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Thursday 6th September 2012

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RECRUITMENT ASSOCIATE

ISSN 1834-3058

## QF receives new 737

**QANTAS** yesterday took delivery of another next generation Boeing 737-800 aircraft, which has become the 115th plane to join the Qantas Group fleet in the last four years.

QF domestic ceo Lyell Strambi said the group now has sixty of the aircraft type, of which 22 feature on-demand touch screen entertainment for all passengers.

A further ten 737-800s will join the fleet in the next 18 months.

## Qantas, Emirates team up

**EMIRATES** president Tim Clark and Qantas Group ceo Alan Joyce this morning formally signed a new Global Aviation Partnership agreement (**TD** breaking news).

The move was described as a "step-change" for the aviation industry, with the ten-year pact seeing Qantas decouple its Asian operations from Europe.

Instead, European services will hub through Dubai, with Qantas to operate two A380 flights per day to London Heathrow via Dubai effective from Apr 2013.

Together, Qantas and Emirates will offer customers 98 flights per week between Australia and Dubai, where QF passengers will be able to "transit seamlessly" to more than 70 EK destinations.

By contrast, QF currently only offers five destinations in Europe via Hong Kong or Singapore.

Frequent flyer programs will be aligned, with Emirates likely to introduce a new status tier to its Skywards program corresponding

to QF's "Platinum One".

Among other changes, the carriers will introduce common baggage policies.

"This is the most significant partnership the Qantas Group has ever formed with another airline, moving past the traditional alliance model to a new level," said Qantas ceo Alan Joyce.

"As the world's largest international airline, with a network that perfectly complements our own, Emirates will help us give our customers across Australia a dramatically expanded range of travel options."

Joyce said the deal was a "big big step" towards returning the Qantas international operations to profitability.

Emirates passengers will also gain access to the Qantas domestic Australian network, which the carriers said would drive inbound trade and tourism.

More details on **p2** and **p3**.

## Windsor to step down

**TUI Marine's** head of distribution for Australia and Asia Pacific, Mark Windsor, today announced his resignation from the company.

Having established TUI Marine's new distribution office in Sydney, he plans to step down at the end of the year and return to Melbourne to be with his family.

Windsor took on the role about 18 months ago and the business has since seen the largest growth of any source market for the Le Boat European canal product, while both Sunsail and The Moorings are "becoming firmly established as an alternate form of holiday," he said.

More industry appointments on **page five** of today's **TD**.

## QR 773s to Perth

**QATAR** Airways will operate larger 777-300ER aircraft on some services on its new Perth-Doha route from 01 Oct-31 Jan.

In addition, the service will become daily, effective 02 Dec.

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## Insight appointments

**INSIGHT** Vacations has named Kimberley Murphy, formerly of Escape Travel, as its new sales manager for Victoria.

Thomas Malmberg, who moves from the recently collapsed Kumuka Worldwide, is also the new Insight sales mgr for Qld.

## Today's issue of TD

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

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## Skimax Canada bonus

**SKIMAX** is offering a range of bonus deals for Aussie skiers heading to British Columbia during the upcoming northern winter.

Kids under 16 are eligible for children's airfares, and a \$250 Resort Activity Voucher is included with the first 100 bookings to Big White, Silver Star, Whistler, Sun Peaks, Fernie, Red Mountain, Kicking Horse & more.

A seven night stay at the Australian-owned and operated Big White resort ex SYD incl Air NZ airfares to Kelowna, a six-day lift pass and twin share ski-in, ski-out accommodation at Whitefoot Lodge is priced from \$2589.

It's valid for travel 01-27 Feb, for bookings made and paid by 17 Sep. More info on 1300 136 997.

## SIA lifts Myanmar

**THE** Singapore Airlines group is set to boost capacity to Yangon, with SQ taking over seven of Silkair's existing 16 weekly flights.

SIA will operate a daily 777-200 service on the route, while SilkAir will continue to operate the other nine weekly services with A320s effective from 28 Oct.

## QF confirms end of the JSA

**THE** massive new alliance between Qantas and Emirates (see p1) will also see the end of a number of existing QF partnerships with other carriers - including the long-running Joint Services Agreement with British Airways (**TD** breaking news).

But that's not all - Qantas ceo Alan Joyce also confirmed that existing codeshare partnerships with Air France (into Paris) and Cathay Pacific (into Rome) would be terminated under the pact.

As expected, the deal will also see the end of the Qantas route to Frankfurt, which has been "underperforming for some time".

"Wherever Emirates operate into Europe, Qantas will code on those flights," Joyce said.

