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Travel Daily

First with the news

Thursday 29th Aug 2013

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Tok Tok clocks out

VANUATU'S annual tradeshow Tok Tok has been postponed for 2014 as many buyers are unable to commit to the newly proposed dates in early Nov (**TD** 15 Aug).

Vanuatu Tourism Board said it will be refunding all registration fees to buyers and suppliers.



Qantas unveils new cabins

QANTAS this morning unveiled new interiors for its A330 aircraft, including a 1-2-1 business class cabin with fully flat beds and direct aisle access which will be fitted to all thirty QF Airbus widebodies.

The makeover will also see ten A330-300s for QF International featuring new economy seats, while 20 A330s used on domestic routes will have their economy seats upgraded.

The new business class seats can be uniquely left in a recline position for take-off and landing, "maximising the opportunity for rest - a key point of difference between Qantas and other carriers flying to Asia," QF said.

The A330s will also be fitted with Q-Streaming technology in

addition to Panasonic IFE, with the refreshed aircraft rolling out from the end of 2014.

The move came as Qantas revealed its full year results (**TD** breaking news), with a \$6m net profit after tax and an Underlying Profit Before Tax of \$192 million.

CEO Alan Joyce said the Domestic, Jetstar and Loyalty divisions were all profitable, while International halved its losses.

The result was boosted by a settlement from Boeing in relation to 787 delays, and a \$134m bonus "for the recognition of passenger revenue when tickets have passed their scheduled travel date".

Joyce said that despite strong competition in the domestic market, the group maintained its "profit maximising 65% share".

The company also today announced the sale of Qantas Defence Services for \$80 million, with the purchaser being Northrop Grumman.

No profit guidance was given "due to the high degree of volatility and uncertainty" in the competitive environment, fuel prices and economic conditions.

Amadeus open house

POTENTIAL new and existing Amadeus customers are invited to attend a series of events being held around the country to learn more about what the technology partner can offer businesses - see **page 11** for dates and locations.

Eight pages of news

Travel Daily has eight pages of news, a page of photos from the Globus Supertour plus full pages from: (**click**)

- AA Appointments jobs
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09.00 - 12.30
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Friday 6th Sept 2013
09.00 - 12.30
SYDNEY

Take the opportunity to see what Travel Counsellors is all about. Meet our head office staff and agents as well as hear about latest company news and updates on future projects. Our Chairman, David Speakman, will be joining us and talking about 'Competing with the Internet in the 21st Century' giving you an in-depth insight into how to run a successful business in today's competitive climate.

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FACT OF THE DAY: THU, 29 AUG

SQVA Circle Pacific fares include a Virgin Australia sector to the USA and a return via Asia on Singapore Airlines

Take note of today's fact and answer this Friday's Question of the Week for your chance to WIN. Prizes include Business Class Round the World tickets and more! [Click here for more information.](#)

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QF Board changes

QANTAS chairman Leigh Clifford has today announced Maxine Brenner and Jacqueline Hey as non-executive directors on the QF Board, with immediate effect.

Brenner is an md of Investment Banking at Investec Bank (Aus) Limited and a director of Orica Ltd, Growthpoint Properties Australia Ltd and the State Library of NSW Foundation.

Hey is a director of Bendigo & Adelaide Bank Ltd as well as the Australian Foundation Investment Company Ltd, SBS & Cricket Aust.

Meanwhile, QF Board member since Jan 2004, Patricia Crossm will retire in Oct having served a full term on the Board.

See more of the latest Industry Appointments on **page six**.

Four Points reno tick

THE NSW Government has this month approved plans for the Four Points by Sheraton in Darling Harbour to add a new 25-storey tower (**TD** 19 Feb) which will bolster the property's room count by a further 231 rooms.

The redevelopment of the hotel is expected to commence this year and run through to 2015.

JTG offloading ATS Pacific

AOT Group ceo Andrew Burnes says the firm intends to operate the ATS Pacific business "as usual" after Jetset Travelworld Group this morning revealed it would be selling off the business for \$5.2 million (**TD** breaking news).

Subject to certain conditions & scheduled to be completed on 30 Sep, the deal includes ATS Pacific Australia, ATS Pacific New Zealand & ATS Fiji, along with a 60% stake in Tourism & Transport Fiji (TTF).

JTG said the net general cash proceeds from the sale would be about \$3m-\$4m and result in a before tax loss of between \$5m-\$7m - to be recognised as an "exceptional item" for FY2014.

For the 12 months to 30 Jun, ATS contributed \$300,000 to the JTG pre-tax profit.

"AOT is a leading participant in this sector of the travel industry and the sale will provide further opportunities for ATS staff and customers," JTG chief executive officer Rob Gurney said.

