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# Travel Daily

First with the news

Thursday 1st Aug 2013

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## Win a trip to Peru!

TRAVEL Daily maintains its run of spectacular reader prizes in 2013, this month teaming with Peregrine Adventures and Aerolineas Argentinas to offer an amazing trip for two to Peru.

Up for grabs is a 16-day Amazon & Inca Heartland adventure that visits Lima, Iquitos, Cusco, The Sacred Valley, Machu Picchu, Lake Titicaca and more, with the total package valued at \$12,000!

To enter, travel agents need to answer a daily Peru-related question which will appear in the pages of TD every day in Aug - see page six for today's first question.

## Ethiad sales incentive

CONSOLIDATED Travel has today kicked off a new incentive with Ethiad Airways, offering six spots on a Business Class trip to the F1 Grand Prix in Milan in Sep.

Top sellers & agents achieving the highest growth in EY ticketed sales between 01-23 Aug will be rewarded - full details on page 9.

## EK/AFTA champion agents

EMIRATES has added a new dimension to next year's National Travel Industry Awards, today announcing that it will offer a new travel agent scholarship program (TD breaking news).

To be judged by AFTA and announced at NTIA 2014, the

scholarship will "nurture and educate young talent to support the growth of the travel trade industry in Australia," according to EK divisional vp Barry Brown.

"With around 80 per cent of our revenue in Australia derived from trade, Emirates is committed to its travel trade partners".

The annual scholarship will include a contribution of up to \$10,000 towards an education course as well as a five day business class trip for two to Dubai to experience the emirate and meet with key EK leaders.

The winning agent will also get to experience the Emirates Melbourne Cup in 2014.

To be eligible, the travel agent should be employed by an AFTA member agency, be willing to attend a judging interview and be able to demonstrate their need for further education.

## ADL Global Achievers

QANTAS Holidays and Viva! Holidays have revealed Adelaide as the destination for this year's Global Achievers awards event.

2013 marks the 20th anniversary of the Global Achievers program, with the South Australian Tourism Commission co-sponsoring the event this year.

With a black tie dinner taking place over the weekend of 13-15 Sep, the top agents will also enjoy a pre- or post- educational trip to experience the best of SA.

Successful participants will be contacted in the next few days by the QH/Viva! sales team.

## Six pages of news

Travel Daily has six pages of news today, plus full pages:

- AA Appointments jobs
- Travel Trade Recruitment
- Consolidated/EY promo

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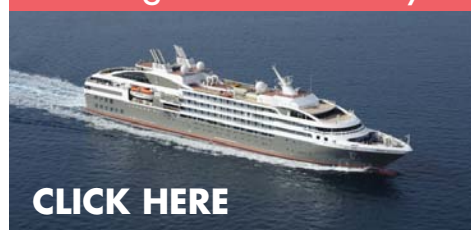



# Travel Daily

First with the news

Thursday 1st Aug 2013

Cruising James Bond Style



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## ACCC seeks more \$\$

THE competition watchdog is calling for a heavier penalty to be imposed on a shonky former Tasmanian Europcar franchisee, BAJV Pty Ltd and the company's director, Brendon Ayers.

Today the regulator filed a Notice of Appeal to the Federal Court, pleading the civil pecuniary penalties of \$200,000 against the business and \$40,000 against Ayers, handed down by judge Justice Marshall on 08 Jul, were "too low in all the circumstances."

"The ACCC has appealed this decision in order to obtain clarity as to the relevant factors that the Court may take into account when determining the appropriate penalty amount," the regulator said.

BAJV and Ayers were alleged by the Australian Competition & Consumer Comm. to have ripped-off Europcar customers in relation to repair costs to damaged rental vehicles (TD 09 Jul).

## VA/NZ commit to 4 routes

VIRGIN Australia and Air New Zealand have vowed to maintain capacity on four transTasman routes to/from Brisbane in order to appease ACCC concerns.

In a detailed response to the ACCC's Draft Determination for the reauthorisation of their alliance, VA/NZ have proposed a "less restrictive set of conditions" on flights operating to/from Brisbane for five years (from 01 Jan 2014), commencing from the Northern Summer 2014.