Currently, QF also codeshares on Finnair flights to Helsinki, and this would continue at this stage,

Joyce added, because Emirates doesn't currently operate to the Finnish capital.

Willie Walsh, head of BA parent International Airlines Group, said the JSA was ending on "amicable terms," with the company supporting QF's decision to work with Emirates.

"The world has changed since 1995 when the joint business started...this is a small part of our overall network and this move fits in with changes in our global strategy," he said.

Walsh said relationships would continue with QF through the oneworld alliance, while Joyce said that the new Qantas hub in Dubai could eventually be a springboard for QF to launch its own European destinations.

## DNSW indeed!

**WAYNE** Deed was this morning announced as the new regional manager, New Zealand for Destination NSW.

He joins the organisation from Jetset Travelworld Limited, where he was NZ-based GO Holidays Product & Marketing manager for Australia, Sport & Events and the Pacific Islands.

DNSW ceo Sandra Chipchase said New Zealand continues to be a core market for the state, accounting for 14% of all visitors and \$437m in spending last year.

More appointments on p5.

**MEANWHILE,** Destination NSW has also today announced a two week NSW *Getaways* promotion with online travel agency Wotif.com, targeting family travel over the school holidays and the spring/summer period.

## TCF reinstatement

**THE** Travel Compensation Fund has announced the reinstatement of All World Travel from Burwood East, Vic, which was terminated from participation on 07 Feb.

## Nice RAK for Etihad

**ETIHAD** Airways today announced yet another codeshare partnership, this time with UAE-based RAK Airways.

It's the first ever pact between two UAE airlines and will see the EY code placed on RAK flights between Abu Dhabi and Ras Al Khaimah, while RT will codeshare on Etihad routes to London Heathrow, Manchester, Dublin, Bangkok and Geneva.

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## Excite sets its activity agenda

**DRESSED** in the associated kit of their favourite activities, three of Excite Holidays' business development team hit the road to promote the firm's recently-launched activities range.

Turning up for their sales calls dressed in golfing outfits, or as a chef, or even snowboarding outfits certainly took the agents by surprise and got the topic of conversation on the right point.

They're pictured during a recent visit to Harvey World Travel Forest Hill, from left, Dion Durkay, Excite Holidays; Krishana Shanker, HWT



Forest Hill; Kate Dalton, Excite Holidays; Glory Britto, HWT Forest Hill and Margaret Harvey, Excite.

## Airline alliances an "anachronism"

**EMIRATES** president Tim Clark says he believes that the three major global alliances are an "anachronism" due to the ongoing evolution of aviation.

Speaking in Sydney this morning, he said that the new deal between Emirates and Qantas is "perhaps the beginning of a new understanding in how we organise traffic flows across the planet and how they have changed in the last 20 years, adding EK remains "alliance-averse".

## QF/EK "not a merger"

**QANTAS** and Emirates stressed today that their new partnership did not involve any exchange of shareholdings or equity.

The wide-ranging pact will include "integrated network collaboration, codesharing, coordinated pricing, sales and scheduling and a benefit-sharing model," they said.

An application will be lodged with the ACCC with plans for the pact to take effect 01 Apr 2013.

## New QF Asia focus

**THE** new alliance between Emirates and Qantas will see Hong Kong and Singapore decoupled as hubs to Europe and instead allow Asian services to be dedicated to connecting Australians across the region.

QF ceo Alan Joyce said the Asian services will no longer be a subsidiary of the 'Kangaroo Route,' with more dedicated SIN capacity and retimed services allowing more same-day connections across Asia.

## Window Seat

**TASMANIA'S** spectacular Freycinet Peninsula is set to be highlighted as a romantic hotspot, in an innovative social media campaign which centres on a hapless bachelor.

The *Dave's Failed Proposals* campaign features a "loveable, everyday guy who has proposed to six different girls over the past 14 years, and received a 'no' from every single one".

The public will be asked to send in suggestions on how Dave should propose to his new love at Freycinet and this time hopefully get a 'yes'.

The campaign is accompanied by an array of Youtube videos (click on the **Travel Daily TV** logo to view), a Facebook page and Twitter feed.

## UNUSUAL chicken stuffing.

A Nigerian man has been arrested at Lagos Airport after arriving on a flight from Sao Paulo along with six roast chickens - which turned out to be packed full of cocaine.

Nigeria's National Drug Law Enforcement Agency said there were "egg-shaped packages" wrapped in foil and tucked inside the tasty Sunday lunches.

The officials are hoping the capture will help restore their reputation after last year's arrest of a famous comedian on suspicion of internal concealment of drugs.

They monitored his bowel movements in custody for three weeks and eventually released him without charge, becoming a laughing-stock in the process.



