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Thursday 28th June 2012

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ISSN 1834-3058

## VA/VX codeshare tick

**VIRGIN** America has received approval from the US Dept of Transportation (DOT) to allow the 'VA' code of sister-carrier Virgin Australia on US routes (**TD** 12 Jun).

The "initial" list of codeshare points Virgin Australia will display its code on Virgin America metal are from Los Angeles to Boston, Chicago, Dallas/Fort Worth, Ft Lauderdale, Philadelphia, Portland, Seattle and the US capital, Washington DC.

VA/VX had requested expedited approval to begin marketing the services as soon as possible.

Overnight, the DOT said the statement of authorisation to display the VA code was limited to points in the United States.

The agreement is Virgin America's first codeshare alliance.

## Qantas land content switch

**JTG WHOLESALE'S** Qantas Holidays is no longer providing hotel-only content for the Qantas.com website, with the "Hotels" section of the site now powered by a fully owned QF subsidiary called J Stay Pty Ltd.

J Stay was established late last year and is a \$2 company whose directors include Qantas ceo Alan Joyce, finance director Gareth Evans and company secretary Taryn Morton.

The company provides accommodation content for Jetstar customers, which has now "been extended to customers of Qantas.com," according to a Jetstar spokesman.

The Qantas site also offers activities and transfers, but this content is now provided by UK-founded firm Isango! Limited.

Qantas Holidays remains as the provider under the 'Packages' section of the Qantas website, while the 'Shows & Events' section is powered by Showbiz International Pty Ltd.

JTG declined to comment on the change from the previous arrangements in which it provided land content for both the qantas.com and jetstar.com sites. While Qantas said that it and the Jetset Travelworld Group "have an extensive commercial relationship across several JTG businesses, and we don't comment on the specifics of these arrangements.

"We expect the partnership between Qantas and JTG to continue," a spokesman added.

## Queen of the IT Castle

**YVONNE** Castle has been named as the new head of technology by Voyager Leisure.

With more than 15 years of experience with Amadeus IT Pacific, Castle brings an innovative and 'out of the box' approach to IT solution thinking.

More appointments on **page 7**.

## Eight pages of news

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

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

## ZQN int'l tax dropped

**NEW** Zealand's Queenstown Airport has scrapped its NZ\$25 international departure fee, with the airport's Simon Barr saying it was no longer necessary due to growth in air capacity.

The change was implemented effective yesterday.

Domestic departure fees will however increase by about NZ\$2 next month.

The next review of Queenstown departure fees is due in 3 years.

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## EK boosts JFK capacity

**EMIRATES** is moving to an all A380 operation at New York, with double daily superjumbo flights operating on the Dubai-JFK route effective from 01 Jan 2013.

Currently, EK's other JFK service is operated by a B777-300ER.

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## Solomon PNG pullout

**SOLOMON** Airlines has announced the withdrawal of its route from Honiara to Port Moresby, just three months after it re-established the service.

The carrier launched the flights in late Mar, which were its first Papua New Guinea operations since 1995 (**TD** 04 Jan).

The last flight will take place next Tue 03 Jul, but the carrier insists that it's "only a suspension" with hopes to re-enter the PNG market later in the year.

"Our long term plans were to always link PNG to Fiji via Honiara and Vila, but due to the priorities we set ourselves with the Australia/Brisbane prime day services, it was always going to be difficult to make a through-service work unless it was closer to weekends," a spokesman said.

The route had also "not been as effective as was initially desired," the spokesman added.

The route was operated using a Dash-8 leased from Airlines PNG, and the suspension may see this aircraft returned in due course.

Solomon Airlines has also indicated that it's working closely with Air Niugini about buying one of its Dash-8 aircraft, and also hoped Air Niugini might bring one of its new 737-800s onto the Honiara/Nadi route.

## Webjet Middle East move

**AUSTRALIAN** listed online travel agency Webjet this morning unveiled plans for a new operation in Dubai, which will consolidate wholesale hotel content and market it in Dubai, Turkey and Saudi Arabia (**TD** breaking news).