The Australian Competition & Consumer Commission last month said it would impose capacity conditions on the Dunedin-Melbourne, Dunedin-Sydney, Auckland-Gold Coast,

Christchurch-Melbourne, Christchurch-Brisbane, Brisbane-Dunedin, Brisbane-Queenstown & Brisbane-Wellington routes.

VA/NZ argued the identified routes only accounted for 18% of total Tasman traffic, and that the conditions on the DUD-MEL, DUD-SYD, AKL-OOL and CHC-MEL city pairings "was unsupported in light of actual market dynamics and the counterfactual."

Commenting on the Dunedin routes, VA/NZ said that applying capacity conditions (including growth factors), "are likely to have particularly adverse effects on overall optimal network planning, to the likely detriment of developing alternative routes."

They said the AKL-OOL was a "highly competitive route", and was already dominated by Jetstar which has a 37% share of traffic.

VA/NZ have proposed to group the New Zealand South Island services ex BNE, allowing for capacity to be interchangeable.

The carriers have also insisted that the term of the alliance be increased from the proposed three years to five, insisting the benefits "are substantial," and could result in the removal of a competitive constraint on the Qantas/Jetstar/Emirates alliance.

"A five year term provides no materially greater risk of anticompetitive detriment outweighing consumer benefits than a 3 year term," VA/NZ said.

## HotelClub China deal

ORBITZ-OWNED HotelClub has announced a new agreement with Chinese payments provider AliPay, which will offer "easy and secure payment solutions" for the burgeoning Chinese travel sector.

AliPay, which launched in 2004, has more than 800 million registered accounts, with the deal said to enable the ever-growing number of independent out-bound Chinese travellers to plan, book and pay for their hotel accommodation on HotelClub websites using AliPay accounts.

HotelClub currently operates a Chinese website with pricing in RMB, and plans to further extend its offerings in the market.

## AJT joins Virtuoso

TASMANIAN retail network Andrew Jones Travel has joined the exclusive Virtuoso network, bringing the Australia and New Zealand tally of members to 31.

AJT has two offices, located in Hobart and Launceston.

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\* Conditions Apply. Taxes approx. \$845\* - \$855\* pp.

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## South Am brochure

**LATIN** America travel specialists, South America Travel Centre has released a price-less brochure of the destination, pitched towards discerning travellers.

The "content-rich" brochure features a collection of sample itineraries "to showcase what is possible and to provide inspiring ideas," says md Alex Burridge.

As each SATC itinerary is customised, "it made no sense to offer packages with prices" as they may have a negative effect.

## Hunt on for a new MD

**CONTIKI** has posted a job listing on Seek.com.au for the soon-to-be vacant managing director position held by Fiona Hunt, who will take on a new role reporting to TTC Australia ceo John Weeks.

The youth tour operator is on the lookout for someone who will be mandated to be "bold, creative and entrepreneurial".

Among many strong attributes, experience and qualifications, Contiki seeks a "part strategic thinker, part street hustler."

## New Brisbane FC hyperstore

**FLIGHT** Centre has announced it will open a new flagship location in the Brisbane CBD next month, at 114 Queen Street.

It will be the second Flight Centre "hyperstore" in Australia, joining the one which opened in Perth's Hay Street Mall last year.

FC executive gm Australia, Tom Walley, said the facility would eventually house up to 70 sales consultants spread across 580 square metres, making it about ten times the size of a standalone Flight Centre retail outlet.

The hyperstore concept debuted in Flight Centre's UK business and has also expanded to include the USA as well as Australia.

"In basic terms, the hyperstore concept delivers cost effective access to prime retail sites because rental costs are divided across a much larger workforce," the company said.

Walley said that typically Flight Centre sales teams are located in the hyperstore's premier walk-past locations and direct businesses that primarily service phone and email enquiry are spread across other levels.

He added the Queen Street store would showcase these specialist businesses to customers, as well as offering new features such as dedicated product zones, digital signage and travel tools "to create a more exciting retail environment".

