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Travel Daily

First with the news

Monday 15th April 2013

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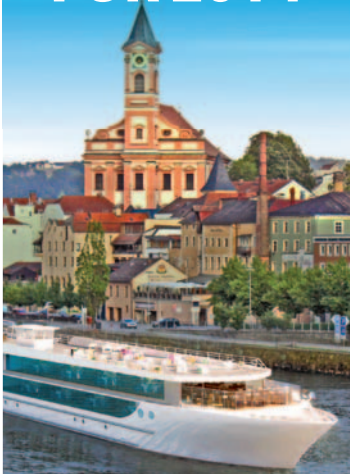
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DIY Singapore agent deals

THE Singapore Tourism Board has today relaunched its "YourSingaporeXperience" program which encourages travel agents to create their own do-it-yourself famil in Singapore.

It's an update of the initiative which launched 18 months ago (TD 04 Oct 11), and with ever more new product coming online, consultants are being encouraged to "Get Lost and Find the Real Singapore" for themselves.

The relaunched program which is now online on the special site yoursingaporexperience.com.au offers a host of new deals accessible by any travel agent to

Aggressive Etihad

ETIHAD has launched a new campaign which compares and contrasts its offering with that of competitors, clearly targeting the new Qantas/Emirates alliance.

Features highlighted include EY's chauffeur service to all ports, flat-bed options to Europe, First Class private suites, and smooth Abu Dhabi transits rather than "a hike through the airport".

See the **front page** of TD today.

enjoy, along with a partner.

There's also a new "Trade Secrets" section containing fact sheets and a downloadable Singapore Little Black Book.

It's free to sign up, and once verified participants will be able to access specials incl SQ return airfares from as low as \$496.

There are also agent hotel rates from \$120 and a host of 2-for-1 offers and other discounts.

Most of the deals are valid from now until the end of Aug but some blackouts may apply.

The initiative continues the STB's strong agent focus, with the travel trade seen as key in addressing outdated conceptions of the destination.

Earlier this year *Travel Daily* produced five special "Singapore Cheat Sheets" which can be viewed by **CLICKING HERE**.

Nine pages of news

Travel Daily today has nine pages of news & photos, a front full page for **Etihad Airways** plus full pages: ([click](#))

- AA Appointments
- Travel Trade Recruitment



Deb Duncan
General Manager

travel counsellors

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Anyone who knows me will know that I am absolutely dedicated to deeply understanding customer needs... and certainly not least - the Travel Consultants needs too.

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Our top Australian Corporate consultant often offers to meet her clients for a drink at the airport when they transit - They love her because she treats them like leisure clients, and they pay for her because she saves them travel frustration. No wonder her solo turnover exceeds 5 million a year consistently...with her it's personal. Imagine her monthly pay cheque guys!

Deb

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Monday 15th April 2013

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Emirates Tasman fairness

QANTAS' transTasman partner Emirates has called on the ACCC to lay the foundations for a level playing field on services between Australia and New Zealand.

In a submission made public on Fri, Emirates told the competition regulator it would not protest re-authorisation of the alliance between Virgin Australia and Air New Zealand, so long as it adhered to "the same regulatory conditions imposed on Emirates and Qantas."

The EK submission details the strangle-hold its rivals hold on the Tasman market with VA/NZ accounting for 56.8% of the market in 2012, while Qantas/Jetstar and Emirates held a 39.9% stake.

Emirates told the Australian Competition Consumer Comm it was appropriate to apply similar conditions enforced on it and QF to avoid the creation of market distortions, and to allow flexibility in terms of new routes or other "dynamic factors".

"While Emirates shares some of the concerns voiced by Virgin Australia on the potential distortions and costs associated

with capacity conditions, because of our belief in competing on a level playing field, Emirates would not oppose an authorisation," the Dubai-based carrier said.

However, Emirates argued claims made by VA/NZ that fare reductions on the Tasman were a result of the alliance - rather than due to "competitive dynamics" - adding VA/NZ Tasman capacity conditions should remain intact.

JTG tax ruling today

JETSET Travelworld could collect more than \$19 million in GST refunds from the Australian Taxation Office if it receives a favourable ruling in a long-running Federal Court case.

In late 2010, two businesses within the group lodged claims against the Commissioner of Taxation in relation to a GST matter, with the case heard in the Federal Court on 26 Jun last year.

The total claim has been agreed to be \$19,076,351, with the company today advising that it had been informed that Her Honour Justice Bennett intends to deliver judgement later today.

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EY to Yemen capital

ETIHAD Airways will launch new four times weekly services between Abu Dhabi and Sana'a - the capital of Yemen - on 01 Sep.