The wholly owned Webjet subsidiary will include a UAE-based hotel contracting team, and will operate under the name Lots of Hotels under the leadership of Mr Ossama Wagdi.

Webjet md John Guscic said the venture would require a \$1.5m investment, and was targeting \$20 million in turnover in the first 12 months of operation.

"The platform will leverage Webjet's existing hotel aggregation model which brings together over one million hotel rooms globally on sale every night, aggregating supply from Expedia, GTA, Hotelbeds, HotelClub, Tourico and the Australian Outback Travel Company," Guscic said.

He said the Middle East was at the forefront of developing international tourism, via high profile airlines such as Etihad, Emirates and Qatar Airways.

Webjet has developed "substantial international business" with the carriers, "and

we expect further strategic opportunities to flow from these associations for both tourism business inbound to the Middle East, and for traffic originating from the Middle East and Europe to the rest of the world," the Webjet md added.

## ACCC OKs alliances

**THE** Australian Competition and Consumer Commission yesterday issued draft approvals for proposed cooperation agreements between Emirates and Flydubai, as well as Etihad and Air Berlin (**TD** breaking news).

A further update from the ACCC also issued interim authorisation for the Star Alliance Corporate Plus, Conventions Plus and Meetings Plus products to ensure they can continue to be marketed while the Commission considers the final approval.

The EK/Flydubai and EY/Airberlin deals have already received interim approval to allow the respective carriers to begin implementing the pacts.

Further submissions are now being sought from the applicants and interested parties on all of the applications before the ACCC makes its final determination.

## Silversea stubs it out

**SILVERSEA** Cruises has announced that it will no longer allow smoking in its suites and staterooms from next year.

The cruise line had already outlawed smoking on balconies, and the new policy also bans smoking in most public areas of the ship including the main bar and the poolbar except at particular designated tables.

The Connoisseur's Corner will still allow lighting up, along with a range of outside areas on board the upmarket line's vessels.

Lots more cruise news in today's **Cruise Weekly** - subscribe free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

## APT Russia brochure

**APT** has today launched its 82-page 2013 Russia River Cruising brochure featuring 12 itineraries, cruising and train journeys, along with Scandinavia & Baltic trips and its Magnificent Europe voyage between Amsterdam-Budapest.

New options include the 34-day Trans-Siberian & Magnificent Europe trip operating between Vladivostok-Moscow-Budapest-Amsterdam, from \$23,995pp.

Early booking deals on select tours include free return flights, companion fly free and air credits of up to \$1000pp, when booked by 30 Nov 2012 - [aptgroup.travel](http://aptgroup.travel).

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## New luxury wholesaler launches

**HIGH-END** luxury getaways are now more accessible to the Australian travel market with the emergence of Island Destinations, a specialist in holidays to super-exclusive resort properties.

Although already operational in Australia, well-established in North America and a Virtuoso-preferred wholesaler, the company has outlined a number of promotions being undertaken for the trade to boost its local profile.

Said incentives include attractive commissions, currently a minimum of 13%, with current specials of 15% on Hawaii and 16% on French Polynesia including Tahiti.

Island Destinations owner Maurice Bonham-Carter said Australia had a number of key affluent demographics seeking

high-end luxury getaways.

"In Australia, in the last five years, we've seen an accumulation of wealth, of affluent communities who have money and want to spend it, such as retirees who realise they have a lot of money via superannuation".

"We don't know [exactly] how big the luxury-seeking market is yet but I know there is a market for what we are trying to do," Bonham-Carter told *Travel Daily*.

The company has a brand-new brochure for 2013 in the final stages of development, due for release in October.

For more info on the offerings of Island Destinations, please see [www.islanddestinations.com](http://www.islanddestinations.com).

## Korea looks to China

**SOUTH** Korean officials have announced simplified visa arrangements for Chinese visitors aiming to boost the country's share of the burgeoning market.

As well as making application and renewal processes easier, a visa waiver will be available for those touring for less than 12 hours as well as transit passengers flying to Jeju Island via Incheon, while new tax refund kiosks in downtown Seoul will be established, offering shoppers refunds in Chinese Yuan.