Flight Centre plans to open

more hyperstores when opportunities arise, but will also continue to roll out traditional shops and at the same time enhance all sales channels "as part of our blended travel offering that combines the best of the on and offline models," Walley said.

## Garuda returns to Queensland

A **BOEING** 737-800 NextGen aircraft heralded the return of Garuda Indonesia's return to the Queensland capital today after a five year absence.

The newest route to the Garuda network map increases the Jakarta-based carrier's services into Australia to 52 per week, a key element of a 'Quantum Leap' strategy that aims to boost its competitiveness by 2015.

GA Australia & SWP vp Bagus Y. Siregar said the flights would feed a "significant growth in demand in the Queensland leisure market."

**MEANWHILE**, Garuda Indonesia has confirmed the forced delay of planned Boeing 777-300ER services from Jakarta to London Gatwick due to runway issues at its Indonesia hub, as revealed first by **TD** last month (**TD** 17 Jul).

The new nonstop London service was expected to debut in Nov but

has been pushed back six months allowing for the apron section at Jakarta's Soekarno-Hatta Airport to be upgraded to accommodate a "full capacity" 777-300ER.

Currently CGK's apron can handle a maximum weight of 120 tonnes, however a full 777 aircraft with 314 passengers and 30 tonnes of cargo weighs around 132 tonnes.

If GA was to operate the 777 on a restricted take-off weight it would mean reducing the passenger count by nearly 40 and lowering the cargo capacity.

GA's five time weekly services to London are now slated to commence in May 2014.

**FURTHER**, GA yesterday took delivery of its second 777-300ER aircraft which it is dedicating to the Jakarta-Jeddah route.

Two further 777s will join the SkyTeam-elect carrier this year, followed by three in 2014 & 2015.

**rail plus**

## IT Network Manager – Rail Plus

Rail Plus is seeking expressions of interest for the role of IT Network Manager based in the Melbourne Head Office. To be considered applicants must have had at least five years network management experience.

For a confidential discussion please contact David Stafford, CEO at [dstafford@railplus.com.au](mailto:dstafford@railplus.com.au) or Lachlan McCallum, Financial Controller at [lmccallum@railplus.com.au](mailto:lmccallum@railplus.com.au)

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Helen Wong's TOURS

## CWT 2014 price gauge

**CARLSON** Wagonlit Travel has forecast air ticket prices in Australia to rise by up to 3% over the next 12-24 months following two years of decreases.

According to the corporate agent's 2014 Travel Price Forecast which gauges worldwide travel prices, ongoing competition in the market "will ensure prices don't spike," CWT said.

Local midscale hotel rates are tipped to see rises of up to 3.5% (5% for upscale), due to reduced demand, resulting from declining performances of the resources sector, most evident in Perth and Brisbane, the study found.

Car rental rates are expected to remain relatively stable, rising up to 2.6% on this year's prices.

## Red Centre jobs plan

**THE** Federal Govt has delivered its first Tourism Employment Plan (TEP), an initiative that aims to address tourism labour and skills shortages in the Red Centre.

"The tourism industry is facing significant pressures in attracting, recruiting and retaining workers, particularly those with the necessary skills needed to service our global customers," Federal Tourism Minister Gary Gray said.

About 50 industry-led actions have been developed to address tourism education, training and employment opportunities, derived after consultation with 200 tourism & hospitality businesses in the Red Centre.

The government will introduce TEP's across the country by 2020.

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4 x A320 flights from PER/DRW  
3 x A320 flights from BNE/DRW

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**Philippine Airlines**

## QF/EK pact delivering results

**DUBAI** Tourism is singing the praises of the global airline pact between Qantas and Emirates, with new data showing a 38% spike in Australian visitor arrivals since the alliance kicked off.

Growth from the local market to Dubai for the year to date ending Jun was up 24.4% year-on-year.

Over 5.5 million tourists visited Dubai in the first half of 2013, up 11% on the year prior, prompting Dubai's Department of Tourism & Commerce Marketing to herald the emirate "is on the way to achieving its Tourism Vision for 2020" - to reach 20 million visits by the end of the decade.

Director General of DTCM, Saeed Almarri highlighted the significance of the QF/EK partnership, which was officially launched on 31 Mar this year.

