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# Travel Daily

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Wednesday 2nd May 2012

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## EY Aer Lingus stake

ETIHAD has further expanded its equity partnerships with other airlines, overnight announcing that it has taken a 2.987% stake in Irish flag carrier Aer Lingus reflecting EY's "desire to forge a commercial partnership" with EI.



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## TA tourism investment pact

**TOURISM** Australia this morning announced a new five-year agreement with Austrade and the Dept of Resources, Energy and Tourism "to promote the many investment opportunities across the Australian tourism industry to foreign and local investors".

At a launch in Melbourne, Tourism Minister Martin Ferguson unveiled some collateral as part of the deal including the new *Australian Tourism Investment Guide* which details up to 80 proposed tourism projects.

There's also a special microsite [www.tourisminvestment.com.au](http://www.tourisminvestment.com.au) which creates "a single destination to assist tourism investment decision-making".

Examples of potential projects include hotel developments on the East Perth Waterfront, a wilderness lodge at Cradle Mountain in Tasmania, CBD

accommodation developments in Adelaide, Brisbane and Darwin and a potential new waterfront precinct in Gosford, NSW.

TA md Andrew McEvoy said that investment sourced both locally and internationally is vital to growing the Australian industry.

"We're broadening our focus to play a greater role to help facilitate tourism investment opportunities and more strongly align demand and supply side activities," he said.

Under the whole-of-government move foreign investors will be targeted by Austrade which will highlight opportunities.

"We will continue to work closely with State and Territory governments to provide tangible leads that, in the long term, bring tourism infrastructure opportunities to fruition," said Austrade ceo Peter Grey.

McEvoy said that having a single voice in the investment community is a significant step, with the program covering all forms of domestic and foreign investment, with Asia a priority.

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### Eight pages of news

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

- AA Appointments jobs
- AA Appointments temp jobs
- inPlace Recruitment jobs
- Travel Trade Recruitment

## New Industry Club

INTERLINE Reservation Service has today rebranded as Travel Industry Club, with a fresh new website and a strong social media presence to promote industry fares and packages - all the deals at [www.industryclub.com.au](http://www.industryclub.com.au).

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## Dubai Australia figures soar

**AUSTRALIA** is one of the fastest growing markets for travel to Dubai, with the latest figures showing a strong 21% year-on-year increase in visitor numbers.

The statistics were released overnight at Arabian Travel Market, with the first quarter of 2012 seeing 36,307 guests compared to just over 30,000 in the same period last year.

Australian arrivals grew much faster than other parts of the world, with the overall rise being a still healthy 9% in visitor numbers, and Dubai hotels and apartments playing host to almost 2.6 m guests during the quarter.

Other key performance indicators for Dubai during the quarter included a 24% increase in revenues, a 22% jump in guest nights and a 12% rise in the average length of stay.

DTCM director Australia, Julie King, told **TD** she was delighted at the first quarter figures.

She said Dubai was targeting increased length of stay by building awareness of its diversity.

"We have an amazing range of hotels to suit all budgets, from

world class affordable options to the luxury resorts, along with an extensive array of experiences".

She said DTCM was set to focus on raising awareness of Dubai's appeal to each of its target segments, and building awareness through retail partners and to the consumer via media.

The overall growth in visitor numbers from Australia and NZ was 17%, reflecting a small decline from New Zealand.

More from ATM on **page five**.

## Win a trip to Hawaii!

**TRAVEL Daily** was flooded with scores of entries on day one of our exclusive May competition yesterday, with a prize of a fabulous trip for two to Hawaii up for grabs.

Courtesy of Hawaii Tourism Oceania, this month's prize includes Hawaiian Airlines flights on its new A330 services to Honolulu, plus five nights at the stunning Trump International Hotel Waikiki Beach Walk.

Full details on how to enter this amazing competition on **page 8**.

## Sales roles.

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Applications close Wednesday 9 May 2012.



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# Travel Daily

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Wednesday 2nd May 2012



## Flight Centre domestic shift

**FLIGHT** Centre says that “rapid growth in its internal wholesale and product contracting businesses” means that it will not renew its AOT Group supplier contract (*TD* breaking news yest.). Chief operating officer Melanie

Waters-Ryan said the firm can now deliver comparable product to its consultants and customers via the Infinity and quickbeds.com operations, with the company “committed to driving and developing Australian domestic tourism”.

She said Flight Centre aims to strengthen its direct relationship with local hotel operators and tourism bodies, but would also continue to work with a range of external wholesalers.

“While we may see some adjustments from time to time as the Infinity and quickbeds.com businesses grow and evolve, we do not anticipate significant change within our overall wholesale supplier stable,” she said.

Flight Centre is also understood to be undertaking a similar direct contracting strategy in a number of overseas markets.

## Kirra appoints new gm

**KIRRA** Holidays has appointed Tracey Green to the newly created role of General Manager, covering Australia, NZ and the UK.

The move follows the recent announcement of a strategic pact between the NZ wholesaler and ANZCRO (*TD* 12 Apr).