"The successful sale of the non-core Inbound business represents a further step in the ongoing transformation of JTG and is

consistent with the strategic focus of JTG," Gurney added.

Burnes said the acquisition would complement AOT's existing inbound tour operating business which includes AOT Inbound, Experience Tours Australia and Pacific Travel Spirit.

"The teams at ATS and TTF have consistently delivered over many years and we will ensure that both businesses continue to offer outstanding customer service, a comprehensive product range & competitive pricing," he said.

After the transaction is finalised, AOT will have staff of over 550 in 13 cities around the world, and Total Transaction Values of more than \$350 million per annum.

Haimark Asia debut

NEW cruise operator Haimark Ltd has revealed plans to launch operations in Asia next year, with three 5-star vessels to sail the Ganges, Mekong and Irrawaddy.

The line will launch with the 34-suite *Mekong Navigator* and 28-suite *Irrawaddy Explorer* in Sep 2014, and the 28-suite *Ganges Voyager* in Jan 2015.

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Book Anytime to 31MAR14! Economy from **\$419*** Premium Economy from **\$1,399*** pp return plus taxes.
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CTM forecasts 20% growth

STRONG client wins and the continued investment in client facing technology have been cited as key highlights by Corporate Travel Management, which today reported a 5% uptick in profit to \$12.4m for FY2013, compared to the prior corresponding period (**TD** breaking news).

CTM's Total Transaction Value (TTV) rose 30% during the year to \$883.8 million, with revenue spiking 21% to \$78.8 million.

MD Jamie Pherous said CTM's team had successfully executed on controllable key business drivers, "allowing us to achieve an underlying EBITDA of \$21m in line with our upgraded guidance, despite a softening in the Australian economy and lower average ticket prices experienced in the second half of FY13."

Other highlights for the year included productivity gains which led to higher EBITDA margins in Australia/New Zealand and North

America, with growth up 10.3% & 96% in each respective market.

Pherous said key points of focus for 2014 at CTM were to enhance client service and experience through technology development, as well as leveraging scale from the acquisition of Travelcorp in the United States (**TD** 17 Apr).

On the technology front, CTM will invest around \$1 million over the next year on its Business Intelligence Global rollout, next generation Client Portal X, travel forecaster, enhanced traveller tracking, hotel review system, taxi solution and globalfares.

Corporate Travel Management's guidance for FY2014 is for pre-tax growth of between 15%-20%, "subject to no further erosion in the broader economy."

The company's 5-year forward planning includes expansion beyond ANZ and North America into Asia & Europe, along with potential emerging markets.

Sri Lanka of interest?

THE Sri Lanka Tourism Promotion Board is looking for Australian travel retailers and wholesalers who are interested in participating in a famil to the country, which is expected to become increasingly popular as a tourist destination after overcoming internal issues in recent years.

The visit will include 4 and 5 star accommodation, visits to major attractions and the chance to hold one on one meetings with local operators.

It is preferred that wholesalers and retail chains participating do not currently have a relationship with a Sri Lankan ground handler.

The famil is tentatively scheduled for the second week of Oct and full details are yet to be confirmed, with expressions of interest sought at this stage.

To request an application form for participation in the trip, email [BE Media and Marketing on \[be.comm@yahoo.com.au\]\(mailto:be.comm@yahoo.com.au\)](mailto:BE.Media.and.Marketing@be.comm@yahoo.com.au).

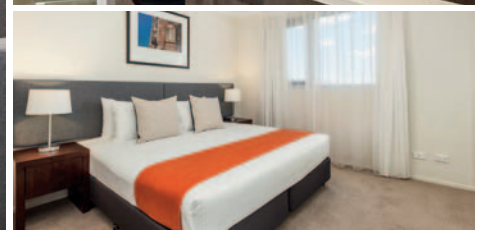
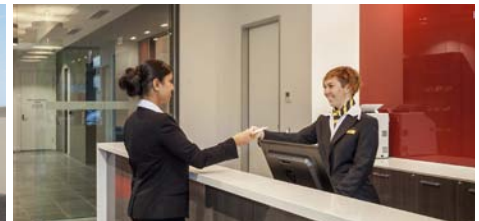


Window Seat

THE intrepid industry team taking part in the Variety Bash this week have come back into range and provided an update on their adventures.

Since last checking in on Mon, the mighty Mini has covered 1400km, driving from Birdsville to Leigh Creek, Peterborough and last night in Mildura, en route to the Ballarat finish line.

The trip has also seen the Amadeus and AADX brands clearly showcased across regional Australia (**below**).



