17 May).

AA plans to add extra capacity on the New York-Sao Paulo, Miami-Recife, Miami-Salvador and Miami-Rio de Janeiro routes.

Enticing in Australia

ENTICING Asia has announced it has commenced marketing and promo activities in Australia for the 59-pool villas of Bali's Bulgari Resort in the Bukit peninsula.

Breeze delivered

CARNIVAL Cruise Lines took delivery of its 24th vessel in Italy yesterday, the 130,000-ton Carnival Breeze, set to operate its inaugural cruise on 03 Jun.

WIN A TRIP TO GREECE

Throughout June, **Travel Daily** is giving one lucky travel consultant reader the chance to win an amazing 7-day escorted "Highlights of Greece" tour, courtesy of **Sun Island Tours**.

The prize includes two return economy fares to Athens with Etihad, airport transfers, six nights' accommodation, six breakfasts, three dinners, tours with licensed guide as per itinerary, entrance fees and local taxes.

Every day **Travel Daily** will be featuring a photo of a Sun Island Tours' staff member enjoying a different destination from their brochures. You just have to identify the city or landmark and email us your answer. There will be 20 questions in total, which will also be posted on our website. In the final (20th) day you will be asked a creative question.

At the end of the month the subscriber with the most correct answers and the most creative response to the final question will win.

Email your answers to: sunislandcomp@traveldaily.com.au

Hint! Go to Sun Island Tours' Facebook page or visit www.sunislandtours.com.au

Click here for more information



Photo 1

Where is John today?



SUN ISLAND TOURS
Your Mediterranean and Middle Eastern
Travel Experts

Travel Daily
First with the news

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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QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – employment@aaappointments.com.au
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***HOT* WORK WITH THE STARS
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SYDNEY – SALARY PACKAGE TO \$65K + BONUS

Do you want to rub shoulders with the stars? This corporate travel company is looking to increase staff members as they are expanding rapidly. Work in fantastic offices near the CBD where you will enjoy organizing everything from band tours, to comic tours and travel for media companies. If you have minimum 2 years corporate travel experience and have used Galileo/Tramada. This is the position for you. Contact AA today – this role will not be around for long!

***HOT* CANBERRA – WORK IN LUXURY!
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CANBERRA – SALARY PACKAGE \$50K + BONUS

Do you want the opportunity to work for a luxury agency in Canberra? Do you want to experience the high life, booking exotic destinations? Can you see yourself on luxury educational? Be part of a highly successful and friendly team working for this amazing brand that offers fantastic training and staff development. This fabulous office in the CBD has a mix of leisure and corporate clients. If you have 1 years industry experience. This is the role for you!

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We have a new and exciting specialist role for a Japan expert. If you have a minimum of 2 years previous travel industry experience, have travelled personally within the region and have a true passion for the area then this could be your next role. With Japan making a fantastic comeback now is the time to make your move. Specialise in your favorite destination all while earning a fantastic set salary!

**TURN YOUR BACK ON TIME WASTERS!
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Now is your time to start earning the big bucks! This large corporate TMC is looking for their next superstar consultant to look after academic accounts in Melbourne. On offer is a fantastic central Melbourne location and an uncapped salary structure and bonus system. No more fighting for the business and no more time wasters! All you need is a minimum 2 years industry experience. Call us today!

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Are you an experienced corporate consultant who needs a change of scenery? We have a fantastic new role located South of the River. In this boutique corporate office you will enjoy arranging exciting travel itineraries for corporate clients, both domestically and internationally. There is a fantastic base salary on offer for the right candidate. Don't delay in registering, this role won't stick around! Call us today.

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ALL THAT GLITTERS....

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Over price matches and cookie cutter itineraries? Want high end instead of dead end? This is your chance to shine! This niche agency has an exciting position available. An excellent salary is on offer to the right candidate along with educationals & other fantastic benefits. If you are an experienced Retail Travel Consultant with min. 3 years exp and can consistently offer a high level of customer service - we want to hear from you. Be quick, gems like this are very rare!

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Want to find a position where you actually get rewarded for all your hard work? If you are ready to make some serious money then we just might have the answer for you. In this position you will enjoy selling a range of international destinations to leisure clientele in a fast paced and challenging environment. You'll earn a strong base salary along with being able to increase your take home pay with the generous incentive scheme in place. Apply now to find out more.

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