Green has been with Kirra Hols since 2005, holding positions as national product manager and NSW business development mgr.

## QF on maintenance

**QANTAS** has clarified that it is “continuing to assess various options” for its Australian heavy maintenance operations (*TD* Tue).

The carrier reiterated its Feb announcement that a “significant reduction in the amount of maintenance required on our aircraft means we do not need three separate heavy maintenance bases,” a QF spokesperson said.

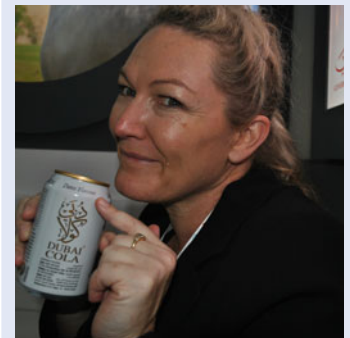


## Window Seat

**DUBAI** Tourism’s Carlah Walton has certainly acquired a taste for the destination.

*TD* spotted her on the DTCM stand at Arabian Travel Market yesterday quaffing a delicious Dubai Cola.

The refreshing beverage, clearly designed for Middle Eastern palates, is infused with a special blend of date flavours, as Carlah is pointing out below.



**A COURT** in the Netherlands has upheld a new law banning foreign visitors from buying marijuana in Dutch coffee shops, reversing 40-years of conservative drugs policy in the country.

The law went into force this week in three provinces before taking effect nationwide next year, and is aimed at curbing rises in crime related to the trade.

A lawyer representing coffee shop owners said they would appeal, saying they should not be made to discriminate between locals and non-locals.

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## Great Outdoors back

**THE** Seven Network's *The Great Outdoors*, axed 2 years ago, seems set to return to our screens soon.

Executive producer Craig Walsh was spotted by **TD** at Pow Wow in Los Angeles, who was lining up story ideas for the new show & the popular *Better Homes & Gardens*.

Walsh said it won't have the big budget of the original program, nor will it feature Ernie Dingo or other previous presenters - the search is on to find new talent and sponsors for the show.

No air date was given and it will mostly cover domestic stories.

Interestingly, the timeslot is likely to be 5pm on Saturdays - putting it head-to-head with rival *Getaway* on the Nine Network.

## Tauck free nights

**TAUCK** is offering the Australian market two free pre or post hotel nights when booking any of its 2013 land itineraries or cruises.

The 'Time on Tauck' promotion enables guests booking two or more trips to amass hotel stays, and typically represents a saving of over \$1,000 for two nights.

The Australian exclusive deal is valid on European River Cruises and small ship ocean cruises, when booked before 30 Dec.

The offer excludes Tauck Events, Christmas Market river cruises and its Cuba: Connecting with People and Culture trip.

To qualify, bookings need to be made between now and 30 Dec 2012 - more on 1300 950 622.

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## CTM moves in on US market

**US-BASED** R&A Travel has been acquired by Corporate Travel Management as the first phase of the group's global strategy for expansion (**TD** breaking news).

"This acquisition will mean we can offer our USA services to clients that use CTM in Australia and New Zealand, as well as providing the platform to enable broader penetration into the USA market," CTM managing director Jamie Pherous said today.

Based in one of North America's busiest travel hubs enables CTM "a relatively low cost base" from which it can service opportunities in the USA.

R&A operates predominately in the corporate travel sector and meets CTM's acquisition criteria, and in the short term will only represent about 5% of forward EBITDA to the group.

CTM says the acquisition is immediately EPS (Earnings Per Share) assertive, worth US\$5.39m - approx \$4.788m and \$0.602m of ordinary share value - with an additional capped earn-out

## GraysOnline eyes non-hotel product

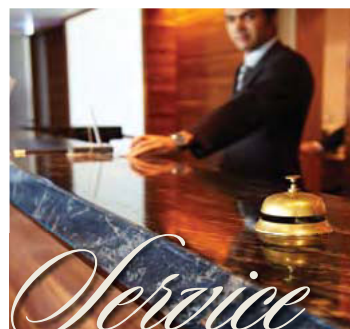
**UBID4ROOMS.COM** acquirer GraysOnline (**TD** Mon) has flagged the possibility of expanding its tourism portfolio beyond that of strictly accommodation, as the auctioneer aims to beef up its profile within the travel industry.

Newly appointed general manager of GraysOnline's Travel Division, Gary Berman told **TD** that once the hotel side of the business had been bedded down the plan "will definitely be to look at other tourism product."

component in the first two years.

The deal, effective 01 Jul 2012, will see nine R&A execs take out CTM shares and have access to further shares and bonuses based on performance.

"CTM will be in a position to offer a highly-personalised service offering across the USA, Australia & NZ which matches local cultural needs, underpinned by a best-in-class offering," Pherous added.



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Applications close Sunday 20th May.

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**Travel Daily**  
on location in  
**Dubai**

Today's issue of TD is coming to you from Dubai, where the annual Arabian Travel Market is taking place this week.

