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First with the news

Friday 11th May 2012

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Natural Club Med

CLUB Med is today promoting the environmental credentials of its properties, 25 of which are Green Globe Certified including the Cherating Beach Malaysia property, its first Eco Nature Resort in Asia - see **last page**.

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NTIA serves up Squires

CHANNEL 7 TV personality Tony Squires has this morning been confirmed as the Master of Ceremonies for the travel industry's night of nights - the 2012 NTIA dinner on 21 Jul.

Squires' appearance is being sponsored by Sabre Pacific, with his media career including more than 25 years in print, radio and TV, and extensive experience in hosting major events.

He'll be filling the shoes of

former hosts who include Jules Lund, Kylie Gillies and travel industry favourite Larry Emdur.

The 2012 National Travel Industry Awards is already a sellout, with 950 tickets snapped up in record time some months ago reflecting keen interest in the premier industry accolades.

Agents and suppliers are now keenly awaiting the release of the full list of finalists for this year's NTIA, with travel agency finalists receiving notification this week and suppliers from next Mon.

Although it's a sellout, ticket hopefuls are being urged to waitlist at afta.com.au.

The full list of NTIA 2012 finalists will be exclusively published in **TD** on Mon 21 May.

HWT joint conference

HARVEY World Travel will bring 400 consultants together from Australia and NZ for the first time on Day 1 of its National Frontliners Conference which is being held in Auckland from 03 to 06 Aug.

The strategy enables HWT members from either side of the Tasman to collaborate on product and industry knowledge, training activities & best practice solutions.

HWT md David Rivers said the "synergised approach" would aid "a streamlined strategy across the business."

The theme of the conference is 'Challenge Yourself'.

Dubai famil kick off

200+ agents from Australia and NZ will depart this weekend on the first ever Mega Famil of Dubai after earning spots on the trip courtesy of Emirates, Dubai Tourism & Arabian Adventures.

"Dubai, the home of Emirates, is a vibrant and exciting city and the best way for us to promote this is to give our travel trade partners the chance to experience it first-hand," EK vice pres. Australasia Barry Brown said.

The famil is themed around adventure, culture and family.

See next week's **TD** for exclusive coverage from the Dubai famil.

Eight pages of news

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

- AA Appointments jobs
- Club Med

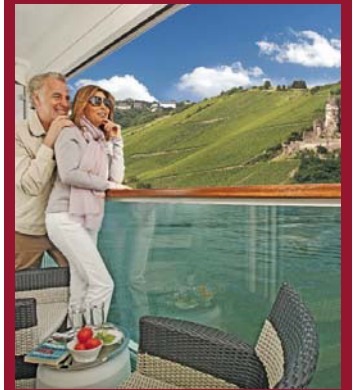
QF Nancy-Bird video

QANTAS has produced a new video showcasing the triumphant return to service of its Nancy-Bird Walton Airbus A380.

TD was on board along with QF ceo Alan Joyce - see traveldaily.com.au/videos.



WATCH OUR VIDEO



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Travelscene push

TRAVELSCENE Corporate has launched a 'member get member' drive which will see agents "financially rewarded" for successfully referring potential new members to the network.

The move was announced at the group's recent Symposium in Bangkok, where long-time TSAX member Tom Goldman was also honoured for 50 years in the industry - see traveldaily.com.au/videos.



NZ instigates safety protocol

NEW Zealand adventure tour operators will need to abide by new "unified and aligned" safety standards set by the country's government, Tourism Industry Association and Outdoors NZ.

Launched at TRENZ yesterday afternoon by NZ Prime Minister John Key and claimed to be a "world-first" website designed for outdoor tourism enterprises, the SupportAdventure.co.nz portal is the first "significant" initiative born from NZ's safety review, announced three years ago for the Adventure Tourism sector.

"The review found that adventure and outdoor operators would value one central, credible source of safety information," TIA advocacy mgr Geoff Ensor said.

Site content, tips and advice was gathered by 300+ operators and other discussions with

businesses and organisations.

The SupportAdventures portal was soft launched in Dec, from which "start-up operators in particular have told us that the site has been incredibly useful in helping them ensure they were doing all they could to keep clients safe," Ensor said.

The platform aids operators who must be registered under new adventure activity regulations & helps other tourism companies to adopt industry-accepted safety standards in New Zealand.

Air NZ Hawaii boost

AIR New Zealand is to ramp up frequencies between Auckland & Honolulu to thrice weekly between Oct - Mar using B767-300s, lifting capacity to Hawaii by over 50%.