CEO James Hogan said the direct service will further facilitate the country's economic development for the future.

Sana'a joins Washington DC, Amsterdam, Sao Paulo and Ho Chi Minh City as new EY destinations to come online this year.

EY will operate two-class Airbus A320 aircraft on the route.



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- Best Tour Operator – International
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Travel Daily

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Monday 15th April 2013

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Quickbeds, Travelport p'ship

FLIGHT Centre Ltd-owned bed bank Quickbeds.com has joined hotel booking engine Travelport Rooms and More, adding 4,200 more Australian-based properties to the firm's inventory.

Travelport's Nicklas Andreen GVP Hospitality and Partner Marketing said the addition of Quickbeds.com rooms was an "exciting development" in the growth of Travelport Rooms and

More, providing access to agents globally of "often difficult to find" accommodation in Australia.

Quickbeds.com is the 21st supplier to be implemented into the division which launched in 2011, developed to aid agents & improve efficiency of searching for hotel content across a range of website and aggregators.

Wholesale Brand Leader at Quickbeds.com John Feenaghty said the move significantly extends access to the portal for consultants worldwide.

SilverNeedle works

CONSTRUCTION on the redevelopment of the Chifley at Lennox hotel (**TD** 18 Sep) has commenced today after a deal between SilverNeedle Hospitality & Hutchinson Builders was struck.

The multi-million dollar project will see Chifley at Lennox re-emerge as SilverNeedle's flagship hotel brand for the business traveller, the NEXT Brisbane.

Expected to open in mid-2014, the project includes a 300-room hotel and a revitalisation of the Queen St Mall precinct.

LATAM goes it alone

LATAM Airlines Group says the Australian market offers "huge potential" going forward, and is committed to further improving services and firmly establishing its presence in the market.

MD Asia Pacific Patricio Aylwin said the jointly formed entity of LAN Airlines and TAM Airlines has seen the group grow in scale.

"We have grown significantly as a business and are now equipped with a stronger team that will enable us to seize opportunities in the Asia Pacific region," Aylwin commented.

He also lauded World Aviation Systems' previous handling of the commercial & airport operations locally of the airline, which has now moved to an internally managed business in Australia.

LATAM is now located at Suite 1, Level 5, 39 Martin Place, Sydney

Scout 20% off fares

BUDGET Singaporean carrier Scout is offering a 20% discount off fares to all destinations, incl Sydney and the Gold Coast, when booked by today.

To take advantage of the offer, use the promo code of 'ALL20'.



Window Seat

IT'S probably just a glitch, but it appears that Qantas may have a little problem with the licensing of the software on the computers in its lounges.

Yesterday, **TD** needed to look something up online while in transit, and after selecting the Windows operating system noticed a little alert message in the bottom right hand corner of the screen (below).

Qantas might want to address the hiccup if it hopes to hang onto that lucrative Microsoft corporate account!



THE Hotel Crillon in Paris, which closed last month in preparation for a two year major makeover, is putting all of its fixtures and fittings up for sale in an auction expected to raise hundreds of thousands of Euros.

As well as full suites of classic French furniture, the hotel is selling its carpets and curtains - and former guests (such as Madonna and Bill Clinton) who really want to relive their memories are even able to buy staff uniforms, bathrobes and reception counters.

There are also unique pieces including a mirror-encrusted bar designed by French sculptor Cesar, special bottles from the extensive wine cellar and a piano from a suite used by US composer Leonard Bernstein.



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**Best Sales Executive
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- Narelle Welsh**

Travel Daily on location on Scenic Jewel

Today's issue of *TD* is coming to you from on board Scenic Tours' new *Scenic Jewel* en route from Mainz to Amsterdam.

SCENIC Jewel is the newest ship in the Scenic fleet, and a group of travel agents and media from Australia, New Zealand, Canada, the USA, Malaysia, Spain and Israel are currently enjoying her inaugural seven day voyage.

This pride of the fleet offers all the latest features guests can expect from the Scenic product, including the finest in dining from three onboard eateries, an open bar, complimentary mini bar, butler service as well as all tipping and gratuities.

Follow our adventures with Scenic this week in both *TD* and *Cruise Weekly*.

Scenic looking at new markets

SCENIC Tours says its product will maintain its distinctively Australian feel, even as it looks further afield to target a more international clientele.

Lucas Sandmeier, md of Scenic Tours Europe, told *TD* aboard *Scenic Jewel* that areas targeted include Israel, Spain and South East Asia - particularly for expats and incentive groups - while bookings are also starting to come through from South Africa.

Jewel is the latest addition to the Australian-owned Scenic fleet in Europe, with six ships sailing on the Rhine, Main and Danube rivers and one on the Saone and the Rhone, plus another sailing on the waterways of Russia.