THE second day of Arabian Travel Market saw participants continue to make connections, and also included a number of seminars discussing the future of the industry.

Challenges facing aviation growth in the Middle East, the impact of Ramadan on tourism and attracting Chinese travellers to the UAE were among topics discussed, while there were also major announcements from a range of exhibitors including Qatar Airways (see right).

Hoteliers are certainly continuing to target the Middle East, with Marriott and Jumeirah announcing major recruitment drives to support expansion plans across the region.

Many other new hotels have also been announced by groups including InterContinental Hotels, Hyatt, Rotana and Fairmont, which is planning up to eight new Fairmont, Raffles and Swissotel properties across the region over the next five years.

## Dubai soft launches accom ratings

THE Dubai Department of Tourism and Commerce Marketing has released details of its long-awaited accommodation classification scheme (TD 03 May 2011), with the framework including the automation of a new grading process which will ensure consistency in quality standards.

The project has been under development for some time, and aims to highlight the quality and diversity of accommodation across the emirate via a totally transparent rating system.

The soft launch of the program sees the introduction of new categories of accommodation and grading levels, with Arabian Travel Market seeing the distribution of draft copies of a new Industry Manual and Criteria Checklists.

DTCM is also accepting pre-registration applications for accessing the new classification software once it goes live.

Checklists are provided for a range of categories including hotels, guest houses, resorts, hotel apartments, youth hostels and university campuses.

The scheme also provides for "accolade" requirements such as providing exceptional dining experiences, significantly larger rooms and butler facilities.

There are also checklists for a range of "designators" which can be claimed by hotels such as airport, all-suite, beach-front, city, convention, desert, family, golf, heritage or wellness.

## Curfew kyboshes QR in SYD

QATAR Airways ceo Akbar Al Baker claims the carrier never has and never will plan Sydney flights due to the city's airport curfew.

Speaking at Arabian Travel Market in Dubai yesterday, Al Baker said that further expansion of flights to Australia is on the cards but the new Perth flights, which debut 03 Jul, will consume all current capacity under the existing bilateral.

"There will be further Australian routes but it won't be to Sydney," he said, adding "we're not in the business of parking planes on the ground for ten hours".

He also said that Sydney was well served already by Emirates and Etihad, and there is no need for extra capacity to the Middle East from the NSW capital.

Al Baker announced details of a number of new destinations including Yangon, Kilimanjaro, Baghdad, Mombasa, Zagreb, Erbil, Belgrade, Helsinki and Zanzibar.

QR is also boosting frequencies to other ports such as Kuala Lumpur, Abu Dhabi, London,

Algiers, Muscat and Jakarta.

Al Baker said QR is experiencing "excellent sales" on the Perth route in the lead-up to its launch.

Qatar Airways initially announced that it would be flying from Sydney to Doha from early 2010 - a route which never actually eventuated (TD 11 Mar 10).

### WIN A MOVIE PASS

Congratulations to yesterday's lucky winner, Rachel Smidt of Go Tours Travel.

This week, Village Roadshow Pictures, Warner Bros. Pictures and TD are giving readers the chance to win a double pass to the movie "Dark Shadows"!

For your chance to win, be the first to answer the question to [darkshadows@traveldaily.com.au](mailto:darkshadows@traveldaily.com.au)

What is the release date for the movie in Australia?



## Av tech on show

DUBAI will later this month host the 2012 Airport Show, with advancements and innovations in airport security technology set to be at the forefront of exhibits.

Over 178 exhibitors from 60 countries will participate in the convention, taking place from 22-24 May at the Dubai Int'l Convention & Exhibition Centre.

Organisers say that Middle Eastern airports are preparing to spend millions of dollars on the technology by 2015.

## Abercrombie & Kent

Do you have what it takes to work with the best in Travel?

Abercrombie & Kent, widely regarded as the leading luxury travel company in the world is going through an exciting growth phase and looking for a number of high performing individuals to join the South Melbourne based team. We believe travel should stimulate and inspire so each person working with A&K must be able and willing to inspire our clients with travel expertise while providing impeccable service.

**We are currently seeking to fill the following roles:**

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Email your CV to Linda Richardson at [lrichardson@abercrombiekent.com.au](mailto:lrichardson@abercrombiekent.com.au) or send to Level 3, 290 Coventry Street, South Melbourne VIC 3205, by no later than Friday 11 May.

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If this sounds like you, please contact the Operations Manager at [careers@traveltheworld.com.au](mailto:careers@traveltheworld.com.au) by 7th May

## Sportsnet Storm JV

**SPORTSNET** Holidays has been named as the official sports travel partner for the Melbourne Storm NRL club for the 2012 season.

Under the Storm Travel banner, the firm will arrange exclusive travel packages for the team's supporters for Storm home and away games and other matches.

The businesses previously partnered between 2007-2009.

## Topdeck winter e-brox

**TOPDECK** has released its first winter pre-release downloadable brochure featuring 11 trips ranging from 10 to 25 days.