The carrier is also upgauging aircraft used on its existing twice weekly service to Honolulu to Boeing 777-200s from 09 Jun to 01 Sep, raising capacity by 21% on the same time last year.

Additionally, Air NZ's 'Seats to Suit' airfare structure will be introduced on the Hawaii route, effective 24 Jul, bringing it into line with other Tasman and Island destinations, the airline said.

"The additional capacity and more flexible fare structure will make Hawaii an even more affordable and accessible leisure option," said Air New Zealand Group gm Bruce Parton.

MEANWHILE, Air NZ has today launched Argentinian All Blacks packages which include flights to Buenos Aires on its first charter to South America on which the team will fly (**TD** 24 Feb).

The 8-night 'Essential' package is priced from NZ\$5,299ppts.

Victoria Korea drive

TOURISM Victoria has launched a new Korean language website with enhanced written and visual content, and a blog, aimed at driving more tourists to the state.

The debut of the portal is timed to coincide with the Victorian government's Trade Mission to Seoul, Busan and Yeosu in South Korea this week and the 3-month long 2012 World Expo (also in Yeosu) which begins tomorrow.

Emirates profit dips

EMIRATES overnight reported its 24th consecutive year of profit, with a result of US\$629 million despite "unprecedented economic pressure and record high fuel prices."

The carrier's revenue grew a healthy 14.9% to US\$17 billion on 8% passenger growth to a record 34 million - but the cost of fuel saw a 72% decline in profit for the airline division.

The premium class seat factor rose 1.9 points, while the overall loads for its flagship A380s rose even higher "highlighting a continued demand in the product from passengers."

The results included a 58.9% revenue increase for the Dnata services division.

2013 Preview Brochure Out Now

Angkor Wat, Cambodia

SAVE up to \$900 per couple on Vietnam, Cambodia & the Mekong boutique river cruises

VIEW OFFER

Senior Consultant

Specialist wholesaler Eastern Europe Travel / Russian Travel Centre has an exciting position available (Sydney CBD) for a senior consultant.

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Harbour Rocks Hotel rocks

A STAR-studded line-up of TV and show-biz personalities were on hand to celebrate the grand relaunch of Sydney's Harbour Rocks Hotel on Wed.

Set in a historic sandstone and brickwork building erected 125 years ago, the hotel has a colourful past indeed.

It was originally a wool store, but was turned into a hospital, then later became a house of ill-repute run by Madame Scarlet.

Word has it that, to this day, a ghost prowls the corridors of the hotel looking for Scarlet, his long-lost love.

The boutique property has 59-rooms and is owned by Robert Magid of TMG Developments which is managed by Mirvac, soon to be taken over by Accor.

It has undergone an extensive renovation with the interiors pared back to reveal the history of the building – convicts' signatures can be found on the sandstone walls.

"It was once the ugly ducking, but we've turned it into a swan," said Magid.

There are five room types ranging from standard Heritage rooms priced from \$189 per night through to the top floor penthouse Harbour View Suite at \$600 per night - that includes a rooftop courtyard and a private entrance.

All rooms are equipped with LED TV's and high-speed internet access and 24-hr room service.

Guests can enjoy a drink in the HRH Wine Bar or dine in Scarlet Restaurant while savouring the views of the Harbour Bridge and Sydney Opera House.

Pictured at the event from left are entertainer Barry Crocker; mc for the night Richard Wilkins of Channel Nine's *Today* show; Harbour Rocks Hotel owner Robert Magid; and Channel 7's *Mornings* co-host David Campbell who performed a number of tunes on the rooftop.

Infinity Europe return

FLIGHT Centre's wholesale arm Infinity Holidays has released its first Europe brochure in two years, this month releasing its 2012 Europe Essentials brochure.

The first issue features hotels, tours and experiences in France, Italy, Germany, Spain and Greece.

Infinity says the release is timed to take advantage of the start of the European Summer season and will be followed by a larger 2013 edition later in the year.

T-QUAL Tick comp

TOURISM Australia continues to promote the Federal Government's T-QUAL Tick quality assurance program, launching a competition to win an Aussie holiday on the back of Matt Moran's Tick Tour.

On offer is a major prize of a four-night Tropical North Qld package including flights to Cairns and sightseeing, valued at \$5,800 & a second place prize of a two-night accommodation, flight and dinner package to Canberra - to enter see bit.ly/TTTcomp.

QF Newman set back

QANTAS has delayed the launch of its new Sydney-Newman route (**TD 05 Apr**) by two months, citing lower than expected demand.