Other moves include an expansion of the number of stores in Seoul offering payments via China's Union Pay card system.

## WTAAA urges agent inclusion in IATA move

**THE** World Travel Agents Associations Alliance (WTAAA), of which AFTA is a founding member, has formally requested that IATA seek "regulatory review" of its new distribution technology standards (**TD Tue**).

WTAAA chair Peter Barlow has also asked that any committees and task forces relating to the so-called New Distribution capability include representatives from the travel agency channel.

"IATA has the unique challenge of developing a standard that will not be seen by regulators as having the potential to skew the competitive process," he said.

WTAAA says the initiative needs to "produce pro-competitive standards that will benefit the entire distribution system, not just IATA's airline members".

Travel agents around the world sell nearly 60% of global air tickets so "it's imperative that our voices be heard," Barlow added.

Last week IATA director-general Tony Tyler revealed the project to develop new standards, with the aim of updating the "clunky" GDS model in place since the 1970s.

## Skal Sydney in Jul

**THE** Sydney club of industry networking group Skal International will hold its next lunch with a French theme at the Sydney Sofitel Wentworth on 11 Jul - [sydneyskal@bigpond.com](mailto:sydneyskal@bigpond.com).



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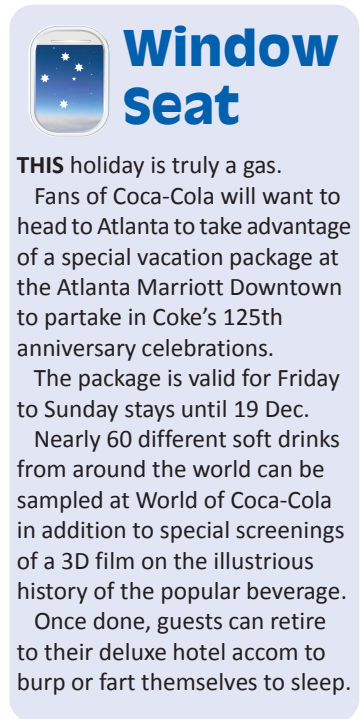
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The package is valid for Friday to Sunday stays until 19 Dec.

Nearly 60 different soft drinks from around the world can be sampled at World of Coca-Cola in addition to special screenings of a 3D film on the illustrious history of the popular beverage.

Once done, guests can retire to their deluxe hotel accom to burp or fart themselves to sleep.



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## CASA reviewing safety of children on flights

**THE** Civil Aviation Safety Authority has announced it's conducting a review of the safety of children and infants in aircraft, saying current methods have "not changed substantially since the early years of aviation."

The move is in response to research which shows children who are carried on laps of an adult are more severely injured in an accident than other pax, and other data which suggests sitting children individually in an aircraft seat is not appropriate.

Advisory material for airlines is to be updated to provide a guide on child safety best practices and newly available restraints, while a discussion paper on the project will be released at a later date.

New standards proposed will see the testing of seats in aircraft-like environment, restrictions on dimensions and instructions on how to properly fit seats.

The changes are being developed with Standards Australia, and are proposed to be introduced between Q4 2012 and Q1 2013.

## ILTM Americas full

**THE** upcoming inaugural International Luxury Travel Market Americas will feature 130 high-end suppliers when it debuts 01-03 Oct in Mayakoba in Mexico.

Organisers say the event has now reached capacity for exhibitors which include "the superior guesthouses of Luxury Lodges of Australia".

## Sabre Room Key deal

**ROOM KEY**, the new online hotel search engine owned by Hilton, Hyatt, Choice, Marriott, IHG and Wyndham, will now offer real-time rates and availability for participating hotels in Sabre Hospitality Solutions' SynXis Central Reservations System.

Roomkey.com was founded earlier this year (**TD** 13 Jan) and also offers a dedicated site for the Australian market (**TD** 22 Mar).

SynXis is the first CRS to go live on Room Key "and enables us to continue to increase the breadth and depth of hotel properties available to the nearly 4 million monthly visitors to our site," said Room Key ceo John F. Davis III.