The move follows a "hugely successful" e-brochure debut for Topdeck's summer program.

Asia Pacific sales manager Ben Ittensohn said passenger numbers globally for European winter tours were up 44%, with the tour operator predicting a strong winter season after achieving record sales in summer.

A 5% discount is available on winter trips paid in full by 11 Jun. A hard copy of the program will be released in six weeks time - see [topdeck/travel/brochure-request](#).

## Six new agent HQs

**THE** Travel Compensation Fund admitted two new travel agency head office locations in Victoria, and four NSW based agencies in the second half of Apr.

The agents included G1 Travel of Surry Hills (ABN:84 137 818 403), Companion Cruising of Carlingford (ABN:24 155 508 544); Hello Holiday of Holsworthy (ABN:68 156 495 322) and Footsteps in Asia of East Maitland (ABN:65 155 018 278) in NSW; and The Travel Haven of Wonga Park (ABN:83 156 081 015) & Shekinah Tours of Narre Warren South (ABN:63 156 233 653) in Victoria.

Flight Centre Ltd has opened new branch locations for Escape Travel in Cairns and a Cruiseabout office in Mona Vale, while BCD Travel has launched an outlet in Perth, Coastal Travel a new store in Moruya, Mann Travel has a new office in Adelaide; Odyssey Travel has opened a branch in Melbourne and Corporate Travel Management a Toorak office.

## SilverNeedle additions

**SILVERNEEDLE** Hospitality has added two further properties to its Australian collection in Tropical North Queensland.

The four-star Country Comfort City Oasis and Chifley Plaza in Townsville join the SilverNeedle owned Australis Mariners North Townsville in the city.

## Sofitel Archibald soiree



**SYDNEY** Sofitel Wentworth and the Art Gallery of New South Wales held the 2012 Archibald Prize luncheon on Fri with over 300 people in attendance.

The 2012 Archibald Prize winner was awarded to Tim Storrier for his self portrait 'the histrionic wayfarer (after Bosch)' - inset.

The event was co-hosted by media personality Anne Fulwood, and Wayne Tunnicliffe, head of Australian art, with members of the audience able to ask a number of artists and their subjects a range of questions about their portraiture.

A package has been put together for people wanting to see the exhibition at the Art Gallery, priced from \$325 per room per night including accom at the Sofitel, brekkie, overnight car

parking and double tickets to the Archibald Prize Exhibition.

The deal is valid until 03 Jun. **Pictured** above are: Fenella Kerneborne, Australian radio and television presenter (and the subject for Nick Stathopoulos' piece and one of the Archibald Prize finalists), Tony Byron, Kate Marshall and Ginni Ryan, Accor.



## Emirates Customer Sales & Service Agent Melbourne Ticket Office

Emirates, the International Award winning Airline of the UAE, wishes to recruit a dedicated and motivated Customer Sales & Service Agent for our Melbourne Ticket Office.

**The successful candidate must be able to:**

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**Minimum Requirements:**

- Minimum two years experience in sales/reservations or similar experience within a recognised airline or travel agency selling international travel
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We offer our employees competitive remuneration packages. For further details of the position, and on-line application process, please visit our website [www.emiratesgroupcareers.com](http://www.emiratesgroupcareers.com) - job reference CS&SA/CJ/21216

Telephone and postal applications will not be entertained.

Applications close Wednesday 9th May 2012.

Only candidates that meet the minimum requirements will be considered and contacted.

Hello Tomorrow.

## Hahn Air signs three

**E-TICKETING** platform Hahn Air has added three new partner carriers - Halcyonair (7Z), Syphax Airlines (FS) and Germania (ST).

The Hahn Air Help Desk has also expanded its service initiatives to now cover 20 hours of service, available in six languages.


## Tempo Pilgrim trips

**TEMPO** Holidays' Centenary ANZAC trips, the Legends of Gallipoli Pilgrimage and the Anzac Spirit Pilgrimage (**TD** yest.), depart on 19 & 22 Apr 2015 respectively.

## Alamo extends again

**ALAMO** Rent A Car has extended its earlybird free vehicle upgrade offer on all US rentals till 31 May.

The deal applies to bookings for travel up until 31 Mar 2013, with prices starting from \$60 per day for an intermediate car type.



# Europe

## RIVER CRUISING

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## Cunard upgrade sale

**CUNARD** Line is offering balcony staterooms at oceanview prices on a selection of its 2013 world voyage sectors during its Ultimate Upgrade Seven Day promo, on sale until 07 May - [myccs.com.au](http://myccs.com.au).

## QF stats rise in Mar

**PASSENGER** numbers through Mar were up 7% year-on-year across Qantas Group airlines, carrying almost 4 million pax for the month, according to stats released by the airline yesterday.

The Group also reported a 3.3% increase on its average load factor, posting a 79.8% result.

Jetstar Asia saw the biggest growth, with a massive 31.2% spike in passengers carried.