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Kimberley beckons

FEDERAL Tourism Minister Gary Gray has encouraged “all Australians to take some time out” and enjoy a holiday in WA’s Kimberley region, after meeting with local officials in Derby yesterday.

He said that Kimberley is one of Australia’s 16 ‘National Landscapes,’ with eight tourism projects in the region having received more than \$1 million in government support, including an interactive map of the Canning Stock Route, improvements to conference facilities at Cable Beach Club in Broome, upgraded facilities at Cygnet Bay Pearl Farm and a new ‘Taste of Broome’ multi-arts and cuisine program.

Accor results improve

ACCOR this morning revealed its global financial results for the six months to 30 Jun, with net profit of €34m - a major turnaround from the €532m loss in the first half of 2012.

There was a 15.9% increase in revenue from management and franchise fees, reflecting the company’s “asset-light” strategy.

Total revenue declined 0.9% to €2.69 billion but the company reported “resilient business levels in Europe, both in large cities and provinces” led by a strong calendar of events.

Revenue in the Upscale and Midscale sector declined 1.7%, with the result hit by high distribution costs.



Sales Executive - Victoria, SA, WA and Tasmania Full Time - Melbourne

Are you passionate about the travel industry and looking for that next step forward?

Are you someone who loves driving new market opportunities?

We are seeking a professional Sales Executive for a full time position located at our head office in Melbourne. The successful candidate will be a fun loving, business savvy, confident sales person to work with a portfolio of established agents.

The company is Tourism Holdings Australia Pty Ltd (thl), and the brands include Britz Campervans, Maui Motorhomes, Mighty Campervans, Kiwi Experience, United Campervans, KEA Campervans, Britz USA, RoadBear RV USA, Waitomo Glowworm Caves, and The Legendary Black Water Rafting.

The role will involve generating new clients while managing existing clients in Victoria, South Australia, Western Australia & Tasmania. Your territory will include key retail, wholesale and inbound agents with the challenge of continuing these long term client relationships while seeking new opportunities to drive sales.

The role will suit someone with strong sales skills demonstrated by proven sales success in the past. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience.

Salary will be negotiable depending on experience. You will report to the Australian Sales Manager located in Melbourne, with regular intrastate and interstate travel required.

Please forward your application via the following link:
<http://careers.thlonline.com/?job=15594SK>

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Virgin J Class satisfies more

VIRGIN Australia’s domestic Business Class product has rated higher than Qantas’ by past passengers, as gauged by Roy Morgan Research participants.

The marketing group’s latest Airline Satisfaction - Domestic Business Travellers survey, out yesterday, found 86% of domestic Business class pax polled were satisfied with the product.

Qantas scored an 82% approval rating for the 12 months to Jul, after being on par with Virgin around Mar this year.

VA’s Business product has gone through a series of ebbs and troughs since its debut in early 2011, with Qantas overtaking Virgin for around a six-month period last year.

Roy Morgan Research Int’l Director of Tourism Jane Ianniello

said: “After a steep decline in domestic business satisfaction levels to 76% following the grounding of their planes in late 2011, satisfaction among Qantas domestic business customers rebounded to 85% in early 2012.

“However, since that time this figure has fallen back to 82%. As a result, Virgin Australia is now ahead of Qantas at 86%,” she said.

Ianniello said VA has maintained the high level of satisfaction with its guests ever since Qantas made the decision to ground its flights.

Air India AU inaugural

THE first commercial Boeing 787 Dreamliner flight will jet into Australia tomorrow morning, with Air India’s long-awaited return to the region arriving at Sydney Airport at 8:15am.

After an official celebration featuring Air India dignitaries, the carrier’s 787-8 will continue on to Melbourne as part of the first triangular-service between Australia and India.

Jetstar and Japan Airlines are planning to offer commercial 787 services later this year.

Battlefield brochure

MADE Easy Tours has released its Battlefield Tours 2014 program to Gallipoli, Belgium, France and Vietnam.

Tours range from a single day up to 20-days duration - for more information, phone 1800 673 337.



Reservation and Ticketing Officer

Vietnam Airlines wishes to recruit a dedicated and motivated reservation and ticketing agent for its sales team. It is a full time position based at its Sydney CBD office.

Primary duties include:

- To handle enquiries from customers about the company products and/or policies including FFP and online booking over the phone or at the counter;
- To accurately and efficiently process reservations support work including pricing/fare quote, ticketing and schedule change;
- To engage in after-sales tasks such as rebook/reroute/re-issue/refund.

Minimum requirements for the successful candidate:

- Minimum of two years experience in sales/reservation or similar with a recognized airline or travel agency selling international travel;
- Must have completed basic IATA Fares & Ticketing 1 & 2;
- Working knowledge of GDS/CRS preferably Sabre;
- Good communication skills and telephone manner.