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Pictured is Jodie Payne, TravelManagers with Russell Crowe



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**Sabre New World deal**

**HONG** Kong-based New World Hotels has selected Sabre Hospitality Solutions to launch its new 'NW' private label GDS chain code, which debuted last week.

The company operates seven corporate-focused hotels in Ho Chi Minh City, Manila, Shanghai, Dalian, Wuhan, Shenyang and Shunde, with an introductory offer to travel agents including 18% commission and free guest internet access until 31 Dec.

New World plans to double in size over the next five years.

**New DL NY lounge**

**DELTA** Air Lines has unveiled a new Delta Sky Club at New York's La Guardia Airport.

Located in Terminal C, it's DL's 54th global lounge and its third at La Guardia where it operates over 260 daily departures to 60 ports.

**Beyond bargain**

**BEYOND** Travel is offering 25% off a selection of eight day small ship cruises throughout the Aegean and Adriatic seas.

The special is valid for 2013 departures which are booked and paid by 31 Dec, with the voyages on board a range of "first class mega yachts" with an average of 25 cabins.

More info on 1300 363 554.

**US airport TV network**

**CLEAR** Channel Outdoor Holdings in the USA has launched an "innovative new in-airport TV network" called ClearVision, and says the move is a "game-changer for airport advertising".

ClearVision's first airport user will be Raleigh-Durham International Airport in North Carolina, with the network amalgamating content from more than 100 providers including CBS and the Tennis Channel.

The company said airports would ultimately be able to leverage WiFi services to allow passengers access to ClearVision on their personal devices.

**Bentours Eurovision**

**BENTOURS** this morning launched a unique 15-day tour which takes in some of the famous cities which have hosted the annual Eurovision song contest.

The trip, priced from \$2750ppts, kicks off in Helsinki on 05 May 2013 and also visits Tallinn and Riga, as well as Stockholm which is where legendary group ABBA were the 1974 contest winners.

It concludes with seven nights in Copenhagen where next year's contest will take place at the Malmo Arena, with the group set to take part in special events ahead of the finale on 18 May.

More info at 1800 221 712.

**Thrifty says cheers to its best**



**THRIFTY** Car Rental recently paid tribute to its brightest performing stars as its annual employee awards ceremony.

Spread across 14 categories, the awards recognise the individuals who go above and beyond in their daily roles and demonstrate excellence in customer service.

All of the company's staff from 210 rental locations across Australia and 34 in New Zealand were eligible to take home one of the prestigious gongs.

The final award of the evening, for the CEO's Employee of the

Year, went to Andrea Taylor, Thrifty's regional manager for Qld, who was chuffed with her success in taking home the prize.

"This award could not have been achieved without the hard work and commitment from the wonderful team within Queensland," Taylor said.

Company ceo Bryn McGoldrick added his personal congratulations, adding that Andrea was a "true car rental professional who thoroughly deserves this award".

All of the winners of the 14 categories are **pictured** above.

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## Jakarta plays a Tune

**BUDGET** accommodation chain Tune Hotels has opened the first of its scheduled five hotels in Jakarta, with the debut of the 168-room property in Pasar Baru.

## Langham has a sweet tooth



**LANGHAM** Hotels sure know how to do things in style.

Just a few weeks after the lavish party it held for its first Sydney hotel, formerly known as The Observatory and now rebranded as the Langham Sydney, the group staged a classy cocktail party last night at the elegant Tea Room at the Queen Victoria Building in the Sydney CBD.

Langham hoteliers flew in from around the world especially for the event to thank their key clients for their continued support and making Australia third in sales after China and the USA.

The group also showed that its members have a sweet tooth.

As well as enjoying some incredible food and wine, there was a special chocolate table where guests formed a long line to fill up bags of gourmet chocolate treats to take home, and you had to be quick!

Speaking to **TD**, Simon Manning, VP sales & marketing, said the Langham Hospitality Group is the fastest growing luxury hotel group, with 17 hotels opened in the past 10 years and now offering a total of 5,321 rooms globally.

"We've taken the essence of elegance and style of Langham and implanted it into four continents, and we did so in the midst of the big world recession - our growth has been phenomenal", Manning said.

Fresh from opening a new Langham in Beijing, the group will open another new property in

Shenzhen, China later this month, and another in Chicago next year.

"We'll extend our footprint going forward in key cities in China and Asia with plans to have an additional 3,632 rooms in the next 3 years, and we'll also expand our other luxury Langham Place brand," Manning concluded.

## Zuji Malaysia deal

**ONLINE** travel agency Zuji has partnered with Tourism Malaysia in a deal offering \$200 credit for Aussie passengers who stopover in Kuala Lumpur for two or more nights en route to Europe, India, China, South East Asia, Japan or the Middle East, valid for travel 01 Sep 12-31 Mar 2013.