Australian Jetstar operations also performed well both domestically and internationally, carrying a combined 1.27m pax.

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## Carnival's Govt talks

**CARNIVAL** Australia ceo Ann Sherry will next week meet with Federal Defence Minister Stephen Smith to further press for cooperative access to the Garden Island naval base as a cruise berth.

The action comes after Smith's announcement five weeks ago that greater cooperation between cruise and navy operations at Garden Island were "essentially incompatible" (*TD* 29 Mar).

Sherry outlined inadequate infrastructure in Sydney Harbour as the biggest short-term issue the industry needed to overcome to ensure continued growth.

The company said they welcomed the chance to speak further with the Government into resolving the issue of shared berthing, rubber-stamping White Bay, the Circular Quay Overseas Passenger Terminal and shared use of Garden Island as a three-berth solution.

## QTC Minister brekkie

**QUEENSLAND** Tourism Industry Council will hold an Industry Breakfast at the Sofitel Brisbane for new Tourism Minister the Hon. Jann Stuckey on 24 May.

The brekkie runs from 7:15am-9am & costs \$60 for QTC members or \$75 for non-members.

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

**MEANWHILE**, Stuckey says the DestinationQ forum will be held in Cairns on 25 and 26 Jun.

## Korean QR code guide

**KOREA** Tourism Organisation has refreshed its Korea Travel Guide collection, now including a booklet of QR codes covering culture, history, accom, transport, tours, shopping and more.

The 'Visit Korea' guide and others are available on request from the KTO Sydney Office.

To order call (02) 9252 4147/8.

## Weather competition

**THE** Weather Channel has teamed up with Creative Holidays to launch a new comp where a winner will receive a prize fund to spend on an international weather watching holiday.

The network has launched the prize as part of its "World of Weather" month, with the prize-winning viewer receiving \$10,000 to spend on flights, transfers, accommodation and activities for themselves and a friend.

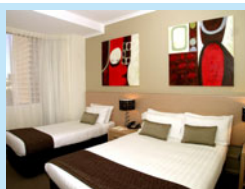
## Accommodation Updates

**WELCOME** to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to [accomupdates@traveldaily.com.au](mailto:accomupdates@traveldaily.com.au).

NSW Premier Barry O'Farrell, in his first official visit to Bowral in the Southern Highlands, will officially open the new **Gibraltar Hotel** this Fri 04 May. The opening will also be attended by NSW Minister for Small Business Katrina Hodgkinson and local member Pru Goward. Set on a 100-acre estate, the new property features a golf course, spa facilities,

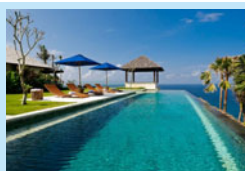


hair salon and fine dining at Harvey's restaurant as well as conference and ballroom facilities which have hosted events from banking conferences to charity fundraisers.



An extensive property-wide refurbishment is currently underway at **Metro Hotel Sydney Central**, designed to provide a superior standard of accom and value for money to guests. The first stage saw a redevelopment of the rooftop pool area with new tiling and pool furniture, with renovations on the elevators now

underway. The hotel are phasing out standard rooms, offering only Superior and Deluxe, while also becoming a 100% smoke-free property.



New service levels at the **Semara Luxury Villa Resort in Uluwatu, Bali**, take the boutique luxury experience above and beyond the traditional 5-star experience. Dedicated butler staff at each villa attend to guests every whim, packages available can also be tailored to include personal chefs or chauffeurs on call for nights on the town.

## Canada visits up again

**CANADA** saw an 11% year-on-year increase in the number of Australian overnight hotel stays in Feb, according to the latest Canadian Tourism Comm. data.

Aussies accounted for 10,776 arrivals during the month, with the result returning Australia to positive territory overall for the year to date.

Overall, the country saw a 9% improvement from all its markets, posting a total of 740,000 visitors.

## Asia continues to grow

**FIGURES** released recently from the Association of Asia Pacific Airlines show continued increases in passenger demand for air travel over the month of Mar.

With business travel playing an improved part in the results, a total of 17.2-million passengers were carried by Asian airlines, an increase of 10.6% year-on-year.

The average load factor was 76.8%, slightly stemmed by a 5.6% increase in available capacity.

## MAIN BEACH TRAVEL

### INTERNATIONAL RETAIL TRAVEL CONSULTANT

Main Beach Travel is a multi-award winning Virtuoso Agency located in Tedder Ave, Main Beach, on Queensland's Gold Coast.

The Agency maintains a boutique approach to arranging travel, offering the services of highly qualified, experienced consultants to VIP and corporate clients who expect prompt attention and outstanding service.