To apply please email your resume to vnaustralia@vietnamair.com.au by Friday 6th September, 2013.

New route for MU

CHINA Eastern will commence direct flights between Hong Kong and the Chinese city of Yinchuan this weekend, using Airbus A320 services operating twice weekly.

QF taper in EK sales

QANTAS boss Alan Joyce today revealed the alliance with Emirates has reaped rewards, with codeshare bookings by QF pax on EK's network "running at about twice the level" of the carrier's previous partnerships with British Airways, Cathay Pacific, Air France and Iberia.

He said bookings under the pact with Emirates had now stabilised following a huge surge when the alliance went on sale in Mar.

"Partnering with Emirates has enabled us to strengthen our network across the Tasman and in Asia," Joyce said this morning.

MEANWHILE, results from Roy Morgan Research's latest Air Travel Survey show Emirates has benefited from the Qantas pact.

For the year to Jul 2013, 41% of overseas business travellers said they would consider flying with EK for their next journey, up from 35% when the pact was first flagged in Sep last year.

Movie ticket winners

YESTERDAY'S winners in *TD's The Best Offer* double-pass movie ticket comp were Georgina Thomas of Travel Beyond, Nadia Walker of Flight Centre; Louise McCarthy, Epping Travel, Catherine Roseman, Cairns Business & Leisure Centre and Natalie Cherry, Cooroy Cruise and Travel.

VA domestic traffic up

VIRGIN Australia carried over 100,000 more passengers domestically in Jul this year than it did 12 months ago, with movements up 7% to 1.55m.

Revenue load factor increased 1.1 points to a 79.6% average.

"Yield growth for Jul 2013 was positive compared to the prior corresponding period," Virgin Australia reported yesterday.

International passenger numbers were flat, up 1.4%, as revenue load factors rose 0.7 points to 79.7%.

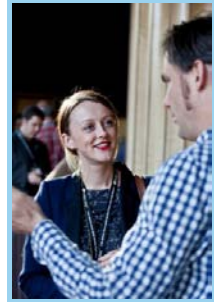
VA's newly controlled low-cost subsidiary Tigerair Australia achieved a significant boost in load factors, surging from 83.8% to 92.0% compared to a year ago.

TT's passenger carriage soared by 55.7%, up by over 100,000 passengers to 284,000.

Virgin attributed the capacity growth to increased aircraft utilisation and the addition of one new aircraft into its local fleet.

WIN TICKETS TO

TRAVEL TECH



This week **Travel Daily** is giving one lucky winner the chance to win a double two-day pass to **TRAVELtech** valued at \$1500.

Get set for TRAVELtech: Reboot, a reinvention of Australia's original travel technology, distribution, e-commerce, digital marketing and web event. It's happening in Sydney on September 12 & 13, one and two-day tickets are available.

For more information on TRAVELtech [click here](#).

For your chance to win, email your answer to the below question by COB on Friday 30th August to: traveltech@traveldaily.com.au.

Describe in 25 words or less what you think will be next big travel trend - and why.

The winner will be announced in **Travel Daily** next week.

QF needs CCV details

QANTAS is advising agents they now require the Card Verification Value (CVV) code from a customer's credit or debit card when making a payment online via the trade website.

For Visa, MasterCard and Diners, the CVV is the final three digits of the number printed on the signature strip of the card, or the four-digit code on the front of American Express cards.

MEANWHILE, QF is reminding agents that completed UMNMR (Unaccompanied Minor) documentation is mandatory for acceptance at check-in.

UMNMR wallets must be fully completed - including details of the person picking up the minor with name, address and phone numbers - and signed by the Main Contact and presented when checking-in.

A declaration in the UNMR wallet must be signed, confirming that all necessary arrangements have been made for the persons indicated to meet the child/children on arrival at disembarkation ports, QF says.



Reho at home with Tramada

REHO Travel is celebrating the recent implementation of Tramada's Next Gen systems at the corporate & leisure travel firm.

The company's management admitted a change of systems can sometimes be challenging but was made easier with the assistance and guidance of the Tramada migrations team as it was needed through the process.

Now fully operational on the system, Reho Travel managing director Karsten Horne said the extensive research process the company undertook paid off.

"I'm incredibly proud of my team and the effort they made to get this right," Horne said.

He is **pictured** above with Maree Young, Tramada Systems and Hayley Thomas, Reho Travel.

Business Development Executive Perth based.