Growth is still continuing with the planned 2014 launch of *Scenic Gem*, which with 128 passengers will be smaller than *Jewel*, and is being custom built to sail on France's Seine river.

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Spectacular Jewel sparkles

JULIA Van Huisstede and Karen Van Huisstede from Harvey World Travel in Maitland and Rutherford are among the Australian travel agents experiencing *Scenic Jewel's* first voyage along the Rhine River in Europe this week.



The pair are pictured in front of the new vessel, which proudly boasts Scenic's all inclusive product and the latest technology.

There's complimentary wireless internet across the vessel, and every stateroom has an Apple Mac mini so it's never been easier to stay connected while on board.

Meals are offered in the Crystal Dining Room, while the River Cafe adjacent to the lounge area also offers all day dining - and for a five star experience the Portobello

Restaurant is available, but must be prebooked.

With all the fabulous food on offer, a visit to the gym may be needed - it's open 24 hours so there are no excuses!

Or you can burn some calories by taking one of the bikes on a shore excursion, or using the Nordic walking sticks as you explore one of the picturesque ports of call.

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South Pacific Webinars

Click on the links below to register:

Tue 23 Apr - 5.15-5.45pm Cook Islands

Wed 24 Apr - 8.30-9.00am Vanuatu (outer islands)

Tue 07 May - 8.30-9.00am Niue Island

Wed 08 May - 5.15-6.00pm Tonga/Samoa

Webinars conducted by PTM. For more info contact richard@ptm.net.au or 03 9818 1858

Jetstar to defend market share

JETSTAR ceo Australia/New Zealand, David Hall, says the carrier is determined to protect its market share in the face of concerted competition in the form of a potentially merged Virgin Australia and Tiger Airways.

Speaking yesterday in Melbourne at a ceremony to celebrate the arrival of the airline's 100th aircraft, Hall said "we welcome competition.

"Competition is good for the consumer...we have put a lot of capacity in this year in response to what the competitors have done... people are travelling with us, loads are solid, and scale obviously means lower fares".

He was echoing comments made at the launch by Jetstar group ceo Jayne Hrdlicka, who spoke about the 100 aircraft milestone and also Jetstar's recent 100 millionth passenger. She said the Jetstar model

had enabled people right across the region to fly to visit friends and family - as well as build businesses and invest "because we've made it affordable".

"With the benefit of our common fleet, we're able to carry more people, to more places, more often than any other low cost airline in Australia," she said.

"While many airlines have tried their hand in the Australian low fares market, Jetstar has been the mainstay for the best priced fares since launching," Hrdlicka added.

The 100th aircraft, which also incorporates Airbus' latest "sharklet" fuel saving technology, has had special livery applied, and will operate across the carrier's Australian network.

Travel Daily TV today features an exclusive video featuring Hrdlicka and Hall - click on the logo or see traveldaily.com.au/videos.



White Bay inaugural

P&O Cruises' Pacific Pearl had the honour today of becoming the first ship to berth at Sydney's new White Bay Cruise Terminal, relocating from Barangaroo.

Carnival Australia said its move to the facility comes with a 'Good Neighbour Commitment' agenda to work with the local community.

The guidelines include having ship schedules planned up to two years ahead of time, eliminating surprise visits, no planned late arrivals, quiet disembarkations, ship whistles used sparingly, external lights set low, keeping music and announcements on ships to a minimum while in port & restricting visits to one day.

P&O Cruises senior vp Tammy Marshall also flagged the need to confirm long-term access to Garden Island to maintain the momentum of cruise growth for the NSW capital.

Pacific Jewel is expected to dock at the new cruise hub on Fri.

Luxperience appoints

LINDY Andrews has been recruited by Luxperience as Director of Sales & Partner Alliances, effective immediately.

The role will see Andrews lead the luxury travel show's push for more exhibitors from Australasia and around the world through its global team, as well as generating buyer registrations from venues, hotels and products that appeal to high-end travellers.

Intrepid is excited to have been nominated in the

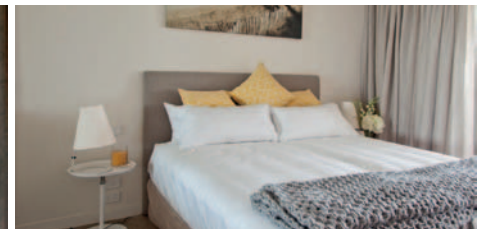
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Swiss watch winner

CONGRATULATIONS to Michelle Stander from Jetset Travel Rose Bay who was the last winner of our Swiss Int'l Airlines mini-comp that featured on Fri.