A QF spokesperson told *The West Australian* the once weekly service had been postponed from 15 May to Jul & would be retimed to allow easier connections.

Pax affected are being offered alternate flights or a refund.

Window Seat

THE latest outlandish hotel proposal for Dubai is a \$120m plan for the first in a series of underwater properties.

The aquatic hotel will sit 10m below the surface of the sea consisting of 21 bedrooms adjacent to an underwater dive centre and a bar.

Developer Drydocks World says guests will be able to mingle with sealife via a number of miniature underwater vehicles.

A BAD day at the office.

A Ryanair hostess suffered head injuries, cuts and bruises after she fell 3-metres out of the plane prior to takeoff at Sweden's Gothenburg City Airport.

It was unclear what caused the hostess to actually fall, however the aircraft was running well behind schedule and the vehicle carrying the stairs had moved back from the aircraft after loading the passengers.

The hostess was alert and able to answer questions from medics.

A WAYWARD kite caused untold havoc for China's Dalian airport recently, forcing 23 flights that were approaching the northern Chinese facility to be diverted to alternative airports.

The kite, which had its string already cut, took 5 hours to blow out of the flight path and flights resumed soon after, with police unable to track the kite's owner.

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MTA joins Bellini Club

MOBILE Travel Agents has inked a deal with the exclusive Orient Express Bellini Club, giving the agency the opportunity to swap leading ideas and expertise.

Coast calls to invest in nature

SUNSHINE Coast Destination Ltd ceo Steve Cooper believes the region needs to maintain an innovative attitude in order to attract new investment and new tourism developments.

Cooper said the experiential factor was key to a successful tourism industry in overseeing the Sunshine Coast growing into a more mature destination.

“Any tourism proposition going forward can’t rely on the tried & proven - it’s got to think innovatively & it’s got to introduce the notion of experiences.”

Marrying food & wine, health & wellbeing, and art & culture experiences with a supplementary events strategy will be “the

hallmark of a naturally refreshed strategy that will deliver for the Sunshine Coast,” Cooper told **TD**.

The abundance of natural attractions in and around the Sunshine Coast was another selling tool for the region Cooper was keen to see invested in further.

New experiences such as ziplining, viewing platforms over the Glasshouse Mountains and the imminent start of direct flights from Auckland (**TD** 23 Apr) were all ear-marked by Cooper as new opportunities which couldn’t be passed on.

“We can’t sit on our hands and let development opportunities pass the region by.

“The notion of a bigger Convention Centre in Maroochydore is part of the future planning and to support that of course we need more accommodation infrastructure in and around that.

“We’re in growth mode and the acquisition of new inventory via rooms is very timely,” Cooper said.

Lovely Laucala lulls the senses

AUSTRALIAN travellers are being targeted by Fiji’s Laucala Island Resort - an upmarket property which touts one of its many advantages as being just a short private jet flight away.

Laucala has just 25 villas, five restaurants and more than 400 staff, and offers the ultimate luxury holiday.

If a private jet is out of the question, mere mortals can also be treated like royalty with Laucala offering its own plane for the 50-minute flight from Nadi.

Laucala is a remote island paradise - so much so that it’s 80% self-sufficient, sourcing most of its supplies locally.

As well as seclusion, personal service and a stunning setting highlights include the Laucala Spa where guests can be pampered in style using spa products created locally in the Spa Kitchen.

Rates start at US\$3800 per night for two - and that includes everything you can think of: all

meals, beverages, water sports (jetskis too!), diving, golf and even spa treatments.

Laucala Island Resort was created by US billionaire Malcolm Forbes, and after his death was purchased by its current owner, Salzburg-based Red Bull founder Dietrich Mateschitz.

Laucala is represented in Australia by Travel The World, and pictured above from left is TTW’s Michelle Taylor with the resort’s recently appointed new managers, David and Risako Stepanek, who are in Australia this week to promote the island, having moved to Laucala from Four Seasons in the Maldives.

See traveltheworld.com.au.



More Aus Tune Hotels

AIRASIA’s hotel arm Tune Hotels has flagged future opportunities in Sydney’s CBD, Brisbane, Perth, Adelaide and Hobart, on top of its Melbourne property opening in Aug 2012, ce Mark Lankester says.

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Insight slashes India prices

INSIGHT Vacations has renegotiated the pricing on its fledgling India program, giving clients a benefit of between 10% and 14% on previous levels.

Global ceo John Boulding revealed the move yesterday during a visit to Australia, where his duties include interviewing candidates for the new Australian Insight md, with incumbent



Lorraine Sharp set to depart late next month after nine years in the role.