Our Sales Team in Western Australia are recruiting for a Business Development Executive, operating out of Perth. The successful candidate will be responsible for:

- Developing partnerships with key influencers and decision makers within the corporate sector, with an emphasis on customer relations and project management
- Driving new business and developing plans for key campaigns to distinguish Virgin Australia as the airline of choice in the corporate travel market

This role suits a passionate sales professional with experience in/or selling to corporate clients. The successful candidate should possess:

- A demonstrated ability to develop strong client and internal relationships
- Excellent communication skills with the ability to understand the requirements of our customers
- A background in an airline or a corporate travel agency is desirable, as is experience in complex RFTs

To apply, please visit virginaustralia.com/careers and follow our Virgin Australia Company Careers page on LinkedIn for the latest company updates and job opportunities.

Applications close
Monday 2 September 2013.



Seashells stay pay

SEASHELLS Hospitality Group is offering a Stay 3, Pay 2 deal for stays until 13 Dec at hotels in Broome, Mandurah, Scarborough & Yallingup - call 1800 800 850.

NZ praises Palmer leadership

AIR New Zealand chief executive officer Christopher Luxon has paid tribute to outgoing chairman John Palmer, saying the carrier would not be what it is today without his leadership.

Luxon's comments follow this morning's record 2013 financial year profits announced by Air New Zealand, with the Kiwi national carrier posting a 172% jump in net profit before tax of NZ\$256 million.

Palmer added that despite the strong result, the airline was not going to rest on its laurels and aimed to build further on the result next financial year.

"Based on the airline's forecast of market demand and fuel

prices at current levels, early results and forward bookings are encouraging," he said.

After tax net profits closed for the year at NZ\$182m, a whopping 156% growth year-on-year, while operating cash flow was also the highest in Air New Zealand's history at \$750m.

More than 20 new aircraft are in the pipeline for the carrier over the next three years, including nine new Airbus A320s, two Boeing B777-300ERs and the first B787-9 Dreamliners, of which delivery will begin mid next year.

"There can be no greater vote of confidence in the growth potential of the airline, and of the attractiveness of New Zealand as an international destination, than expanding and upgrading our fleet," Palmer added.

Citadines Hangzhou

THE Ascott Limited has secured another management contract in China, with a 100-unit serviced apartment residence to open in Hangzhou late next year.

GDS Notification Suite

THREE new technology solutions aimed at improving the customer service of travel agents has been launched by Amadeus.

The Amadeus Notification Suite, portfolio of solutions included the GDSs Flight Notification, SMS Solution and Ticketing Timeline Advisor solutions.

Together, the three provide a number of alert monitor systems keeping track of modifications to trips such as schedule changes, impending TTL deadlines as well as informing customers of newly launched promotional campaigns.

Special Scot interests

A NEW range of multi-day special interest tours in Scotland has been released by VisitUK.

The range consists of three new itineraries varying in length from 3-8 days taking passengers around Scottish castles, battlefields and regional whiskey distilleries.



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.

Rail Plus has promoted **Nadine Leveque** to the position of Sales and Marketing Co-ordinator, based in the rail wholesaler's Melbourne office.

Amanda Castle has joined The Travel Corporation as the new Queensland Sales Manager for the **Busabout**, **HAGGIS** and **Shamrock Adventures** brands. Castle was most recently in a similar role for Oz Snow Adventures.

The **Accor** Board of Directors has appointed **Sébastien Bazin** as the group's new Chairman and Chief Executive Officer. Additionally, **Philippe Citerne** has been named as the Accor Board's new Vice Chairman.

Nitmiluk Tours, located 320kms south of Darwin, has named a new General Manager in **Tony Clementson**, who brings a wealth of knowledge about the Northern Territory and the Top End to his new position.

Taking the reigns at the **Metro Hotel Sydney Central** as the hotel's new General Manager, Metro Hospitality Group has welcomed **Earl Muir** to the role at the company's flagship property in the city centre.

Anne Griegg has this week commenced in her new role as Company Secretary and Legal Counsel for online travel agent **Webjet**.

Moving from a 12-year career working in numerous golf resorts around Australia, **Jeff Blaszkowski** has been named new Business Development Manager - Golf, Sporting and Leisure at the **InterContinental Sanctuary Cove Resort** on the Gold Coast. In his new position, Blaszkowski will work with PCO's & golf tour operators designing golf-based stay & play deals.

Sabre Pacific has announced the promotion of **Nigel Taylor** to become its new Country Manager for New Zealand.

Veteran cruise industry leader **Gianni Onorato** has been confirmed as the new Chief Executive Officer at **MSC Cruises**, joining from Costa Crociere.

Gareth Rogers has been appointed to the role of Chief Financial Officer at **Jetstar Asia**, responsible for finance and IT functions. **Javier Massot** has also taken on the role of Head of Airport and Network Operations.