Changi voted World's Best Airport

SINGAPORE Changi Airport has taken out the gong for the World's Best Airport, the fourth time the airport has nabbed the acclaim and first time since 2010.

Changi Airport nudged out last year's winner, Seoul's Incheon International Airport for the top ranking, which was followed by Amsterdam Schipol Airport and Hong Kong International Airport.

Also in the Top 10 were Beijing Capital Int'l Airport (5th), Munich Airport (6th), Zurich Airport (7th) and Vancouver Int'l Airport (8th).

Launching into the Top 10 from 14th spot in 2012 was Tokyo's Haneda Int'l Airport (9th), while Heathrow Airport leapt one spot to be judged 10th Best Airport - the first time the London airport had made the Skytrax Top 10.

The 2013 awards were voted by over 12 million airport customers from around the world, and based on more than 50 million pax movements annually.

"Changi airport continues to be a leader and innovator within the industry and this in our opinion, is a key reason why it has remained ranked amongst

the top-3 airports for the last 14 years of the awards," said Skytrax chairman Edward Plaisted.

More specifically, Heathrow's T5 was voted World's Best Terminal, followed by Changi Airport T3 and Madrid Barajas Airport T4.

Heathrow also grabbed top billing for World's Best Airport Shopping, ahead of Dubai Int'l Airport and Amsterdam Schiphol.

Interestingly, Brisbane Airport was ranked as the 3rd Best Airport in the World based on 20-30 million passengers per year, while Sydney - hands down Australia's busiest airport - was ranked 10th based on movements of 10-20 million passengers.

Auckland International Airport was the number one airport in the Australia/Pacific region.

The remaining top 10 airports in the region, in order, were Brisbane, Melbourne, Sydney, Gold Coast, Christchurch, Adelaide, Perth, Honolulu and Wellington.

Further, ParkRoyal Melbourne Airport and Stamford Plaza Sydney Airport Hotel were the top 2 Airport Hotels in this region.

School's out and off to Africa



A VISIT to Tanzania & Zanzibar for completing training programs on the destination was the reward for this group of agents, who recently returned from their educational visit to Africa.

Hosted courtesy of The Africa Safari Co, the group saw plenty of wild animals in the picturesque Serengeti Plains and the Ngorongoro Crater before kicking back for some rest and relaxation on the tranquil island of Zanzibar.

"Tanzania is a spectacular destination - one of few places in the world that opens up all our senses," one of the attending agents commented upon return.

Attendees Shareen, Jennifer, Annie, Marion, Vienna, Cathy

made up the educational group, escorted by the knowledgeable Ian Gore from The Africa Safari Co.

Spoil yourself courtesy of Hahn Air



Travel Daily has teamed up with **Hahn Air** this week and is giving 3 travel agent readers the chance to win a \$100 Westfield voucher.

For over a decade, Hahn Air (www.hahnair.com) has been a trusted provider of e-ticketing solutions for an unlimited number of interline scenarios for 91,000 travel agencies worldwide.

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For your chance to win, **provide us with a slogan for Martin our mascot**. Slogan should highlight the benefits of Hahn Air in your ticketing world.

Email your answer to: hahnair@traveldaily.com.au.

Three most creative entries will win!



FJ A330 launch fares

AIR Pacific has reduced fares between Brisbane and Fiji by up to 30% in celebration of the first flights on its new A330 aircraft, due to land on 22 Apr.

Return Economy Class seats are priced from \$534 from the Qld capital for sale by 05 May and valid for travel 22 Apr to 15 Jun.

A new season on rails

ROCKY Mountaineer will launch its 24th season this weekend, with new SilverLeaf service on two Western Canada routes as well as departures from Seattle.



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Want the flexibility to work on the road visiting existing and new travel agent clients? Pinpoint Travel Group, leading wholesaler, is currently seeking an experienced Business Development Manager for our wholesale brands.

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ATE Mandarin appeal

MANDARIN speaking translators will be on hand at the 2013 Australian Tourism Exchange to provide assistance in dealing with Chinese buyers to ATEC members. ATEC managing director Felicia Mariani said the translators were an important way to maximise members' appointments at ATE.

NRL Rd 6 Winner

CONGRATULATIONS
Tom Robinson
from *Qantas Airways*

Tom is the top point scorer for Round 6 of *Travel Daily's* NRL industry footy tipping competition, and has won two First Class Eurail Global Flexi Passes, courtesy of **Rail Plus**.



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2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu




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Travel Job Barometer

A **NATIONAL** employment barometer into tourism has been released by the Tourism & Transport Forum at its Outlook 2013 conference, showing the breakdown of industry jobs per Federal electorate.