#### Applicants must possess the following –

- A minimum of 5 years experience covering planning of tailor made packages including air, rail, hotel, sightseeing, cruises
- Experience with Amadeus and Tramada and thorough and extensive product knowledge
- Exemplary personal presentation and customer service skills
- Professional level of ability in respect of written and verbal communication and relationship building with both clients and suppliers
- Great attention to detail, tenacity and a strong sense of urgency

Please forward your application to Mandy Dwyer,  
Owner-Main Beach Travel - [mandy@mainbeachtravel.com.au](mailto:mandy@mainbeachtravel.com.au)

# HTO's May Day Lei Day

**HAWAII** Tourism Oceania brought a taste of Hawaii to Sydney yesterday, celebrating Lei Day by donning the famous flower leis to mark the start of the Hawaiian summer festivities.

Staff from HTO took to the streets, handing out flower leis around Sydney's QVB complex.

**Pictured** right in all their colourful splendour, from left, are HTO's Michael O'Connor, Emma Gardiner and Nerida Wild.



## Grand Pac single brox

**GRAND** Pacific Tours has today launched its Single Travellers brochure for 2012/13 aimed at the seniors market and offering guaranteed single rooms.

## NT tourism budget

**FUNDING** to lure major events and prepare for increased visitor numbers from China form the core parts of tourism spending in the NT's Budget released on Tue.

## Tastes of Gold Coast

**GOLD** Coast Tourism has launched Taste Tours, a new venture aimed at showcasing the hidden culinary delights and the city's top dining establishments - see [goldcoasttastingtours.com](http://goldcoasttastingtours.com).

## Delta goes to the well

**DELTA** Air Lines has agreed in principle to buy a US oil refinery from global energy retailer ConocoPhillips for USD\$150m.

The move will allow the carrier to cut US\$300m annually from its fuel bills (**TD** 12 Apr).

## Agents TAAP into US

**EXPEDIA's** Travel Agent Affiliate Program has reported a surge in bookings away from Europe in favour of the United States over the past two weeks.

A "major shift" last week saw European destination figures fall 10 percentage points to 38% of the program, while results for the USA jumped eight points to 31%.

Oceania/APAC bookings held a 15% share of TAAP figures.

Overall numbers have grown by 150% year-on-year.

## Snowshoeing in Tas

**TASMANIAN** Expeditions has introduced new snowshoeing trips to its winter program, aimed at "hardier hikers" from Jul.

Options include a four-day Walls of Jerusalem Winter Experience and a seven-day Overland Track Winter Trek - call 1300 666 856.

## WestJet Q400 fleet

**CANADIAN** carrier WestJet has ordered 45 Bombardier Q400 NextGen turboprop aircraft which it will use for its new regional airline, launching next year.

## Virgin pax no's up 7%

**VIRGIN** Australia has reported a 6.7% year-on-year network rise in passenger number for Mar, to 1.639 million.

Domestically, Virgin's capacity during the month rose 14.4% but load factors slipped 4.5%, due to change in aircraft used, including its relatively new A330s and an upgauge in Boeing 737s from the 700 series to the 800 series.

The load drops are consistent with its strategy of targeting higher yielding corporate and regional markets that "tend to profitably support lower loads."

Pax numbers within Australia rose 6.8% to 1.356 million.

## St Kilda Tourism Assoc

**ST KILDA** Tourism Association has launched an online promo aimed at luring local, national and international visitors to the Melbourne bayside suburb.

The Winter Warmer campaign will focus on events and activities held between Jun-Aug, promoted via YouTube and social media.

More at [stkildamelbourne.com](http://stkildamelbourne.com).

## WIN A HOLIDAY TO HAWAII

May 1st is Lei Day in Hawai'i, a day that honours island culture, the Aloha spirit and the Hawaiian tradition of friendliness. It also marks the start of summer in Hawai'i, the perfect time to visit!

To celebrate the spirit of this Hawaiian holiday, *Travel Daily* is giving one lucky reader and their partner the chance to win a fantastic five-night holiday to Hawai'i courtesy of Hawai'i Tourism, Hawaiian Airlines and Trump International Hotel.

This amazing prize includes two return economy fares to Honolulu from Sydney with Hawaiian Airlines and five nights accommodation in a Deluxe One Bedroom Suite at Trump International Hotel.

Each day *Travel Daily* will ask a Hawai'i-related question - just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.

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



**Q.2: How many stories tall is Trump International Hotel Waikiki Beach Walk?**

Hint! Visit [www.trumphotelcollection.com](http://www.trumphotelcollection.com)

Click here for more information



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First with the news

## 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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Don’t spend the next year wondering what you could do differently with your life – take action and make a change today. We are recruiting for experienced travel consultants to join a global TMC. You will be working on dedicated accounts handling international and domestic travel. This role is highly challenging but provides even higher rewards. Excellent career progression opportunities and the chance to earn up to \$70K plus super. Min 3 years travel experience necessary.

**GET BUSY LIVING  
WHOLESALE RESERVATIONS CONSULTANT  
SYDNEY– \$50k PLUS**

Join a leader in wholesale travel and find a position that will offer challenge, variety, progression and the opportunity to earn BIG \$\$\$\$. You will be working with a huge product range selling destinations worldwide. Minimum 2 years travel experience, knowledge of Calypso is highly desirable as are excellent sales skills and the ability to work to sales targets. Excellent training and development on offer as well as fantastic career progression opportunities.