Australia is now positioned as Dubai's 13th top source.

"The increase in visitors from each of our key source markets is particularly encouraging, with a number of these markets showing particularly strong growth, including Australia, the GCC countries, China, India and many countries in Europe," Almarri commented.

He said the impact of the QF/EK alliance with its increased air capacity was responsible for the "sizeable rise" in visitor numbers.

Almarri said the impact of the joint venture has been "highly encouraging," with DTCM's office

in Australia "working closely with both airlines to maximise the opportunities the partnership provides" to elevate the visitor count from Australia and other markets covered by the alliance.

"We are also seeing a shift in the New Zealand market and are anticipating to see this grow further as a result of the partnership," he added.

Qantas International cfo Narendra Kumar commented that since launching services to Dubai four months ago, the Australian-flag carrier has moved around half-a-million passengers through its United Arab Emirates hub.

"Many of our customers are choosing to stopover in Dubai on their way to Europe and we will continue to work with Dubai Tourism to ensure Dubai grows to a destination in its own right for Australian holiday makers," Kumar stated.

DTCM also reported an increase in hotel room & hotel apartment occupancies, up 2.8% (to 84.6%) & 6.5% (85.8%) y-o-y, respectively.

**MEANWHILE**, Emirates has announced it will introduce a second daily non-stop service on the Amsterdam route on 04 Dec.

Utilising triple-class 266-seat Boeing 777-200LR aircraft on the new service, EK149 & EK150 will boost capacity in either direction by 3,700 seats per week, and complementing A380s which were introduced in Aug last year.



### FOUR SEASONS HOTEL Sydney

Four Seasons is a brand name held in awe throughout the world and is associated with glamour, style and impeccable service. Four Seasons Hotel Sydney is located on the picturesque Sydney Harbour and boasts 531 well appointed guest rooms and suites.

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**Sales Manager (Asian Markets)** – You will possess a minimum of 2 years experience as a Sales Manager and have previous experience in handling the Asian Markets. You must have strong business development and negotiating skills and the ability to travel as part of the role. Knowledge of Opera, Delphi and Sales Management Systems would be a plus. The ability to speak Mandarin or Cantonese would also be advantageous.

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Thursday 1st Aug 2013

## ANA orders new jets

ALL Nippon Airways has signed an order with Boeing to buy three more B777-300ER aircraft, valued at US\$945m at list prices.

Upon delivery of the three additional aircraft, ANA's B777 fleet will consist of 57 planes.

## DriveAway add Britz

BRITZ USA (TD 12 Jun) has become the latest supplier to the DriveAway Holidays motorhome rental portfolio.

The North American operation operates depots in Los Angeles, San Francisco, Las Vegas & Denver.



## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. 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).

Business travel and events firm **The APTI Group** has named **Jeanelle Witton-Smith** as its new Account Manager for Australia. Witton-Smith will be based in Sydney and brings 15 years in corporate travel to the role.

**Emirates Wolgan Valley Resort** has welcomed **Anna Szulerecka** to the position of Marketing Executive. Among other duties, Szulerecka will oversee social media and the resort's digital presence.

**Alex Carrodus** has been recruited as the new Company Secretary for **Jetset Travelworld Limited**. Carrodus joins **Stephanie Belton** who is the Group Company Secretary.

As the newly appointed PR agency for Singapore Tourism, **Adhesive PR** has brought in **Sharon Lam** as the firm's new Area Director Oceania.

Tasked with promoting the conference appeal of the region, **Business Events Sunshine Coast** has promoted **Lauran Hofman** to the position of new Business Events Manager. She joins alongside **Tiffany Beal** as the Business Executive. Further, **Cascel Rasmussen** has been hired to provide additional support to the organisation.

**Holiday Inn Auckland Airport** has a new General Manager in the newly appointed **Ryan South**, who came on board at the property recently. South brings 15 years experience at IHG properties in NSW and Bali.

Former Fiji TV newsman **Michael Aisea** has been appointed as the new Activities Manager at Fiji's **Plantation Island Resort**.