The National Tourism Business Count & Employment Atlas revealed at least 2,400 direct tourism jobs in every national electorate, with some showing as many as 8,500 direct employees.

Acting CEO for the TTF, Trent Zimmerman said the Atlas proved the vital importance of tourism to Australia's national economy.

"Tourists spend \$260 million a day across Australia, and the Atlas shows they support 283,000 tourism businesses and 514,000 direct tourism jobs," he said.

According to the Atlas, more than one fifth of the total number of Federal electorates contain tourism employment of 6% or up.

Zimmerman called for a firm commitment from both sides of politics not to burden the industry with taxes and charges, thereby making Australia a less competitive destination for visits.

Al Baker's 787 hopes

QATAR Airways ceo Akbar Al Baker is hoping for his airline's five grounded B787 *Dreamliners* to return to the skies this month.

AL Baker made the comments in Chicago at the launch ceremony for new direct services launched by Qatar Airways to the US city late last week.

The QR boss added his vote of confidence that Boeing's solution to battery overheating problems will be successful, saying he thought the B787 "has such a huge technological leap compared to other airplanes that it was obvious that some kind of teething problem will occur".

BEST Wholesaler International product (category 25)

BEST Wholesaler Australian product (category 24)

BEST Sales Executive Industry Supplier (category 27)

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Thai strutting on the catwalk



EIGHT of the fashion world's most promising up-and-comers had an opportunity to flaunt their wares at a special Next Gen show at Sydney's Mercedes Benz Fashion Week, with the show sponsored by Thai Airways.

The carrier invited girls from a number of their key suppliers and partners for a special "Ladies Day Out", to say thanks for continued industry support.

Prior to the show, attendees enjoyed drinks and canapés to welcome the ladies to the event

The group virtually had the run of the place with their VIP passes, which granted access to the

Mercedes Benz VIP Star Lounge as well as backstage areas to see the models being primed and preened ahead of the show.

Once the ladies had found their seats, the hour-long show delivered a cacophony of colour, with a mix of the weird and wonderful walking the catwalks.

Representing Thai Airways at the event was NSW sales executives Aaron Gilden, Angela Tanis and Denise Dalton, who are pictured above with the group

For a gallery of the fashions on show during the event, check out *Travel Daily's* Facebook page at www.facebook.com/traveldaily.

Hello Tomorrow



Customer Sales & Service Agent
Full Time and Part Time Positions (MEL)

Tomorrow, you could be helping to create the future of air travel. Emirates is seeking dynamic, dedicated and motivated professionals to provide the highest level of service in our Customer Service and Sales Centre.

The successful candidates must:

- Ensure the highest standard of customer service is provided to Emirates customers.
- Identify customer needs through rapport building, provide customers with details on Emirates fares, and issue tickets.
- Actively enhance Emirates revenue earnings by offering auxiliary products such as Skywards (frequent flyer program), Dubai Stopovers and hotel bookings.

To be considered, applicants must have:

- Minimum 1 year experience selling international travel
- Experience in the use of major GDS/CRS reservations systems
- Completed IATA Fares and Ticketing I and II

For further details, and on-line application process, please visit our website www.emiratesgroupcareers.com Ref No. CS&SA/CC/24272

Applications close on Sunday 21st April, 2013. Telephone and postal applications will not be entertained. **Only candidates that meet the minimum requirements will be considered and contacted.**

Tourism pays for UAE

A NEW study by Timetric has found tourism is helping to drive GDP for the United Arab Emirates as the Gulf states move to reduce dependence on oil revenue.

With a focus on architecture & cultural events, tourism now represents 13.5% of the UAE's Gross Domestic Profit.

The report said the emirates of Dubai and Abu Dhabi are driving growth as they continue to rise as major airline hubs.

Among the major drawcards for inbound tourism are events such as the F1 Grand Prix in Abu Dhabi, the Dubai Shopping Festival and the Dubai World Cup - the world's most expensive horse race.

While inbound tourism has risen, domestic tourism in the UAE has fallen, mainly due to the large expat population who elect to travel to their home country for a vacation.

CZ A380s to Sydney?

CHINA Southern is expected to confirm the launch of Airbus A380 services to Australia from as early as the second half of this year, the *Sydney Morning Herald* has reported today.

The formal announcement of superjumbo flights between CZ's Guangzhou base and Sydney is tipped to coincide with a visit of the carrier's senior executive Chen Gang to Sydney this month.

In Aug last year, China Southern president & chief exec officer Tan Wangeng revealed the SkyTeam member was "investigating" daily A380 services to Sydney to complement its twice daily A330 operation (*TD* 16 Aug).