Boulding said India was proving very popular, with the price cut giving an "opportunity to build the brand and volume".

Other developments for Insight include the release of its Winter program with prices up to 35% lower than peak season.

Boulding said that overall global sales will be down slightly this year primarily due to Egypt being

affected by the Arab Spring, but said other destinations were very strong including the USA which has this year shown a huge 56% growth out of Australia.

Insight's next release will be its 2013 USA and Canada program, which will feature five new tours.

And Insight is still offering 2012 tours, with the operator seeing a very late booking pattern.

Boulding is pictured at an event yesterday in Sydney with Insight's outgoing md Lorraine Sharp.

Friday 11th May 2012

Egypt Bench saving

BENCH International is offering a \$500 per couple discount on its 17-day Highlights of Egypt tour that includes a four-night Nile River & a three-night Lake Nasser cruise, now priced from \$5,345pp including Etihad Airways flights ex Sydney and Melbourne.

The trip departs on 05 Sep.

Singita Tented Camp

SINGITA Game Reserves is to open the eco-sensitive Singita Mara River Tented Camp, located on the banks of the Mara River in the Lamai area of Tanzania's Serengeti National Park, in Aug.

The camp features six tents, two of which are family friendly - see africasafarico.com.au for details.

CZ Sky VIP treatment

CHINA Southern has introduced SkyPriority Service at Guangzhou and Beijing airports for members of SkyTeam, the first carrier to roll out the global alliance's new VIP product (**TD** 13 Jan) in China.

Benefits for Elite Plus and Gold Card members include priority check-in, boarding, transfers, ticketing and baggage collection.

Tasty American cruises

AMERICAN Cruise Lines is dishing up an array of tantalising voyages focused on regional wine & cuisine in Alaska, New England, the Chesapeake Bay, the Mississippi and Pacific Northwest on select dates in 2012 & 2013.

Options in ACL's Culinary Cruise Collection announced yesterday include the Alaskan King Crab, Crabfest & Lobster Festival cruises - see americancruiselines.com.

Alila website rehash

ALILA Hotels & Resorts has enhanced its website with a fresh contemporary design that is tablet and mobile friendly, showcasing its eight Alila Villas and Alila Lifestyle Collection properties.

The portal features new images and video content along with improved functionality and 'one click' navigation - alilahotels.com.

Technology Update

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

The mobile revolution

- ✓ Mobile bookings in travel have accelerated from \$20million (2008) to \$200million (2011).
- ✓ The number of searches in the travel category via a mobile device is up 1200% this year.
- ✓ By 2015, 183billion mobile downloads are expected, up from 11billion in 2010, with social and location features a major contributing factor.

There's no escaping the chatter about mobile devices, as businesses try to understand how best to incorporate and utilise this invaluable channel cost effectively to grow their business.

The exponential growth in the number of smart phones, combined with increased usage, has positioned mobile devices as a key platform for doing business and one that cannot be ignored.

Now the widespread adoption of smartphones provides a new channel to connect to your travellers quickly and easily to enhance their overall experience.

Sabre led the mobile revolution with the introduction of TripCase. Now we are continuing to break new ground with the integration of TripCase into the Sabre Red Workspace, making it easier for you to extend your service to travellers through this mobile channel.

Extend your service to customers wherever they are, whenever they need it with TripCase.

Stay tuned for more on this enhancement next month or contact your Sabre account manager for details.



Gai Tyrrell,
CEO, Sabre
Pacific

Sabre
pacific



Air Niugini

AIRLINE CARGO SALES EXECUTIVE (Brisbane based)

Air Niugini, the national airline of Papua New Guinea has a vacancy for a full time airline cargo sales executive to be based in Brisbane. The core responsibilities of the role are to promote the airlines cargo services to key business customers and agents. The successful candidate will manage and develop key relationships and oversee the airlines cargo operations at Brisbane Airport and will have a strong airline background.

KEY REQUIREMENTS:

- Develop and maintain the cargo sales territory incorporating South east Queensland
- Provide periodic sales and marketing intelligence to management
- Promote Air Niugini services to industry and agents
- Represent the airline at key trade events
- Control airline expenditure within approved budgets.
- Ensure the utilisation of the airlines Sky Chain system across our core industry partners
- Achieve set revenue targets
- Ensure the efficient operations of the airlines cargo operations at Brisbane Airport
- Ability to work under pressure whilst maintaining a professional manner

If you fit these requirements we would very much like to meet you. Please forward your application with detailed resume to: nrodrigo@airniugini.com.pg

ATT: Nalin Rodrigo, Regional Manager – Air Niugini Cargo no later than Friday 25 May 2012. Only short listed applicants will be contacted.