**THE ROLE YOU HAVE BEEN WAITING FOR  
LEISURE CONSULTANT**

**ADELAIDE (CBD) – SALARY PACKAGE TO \$50K + (DOE)**  
We have a fantastic opportunity for a competent consultant capable of working autonomously. Based in the city this agency will see you booking exciting travel destinations while working a Monday – Friday hours and earning a high base salary with 9.6% super! Opportunities like this are rare in Adelaide, so don’t delay, send us your CV today to find out more. Min 2 yrs exp required and Galileo preferred!

**DIVE STRAIGHT INTO YOUR NEXT ROLE  
WHOLESALE CONSULTANT**

**PERTH (NORTH) – SALARY PACKAGE TO \$42K + BONUSES**  
If you think of yourself as a cruise expert then why don’t move across to this exciting wholesale role and sell your passion on a daily basis! This Australian owned wholesaler requires an experienced consultant to join their growing team, you will be responsible for selling worldwide cruises to agents! Exciting famils on offer as well as high base salary and Monday – Friday hours, why wouldn’t you make the move?

**FINALLY YOU CAN ENJOY FRIDAY NIGHT DRINKS  
LEISURE CONSULTANT**

**MELBOURNE (EAST) – SALARY PACKAGE TO \$80K (OTE)**  
Melbourne, We have the role for you.. This boutique agency is looking for an experienced consultant to join their expanding team! Selling high end leisure to the repeat clientele you won’t have any trouble reaching commissions in the store and with uncapped commissions you will soon see your bank balances reach new levels! M - F business hours only and exciting famils on offer, this role won’t stick around long! Apply today

**CORPORATE EXTRAVAGANZA  
CORPORATE CONSULTANTS**

**MELBOURNE AND PERTH – SALARY PACKAGE TO \$70K**  
With so many corporate roles on offer in Melbourne and Perth at the moment we will have your new role sorted in no time! Working with a large TMC you will be responsible for booking interesting itineraries for your corporate clients, with Monday – Friday business hours and no more time wasters, why haven’t you made the move to corporate before? Min 2 years industry experience required.

**MOVE TO GREENER PASTURES  
LEISURE & CRUISE TRAVEL CONSULTANT**

**BRISBANE WESTERN SUBURBS – SALARY PKGE UP TO \$50K**  
Are you an experienced and professional travel consultant looking at making the move to a long standing boutique office? You will want to be super quick as staff retention in this office is high so this is a rare opportunity. If you have a minimum of 2 years experience and enjoy looking after mid to high range leisure clientele then this is the role for you!  
Apply today and learn how green it really is on the other side!

**CIAO BELLA!  
EUROPEAN TRAVEL SPECIALIST  
BRISBANE – SALARY PKGE UP TO \$49K**

Do you love all things Italian, French or just Europe in general? Specialists in Europe this high end boutique agency are seeking an enthusiastic retailer to join their experienced team. You must have a minimum of 3 years retail experience, advanced, first hand European knowledge with particular focus on Italy & France will assist you to succeed within this fabulous team. This is an incredible opportunity to be part of a prestigious agency – interviewing now!



**BECOME AN AA TEMP TODAY & ENJOY TOP TEMP BENEFITS**

Best industry rates; paid weekly  
Referral vouchers  
Temp to Perm opportunities

Temp of the Month/Annual rewards  
Flexible working hours/days  
Full conversion training where required

**CONFERENCE & SALES EXEC – 1 MTH CONTRACT**  
BEAUTIFUL 4 STAR SYDNEY HOTEL  
SYDNEY CBD – TOP HOURLY RATE

Our client has an amazing opportunity for a unique and professional Conference and Sales Executive, ideally commencing Friday 4th of May. The hours are flexible however ideally the client would prefer approximately 26 hours per week, working from 10:00 – 5:00pm working 4 days a week – flexible with days. This temporary role is for approximately 1 month with a possible extension. Knowledge of Delphi is essential for the role as you will be responsible for taking enquiries, database entry and proposals.

**CORPORATE & LEISURE TRAVEL CONSULTANT**  
BEAUTIFUL BOUTIQUE TRAVEL AGENCY - TEMP TO PERM  
NORTH SYDNEY – TOP HOURLY RATE

Our client is an award winning travel agency located in North Sydney. They are looking for a skilled and talented Sabre and Tramada trained travel consultant to join their professional and knowledgeable team on a temporary basis with the opportunity for permanent if both parties so desire. Working within a small and friendly team, you will nurture and manage your clients delivering exceptional service booking 90% corporate and 10% leisure. This temp roles starts immediately, Monday – Friday hours only.