VTIC round-table

DISCUSSIONS on how state tourism businesses can work in harmony with the government will form part of round-table talks between the Victorian Tourism Industry Council & 20 state MPs.

Other topics flagged to be raised at this afternoon's meeting include regulations and red tape and its impact on tourism, policy reforms and how to enhance the Victorian visitor experience.

New AA German port

DUSSELDORF has become the latest European gateway directly served by American Airlines from Chicago's O'Hare Airport, with two-class B767-300 services operating daily on the route.

DCC re-attracting

THE Darwin Convention Centre has welcomed the return of the Thoracic Society of Australia and New Zealand which recently held its Annual Scientific Meeting for the second time in Darwin since the facilities launch in Jun 2008.

DCC gm Malu Barrios said it was a "special privilege" to have the group return for a second time, which attracted 773 delegates.

Austria in Winter

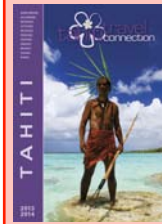
BACK-ROADS Touring has cut the cost of its new 10-day Austria: A Winter Wonderland itinerary by \$180 when booked and paid in full before 31 May.

The trip operates between Dec and Mar and includes visits to Salzburg, Innsbruck & Vienna and Cesky Krumlov in the Czech Republic, priced from \$3,415pts.



Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Tahiti Travel Connection - Tahiti 2013/14

Billed as the most comprehensive brochure selling the Tahitian islands to the Australian market, the new guide from TTC offers plenty to showcase Polynesia to holidaymakers. Expert tips on the perfect island to suit all traveller types such as families or honeymooners, to expanded coverage on each resort, activities and tours features. Search for the red hearts in the brochure for an easy-reference Honeymoon Gift Guide, with exclusive products also available incl the Le Meridien Bora Bora Ecological Turtle Sanctuary.



Creative Holidays - Singapore & Malaysia 2013

Rising interest in Singapore not just as a stopover port but also as a standalone destination has seen Creative significantly boost its hotel range in response. Further, growth of the city state's day touring options to now include a Universal Studios is seeing visitor numbers climb further. In addition, the Malaysian portfolio has been expanded, with a selection of resorts in more regional areas of the country, such as Sandakan and outer islands adjoining the Straits of Malacca.



Silversea - Northern Europe 2013

A new season of small-ship sailing in Northern Europe, operating from May to Sep 2013 is lovingly showcased and will see three ships based in the region this year. Voyages on the 382-guest *Silver Whisper*, the 296-guest *Silver Cloud* and the 132-guest *Silver Explorer* will all be operated, taking in the fjords of Norway, the isolated harbours of Russia and the Arctic Circle and more. Guests will also be able to stay two nights in St Petersburg as part of 7-night sailings between Copenhagen & Stockholm. The ships will operate voyages ranging in duration from 7-19 days.



Greece & Med Travel Centre - Mediterranean 2013

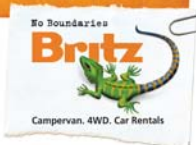
All of the sun-soaked regions of Europe's southern coastlines are featured in this new guide from Greece & Mediterranean Travel Centre, which is jam packed with product in Italy, including Rome, Florence, Venice, the Amalfi Coast, Cinque Terre and much more. Also featured are island hopping suggestions in Croatia, Greece, Spain and Cyprus.

SHARE THE LOVE VOTE FOR US!

We are proud to be nominated once again for the **NTIA Awards** in the category of **Best Car/Campervan Rental Operator**.

We believe this is in recognition of our continued efforts to supply the best products and great offers.

Click here to VOTE FOR US



Market Associate - Hotel Partner Services

We are seeking a Market Associate to join the Zuji Hotel Partner Services Team to provide account management, customer service and operational support for our hotel partners. This is a fantastic opportunity for someone looking to move into an account management role for a rapidly growing online player. You should have 2 years of operations and/or sales coordinator experience in the hotel, wholesale or travel distribution industry. You will be quick to learn, technically minded and analytical. This role could be based in either Sydney or Melbourne. 5 month contract role to start as soon as possible.

For a full PD please email sandra.bridgewater@sabre.com.

WIN A TRIP TO GREATER PALM SPRINGS WITH UNITED



This month we're giving *Travel Daily* readers the chance to win a trip to Greater Palm Springs which includes:

- 2 United Airlines round-trip economy flights to LAX
- 3 nights at Westin Mission Hills Golf Resort & Spa, one round of golf and one spa treatment
- 2 nights at Hyatt Regency Indian Wells Resort & Spa
- 2 tickets on the Palm Springs Aerial Tramway

Greater Palm Springs, California is the perfect getaway for travellers seeking outdoor adventure, luxurious resorts, boutique hotels, pampering spas, championship golf courses, and a modern artist community with local designers and brand name shopping.