## Announcing Finnair Mid Year Sale.

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**HAWAIIAN** Airlines and Hawaii Tourism Oceania celebrated the launch of the inaugural Flavours of Hawaii Food Festival with the travel industry last week.

Being held at Sydney's Grace Hotel until the end of the month, the event provides a chance for food-lovers to discover Hawaii's unique & interesting culture, from traditional dishes to multicultural modern cuisine, prepared by two of Hawaii's best-known chefs.

Guests also go into a draw to win a trip for two to Honolulu, valued at \$5,000, flying with HA. Regional chef & international

pastry chef David Brown (left) and renowned chef Alan Tsuchiyama are **pictured** with Sherilyn Robinson, HA general manager sales/marketing; Philip Pratley, gm Grace Hotel & Helen Williams, Hawaii Tourism Oceania (left).

**MEANWHILE**, Australia's obsession with Hawaiian culture continues to peak with Hawaii Tourism Oceania reporting over 18,680 Aussies travelled to the Aloha State in May.

The figure represents a 12% spike on the same month last year. Year-to-date pax movements to Hawaii are up an incredible 37%.

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## Flighties Discover Central Australia



**TERRITORY Discoveries** hosted a group of 10 Flight Centre agents on a recent Central Australia family, tackling Northern Territory icons on a 4WD four-day trip.

The group travelled between Alice Springs to Glen Helen, Kings Canyon (via the unsealed Mereenie Loop) before ending up at Uluru in 4WD Hertz vehicles, escorted by Marlene Nolan, Territory Discoveries BDE Qld/ Northern NSW/NT & WA.

**Pictured** with their APT guide after taking the Kings Canyon climb from left are: Fiona Hicks, Flight Centre Casuarina; Lauren Ferguson, Flight Centre Penrith Mega A; Priscilla Columbus, Flight Centre Cleveland; Amber Teys,

Flight Centre Bundaberg City; Kerrin Hudson, Flight Centre Kurralt Park; Alexie Morgan, Flight Centre North Brighton; Michelle Barrett, Flight Centre Tweed Heads; Sally McIlwaine, Flight Centre Artarmon; Sarah Page, Flight Centre Goulburn and Caryn Van Niekerk, Flight Centre Chirnside, with APT Tour Guide, & Marlene Nolan – Territory Disc.

### JAL adds Vienna

**JAPAN Airlines** will codeshare with airberlin subsidiary NIKI on its six-weekly service between Frankfurt and Vienna Int'l Airport, from 01 Jul, linking to JAL's daily Tokyo Narita-Frankfurt operation.

### AA WestJet FF pact

**AMERICAN Airlines** and Canadian low cost carrier WestJet have announced a new frequent flyer agreement which will allow WestJet Rewards members to earn points on flights marketed and operated by AA.

Similarly AAdvantage members will be able to earn miles when travelling on WestJet flights.

It's the first ever frequent flyer partnership deal for WestJet, and is expected to further evolve in the future to also enable WestJet frequent flyer members to redeem mileage on American Airlines flights.

### More Heavenly Spas

**WESTIN Hotels & Resorts** has announced plans to ramp up the production of its signature spa brand with multiple new locations to open over the next 18 months.

There are currently 28 Westin properties around the world featuring Heavenly Spas, with the number to increase by 13 in 2014.

Among the hotels destined to feature Heavenly Spas are The Westin Langunamar, The Westin Chennai Velachery, The Westin Xiamen, The Westin Changbaishan and The Westin Wenzhou, along with two properties in the United States and other Asian countries.

### Luxury info sessions

**ISLAND Destinations** is inviting the trade to sign up for a series of webinars to learn more on the high-end luxury destinations in its global property portfolio (pg 3).

Agents keen to participate can email Lynne Ireland to be added to future communications - contact [lynne@idestin.com](mailto:lynne@idestin.com).

### Madang Star of GDS

**THE Madang Star International Hotel** in Papua New Guinea is now available for agents to book via Global Distribution Systems.