**WHY NOT TRY BEFORE YOU BUY?**  
INTERNATIONAL TRAVEL CONSULTANT  
MELBOURNE (INNER) – TOP HOURLY RATE

This new and exciting consulting role will see you temp for one of Melbourne's newest and upcoming agencies. Located close to the CBD the agency is looking for an experienced Amadeus and Tramada NEXT GEN consultant to join their team on an ongoing basis. Working closely with the GM you will be responsible for booking travel arrangements for their repeat clients. This exciting temp assignment even has the possibility of turning permanent for the right candidate. Call us today to find out how this could be your next role. Min 3 yrs experience req

**BOOK EXCITING TRAVEL WITH THIS TEMP ROLE**  
TRAVEL CONSULTANT  
PERTH (NORTH) - TOP HOURLY RATE

Are you an experienced Galileo and CCT consultant? This new temp role will see you working with a well established boutique agency in North Perth. Servicing the Perth area for many years this successful travel agency is looking for the next piece of their puzzle. This role will see you working 4 days per week, earning a fantastic hourly rate and booking exciting travel itineraries. This may even turn permanent for the right candidate! Call us today to find out more about this role and many more that we have in your areal

**CALLING ALL GALILEO GURUS**  
RETAIL TRAVEL CONSULTANTS  
BRISBANE CBD & SUBURBS – TOP HOURLY RATE

We are urgently looking for Galileo retail travel temps for a range of assignments in CBD and suburbs to assist leading travel agencies during busy periods. From one day to a week or a month there are a range of assignments to choose from. You will earn a top hourly rate along with enjoying flexibility in your working week and escaping pesky sales targets. Min 18 months retail travel consulting experience is required along with GDS skills specifically Galileo and a positive attitude. Sound like you? Then give us a call today!

**IS NATIVE CALYPSO YOUR THING?**  
WHOLESALE TRAVEL TEMPS  
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Do you have first class native calypso skills that you have been wanting to use? Then we have the roles for you! Currently there are a number of assignments in international and domestic wholesale teams for throughout the year. Start booking out your calendar with these fab roles and we will fill in the rest of the dates you can work as the months pass by. Strong native calypso skills are a must along with previous travel consulting experience. This is a great way to get your foot in the door of a leading travel company.

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- ▶ Specialising in Pay Per Click campaigns
- ▶ Online travel booking company
- ▶ Salary from \$50K + super

Join one of the market leaders in online booking for flights, hotels, holidays, cars, cruises and more. This is a role that will help launch your career in Online Marketing & Ecommerce.

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- ▶ Sydney CBD based role
- ▶ Unique travel wholesaler
- ▶ Salary from \$50K + super

This Marketing Executive role requires someone with a high level of attention to detail & systems experience using InDesign & Photoshop. Fantastic employee benefits and a friendly team.

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- ▶ Award winning TMC
- ▶ Be recognised and rewarded
- ▶ What are you worth? \$50K, \$55K, \$60K

Join this growing TMC - large enough to attract top clients but still has the 'family' culture. Known for keeping their staff, security and career advancement are just some of the benefits.

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- ▶ Award winning SME agency, Sydney
- ▶ Strong team and great work environment
- ▶ Salary up to \$50K + super

A highly regarded small-medium Australian owned agency who provide progression and believe in training and advancement. This role will open many doors for you!

Call or [email Sandra Chiles](#) for more details

### Online Customer Service - shift work at its best!

- ▶ 7 nights on 7 nights off!
- ▶ No face to face, Sydney CBD
- ▶ Salary to \$46K package

Work with an online booking tool, servicing calls and emails from the direct public as well as travel agents. Your excellent worldwide travel knowledge will be rewarded, co. product training provided.

Call or [email Kelly Wellsmore](#) for more details

## Ben's Top Job

### Business Development Executive



Ben Carnegie

- ▶ Not your average hotel BDM
- ▶ Based in Sydney or Melbourne
- ▶ Salary up to \$65K + super

Join one of the largest hotel management companies in the APAC region. There are properties across Australia, New Zealand, Asia and even in Africa.

This company represents multiple brands offering quality, value for money accommodation in centrally located areas. The position will cover the acquisition of new major accounts within the government, corporate, conferencing and incentives sectors and be predominantly representing a property based in the southern suburbs of Melbourne.

Flexibility to travel between NSW & VIC for 2-3 days fortnightly is essential, a background in business development for the hotel industry is highly regarded.

Call or [email Ben Carnegie](#) for more details

### Junior FIT Inbound Consultant - Sydney CBD

- ▶ Excellent opportunity for a junior
- ▶ Training will be provided
- ▶ Salary \$35K + super

Working for a leading inbound company this role involves dealing with overseas travel agents via email and arranging itineraries around Australia. Previous reservations exp preferred.

Call or [email Kristi Gomm](#) for more details

### Domestic Corporate Travel Consultant

- ▶ Eastern Suburbs location
- ▶ Boutique corporate agency
- ▶ Salary up to \$50K + super

Join this well established TMC. Initially working solely on a busy domestic portfolio you will then be trained into a multi-skilled role. Previous experience in Corporate essential.

Call or [email Kristi Gomm](#) for more details

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