## Yosemite health alert

**US** authorities are searching for tourists who stayed at Yosemite National Park in northern California over the last couple of months, over fears about a rare rodent-borne disease.

The Centers for Disease Control has traced an outbreak of so-called hantavirus pulmonary syndrome to stays in the "signature tent cabins" at the popular Curry Village campground from Jun-Aug.

An estimated 10,000 people are at risk, of which about a quarter could be from outside the US, the CDC estimates.

Six cases of the disease have been linked to Yosemite and two victims have died.



## 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).

Victoria Tourism Industry Council chief **Dianne Smith** will put her years of experience to use in a mentoring role following her appointment as Adjunct Professor to the **School of Int'l Business at Victoria University**.

**CVFR Travel Group** has promoted **Amit Kumar** as its new State Manager for Victoria, after five years as its Vic Business Development Manager.

Opening this month, Sydney's boutique design hotel **QT Sydney** has named **Robert Marchetti** as the hotel's Creative Food Director. Marchetti joins the hotel with nearly a quarter of a century of experience in the restaurant and food business, having opened four restaurants around Australia in the last decade alone.

**Albatross Tours** has added the services of three new Sales Executives in **Cheree Farrell** and **Sonia Lupish**, both tasked with the NSW market. Joining the team to look after Vic is **Les Cox**. Both Cheree and Les join Albatross bringing experience with The Travel Corporation, while Sonia claims Air New Zealand & Club Med in her 20-year industry career so far.

**Intrepid Travel** is going back to the future, with **Meg Koffel** returning from maternity leave to resume her role as PR Manager for the company.

Six management changes have taken place in key roles at the **Crowne Plaza Coogee Beach**. The hotel has named **Kate Gerits** as its new General Manager; **Thomas Zinn** as Executive Assistant Manager; **Elizabeth West** in the role of Crowne Meetings Sales Manager; **David Docherty** as Senior Guest Experience Manager, Food & Beverage; **Matthew Duggan** as Executive Chef and **Mathew Williams** as the Manager of Oceans Bar.

**Bruno Cristol** has been appointed to the role of General Manager of the Shangri-La Group's newly rebranded **Traders Hotel** in Brisbane. Cristol has worked with the group for over a decade in Asia & Australia.

Announced this week as the person chosen to head up the promotional efforts in New Zealand for **Sunshine Coast Destination Ltd** is **Kate Wright** (nee Strange). Wright will be based in Auckland & brings experience with Tourism Australia, Destination NSW and Tourism NZ.

Queenstown's award-winning **Millbrook Resort** has chosen Melbourne-based **MHF Marketing** to represent the property's conference and incentive services in the Australian market.

**Southwest Airlines** has named **Tammy Romo** to succeed the retiring Laura Wright as the airline's new chief financial officer.

Progressing up through the ranks of the Intercontinental Hotels Group, the company has named 11-year company veteran **Luke Mitchell** as the new Assistant Director of Food & Beverage at the **Intercontinental Fiji**.

**Cecilia Leung** has been welcomed by **Cathay Pacific** as its new General Manager of Corporate Communication. Prior to taking up her new role, Leung was employed with CX's sister carrier, Dragonair.

**AirAsia** Singapore has appointed **Logan Velaitham** as its Chief Executive Officer. Velaitham has over 20 years experience in the airline industry and was most recently the country's head of its Singapore operations.

**Tilman Fuchs** has been welcomed into the **Swissotel** family as its new Director of Brand Marketing, bringing over 20 years experience to the role.

The **Hawaii Tourism Authority** has announced the reappointment of **Ronald Williams** as its Chairperson for his third consecutive one-year term, with **Patricia Ewing** named as the Vice Chairperson, having served on the HTA board since 2006 as a representative of Kauai County.

## HONG KONG RIDDLE COMPETITION

This week **TD** is giving one lucky reader the chance to win a different Hong Kong themed prize every day, courtesy of the **Hong Kong Tourism Board (HKTB)**.

To celebrate Hong Kong Wine & Dine Month, HKTB will be sharing a daily dining riddle. Today, the 1st person to enter & answer correctly wins a 'Lotus & Ming' Dumpling pack including; steamer and gourmet ingredients.