The 63-room property opened in Nov and is geared towards corporate & business travellers.

Codes are: Amadeus - MAGMAD; Sabre - ON166612; Galileo - ON79817 or Worldspan - MAGMA.



### 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)

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## Globus SuperTour '12

**THE** Globus Family of Brands has confirmed it will offer its top 20 selling agents this year a spot on its 2012 SuperTour to Morocco, expected to be held in Nov.

The next top 30 top sellers will earn an FOC Globus or Cosmos land tour to the value of \$3,500.

## HA ticketing reminder

**HAWAIIAN** Airlines is advising agents that all current Aloha fares are set to expire on Mon 02 Jul, with new fares to be introduced on and after Tue 03 Jul.

Existing bookings using year round fares need to be ticketed by the deadline to avoid changes.

## CWT Ecuador partner

**CARLSON** Wagonlit Travel has appointed travel management specialists Polimundo as its new international partner in Ecuador.

Polimundo is based in Quito and has over 40 employees.

## Airservices rises OK

**PRICES** charged by Airservices Australia for a range of services including air traffic control will rise this weekend, with the ACCC yesterday advising that it does not object to the plan.

The proposals will put into effect the second year of a five year pricing agreement, and will see terminal navigation charges increase at 24 airports by up to 3.5%, and decrease at six airports by up to 5.1%.

Charges for aviation rescue and fire fighting services will increase at 21 airports by up to 10.4%, while charges for en route services will decrease by up to 1.1%.

The ACCC said it had consulted with airlines and aviation representatives, who were "overwhelmingly supportive of the changes made by Airservices to date" but there is still scope for further improvement.

A key breakthrough has been that Airservices is now providing customers with more information that allows them to better assess and provide input on the costs and benefits of capital projects.

Better communication with the industry was a critical component of the ACCCs 2011 approval of the five year pricing agreement.

## D7 makes its Beijing debut



**ABOVE:** AirAsia X celebrated the launch of new services to Beijing last Fri, with ceo Azran Osman-Rani using the opportunity to clad himself once again in another traditional outfit - this time as a Chinese Warrior.

The Kuala Lumpur to Beijing Capital International Airport will operate four times weekly until 06 Aug after which time it will move to a daily operation.

Osman-Rani is pictured with dignitaries and D7 cabin crew during a launch event in Beijing.

## Ireland cater to niche

**TOURISM** Ireland says it has developed promotional programs targeted at the wide range of niche leisure travel markets that exist in Australian travellers.

The organisation has also outlined techniques it plans to employ to promote regional centres as destinations rather than basing all efforts on capital cities.

Irish Ambassador to Australia Noel White said there were numerous niche markets to which Ireland was capable of catering.

"We believe we have one of the best golfing packages in the world, with a range of both links and parkland golf courses...we have a completely driveable country in terms of people who wish to do that, they can have a pleasant motoring experience".

"We're also targeting people who want to get out of the cities and into the countryside, [to experience] the mountains, the cliffs, we're looking at all of that."

## G Adv Petra savings

**G ADVENTURES** is offering a 15% discount on three Jordan itineraries for departures before 30 Sep, when booked by 15 Aug.

The promotion applies to the 17-day Egypt & Jordan Adventure, the nine-day Cairo to Amman on a Shoestring, and the eight-day Highlights of Jordan trips.

The deal needs to be activated with the promo code BZ-JOR15.

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The Kingfisher Bay Resort Group incorporates Kingfisher Bay Resort, Eurong Beach Resort and Fraser Explorer Tours on Queensland's World Heritage listed Fraser Island.

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#### About the Opportunity

- The purpose of this role is to acquire new conference business for Kingfisher Bay Resort and other companies within the Group, and grow the overall conference and incentive business segment for the resort.
- We are seeking an energetic results driven person to join our team at Kingfisher Bay Resort, based in our Brisbane Sales office.
- Ideally, you will have a proven track record in converting conference business, an existing client base, excellent presentation and administration skills.