For your chance to win a trip to Greater Palm Springs with United, **SEND US YOUR BEST PALM SPRINGS DESTINATION-INSPIRED PHOTO.**

Need some inspiration? Think Marilyn Monroe, Coachella-hipster or your best golf outfit!

Send your entry by COB on 30th Apr to: palmssprings@traveldaily.com.au.



GTA boosts Shanghai

TWENTY new properties in Shanghai have been added to GTA's selling inventory, with the range including a mix of 3- to 5-star properties in various locations across the Chinese city.

Wyndham goes green

CHILDREN will be given an opportunity to learn about being environmentally friendly at Wyndham Hotels and Vacation Resorts in Australia via a new program launched by the firm. The program utilises children's characters such as Wynnies the Wallaby spreading the message of the importance of recycling and reducing the global footprint.

Pay per click for ads

TRIPADVISOR has launched a new advertising option known as "Delayed Ad Call", in which advertisers pay only for an ad seen by a user on the site.

The roll-out follows the results of an independent advertising survey which found 50% of ads bought for Publisher platforms were not seen by intended users.

Autos sale extended

HOLIDAY Autos has extended the sale validity of discounts of up to 15% on car rentals in 10 regions around the world.

Sales now close 17 Apr, and are valid for rentals up to 30 Jun - for details, see www.bit.ly/ha15off.

McLachlan recruits

MCLACHLAN Tours has named Joseph Di Bennardo as its new bdm for Mat McLachlan Battlefield Tours, Discover Asia and McLachlan Experiences.

Travel Daily
First with the news

Monday 15th Apr 2013

MAS celebrates A330s to SYD



JUST over a month into Sydney operations of its new Airbus A330 aircraft, Malaysia Airlines recently held a function to celebrate the deployment of the aircraft on all services to Australian ports.

The A330-300s were initially rolled out only on Sydney services (**TD 06 Mar**) before the decision was made to operate the jet on all Australian flights (**TD 03 Apr**).

In attendance at the celebration were a host of Aussie corporate and retail travel agents, along with many of the carrier's locally based management.

The sales team for the newest **oneworld** carrier are pictured above cutting a large & delicious cake to celebrate the move.

Bag tracking upgrade

INFORMATION service firm Unisys has launched its upgraded Baggage Reconciliation System complete with mobile app which allows passengers to monitor the progress of checked luggage.

At check-in, each bag receives a barcode which can be linked via the app, informing pax where and when bags can be collected.



Rd 9 Winner

CONGRATULATIONS

Stephen Arcus

from *Harvey's Choice Holidays*

Stephen is the top point scorer for Round 9 of Travel Daily's Super 15 Rugby industry footy tipping competition, and has won a complimentary pass for two people to Madame Tussauds Sydney, courtesy of **Merlin Entertainments Group**.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



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READY FOR THAT NEXT STEP IN YOUR EXECUTIVE CAREER?

NEW SOAR TO NEW HEIGHTS REVENUE MANAGER

EAST COAST AUSTRALIA - SALARY PACKAGE \$75K

Are you a talented Airline Revenue Manager looking for a better work life balance? Or are you a senior Revenue Analyst looking to step up into a management role? This popular airline is looking to employ your talents. You will be responsible for achieving revenue targets across assigned routes by developing and implementing revenue management strategies to optimize pricing and seat inventory. Previous airline experience essential.

*** NEW*** SAY ARRIVERDERCI TO YOUR BOSS! EUROPEAN PRODUCT MANAGER MELBOURNE - SALARY PACKAGE \$75K

This fantastic product management role will have you managing contracts and content for this premium luxury brand. Essentially you will come from a strong product management background and have experience in contracting Europe, including product development, negotiation, leaderships and contracting skills and the ability to work under pressure.

*** NEW*** FROM A PCO/EVENTS BACKGROUND? HEAD OF OPERATIONS SYDNEY - SALARY PACKAGE CIRCA \$120K

This successful leader in conference and events management is searching for a talented senior operations manager to lead their successful team. Key responsibilities will include increasing productivity, profitability & human resources management including staff leadership and development. Essentially you will come from a strong conference and events background with excellent people management skills.

*** NEW*** TAKE THE REIGNS CORPORATE TRAVEL TEAM LEADER SYDNEY - SALARY PACKAGE \$75K

This leading corporate travel management company is looking to employ a strong team leader to motivate and lead a team of 6 experienced corporate consultants. Essentially you will have a strong background in travel, excellent GDS system skills and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

LOVE THE THRILL OF THE CHASE? CORPORATE SALES MANAGER X 4

MELBOURNE & SYDNEY – SALARY PACKAGE OTE \$125K

If you have the determination & resilience of a successful BDM this exciting opportunity with a leading Brand is available now. If you can articulate your proven ability to build new business through your initiative, relationship skills and target-driven attitude this company has a place for you on their growing team. Your success will ensure their continued growth and you will be rewarded with a fantastic salary, bonus & benefits.