**CLUE: This Wan Chai street is home to chic cafes & eateries as well as trendy boutiques & galleries.**

Email your answer to [HKcomp@traveldaily.com.au](mailto:HKcomp@traveldaily.com.au)

Today's hints! Answer starts with 'S' & visit [www.discoverhongkong.com/au/dine-drink/where-to-go/dine-and-drink-districts/index.jsp](http://www.discoverhongkong.com/au/dine-drink/where-to-go/dine-and-drink-districts/index.jsp)

Congratulations to yesterday's lucky winner, Vicky Atkins from Wings Away Travel & Cruiseland.



HONG KONG TOURISM BOARD

## CWT online in China

**CARLSON** Wagonlit Travel has launched a new online booking tool for Chinese corporate travellers, which is powered by the state-owned TravelSky GDS.

The system gives travellers access to real-time international air bookings including market and private fares, and is available in Chinese and English.

## New US Alofts

**STARWOOD** Hotels & Resorts will this month open two of its funky Aloft-branded hotels, with the additions being conversions from existing properties.

The new hotels are the Aloft San Francisco Airport, which will open its doors after a 14 month renovation, and the Aloft Nashville West End which was formerly the Indigo Nashville Music Row.

## Air Niugini reduction

**AIR** Niugini has halved the frequencies of its recently launched Port Moresby-Cebu service, which will now only operate once per week effective immediately.

## AA/UA to pay for 9/11

**A FEDERAL** judge in the US has ordered American Airlines and United Airlines to face allegations in a civil court regarding the destruction of New York City's World Trade Centres in the Sep 11 terrorist attacks of 2001.

The buildings' leaseholders, World Trade Centre Properties, purchased a 99-year lease for four buildings on the site in Jul 2001, three months before the attacks.

WTCP claims that "but for the aviation defendants' negligence, the terrorists could not have boarded and hijacked the aircraft and flown them into the Twin Towers," with the plaintiffs seeking \$2.8bn in compensation.

## New Horizons to ICCA

**NEW** Horizons Holidays has joined the International Cruise Council Australasia, with the move following the Travel Corporation-owned wholesaler's recent expansion of cruise product (**TD** Mon).

MD Chris Evans said the move signals New Horizons' firm commitment to the trade.

"Being a member of the ICCA signals to the industry that we are dedicated to the provision of best practice and superior product knowledge to help the trade sell cruising," he said.

## 5260 planes for China

**BOEING** has released an updated forecast on demand for aircraft and is predicting "soaring demand for twin-aisle airplanes as Chinese airlines expand globally".

The company says China will be the second largest market for new commercial planes over the next two decades, with 5260 aircraft valued at US\$670 billion.

More than 75% of the demand will be for fleet growth instead of replacement, according to Boeing's Randy Tinseth.

He said that 787s and 777s will account for almost half of future deliveries, with Chinese carriers predicted to grow at 8.9% per annum on average due to an expanding home market and also as they "now have the capability and resources to compete in the tough long-haul international market".

Single aisle aircraft will also be popular as tourism within China expands, with total deliveries expected to reach 3650.

## QF new bank details

**QANTAS** Holidays has changed its bank account details for direct deposits, effective immediately.

For the new details, click on [www.bit.ly/QFbank](http://www.bit.ly/QFbank).

## APT rewards its gold sellers



**SOAKING** up the European sun recently were APT's top-selling travel agents, whisked away from the Aussie cold by the tour operator on its annual APT GOLD Top Achievers trip, as thanks for their support over the last year.

The group spent a few nights by the harbour in Monaco before setting sail on the Rhone aboard the luxurious *ms Amadagio* from Arles to Lyon.

Other places the lucky group were able to see included Avignon and Viviers, enjoying leisurely activities such as truffle searching and tasting fine wines in Beaujolais.

As with all good things, they must come to an end, with the group concluding their trip with a few nights in Paris, where lunch was enjoyed at the top of the Eiffel Tower and a performance of the famous Moulin Rouge cabaret.

The group, **pictured** above sourcing grapes in Beaujolais, from left in the back row is Di Blackwood, Andrew Jones Travel Salamanca; Yvonne Brooks, Global Journeys; Sue Jackson, Escape Travel Shepparton; Jenny Reeves, Phil Hoffmann Travel

## New ZQN festival mgr

**DESTINATION** Queenstown has named Lisa Buckingham as the new manager of the Queenstown Winter Festival.

Buckingham will work alongside DQ to drive domestic and int'l marketing strategies in line with the multi-award winning festival.

Hyde Park; Andrew Billows, Phil Hoffman Travel Glenelg; local winemaker Pascal; Margaret Rodriguez, Jetset Melville; Karen McLaren, APT and Chris Watson from Travelworld Tamworth.