The Wotif Group has announced Chief Executive Officer **Scott Blume** has taken on the additional responsibilities of Managing Director. Blume's additional posting will take effect from next Mon 02 Sep.

As part of an expanded team of int'l representatives, **VisitEngland** has appointed **Kersti Martin** as the organisation's Marketing and PR Consultant for Australia & New Zealand. Martin will be based in Sydney.

Serviced apartment operator **The Ascott Limited** has recruited **Julie Avotins** as its Assistant Director of Sales in Victoria, based in Melbourne.

Based in its Santiago office, South American Eco-Adventure tour operator **Explora** has recruited **Danilo Buvinic** as its new global sales director.

The Langham, Hong Kong has announced several new executive postings, led by new Director of Human Resources **Paul Ng**. Further, the property has appointed two new Sales Directors in **Catherine Sun** and **Stella Chan**, responsible for the Leisure & MICE markets respectively.

Whare Kea Lodge and Chalet in Wanaka, New Zealand has appointed **Emma McDonald** as its new Lodge Manager, with her career including roles with Heritage Hotels and Millbrook Resort.

Following the rollout of Starwood's W Hotel brand in Guangzhou, China, the group has named **Peter Katusak-Huzsvar** as the General Manager of the brand's first property in mainland China - the **W Guangzhou**.

Two new Vice Presidents have been installed at the Alila Hotels & Resorts boutique hotel group. **Sean Brennan** has assumed the role of Regional Vice President - South East Asia, with **Julian Ayers** assuming the same title for the India/Middle East markets. Also, five new General Managers and three new Sales Directors have been named at properties worldwide.

Travel Daily
on location onboard the
MS Noordam

Today's issue of **TD** is coming to you from the **MS Noordam** on a voyage from Istanbul to Greece.

HOLLAND America Line's **MS Noordam** sailed out of Istanbul last night on an 11-night "Ancient Mysteries" cruise of Turkey, Israel and the Greek Isles.

The 5-star ship, which carries 2,500 pax isn't full, there's just 1,700 on this sailing and while most are Americans, there's a surprisingly big number of Aussies as well, including 50 booked by Phil Hoffmann Travel. HAL told **TD** it highly values Phil Hoffmann and even put on an exclusive cocktail reception for his clients on the ship.

With two-days in port, pax took the opportunity to see Istanbul's iconic sights, everything from The Blue Mosque, the Grand Bazaar with its 4,000 shops and the astounding Topkapi Palace.

And, what's a visit to Istanbul without a dip in a Turkish bath.

One Canadian pax told **TD** it did wonders for his aching feet.

Travel Daily has a verandah cabin with great views of the Bosphorus to enjoy, with small ferries and big cruise ships coming and going non-stop.

Top Agents enjoy fire & ice on Globus Supertour

BELOW: Belinda Lattanzio from FC Golden Grove is taking inspiration from the local wildlife in Denali National Park - and hoping it isn't hunting season.



ABOVE: The important job of cocktail testing has to be done by somebody. At the welcome reception hosted by the Sheraton Waikiki is Aimee Young, Northern Highland Travel; Aimee Dorrington, Travel Hotspot; Tess Sanders, FC Greensborough and Michelle Reynolds, FC Loganholme.

BELOW: Exploring Denali National Park is Simone Vance, ET Stock Exchange; Carly Taylor, FC Highpoint; Tess Sanders, FC Greensborough; Jill Johansen, HWT Mackay; Troy Ackerman, Globus gm NZ; Jonica Gilbert, MTA; Rochelle Hannah-Evans, House of Travel Barrington; Nicola Deane, House of Travel Richmond; Kim Beswick, House of Travel Ferrymead and Kristen De Gouveia from House of Travel Riccarton Rd.



ABOVE: All the Australian agents and Globus family of brands staff pose for a group shot in Alaska's picturesque and scenic Denali National Park.

RIGHT: Straight off the flight and within minutes, into the infinity pool at Sheraton Waikiki are Carly Taylor, FC Highpoint; Jodie Pearce, FC Bendigo and Tess Sanders, FC Greensborough.



BELOW: Visiting the Indian Village Chena River near Fairbanks, Sandy Power and Amanda Taylor from Our Vacation Centre model some locally made fashion accessories.



RIGHT: Panning for gold in Fairbanks, Alaska are Aimee Young, Northern Highland Travel and Marcus MacDougall from HWT Hobart.



LEFT: James Sheppard from Seniors Holiday Travel, brought a dose of the local wildlife onboard the bus, showing he thinks being a moose at Denali National Park can't be all that difficult.