ARE YOU A SCHMOOZER?

**CLIENT RELATIONSHIP MANAGER – INDUSTRY BASED
BRISBANE - SALARY PACKAGE CIRCA \$100K**

Are you an experienced senior client relationship manager looking for a new challenge? This fantastic role will see you managing a key national account, where you will be responsible for strategic account management of this primary client. Ideally you will have an extensive background in travel at a management level, with excellent negotiation skills, strong commercial and business acumen.

LOVE ADVENTURE TRAVEL? TRAVEL SALES REPRESENTATIVE SYDNEY - SALARY PACKAGE to \$80K

This fantastic sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect individual.

LARGE MARKET – PREMIUM CLIENT PORTFOLIO CORPORATE ACCOUNT MANAGER SYDNEY - SALARY PACKAGE \$85K+

This is your chance to manage a portfolio of premium blue chip clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to this established global brand that celebrates and rewards

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NATIONAL TRAVEL INDUSTRY AWARDS



**TRAVEL TRADE
RECRUITMENT**

WWW.TRAVELTRADEJOBS.COM.AU

Travel Trade Recruitment is delighted to have been nominated in category 26 for 'Best Agency Support Service' at this years AFTA National Travel Industry Awards for Excellence, and we now need your vote to help us make it to the finals!

[Click here](#) if you work for an Australian Travel Agent and would like to vote for Travel Trade Recruitment or any of your other favourite travel suppliers in the Best Supplier categories.



VOTE TRAVEL TRADE RECRUITMENT IN CATEGORY 26:
'BEST AGENCY SUPPORT SERVICE'

Group Travel Consultant

Brisbane - \$Competitive - Ref 506A

A unique role is available in Brisbane for a Group Travel Specialist. This is more than just reservations. Get involved with sourcing and contracting airlines & accommodation to form the best travel package for your clients. 10 people or 10,000 - are you up to the challenge? Travel experience is necessary from a reservation or product background, and the drive for long term career progression. In return a competitive salary is on offer and a great team environment.

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

Luxury Travel Consultant

Canberra - \$DOE + super + commission - Ref 446

A rare opportunity for an experienced Travel Consultant to join a fantastic friendly team based in the nation's Capital! Are you adept at dealing with high end clientele? Love face-to-face consulting? Are you proficient at providing 5* levels of customer service, whilst using your solid product knowledge to book dream vacations? This brilliant boutique Canberra agency needs you! Apply now for the chance to move into this amazing role and up your earning potential!

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

Travel Consultant

N. Sub Melbourne - \$DOE + Super - Ref LMA123

Are you sick of commuting to the CBD? Work close to home in the leafy Northern Suburbs. Are you passionate about selling worldwide holidays and working in a busy team? If you have a minimum 2 years as a Travel Consultant and proven sales experience, this may be your lucky day. This award winning agency is looking for a dynamic and experienced Travel Consultant. Ideally you will be fluid in a GDS, are well travelled and can offer your customers outstanding service skills.

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

Corporate Travel Consultant

Sydney - Excellent Base Salary + Bonus - Ref BP401

Are you an experienced Corporate Travel Consultant feeling undervalued and bored in your current role? Take the next step in your Corporate Travel Consultant career! We are seeking someone who has experience in corporate travel and has strong knowledge of the Amadeus system. Brilliant base salaries are on offer plus excellent earning schemes. If you're ready to progress your career and join this successful team of professionals we would love to hear from you.

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

South America Specialist

Outskirts of Melbourne - \$DOE - Ref 462

How much do you love South America? A Travel Consultant in the Melbourne outskirts is needed with exceptional travel advice and the ability to create elaborate itineraries to South America & beyond. Help others explore the vibrance that South America brings. Essentially you would have had experience selling South America & had the opportunity to have travelled there. Wholesale and/or Retail experience also required.

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

Retail Travel Supervisor

Perth - \$DOE+ Super + Bonus +Incentives - Ref 5959

Are you an experienced travel industry Supervisor or a current Travel Agency Senior Consultant looking to make the next step in your career? This is a fantastic opportunity to be hands on leader, train your team in luxury product, offer assistance to meet and exceed targets, and handle all day-to-day business in the office. This is a fantastic company that will support you and the implementations you will bring to the role, making this a smooth running travel office!

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

Start your job search at www.TravelTradeJobs.com.au