Front row: Susan Haberle, APT; Angela Kaluzyn, Travelscene at South West Travel; Sam Baker, RACQ Mitchelton; Rebecca Zofek, National Seniors; Amanda Taylor, Our Vacation Centre; Kelly Spinks, Jetset Albany; Rita Carlini, Jetset Belmont; Camilla Owen, Cathie Rice Travelworld and Sharon Cairns from Jetset Bentleigh.

## AR codeshare with CZ

**AEROLINEAS** Argentinas has signed a codeshare agreement with China Southern Airways, to cover flights between China and Australia and on to Buenos Aires.

The pact was formalised at last month's ceremony in which Aerolineas was inducted into the SkyTeam Alliance (**TD** 30 Aug).

## Google Hotel Price ads

**PEGASUS** Solutions division Open Hospitality is now offering Google Hotel Price Ads, enabling hotels to drive web traffic from a number of Google systems to their own individual websites.

## Millennium NY launch

**MILLENNIUM** Hotels' former Millennium UN Plaza Hotel will reopen as ONE UN New York this month, with a new luxury West Tower after a \$30m renovation.

**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)

**Peregrine '13 program**

**PEREGRINE** yesterday launched its 2013 Asia product and itinerary range, with sales predictions for the season estimated to be over 15,000 clients across seven continents.

Highlights of the new season include giving passengers the opportunity to spend a night in a "shukubo", otherwise known as a Japanese temple lodge, or heritage properties in Vietnam.

New for 2013, the company has introduced a 15-day Remote Burma Trek to complement its existing tour range in the country, in which pax visit hill tribes in the remote Burmese Himalayas, and is priced from \$3,885ppts - see [www.peregrineadventures.com.au](http://www.peregrineadventures.com.au).

**A big future for Onyx**

**BANGKOK'S** Onyx Hotel Group has outlined plans for major international expansion in coming months, ahead of new openings of its Amari brand in Qatar and India later this year.

The group's first property under its new "Ozo" brand is scheduled to be opened in Hong Kong this year, ahead of Sri Lanka in 2014.

The "Shama" serviced residence brand will also see daylight, to open in Hangzhou late next year.

**WA seeks hoteliers**

**THE** Western Australian Govt is inviting formal expressions of interest from hotel operators to take part in the \$440m Elizabeth Quay development on Perth's Swan River.

A total of ten sites are included in the project, with this initial tranche comprising two properties which WA Planning Minister, John Day, said could see the construction of as many as 400 new hotel rooms.

**DXB record milestone**

**DUBAI** International Airport has reported it handled 5 million passengers in Jul, surpassing the milestone for the first time.

The facility saw 5,006,155 pax movements during the month, a year-on-year jump of 6%, with the airport continuing to set records, also passing the 30-million mark for the year, a 12.4% increase on 2011, with the majority from Western Europe.

**QF Gold status jump**

**QANTAS** Frequent Flyers can earn double Status Credits on its mainline services between SYD & the Gold Coast ahead of QF's resumption of flights to OOL (**TD** 14 Aug), valid for bookings to 30 Nov and travel 28 Oct to 31 Mar.

**VK ground operations**

**AIR** Nigeria will reportedly suspend operations from 10 Sep, according to *Air Transport World*.

The carrier, formerly known as Virgin Nigeria, has suffered this year with staff strikes, tax audits and twice being grounded by the Nigerian Civil Aviation Authority.

**Taps on at aquarium**

**SYDNEY** Aquarium's new Oceanarium attraction has begun filling with water ahead of its opening on 24 Sep, and is expected to take four days to complete.

The fill-up marks the end of the aquarium's nine-month, \$10m renovation program.

**Qantas sends a salute to Spencer**

**CELEBRATIONS** are continuing at Spencer Travel as the company continues to ride their wave of success from their victory at the recent National Travel Industry Awards.



Qantas were the latest to drop in to pass on their congratulations and best wishes to the team, who took out the gong for Best Corporate Travel Agency - Single Location at the recent gala ceremony.

**Pictured** right at a special morning tea Qantas threw for the team is Tina Killeen and Kristine Chippendale, Spencer Travel;

Maria Pantazis, Qantas Airways; Penny Spencer, Spencer Travel agency owner and Ashley Howell from Qantas Airways.

**WIN a trip for two to South Africa**

**Tick South Africa off your Bucket List!**

**During September, South African Tourism, South African Airways & Travel Daily are giving Travel Consultants the chance to win an incredible 7 day holiday for two.**

Including: economy airfares to Johannesburg, 2 nights city stay, 4 nights luxury safari lodge, transfers, tours & breakfast daily.