LEFT: Adjusting to the tropical clime at Sheraton Waikiki is Jodie Pearce, FC Bendigo; Kay Franklin, Jetset Moonee Ponds; Victoria Chapman, Globus regional sales manager SA and Deb Mondon from Andrew Jones Travel.



Pax drops, but Rex profits

REGIONAL Express chairman Lim Kim Hai has taken a swipe at the Federal Government for the impact of the Carbon Tax on the carrier, at the same time reporting a \$19.2m profit before tax for the financial year ending 30 Jun 2013.

Hai said the result makes the carrier the most profitable listed airline group in Australia.

The REX chairman slammed the impact of the Carbon Tax on the airline, saying both profits and passenger numbers were down as "both businesses & households cut back on flying".

"Indeed for Rex, we barely had time to celebrate our 10 year anniversary and record profit in

FY 12, when we saw sales plunge almost immediately from 1 Jul 2012...after the carbon tax was implemented, together with a whole host of policies hostile to regional aviation," Hai stated.

According to the results, profits fell 45% year-on-year, while 6.8% fewer passengers travelled on ZL. Pax revenues were down 3.2% to \$207.9m, with total revenues of \$258.3m and \$2.4m paid as a result of the Carbon Tax.

"There is little we can do when the Federal Government appears to be hell-bent on destroying regional aviation and along with it, pretty much the rest of the economy," the tirade continued.

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.

Q.21: What is the flight time between BUE and LIM?



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Spring is in on Norfolk

NORFOLK Island's Bounty Lodge has a Stay 7, Pay 5 deal inclusive of return airfares and much more, valid 01 Oct-30 Nov and priced from \$1,389ppst - 1800 800 722.

Rendezvous' party in two parts

MEMBERS, local travel agents and clients kicked back and enjoyed some hospitality at a Networking for Assistants event last week hosted by Rendezvous Hotels.

The group showed off both of its Sydney properties over the course of the evening, with attendees starting the party at one and then transferred to the other.

Kicking off at the Rendezvous Hotel Sydney The Rocks, guests enjoyed a tour of the hotel and pool area, Wolf Blass glasses of wine in hand.

After moving to the Rendezvous Studio Hotel Sydney Central, guests were treated to cocktail

AC ramps up for ski

RECORD snowfalls during last year's ski season has prompted Air Canada to release a range of pre-season special airfares from Sydney to ports in US & Canada.

Return Economy class seats are on sale until 03 Sep, priced from \$1,798 & valid for travel from 17 Sep-09 Dec and 01 Feb-31 May.

Centara keep growing

CENTARA Hotels & Resorts has announced further expansion in Thailand, with a brand new property earmarked for Phuket.

Slated for opening in Aug 2016, the group has signed a property management agreement for a new-build in the Bangtao region.

Once open, the Group's eighth Phuket resort will be named the Centra Bangtao Resort Phuket.



making classes amid canapés after checking out the hotel's new Executive Rooms, which are available to upgrade from as little as \$40 additional per night.

Numerous prizes were available during the night, including a stay at the Rendezvous Grand Hotel Melbourne complete with brekky and a delicious high-tea.

This was won by Debbie Newman from Networking for Assistants, who is **pictured** above with Rendezvous Hotels Sydney bde Tina Tabram and director of sales Manoj Raveendranath.

Megatrends to Noosa

CASE studies and opinion leaders on global ecotourism trends are now being sought by Ecotourism Australia to contribute to the 2013 Global Eco Asia-Pacific Tourism Conference in Noosa, to be held 18-20 Nov.

Under the theme of Tourism Megatrends, the conference will involve discussions of megatrends leading the development of responsible tourism worldwide.

The event is being supported by Tourism Noosa, and for more information, email Tiffany Berg at info@globaleco.com.au.

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

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JOB OF THE WEEK

CORPORATE EVENTS DIRECTOR SYDNEY – 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 WANTED!

CORPORATE BDM X 3 BNE, DRW, SYD, SALARY PACKAGE OTE \$100K+

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

ARE YOU TECHNICAL?

IMPLEMENTATION / PRODUCT ENGINEER SYD OR MEL - SALARY PACKAGE \$120K PLUS

This brand new role with a unique client can be based in Melbourne or Sydney. We are looking for someone who will assist in pre and post sales of this product that will be widely used by the travel industry, assisting with RFP responses, delivering demonstrations and being heavily involved with the implementation of new clients. You will come from travel technology background with strong systems knowledge.

CALLING TRAVEL IT MANAGERS!