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- A solid background in Business Development
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- Excellent business acumen
- Strong planning & time management skills
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We are looking for a passionate and enthusiastic person with both reservations and ticketing experience to join our fun and growing team. The position is responsible for phone enquiries, ticketing and sales.

Minimum 2 years travel industry and ticketing experience is a must; as well as the use of both agency and airline GDS models, computer literacy and a customer service background.

Expressions of interest should be put forward by Friday 6th July 2012 to [maria.lopez@fly.virgin.com](mailto:maria.lopez@fly.virgin.com).

If you are not responded to within 2 weeks of applying, please assume you have been unsuccessful.

## Hamilton audio tours

**HAMILTON** Island has launched free audio tours developed to educate visitors on the island's flora and fauna on two tracks - the Passage Peak and Village Trail.

The sound files have been written by a heritage writer and botanist and available in English as well as Japanese, Mandarin, Italian & German for int'l guests.

They are available to download through iTunes, can be streamed via [m.hamiltonisland.com.au](http://m.hamiltonisland.com.au) to mobile devices (Village Trail only), while the Reef View Hotel has a limited iPod Touch units with the tours loaded available to hire.

## QF free flight take up

**QANTAS** passengers disrupted by the carrier's entire mainline grounding last year are being reminded that they need to register for the free flight offer by 11:59pm AEST on 30 Jun 2012.

Customers eligible must have been booked on a Qantas flight cancelled by the grounding between 5:00pm AEDT on 29 Oct -11:59pm AEDT on 31 Oct, with travel originating in Australia.

## Virgin Hotels+Mantra

**A JOINT** venture between Richard Branson's Virgin Hotels and investment group Archer Capital has been touted as one of the suitors for the Mantra group.

Today's Australian reports the move could see Virgin Hotels in Australia "within months".

## Sabre enhancements

**SABRE** Pacific has upgraded its Sabre Agency Manager product with a range of new features, which general manager product & sales Carl Frier says will save agents time, provide better service and a clearer understanding of their operations.

Enhancements give agents the ability to consolidate and manage group bookings within a master group profile, allowing better tracking and more effective management of large bookings.

A newly released 'copy' function makes it easier for agents to copy & paste the costing and segment of one booking into multiple transactions with similar content, "saving consultants several minutes on every transaction."

Other new additions include allowing Airplus' business payment solutions to be used by a certified agent, and the platform will also now displays balance due amounts and dates on all its costing summaries to alleviate potential confusion.

## Coconuts overwater

**COCONUTS** Beach Club Resort and Spa in Samoa has today announced the return of the overwater fale to the property.

The original overwater accommodation at the hotel were destroyed in the 2009 tsunami, and the designs of the six "bigger and better" fale have now been approved with construction to be completed by 31 Dec.



## Industry Appointments



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**THIS** week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Territory Discoveries** has today advised the appointment of **Alison Conroy** as the firm's new Creative Marketing Manager. Her previous experience includes a 10-year term with Voyages as part of the sales & marketing team, and most recently with Anthology. Conroy will be based full-time in the Territory Discoveries Sydney office, responsible for leading its Marketing, Sales Execs and Creative Online teams.

IHG has named **David Docherty** as Senior Guest Experience Manager at **Crowne Plaze Coogee Beach Sydney**, responsible for Food & Beverage for the hotel's main operation. He commences in the role on 02 Jul.

**Simon Lloyd** will take on the Marketing Director role at **Virgin Atlantic** effective 10 Jul. Previous roles include Director of Media Engagement, Marketing and Audiences at the BBC, which saw Lloyd in charge of distribution of marketing content across all platforms, including digital, TV, Radio, Events and Shows. Before BBC, he also held senior marketing & commercial positions at Palm, 118118 and Nokia.

**Business Events Sydney** (BESydney) has announced the appointment of **Gabrielle Trainor** as an Independent Director to its Board of Directors. Announced by BESydney today. Trainor provides a vast amount of experience as a director of public, private, not-for-profit entities, covering government businesses and organisations in the finance, hospitality, sports and arts sector.