**PLUS** weekly draws: 2 bottles of South African wine....Check **Travel Daily** each week to see if you are the winner!

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Register for the South African Tourism Roadshow  
**>> [www.etouches.com/SARoadshow](http://www.etouches.com/SARoadshow)**

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## HOT ROLES OF THE WEEK

Ultimate Travel Coordinator Brisbane, QLD	\$44,000 + Commission + Super	<a href="#">CLICK FOR MORE</a>
Corporate After Hours Consultants Brisbane, QLD	\$30,000 to \$35,000 + Super	<a href="#">CLICK FOR MORE</a>
Senior Travel Consultant Brisbane, QLD	\$44,000 + Commission + Super	<a href="#">CLICK FOR MORE</a>
Corporate State Sales Manager Brisbane, QLD	\$100,000 Package + Commission	<a href="#">CLICK FOR MORE</a>
Corporate Business Development Manager Sydney, NSW	\$70,000 - \$75,000 + Super	<a href="#">CLICK FOR MORE</a>
Corporate Groups Consultant Sydney, NSW	\$55,000 + Super	<a href="#">CLICK FOR MORE</a>
Ticketing Supervisor Perth, WA	Up to \$50,000 + Super	<a href="#">CLICK FOR MORE</a>
Junior Leisure Travel Consultant Perth, WA	Up to \$50,000 + Commission + Super	<a href="#">CLICK FOR MORE</a>

## CASUAL ROLES

Corporate Travel Temp Sydney CBD, NSW	Up to \$27 per hour + Super	<a href="#">CLICK FOR MORE</a>
Retail Travel Temp Brisbane Inner Suburbs, QLD	Up to \$25 per hour + Super	<a href="#">CLICK FOR MORE</a>

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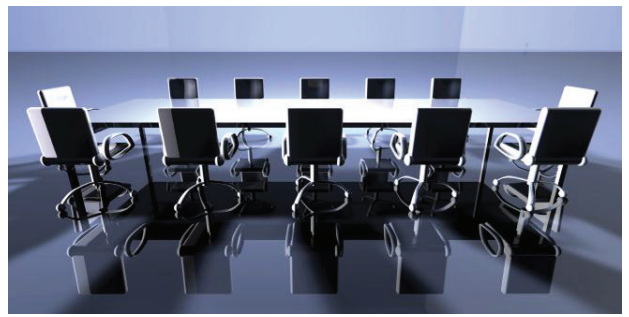
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### LEADING AIRLINE FINANCE ROLE REGIONAL FINANCE MANAGER SYDNEY – SALARY \$130K PACKAGE

This international airline is recruiting now for a regional finance manager with responsibility for Australia and New Zealand. You will be required to perform strategic finance and taxation review of the region with the purpose of reducing costs and increasing revenue. You will have at least 15 years in the finance industry and have a strong airline background in finance, this is essential criteria.

### AIM FOR THE BIGGEST & THE BEST CORPORATE BDM SYDNEY – SALARY PACKAGE OTE \$130K+

If you can sell ice to the Eskimos and love building new relationships, your talents will be rewarded here! Earning an amazing salary package reflected in your results to deliver. Joining a global organisation this role offers you long term career and the real opportunity of progression. With this leading & successful brand behind you, you'll not want to miss this chance to grow your corporate sales career!

### YOUR EVENT CAREER JUST GOT MORE EXCITING EVENT DIRECTOR SYDNEY – SALARY PACKAGE OTE \$95K+

Join the best in the business and make the move you won't regret. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. Experience with offshore destinations is essential along with your ability to manage a team and the clients expectations. This is the role everyone wants.

### MANAGE A DIVERSE PORTFOLIO CORPORATE CLIENT RELATIONSHIP MANAGER SYDNEY – SALARY PACKAGE \$85k plus

Your knowledge of corporate travel account management strategies will be paramount for these clients along with your negotiation skills to be able to offer solutions and formulate reporting requirements. Create impeccable service standards delivering over and above to your clients on a daily basis. With a portfolio of interesting clients to manage you will love making the move to this company today.

### EARN THE BIG BUCKS FOR YOUR TALENTS CORPORATE SALES MANAGER BRISBANE - SALARY PACKAGE OTE \$130K - \$170K+

Our client is willing to pay for your skills and ability so don't delay! You will need to be at the top of your game in business development and have a strong background in developing key pipelines, tender presentation and securing those large business wins. If you have what it takes speak to AA today about getting the right salary for your expertise. A leading brand that ticks all the right boxes for you!

### THE WINNING COMBINATION CORPORATE ACCOUNT MANAGER - TMC MELBOURNE – SALARY PACKAGE \$100K+

On the lookout for an account management role which has an edge of difference? With a blend of both account management and sales, you can dabble on both sides but mainly focusing on client relationship and retention. You will be able to facilitate all your clients' needs and resolve issues which may arise. A small part of your role will entail driving new business and presenting to potential clients.