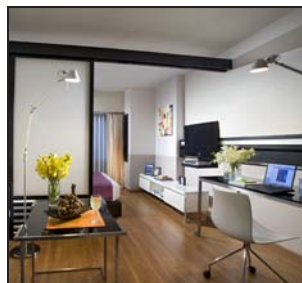
Ascending up the ranks of **Costa Crociere** is **Buhdy Bok**, recently named as Senior Vice President Pacific Asia & China of the Carnival Corporation brand. Bok brings experience with Singapore Airlines to his new position.

Travel industry aggregator **Wego** has announced the appointment of **Joachim Holte** as its new Chief Marketing Officer. Holte brings experience with a number of online travel firms including Wotif to the position.

The iconic **Raffles Hotel Singapore** has welcomed **Simon Hirst** as its new General Manager. For the role, Hirst moves from sister property **Raffles Praslin**, where he has this month been succeeded by **Christoph Ganster**.

Tourism and airline representation firm **AVIAREPS** has named **Glenn Johnston** as its new Vice President Corporate Communications & Public Relations. Johnston will take on the new position while remaining GM of the company's Dubai office.

Upscale Aqua Hospitality brand **Monograms Hotel Collection** has hired **Joshua Gray** as its new General Manager, alongside **Joshua Gahret**, who fills the role of Hotel Manager of the 51-room **Lotus Honolulu**.



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## Wacky Races for a Variety Bash



**SPORTING** its logo on the bonnet and sides of a 1972 Mini, Amadeus, QBT and The Lido Group were among more than 75 travel industry supporters of an entry in the 2013 Variety Bash to raise money for the kids charity.

Competing in the event is Gena Signorini from Amadeus along with airline pilots Daniel Gray and Richard Loder, who will set off on

22 Aug on a trip of over 4,000kms in their classic vehicle, which will be the smallest in the race.

A special "Wacky Races" themed trivia night took place this week to help the fundraising effort, with the three participants dressed as colourful characters from the beloved Hanna-Barbera cartoon series, including Penelope Pitstop, Dick Dastardly and his devious sidekick Muttley.

Over the course of the fun evening, held at GT's Hotel in Surry Hills, Sydney, more than \$1,800 was raised for Variety.

**Pictured** above at the event from left is Steve McKenzie, The Lido Group; Richard Loder, Pilot; Dan Gray, Pilot; Tony Carter, Amadeus IT Pacific; David Greenland, QBT and Gena Signorini, Amadeus IT Pacific.

## Etihaad meets & greets

**TRANSITING** and departing passengers at Abu Dhabi Airport can now also utilise Etihad Airways Meet & Greet services at AUH under an expanded scheme unveiled by the carrier this week.

Priced from AU\$68pp, the meet & greet service helps pax through the departure process or those with up to 5hrs between flights.



## Reservations and Ticketing Agent Melbourne, city location, Full Time position

Due to further expansion, Philippine Airlines' GSA, is seeking a well experienced and enthusiastic consultant for its centrally located office in Melbourne.

Candidates should have 5 years international consulting experience with a travel agent or airline, strong GDS and fare skills, be well presented and demonstrate excellent customer service.

Applicants must have the right to live and work in Australia.

For more details call **Brett McDougall** on (02) 9249 9912.  
Applications should be sent to [jobs@philippineairlines.com.au](mailto:jobs@philippineairlines.com.au)  
by Fri 02 Aug 2013.

## Tramada re-signs Spencer



**SPENCER** Travel has renewed its long-term partnership with Tramada, taking the relationship between the companies into its fifteenth year.

Penny Spencer said the renewal followed an extensive analysis which "determined that Tramada is the stand out option for our business.

"We were really careful to make sure we chose the best product for our business today but also to partner with someone with a compelling vision of the future and a track record of delivering to travel agents in our part of the world," she said.

Spencer is **pictured** above centre with Chris Powell, Tramada senior sales and account manager and Maree Young, Tramada Head of Sales.

## Bollywood in Sydney

**NSW** Premier Barry O'Farrell yesterday confirmed that "King of Bollywood" Shahrukh Khan will visit Sydney in Oct as part of the fourth annual Parramasala Festival in Parramatta, headlining a two hour Indian variety show of music, dance and comedy.