**NRMA Travel** has today announced **Veronica Clayton** as the newest member of its team, taking on the newly created position of Marketing Manager. Clayton joins the team at NRMA Travel's Retail office at 9A York Street, Wynyard.

**Aireen Omar** has been promoted to become the new CEO & Executive Director at **AirAsia's** Malaysia-based operations. Aireen will report directly to group ceo Tony Fernandes and will begin her new role on 01 Jul. Already established within the carrier, she will focus on the Malaysian operation as Fernandes eyes further expansion for AirAsia.

Joining the **BESydney** team this week as part of an internal restructure is **Kristian Nicholls**, who begins his new role as General Manager of Business Development in Oct. He brings more than 10 years personal experience managing a wide range of accounts, and was previously the Director of Venues for Staging Connections.

## HK Grizzly Gulch class

**HONG** Kong Disneyland Resort is inviting travel agents to learn about the new 'Grizzly Gulch' precinct at the park via an interactive Webinar.

The second themed area of the park will officially open on 14 Jul, and its history, attractions and experiences will be unveiled via an online sneak peek on 10 or 12 Jul - to register go to [bit.ly/Grizzly10Jul](http://bit.ly/Grizzly10Jul) or [bit.ly/Grizzly12Jul](http://bit.ly/Grizzly12Jul).

The webinars will be hosted by owner and manager of Lucky Nugget Saloon at Grizzly Gulch, Miss Kitty.

## Free LHW transfers

**THE** Leading Hotels of the World is offering members of its Leaders Club Unlimited complimentary one-way transfers from airports to member hotels in 10 major cities.

The meet & greet service is available at Barcelona, Berlin (TXL/SXF), London (LHR/LGW), Milan, Munich, New York City (JFK/EWR/LGA), Paris (CDG/ORY), Rome, Vienna and Zurich.

To take advantage of the offer, bookings need to be made over the phone at least 48-hrs in advance, with the hotel booking made via the LHW channels.

## WIN WITH QANTAS HOLIDAYS



This week **Travel Daily** is giving 2 lucky readers the chance to win some amazing prizes.

The first prize includes 2 night's accommodation at the Novotel Sydney on Darling Harbour and 2 tickets to The Chronicles of Narnia: The Exhibitions at the Powerhouse Museum, Sydney.

The second prize includes 2 night's accommodation at the Ibis Darling Harbour and 2 tickets to The Chronicles of Narnia: The Exhibitions at the Powerhouse Museum, Sydney.

For your chance to win one of the prizes, email your answer to the below question by Friday to: [narniacomp@traveldaily.com.au](mailto:narniacomp@traveldaily.com.au)

Two most creative responses will win - to be announced in **Travel Daily** next week.

**In 25 words or less what was your favourite scene in any of The Chronicles of Narnia movies (name the movie) and why?**

Click here for terms & conditions



# Orbitz adjusts offers for Apple

US online accommodation giant Orbitz is working on a project which sees differently priced hotels displayed to internet users depending on the type of computer they are using.

The *Wall Street Journal* reports Orbitz has found that users of Apple computers spend on average \$20 to \$30 per night more on hotels than PC users - and that Apple fans are "40% more likely to book a four or five star hotel" than their Windows counterparts.

Moreover, when Mac and PC users book at the same property, the Apple users tend to stay in more expensive rooms.

"We had the intuition and we were able to confirm it based on the data," the *WSJ* quotes Orbitz Chief Technology Officer, Roger Liew as saying.

He said the project is still in its early stages, with Orbitz experimenting by displaying different "Recommendations for you" to PC and Mac users when they browse onto the site.

Users aren't being charged different prices for the same rooms, but rather the Mac users are being presented with higher priced options on this page because of their demonstrated spending preferences.

Other data analysis conducted by Orbitz intriguingly found that particular hotels were far more likely to be booked by Mac users.

The report says that as well as the computer operating system, other factors considered on the initial display include the referring site, previous booking activity on Orbitz, and where a shopper is booking from.

# US Croatia deal

US AIRWAYS has announced a new bilateral codeshare deal with Croatia Airlines, covering flights via Zagreb in Croatia plus Charlotte and Philadelphia in the USA.