### YOUR JOURNEY OF DISCOVERY WHOLESALE RESERVATIONS MANAGER MELBOURNE – SALARY PACKAGE TO \$65k

Do you love travelling to unique and wonderful destinations? This management role can take you on a journey of discovery every day that you will love coming to work. Overseeing this reservations team in an adventure market company you will need to be able to offer solutions to your team and provide training on destinations. Strong knowledge of Africa & South America is a huge bonus. Management exp a must!

### A UNIQUE ROLE IN ADELAIDE TRAINING & SUPPORT ADELAIDE – SALARY PACKAGE TO \$66k

For the right candidate this ticks everything you could ask for. Managing key relationships within the business and with external suppliers you will be responsible for rolling out training requirements and supporting consultants. You will need to have high level communication skills and Training Qualifications are a definite advantage along with your background working at a management level.

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

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*Working in partnership with the Australian Travel Industry*

### Wholesale Travel Consultant

**Brisbane - \$Competitive + Super + Bonus - Ref 2222A**

A niche travel wholesaler in the CBD is looking for a travel industry professional to join their team. You will ideally have good international travel knowledge and a keen enthusiasm for this industry. You will be working in a wholesale environment, working towards sales targets and offering excellent customer service. In return a competitive salary, plus super and bonus is on offer to the successful candidate. Apply with your CV today or call me for a confidential chat.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel Consultant

**Sydney - \$50-60K + Super - Ref 2268-NCR**

An award winning agency, known for their exceptional service, are looking for a fantastic experienced Corporate Consultant. You will be servicing SME accounts and have the personal touch! We are looking for a confident consultant who goes the extra mile and who has experience of working within a fast paced environment, so accuracy and an eye for detail would be needed. If you are a motivated and career focused this could be the role for you.

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

### Group Travel Consultant

**Sydney-\$50-57K + Super + Bonus - Ref 2271-NCR**

An experienced Groups Consultant is needed to handle both inbound & outbound groups for this global organisation. You will have an exceptional eye for detail - after all, for this company, it's the small things that make it worthwhile. You will be well supported in this team, offering conference & incentive travel & ideally have at least 2 years experience. This is a great opportunity offering career progression up the ranks and excellent salary.

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

### Travel Sales Consultants

**Perth CBD - \$90K OTE - Ref 5067**

Love travel and want to earn the commission you deserve for your travel sales skills? Want to work in a fun, face-paced, great team atmosphere? We are looking for target driven Travel Consultants who want sell worldwide holidays for a rapidly expanding successful travel company. You will be selling a variety of holidays, with enquiries generated from the website, to earn a highly competitive basic salary as well as super and with a realistic OTE of \$55-90K pa!

**For more information, please call Claire on (02) 9113 7272 or click [APPLY](#)**

### Luxury Travel Consultant

**Brisbane - \$40-50K + Super + Bonus - Ref 8221N**

Do you have extensive travel industry experience with long haul, high end luxury bookings? Yes, then this could be the role you have been waiting for. A niche travel agency in Brisbane CBD are looking for an experienced Senior Travel Consultant to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me confidentially to discuss your next career move & this rare role in the Brisbane travel market.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Corporate Business Development Manager

**Sydney - \$Negotiable + Super + Targets - Ref 220**

Climb the corporate ladder today! If you are an experienced Business Development Manager in the travel industry, have acquired new travel business and have worked to sales targets, I want to hear from you! You will implement strategies and develop relationships with leading corporate clients. The hungry sales professional will have solid experience sourcing new business, building relationships and want to work for this leading and global Travel Company!

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

### Senior Travel Consultant

**East Melbourne - \$45K + Super + Targets - Ref 207**

Have you solid retail agency experience? This reputable and family run travel agency is looking for a Senior Travel Consultant to join their busy team. Located in East Melbourne, you will book tailor made international & domestic travel for walk in clients. The ideal candidate will have solid CRS skills, good fares experience and excellent worldwide destination knowledge. You can expect a competitive salary plus commission and benefits. Career opportunities will follow!

**For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)**

### Corporate & Upmarket Leisure Consultant

**Perth - Up to \$55K + Super + Incentives - Ref 238**

Are you highly experienced in both leisure and corporate travel? If you pride yourself on exceptional customer service then this is the challenging and rewarding role you are looking for. This role is all about creating bespoke itineraries in leisure and business travel for your discerning clients. No two days the same you will be selling worldwide itineraries for a highly reputable company who will reward you with an excellent salary package!

**For more information, please call Claire on (02) 9113 7272 or click [APPLY](#)**

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