Travel Specials

**TRAVEL
INDUSTRY
CLUB**



Travel, for
travel people

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

Travel Industry Club has released a last-minute special Fiji deal offering return flights to Nadi, return airport transfers and 7-nights in a Mountain View spa room at the **Anchorage Resort** in Lautoka for **\$849ppts**. Daily continental breakfast is included, as well as 2 x Lobster dinners and a number of tours. Two children under the age of 16 can also stay for free. This deal is available until 31 May for travel to 21 Jun. Call 02 9700 8711.

History buffs will want to check out Melbourne's Winter Masterpieces this winter, with fascinating Napolean and Mesopotamia exhibits. Ticket and hotel packages are available at a number of **Accor** hotels, starting at **\$169ppts**, incl accom, brekkie for two and two tickets for either exhibit.

Up to \$600 per couple can be saved on a 4-night escape offer to the glorious Tahitian islands with **Tahiti Travel Connection**. Guests will stay in a Lagoon Studio at the **Manava Suite Resort** with full buffet breakfast daily, the deal priced at **\$1,870ppts**. Book by 31 May. Call 1300 858 305.

With winter all but here, **Insight Vacations** is inviting those unwilling to let go of summer to take advantage of last minute deals to head to Europe's sunny shores. Up to \$2232 per couple can be saved on a number of tours, including a 27-day European Grandeur and the 22-day Britain & Ireland adventure. All discounted tours are guaranteed departures, and available until 15 May. More information at www.insightvacations.com.

Battlefield hits a mark

BATTLEFIELD Tours has revealed it has reached its goal of 50% of sales coming from travel agents.

Founder Mat McLaughlin said the company's 2015 Gallipoli Centenary Tour was proving very popular, adding it was "aiming for our agency sales to climb even higher...I'd like to see them at about 80%," McLaughlin said.

AA Dreamliner order?

AMERICAN Airlines is tipped to announce an order with Boeing today for a possible order of 787 *Dreamliner* aircraft.

The airline said via its Facebook page that it would give a "sneak peak into the future of American Airlines" & to "Dream big!" while also featuring an image of the 787 in American Airlines livery.

Aspire expo rates

ASPIRE Hotel Sydney has 'expo' rates for trade-show exhibitors & delegates to take advantage of priced from \$169 per night, including room, brekkie and wi-fi.

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Toasting to the Top End

TERRITORY Discoveries hosted this group of ten top-selling Ghan agents to sample for themselves the rail product from Darwin to Adelaide recently.

While in Darwin, the group toured the Tiwi Islands before seeing the Top Didj in Katherine and obtained exclusive use of the Sir John Forrest and Chairman's private carriages aboard The Ghan.

Pictured from left around the table are Jess Thomas from Flight

Centre Coffs Harbour; Mardi Davies, Travel Planners Wyong; Loretta Farrelly, Macedon Ranges Travel Services; Nicole Ising, Phil Hoffmann Norwood; Matt Dommenez, GSR; Jess Lauder, Jetset Waurin Ponds; Errin Hine, ET Centrepont; Emma Degasperri, RACQ; Kym Schippers, Select World Travel; Amanda Reynolds, Territory Discoveries, Tamara Henderson (hidden), MTA Travel & Rebecca Ratcliffe, FC Caringbah.

Egencia expanding

EXPEDIA's corporate travel arm Egencia has extended its mobile booking platform to the Android & mobile web devices, providing a variety of travel booking, destination tools and real-time alerts and support services.

Scan holiday searches

SKYSCANNER has launched a new online holiday search engine, enabling users to utilise one site to scour a range of suppliers such as Thomas Cook, from all major airports as well as regional departure points in the UK.

BCD travel

Finance Operations Manager

Operating in over 90 countries with offices nationally within Australia, we are the world's largest privately-owned travel management company.

We are the fastest growing TMC in the Asia-Pacific region and we seek a highly-driven and focused Operations Finance Manager to drive continuous improvement, innovation and customer service in the area of Operational Finance.

Reporting to the Managing Director, you will provide effective leadership and oversee the day to day activities of the finance operations department, including three accounts professionals. You will be responsible for streamlining current workflows, identifying financial improvements and ensuring all financial reconciliations and reporting requirements, including standard credit control responsibilities, are met.