IT MANAGER SYDNEY – GENEROUS SALARY PACKAGE

If you're an energetic I.T. guru with experience in supporting both on-site & remote operating systems (desktop, telephony, routers, etc) then this is the opportunity for you. You'll be professional and friendly with great negotiation & communication skills capable of making recommendations to the business. You'll be savvy in managing business software applications, change processes and managing IT project developments.

A MIX OF CULTURAL FUN

REGIONAL HEAD OF PRODUCT x 2 BRISB & MEL BASED: TOP SALARY PACKAGE

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

RETAIL MANAGERS WANTED!!

RETAIL BRANCH MANAGERS X 4 MULTIPLE SYDNEY LOCATIONS - \$75k OTE

Calling all savvy retail travel leaders! You will be working within a well known and respected retail travel brand with support and development from HO. Well established and profitable locations. You be responsible for developing and motivating your team as well as being a hands on consultant. Excellent salary package plus commission plus profit share and travel benefits. Leadership experience is essential

THRIVE ON RELATIONSHIP BUILDING?

NATIONAL ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE OTE \$100K+

We're looking for a talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive

NEVER DRED MONDAY AGAIN!

3 DAYS A WEEK INSIDE CORPORATE SLES SYDNEY – LUCRATIVE SALARY PACKAGE

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this large corporate Agency. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work!

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Working in partnership with the Australian Travel Industry

Travel Consultant

Sunshine Coast - \$DOE + Super - Ref 233SJ2

A Senior Travel Consultant is required working either full or part time, for an extremely reputable and well established travel agency located in the Sunshine Coast area. If you enjoy selling a wide range of travel products from cruise to long haul to tailor made, then this is the opportunity you've been searching for. Work for a reputable name in the travel industry, where you can enjoy long term career progression, recognition, rewards & fantastic bonuses.

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

Business Development Manager

Sydney - \$80K + Commission + Perks - Ref 746LB123

Do you thrive on the thrill of the chase? Love the sense of achievement in bringing on new business? A dynamic Business Development Manager with a proven track record of securing new business within the Corporate Travel sector is needed to join an expanding TMC with one of the best names in the business. Experience selling to the Academic market would be highly sought after! Excellent career progression, salary and perks offered.

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

Retail Travel Consultant

Melbourne - \$Competitive + Commission - Ref 895DB1

Calling all Travel Consultants! Looking for a change? Want to earn excellent commission? Want to be part of a great travel team? This established travel organisation are looking for an experienced Travel Consultant to join their busy team. The position will involve quoting and booking various itineraries, using Galileo. You will be dealing with clients over the phone, in person and via email. A great position for an experienced hungry Travel Consultant!

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

Travel Consultant

Adelaide - \$35-40K + Super - Ref 6021NC3

Do you have excellent GDS knowledge within the travel industry? Do you thrive in working towards sales targets and earning lots of commission? My client requires an experienced Worldwide Travel Consultant with tailor-made knowledge, passion for travel, a good understanding of fares and exceptional product knowledge, including cruise, tours & hotels. Now is the time to make the move into a forward thinking and well respected company

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

Rail Travel Consultant

Brisbane - \$DOE + Super + Commission - Ref 406SJ1

Calling all travel consultants and rail reservations specialists! If you have rail product knowledge, reservations experience, customer service skills & ability to work to sales targets, this is the role for you! Step away from face to face sales and secure a role in a wholesale environment. This fantastic travel company based in Brisbane are looking for a new rail travel consultant to join their friendly team. If you are hungry and driven then you will reap the rewards!

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

National Sales Manager

Sydney - \$Attractive Package + Perks - Ref LYB2376

Are you a sales leader in the travel industry? Looking for your next Challenge? This well established events, entertainment and sports travel company operate globally and are experiencing exciting growth! This really is a unique opportunity for someone with proven leadership skills and a passion for sales in the world of travel to join this company. They are looking for an experienced National Sales Manager to lead a dynamic team of travel professionals.

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

Business Development Manager

Melbourne - \$50K + Commission - Ref 764DB1

Do you have sound understanding of corporate/ leisure travel sales, business development experience and a proven sales record? A leading travel company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. This travel brand provides a complete, localised travel service, tailored to the needs of small and medium sized businesses. If you are determined to succeed and this sounds like you, apply now!

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

Travel Consultant

N. Perth - \$50K + Super + Incentives - Ref 399NC2

A rare and fantastic role for an experienced Travel Consultant who is the complete package! If you offer amazing customer service, it's time to join the team! If you know your high end 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 fantastic and stable team who are the top of their league! If you have what it takes to be the complete package!

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



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Melbourne	Thursday 24th October	Quay West Suites, Melbourne
Auckland	Wednesday 30th October	Amadeus Offices, Albert St.
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Canberra	Thursday 7th November	Novotel Canberra,