## 2 more years of Rod

**LEGENDARY** rocker Rod Stewart will extend his Las Vegas residency for another two year run of "Rod Stewart: The Hits" at The Colosseum at Caesars Palace.

## ATAS leads the way

**THE** development of the AFTA Travel Accreditation Scheme (ATAS) is already attracting the attention of a number of other countries, according to AFTA ceo Jayson Westbury.

"AFTA is leading the way internationally with our approach," he said, with a significant amount of work already undertaken to develop draft recommendations.

These will be laid out as part of consultation workshops which kicked off yesterday with a briefing for Australian Tourism Export Council representatives.

"We now look forward to hearing and incorporating feedback from right across the industry, as well as from AFTA members," Westbury said.

Westbury will lead the sessions alongside Accreditation Scheme gm Gary O'Riordan, who said "this is a very exciting opportunity for our industry to transition from a licensing regime to the positives of an accreditation scheme".

Registrations are essential; for details of the dates and locations of the workshops **CLICK HERE**.

## WIN A HOLIDAY TO PERU

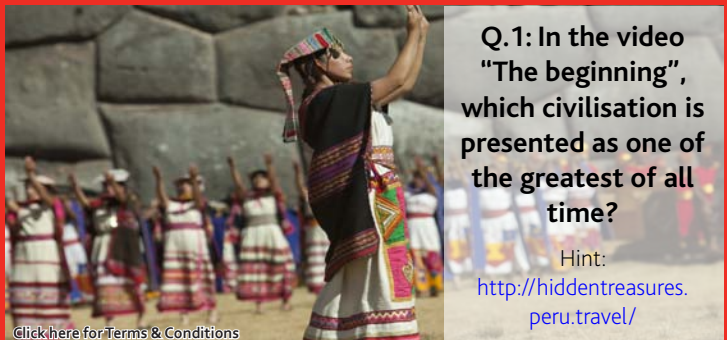


Throughout August *Travel Daily* is giving readers the chance to win a holiday for two people to Peru, courtesy of Aerolíneas Argentinas and Peregrine Adventures.

The prize includes two return economy airfares on Aerolíneas Argentinas between Sydney and Lima via Buenos Aires and Peregrine Amazon & Inca Heartland tour for two people.

Each day *Travel Daily* will ask a Peru-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 amazing holiday to Peru.

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



**Q.1: In the video "The beginning", which civilisation is presented as one of the greatest of all time?**

Hint:

<http://hiddentreasures.peru.travel/>

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## SAA/B6 c'hare confo

**SOUTH** African Airways and JetBlue Airways have confirmed plans for a bilateral codeshare deal on a range of international routes, as exclusively revealed by *Travel Daily* this week (**TD** Tue).

Pending regulatory and government approval, the expanded pact will see the B6 code of JetBlue placed on SAA operate flights from Johannesburg into greater Africa for the first time.

Pax will benefit by being able to purchase a single ticket combining SAA & JetBlue flights, and benefit from one-stop check-in and baggage transfer.

The carriers first inked an interline agreement in 2010.

## June strong: IATA

**THE** International Air Transport Association has released its Jun traffic figures, showing a healthy 6% year-on-year increase in passenger demand.

The global load factor was 81.7%, with the strong growth trend reflected in all regions.

IATA director general Tony Tyler cited the tentative stability in the Eurozone which was giving a boost to business and consumer confidence.

Asia Pacific carriers grew slightly slower than the global average, up 5.5% on international routes, while Middle East carriers expanded 12.1% year-on-year.

The US domestic market grew just 2.4% versus Jun 2012.

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

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## WANT YOUR EXECUTIVE SEARCH HANDLED BY AN EXPERT? CALL AA

### ASIA PAC RESPONSIBILITY

#### STRATEGIC RELATIONSHIP MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

This high profile travel provider is searching for a strategic key account manager to negotiate and nurture relationships with major industry partners. Overseeing the Asia Pac region, your role will be fundamental in driving new revenue and identifying growth opportunities to ultimately establish contracts with new and existing clients. Must have managed supplier relationships within Asia within the travel industry.