To apply for this position, you will have a strong Credit Control background and demonstrated experience as an effective leader of an operational accounts team. Experience in the tourism industry will be highly regarded.

Confidential applications to: jobs@bcdtravel.com.au. Applications close 18 May 2012.



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You will be rewarded with a great salary package, achievable quarterly bonus program plus the chance to be part of our friendly team culture. Make a confidential application to jobs@bcdtravel.com.au. We want to hear from you.

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



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Magellan agents hit Europe



ABOVE: This group of Magellan agents were recently shown the sights of London and Paris, courtesy of Qantas Holidays.

In London, the group mixed with celebrity wax likenesses at Madame Tussauds, rode the London Eye and hit the West End to take in the hit musical "We Will Rock You".

Travelling by Eurostar to Paris,

the group headed to the Louvre, cruised the Seine, took in the lights and sounds of the Moulin Rouge and visited the Eiffel Tower.

Pictured outside Buckingham Palace, in the back row from left are: Alizia White, Knox Travel; Jonathan Doneley, Wings Away Travel; Danielle Lawson, Impulse Travel Round Corner and Shannon Benson from Travelrite International Balwyn.

Front row from left is Annette Dal Sasso, Hawthorn Travel; Saskia Van Dongen, Qantas Holidays; Angela Heyne, Flying Colours Travel; Tamami Bullock, Andrew Jones Travel and Rita Sidoti from Northline Travel.

Tokoriki room refurb

FIJI's Tokoriki Island Resort has revealed new designer lounge and soft furnishing fittings across its 34 Deluxe Beach Bures and Sunset Pool Villas.



Sales Manager Perth

- Start-up role
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Operating in over 90 countries with offices nationally within Australia, we are the world's largest privately-owned travel management company. BCD Australia is backed by this global strength; however we deliver local, flexible solutions specifically tailored to the Australian market.

Due to a period of significant growth, BCD Travel is expanding its operations to Perth. This is a very exciting and promising time for our business and we seek a dynamic, results-focused Sales Manager to establish business in the Perth market.

Reporting to the Head of Sales and Client Services, you will be responsible for winning profitable new business in a professional, solutions-based and client-focused environment. Working with a variety of clients from SME businesses to large national corporations, you will be responsible for acquiring new business and reporting on sales activity across a defined portfolio.

With demonstrated sales skills and an ability to think outside the square, you'll have a revenue-driven style and be able to deliver market share growth. An effective communicator and negotiator, you operate well in a dynamic environment and are able to sell complex solutions with long sales cycles.

Experience in B2B sales in the travel, technology or financial services industries would be highly regarded.

If you are interested in joining a growing service business, please forward your application to: jobs@bcdtravel.com.au.



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Aloft gives the Fingi

STARWOOD's first Aloft brand in South East Asia (which opened in Dec 2011), has begun trialing its new Fingi touch room system.

Aloft Bangkok - Sukhumvit 1 launched its first 16 rooms, fitted out so that the mobile devices not only acts as a key to unlock the door but also operates all amenities in the room such as lights and the temperature, in-room entertainment and more.

The Samsung Fingi device also acts as a local phone and free wireless hotspot, offering internet connectivity anywhere on and off the property.

The property plans to have 50 rooms fitted-out with the technology by Jun this year.

Sydney fuel decision

THE government has knocked back a request from the Board of Airline Representatives Australia which was urging that the fuel system at Sydney Airport be "declared" under the national competition law.

BARA was seeking a ruling for the Caltex pipeline and the Sydney Joint User Hydrant Installation which would give it rights to negotiate access to the services.

However the National Competition Council has recommended against the move, saying that giving access to the infrastructure would not "promote a material increase in competition in any of the relevant dependent markets".

Submissions on the case were made by QF, Caltex, CX, EY and UA.

ADVENTURE CONSULTANT



Exciting new role responsible for :converting qualified leads, conducting outbound actions to convert new sign ups and plan upgrades, maintaining the CRM database, reviewing and reporting on Sales data for the company, providing feedback and liaising with marketing and product development.

You will need demonstrated experience in sales and outbound customer service developed within a Travel/Tourism organisation or possibly gained in a software technology organisation, demonstrated competencies with a CRM, and be able to communicate effectively at all levels of an organisation in writing and on the phone, excellent interpersonal and rapport building skills and a demonstrated background in sales and territory management.

Please apply today to lindawilliams@au.recruitloop.com

WIN A 3-NIGHT STAY AT THE SAROJIN



This week, **TD** is giving one lucky reader the chance to win a 3-night stay at **The Sarojin**, Khao Lak Thailand.