## 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** and **Etihad Airways**.

The prize includes two return economy airfares 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.



Where is Brooke today?

Email your answers to: [sunislandcomp@traveldaily.com.au](mailto:sunislandcomp@traveldaily.com.au)

Hint! Go to Sun Island Tours' Facebook page or visit [www.sunislandtours.com.au](http://www.sunislandtours.com.au)

Click here for more information



## Advertising Assistant - Temp 3 month contract

*Travel Daily*, Australia's favourite travel industry publication and its associated titles **Cruise Weekly**, **Pharmacy Daily** and **Business Events News** are looking for an advertising assistant on a short-term basis to fill in for an annual leave position on a three month contract.

The role will involve liaising with our extensive client base, using desktop publishing programs to help with daily production of our newsletters, coordinating advertising and competitions for our various titles.

### Requirements:

- Desktop publishing experience is essential, preferably with Adobe Indesign.
- Excellent written and verbal communication skills.
- Sound knowledge of Microsoft Office also essential.
- Ability to work to deadlines, with a keen eye for detail.
- Friendly, well presented and outgoing team player.

Join the fun and friendly team at our office in Epping NSW from July 2012. This is a chance to get valuable experience in the dynamic publishing industry.

Applications, which will be treated in strict confidence, should be made in writing to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) by Mon 2nd July.



*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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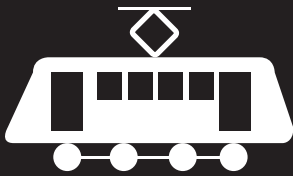


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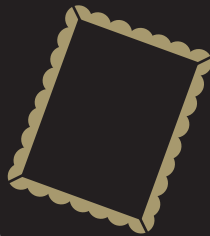


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### BE IMPRESSED BY THIS EXTRAORDINARY NEW ROLE REGIONAL SALES MANAGER PERTH – SALARY PACKAGE OTE \$150k +

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.

### A MIX OF BOTH SALES & CRM CORPORATE ACCOUNT MANAGER

MELBOURNE - SALARY PACKAGE OTE \$80k - \$110k +

Like a bit of variety in your day? This senior account management role has a mix of both client relations with current accounts but also a focus of targeting new business. This varied role will give you the best of both worlds working in a motivating team that drives performance and works together. You will have high level analytical and communication skills as well as strong presentation skills to seal the deal.

### THE MOST PRESTIGIOUS CLIENTS ARE HERE 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.

### BRING YOUR E-COMM SKILLS TO A GLOBAL CO.

ONLINE IMPLEMENTATION SPECIALIST

SYDNEY – SALARY PACKAGE OTE \$100k

Join a successful company with a strong global presence and watch your career progress. Responsible for the smooth implementation of corporate clients onto the online booking tool, you will have the ability to manage multiple stakeholder relationships, work closely with the sales team and be a subject matter expert. Experience in a similar role is essential along with a positive attitude and a great team spirit.

### SECURE YOUR FUTURE CAREER IN TECHNOLOGY

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.

### REACH NEW HEIGHTS AS A BDM

CORPORATE BDM

SYDNEY & PERTH – 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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Kathryn Hebenton  
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OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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### 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)

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## MAJOR PRIZE

The top 4 selling agents between 11 June – 08 July 2012 will win \$500 cash including a trip to London, plus an additional 5 agents will be in the running for the trip

## PRIZES

\$100 voucher for every return Business class ticket issued ex Australia

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**CONDITIONS:** Valid for tickets issued by Consolidated Travel or via Quikticket between 11 June & 08 July 2012 on 100% itineraries ex Australia plated to VN (738) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Vietnam Airlines reserve the right to alter or cancel the promotion any time. Vouchers (Asia excludes Vietnam) & tickets (a participation fee will apply) for this promotion are capped and will be distributed at the completion of the promotion, voucher claims must be received by COB 13 July 2012. Consolidated Travel Group ABN 60 004 692 791. Date of issue 08 June 2012.

To claim your voucher, please fax to your local sales office

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