### REACH THE PEAK

#### OPERATIONS TRAVEL MANAGER MELBOURNE – SALARY PACKAGE \$100K+

Reach for the top spot when you join this major corporate travel management company heading up their Victorian operations. Overseeing experienced team leaders, your role will incorporate senior responsibilities such as financial accountability, HR planning, recruitment, training & development and management of in-house travel procedures. Experience in a similar role is essential.

### 5 STAR OPPORTUNITY

#### REGIONAL HUMAN RESOURCE MANAGER W.A/S.A - SALARY PACKAGE \$120K

This amazing hotel chain is looking for an experienced human resource manager to oversee 3 states. Overseeing a team of HR co-coordinators, you can be based in either Adelaide or Perth. Key responsibilities include strategic HR planning, end to end recruitment, WH & S policies, running training and development programs and liaising closely with senior dept heads. Experience in a similar role essential.

### BOUTIQUE OR NATIONAL – IT'S YOUR CHOICE!

#### CORPORATE TRAVEL – TEAM LEADER X 3 MELB & SYDNEY – SALARY PACKAGE \$75K+

If you are a talented corporate team leader looking for a change, we can match you with either an award winning national TMC in Sydney or a global TMC in Melbourne– it's your choice! Overseeing a team of consultants, you will have the ability to lead, coach and mentor, whilst also responding to client escalations and assisting the senior management team with the decisions that will affect future expansion

### HOST AMAZING EDUCATIONALS

#### TERRITORY SALES MANAGER X 3 MELB, PERTH & SYDNEY – SALARY PACKAGE \$80K

If you're a proven industry sales territory manager who easily achieves retention & growth targets and enjoy engaging with an industry client base, these positions will allow you to play a critical part in the ongoing success of these high profile products. Leading by example, you'll enjoy a hands-on role managing a key account while driving the importance of customer engagement with your team.

### NEGOTIATE AT THE TOP LEVEL

#### DIRECTOR OF SALES - INDUSTRY BASED SYDNEY BASED: TOP SALARY PKGE

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, and manage key high level relationships, this leading travel company has an exciting opportunity for you within their Australian business. The DOS will be commercially savvy, highly motivated and have proven record of identifying and winning new business. This high profile national role requires experience in a similar role.

### EVENTS EXTRAORDINAIRE

#### CORPORATE EVENTS DIRECTOR BRISBANE – SALARY PACKAGE OTE \$90K+

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. 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. This is the role everyone wants!

### HUNTERS ARE IN DEMAND

#### CORPORATE BDM X 5 BNE, PER & SYD – SALARY PACKAGE OTE \$120K+

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining this award leading corporate TMC offering a long term career and the real opportunity of progression. With a leading brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar!

## AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

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[www.aaappointments.com](http://www.aaappointments.com)



*Working in partnership with the Australian Travel Industry*

**Multi-skilled Corporate Travel Consultant**  
Brisbane - \$Competitive - Ref 261SJ1

Experienced Corporate Travel Consultants are needed for an expanding travel management company based in Brisbane CBD. This much loved company have a multi-skilled Corporate Travel Consultant vacancy. With a solid training scheme, realistic career progression on offer and monthly paid incentives this is a role that should not be missed. Call me directly today for a confidential discussion on your next career move and let me help find you your dream role.

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

**Corporate Travel Consultant (Temp Role)**  
Sydney CBD - \$DOE - Ref 530BP13

We are searching for an experienced Corporate Travel Consultant who is looking for a temporary role with an immediate start. You will be working business hours Monday to Friday in this lovely office located in Sydney CBD. If you are an experienced savvy corporate consultant who needs work ASAP, you are the perfect candidate for us! Experience with GDS systems Tramada or Amadeus is ideal. Apply now and we can get you in and working as early as tomorrow!

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

**Travel Consultant**

Melbourne - \$40-45K + Commission - Ref 345DB1

Calling all Travel Consultants! Looking for a change? Want to earn excellent commission? Want to be part of a great travel team? This fast growing travel organisation are looking for experienced travel consultants for their numerous positions in and around the CBD. A great travel company to join, to further your career and make some great commission as well as the amazing travel perks! If you have GDS experience and hungry for money, apply today!