The prize includes 3 nights at The Sarojin, Khao Lak Thailand, all day a la carte breakfast with sparkling wine for two people and airport transfers.

The Sarojin is internationally renowned as one of the finest resort properties in Asia. Designed in a contemporary Asian style and beautifully set on an secluded white sand beach in Khao Lak, the five-star resort boasts 56 deluxe residences set within ten acres of grounds leading directly onto the beachfront.

For your chance to win this great accommodation package, answer correctly four questions featured in **Travel Daily** from Monday to Thursday this week, **plus** answer the final question featured on Friday.

Email your answers by COB on Friday to: sarojin@traveldaily.com.au

Q.5: In 25 words or less tell us why you want to win a holiday at The Sarojin

Click here for terms & conditions



SQ/VA biz specials

SINGAPORE Airlines has released a variety of Business-class specials departing from a number of regional origins.

Return fares to Hong Kong start from \$4765 ex Hobart all-inclusive, with special fares also available from Canberra, Mackay, Cairns, Gold Coast and Townsville flying Virgin Australia on domestic sectors through SYD, MEL or BNE.

Friday 11th May 2012

PNG welcome Carnival

CARNIVAL Australia ceo Ann Sherry has met Papua New Guinea PM Peter O'Neill ahead of the start of P&O Cruises to the country beginning from Oct 2013. O'Neill welcomed the sector to PNG, saying steps are underway "to ensure cruising becomes an important contributor to our nation, [&] infrastructure improvements are part of that strategy."

Choice Hotel iPad app

CHOICE Hotels International has further enhanced its booking options by launching an iPad app for its over 6,000 properties. Choice has also refreshed its iPhone and Android apps with map views, filter & sort searches and social network integration.

DriveAway specials

DRIVEAWAY Holidays is offering a range of northern hemisphere car hire deals including daily rates from \$25 for Ireland, \$32 for the UK, \$41 for France, \$33 for California and \$53 for Canada. Details on 1300 363 500.

RACQ clean up at awards night



THE best of the travel industry was on show at the RACQ Travel Awards night held recently.

Among the winners were Emirates, Creative Holidays, APT and Cruiseco, while the gong for the most productive RACQ office went to the Brookside outlet.

Pictured above with the team

from APT accepting their Best Overall Supplier award, from left, are RACQ Travel executive manager Trevor Worth with Pete Balmer, Graeme Werner, Karen McClaren and Janelle Ramsey.

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 airfares 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.

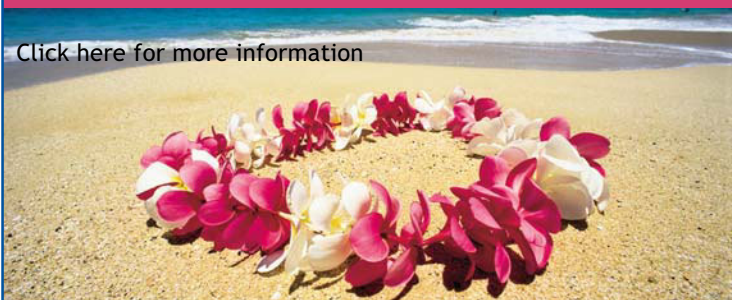
Email your answers to: hawaiicomp@traveldaily.com.au



Q.8: Where will Hawaiian Airlines start flying to in the USA from 4 June?

Hint! Visit www.hawaiianairlines.com.au

Click here for more information



Aus. Islands sign pact

NORFOLK Island, Christmas Island & Cocos Island Territories have signed a cooperative pact to enhance tourism knowledge, information exchange, cross promotion and service delivery development.

The agreement was formalised at the Australian Small Island Forum held on Lord Howe Island.

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

Experienced Corporate Domestic Travel Consultants

Spencer Travel is looking for 2 EXPERIENCED Corporate Domestic Travel Consultants.

You must have a minimum of 2 years' experience in Domestic Corporate. Enjoy a varied portfolio of Corporate clients and work with like-minded people that love to service their clients by going above and beyond. Sabre, Tramada and Webres experience is an advantage.

Don't delay - join a great team and a great company.

Email your resume to louise@spencertravel.com.au



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

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**MULTIPLE OPPORTUNITIES FOR MULTI SKILLED
CORPORATE TRAVEL CONSULTANT
SYDNEY – SALARY PACKAGE TO \$70k OTE**

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.