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

**Senior Travel Consultant**

Adelaide - \$DOE+ Commission - Ref 505NC4

If you know your high end travel product, love going the extra mile and are completely focused on client satisfaction, this could be your next move within the travel industry. This is a Monday to Friday role, with a fantastic and stable team who are the top of their league! If you have what it takes to be the complete package - I need to hear from you! You will be offering bespoke trips for around the world to repeat clientele and be passionate about the service you offer!

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

**Travel Consultant**

Gold Coast - \$Competitive + OTE - Ref 205J1

Are you a travel industry professional looking for a fresh challenge? I have a dream Travel Consultant position based in beautiful Townsville. Uncapped earning potential and recognition & rewards for your hard work are offered with this fantastic travel role. You will ideally have international and domestic travel industry experience, be well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

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

**Sports Travel Consultant**

Sydney - Great Wage + Incentives - Ref 693LB1

Passion for Sports and Travel? Look no further. Excellent role for an experienced Travel Consultant (1+ years) who lives and breathes sport! Join a dynamic fast paced company in great new offices, with a team of like-minded individuals selling global sports packages over the phone and email, no face-to-face. Working on a wholesale and retail travel mix. Be rewarded with a great role, competitive salary and bonuses for the sports lover. A really rare opportunity!

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

**Luxury Travel Consultant**

Far East of Melbourne - \$Attractive - Ref 529PC4

5 stars for this busy and successful independent retail agency looking for a Travel Consultant with minimum 2 years experience, selling international & domestic high end destinations. You'll have ability to meet deadlines, be organised and want to create a suitable itinerary for your luxury leisure clients. Be part of an amazing team of travel specialists who deliver excellent customer service, paramount to create the repeat business this office attracts. Gal & CC

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

**Senior Travel Consultant**

Perth - \$Excellent + Commission - Ref 3079NC1

A fantastic opportunity for an experienced and knowledgeable Senior Travel Consultant to join an award winning agency with a leading name in travel in Perth! A great salary package is available to the winning candidate plus uncapped commission. If you want to work within a leading agency, be offered some amazing fam trips and also work with a fantastic team, this is the role for you! There is space to grow within the team; this role will not be around for long!

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



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# LET'S GO RACING!

Put your sales into top gear with this high-octane incentive from Etihad Airways and Consolidated Travel!

Experience the thrill of Formula 1 racing first hand at the **Formula 1 Grand Prix in Milan**. Six lucky agents will fly in comfort and luxury in Pearl Business Class with Etihad Airways to Milan.

## How do I win?

- > Three spots will be awarded to the **top sellers** during the incentive period;
- > Three more spots will be awarded to those with the **highest growth** during the incentive period.

## BONUS!

- > Every Coral Economy Class ticket you issue will earn you a **\$20 Coles Myer voucher**;
- > Every Pearl Business or Diamond First Class ticket you issue will earn you a **\$40 Coles Myer voucher**;
- > What's more, each week between 04-23AUG13, the **highest premium seller** will win **\$1,000 cash!**

## Incentive period

Tickets Issued: 01-23AUG13 || For Travel: 01AUG-31DEC13

**Quikticket Quikfares**

**BOOK NOW!**

Terms and conditions apply. Valid for tickets issued by Consolidated Travel or via Quikticket during the incentive period 01-23AUG13 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Places on the educational will be awarded based on the aforementioned qualifying criteria, including minimum sales during the incentive period of AUD15,000, to three (3) agencies in VIC and three (3) from NSW or QLD. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. Three (3) bonus prizes awarded for weekly top Premium seller between 04-23AUG13. The educational will depart in early September 2013. The winners of the bonus cash prizes will be rewarded with AUD1,000 deposited into their account by Consolidated Travel. The same office cannot win the weekly bonus more than once. Cash prizes including vouchers capped at AUD7,000. This offer is open to all full time international selling agents only. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 01AUG13.



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Group**

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**YOU ARE OUR GUEST**

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