**WHOLE LOTTA FUN
WHOLESALE RESERVATIONS CONSULTANT
SYDNEY – SALARY PACKAGE TO \$50K+**

Join this 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.

**GET OFF THE BEATEN TRACK
AFRICA WHOLESALE RESERVATIONS
MELBOURNE (VARIOUS) – SALARY PACKAGE TO \$50K + (DOE)**

We have 2 exciting new African wholesale roles on offer for 2 experienced travel consultants. If you have sold Africa and travelled extensively throughout Eastern Africa then this could be your next role. From Budget camping safaris to Luxury tented Safaris to private game lodges these roles will see you booking it all. All that’s required is 3 years industry experience and a true passion for Africa. Apply today!

**SPICE UP YOUR LIFE WITH SOME VARIETY
WHOLESALE RESERVATION CONSULTANTS
PERTH (CBD) – SALARY PACKAGE TO \$80K (OTE)**

Do you have a passion for travel? We have a new and exciting role in Perth for an experienced consultant to move over to wholesale. This large international brand will see you booking packages for travel agents. You will book exciting worldwide destinations. With exclusive famils on offer and a fantastic commission structure you will soon be earning the big bucks! Min 2 years experience required.

**CORPORATE CONSULTANTS – MAKE THE MOVE
DOMESTIC CORPORATE CONSULTANT– IMPLANT
MELBOURNE (CBD) – SALARY PACKAGE TO \$50K**

Domestic travel consultants have never been offered such a great role in Melbourne’s CBD. Working for a global organisation, you will be working for this key client in their CBD implant office. If you have a minimum 2 years domestic corporate travel consulting experience and would like a role that offers a senior spin, this is your opportunity to grab hold. Do not miss your chance to gain this rare gem!

**ARE YOU A NATURAL BORN LEADER?
CORPORATE TEAM LEADER
ADELAIDE (CBD) – SALARY PACKAGE TO \$70K (OTE)**

Do you love leading your team to success? Are you ready for your next challenge? This TL role in Adelaide will see you leading your team of corporate consultants to success. This role is located close to the CBD and will see you booking travel for the academic market of Adelaide, from school groups to professors to university staff. You will never book a boring itinerary again. Min 5 years experience.

**MAKE YOUR DREAM A REALITY
SENIOR TRAVEL CONSULTANT
BRISBANE INNER SUBURBS – UP TO \$47K PKG**

Imagine working Mon-Fri hours only in a recently renovated office with limited walk ins whilst planning detailed five star itineraries. Sound too good to be true? It’s not! We are currently looking for a senior travel consultant to join this prestigious agency. You will work with some of the best consultants in the industry and love handling the travel needs of the discerning traveler. Earn a strong set salary and have access to five star famils. Strong Europe and Cruise knowledge advantageous.

**WILD, WILD WEST
RETAIL TRAVEL CONSULTANT
BRISBANE WESTERN SUBURBS – UP TO \$55K OTE**

If you had a bright, motivating and comfortable environment in which to demonstrate your passion for selling travel, wouldn’t it make a difference to how successful you were? We think so, so you should check out this great Western Suburbs opportunity with the leading name in travel. If you have a desire to succeed, want to work closer to home then this is the role for you! Minimum 2 years retail travel experience & Galileo preferred. Take a shot – Interview now!

Club Med Eco Nature Resorts

Cherating Beach, Malaysia



Club Med has 25 Resorts with Green Globe Certification, located in exceptionally beautiful sites.

Treat yourself to an unforgettable holiday that takes you into the heart of nature.

A place where children can get the chance to discover the local culture, countryside, plants and animals, in the Club Med children's clubs that take their inspiration from nature.

Experience our first Eco Nature Resort in Asia - Cherating Beach, Malaysia. An exceptional natural setting between the jungle and the South China Sea. Surrounded by 4km of unspoilt beaches and 80 hectares of tropical rainforest.

Escape to Rio Das Pedras, Brazil located in the heart of the second largest nature reserve of the Mata Atlantica. boasting the greatest number of species in the world.

Discover Peisey-Vallandry, France our 25th Club Med Resort to receive certification for its sustainability achievements. The resort is located at the entrance to the Vanoise National Park which is bordered by several large Club Med ski resorts including Tignes, Val-d'Isere, and Les Arcs.



Peisey-Vallandry, France



Rio Das Pedras, Brazil

Visit our dedicated Travel Agent Portal
www.clubmedta.com.au to discover all the
Club Med Eco Nature Resorts.



gourmet cuisine



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relaxation



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Just a taste of all that's included

Club Med 
all inclusive all exclusive all yours