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# Travel Daily

First with the news

Thursday 14th February 2013

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## Creative restructure

A NUMBER of senior Creative Holidays positions are believed to be affected under a restructure of its sales division, with four roles becoming redundant and three new positions being created.

Creative told *Travel Daily* the reshuffle is in line with its strategy to ensure it is "better equipped to serve its customers".

The three new positions include a Head of Distribution, a Senior State Sales Manager (Qld, NSW, Vic), and a Sales Manager Qld.

Positions overseeing the WA, SA & NT markets will not be affected.

Creative has said the new posts will "enable the brand to offer even greater levels of support for agents and their clients and will increase Creative Holidays' presence in regional Australia".

## APIA/TWU warn over QF/EK

THE Australian & International Pilots Association has confirmed it has "reservations" regarding the tie-up between Qantas and Emirates, voicing concerns over revenue sharing arrangements and the thinning of routes.

APIA vice president Captain Richard Woodward told the ACCC in a six-page submission the pilot union remains "cautiously optimistic" that Qantas Intl's prospects will be enhanced by the proposed alliance.

"However there is a real risk that Qantas Airways, as the smaller of the two airlines, will be disadvantaged by "trading" off or forfeiting thinner routes to Emirates on which it already has a significant presence," APIA said.

Additionally, the union said without specific alliance details the planned revenue sharing could favour one carrier moreso.

"APIA is not convinced that the applicants are 'equally yoked' and cites the disparate size & financial performance of the two airlines as potentially leading to a less than harmonious working relationship and the profiting of one alliance member at the expense of the other."

The group voiced concern that the ACCC's Draft Determination had failed to take into account the

anti-competitive arrangement's effect on QF employees' job security and career prospects.

The AIPA said QF's decision to drop its thrice weekly Adelaide-Singapore service and double-daily Perth-Singapore services (TD 04 Feb) and encouraging clients wanting to fly to UK/Europe to book on EK metal would "clearly have a detrimental impact on Qantas employment of pilots, cabin crew, engineers and ground staff where there is a net reduction in services."

The Transport Workers' Union of Australia has also voiced its concern to the competition regulator, saying the ACCC has "neglected its duty as a decision maker in this matter," particularly on the impact of Australian jobs.

The TWU questioned Qantas' "abandoning" routes to Emirates and rivals "rather than competing for them in providing greater choice, price options and flexibility for consumers."

It said it was not convinced QF's assessment of its int'l business is based on "sound accounting practices," and that the pact with Emirates would potentially make EK more competitive.

"It cannot be in Australia's national interest for Australia's flag carrier to place its future economic survival in the hands of a sovereign-owned flag carrier of another country, particularly one based in a notoriously geographically unstable region of the world," the TWU National Secretary Tony Sheldon warned.

## Finnair full flat seats

FINNAIR this morning announced the installation of fully flat seats in most of its existing long-haul fleet, with the project commencing in Jan 2014. Once completed later that year, the entire AY wide-body Airbus fleet will have fully flat business class seats - apart from three older aircraft which will be removed from the fleet with the arrival of A350 XWBs in 2014.

The carrier will utilise Contour Aerospace Vantage model seats for the upgrade, which are already in use on the carrier's four newest A330s.

## New US agency head

THE American Society of Travel Agents has appointed Zane Kerby as its new President and CEO, effective from 19 Feb.

Kerby takes the role vacated by Tony Gonchar, who stepped down after just 18 months as ASTA ceo in Jul 2011.

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

## AA and US to merge

AMERICAN Airlines and US Airways have confirmed the two entities will merge to create the world's biggest airline by routes operated, with the respective boards and AMR Corp. creditors reaching agreement this morning.

The combined airline will retain the American Airlines name and will be run by US' Doug Parker.

AA ceo Tom Horton will become the new carrier's chairman.

More details on this developing story in tomorrow's *Travel Daily*.

## Today's issue of TD

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

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## ACTE at AIME

**THE** Association of Corporate Travel Executives is kicking off the year with networking sessions in Melbourne and Sydney.

The Melbourne event coincides with AIME, and will be held from 5pm on 27 Feb at the Novotel on Collins, following some education sessions the previous day.

ACTE's Sydney networking reception is on at the Anana Bar in The Rocks on 05 Mar.

More info [www.acte.org](http://www.acte.org).

## Emirates lifts fuel surcharge

**EMIRATES** yesterday advised travel agents of an increase to its fuel surcharges, "due to further changes in the cost of jet fuel".

The new YQ fuel surcharges will become effective 25 Feb 2013.

An Emirates spokesperson said the move reflects the "substantial recent increases in our fuel costs.

"Emirates has already incurred significant costs by absorbing the recent price rises, but the surcharge gives us the ability to respond faster to market conditions, rather than a lengthier process of incorporating them into fares," the carrier said.

GDSs will quote the new levels in Australian dollars, with the economy class surcharge increasing to \$75 one way to Europe/Africa/South Asian Subcontinent and Indian Ocean.

To the Americas the new levy is \$80, while it will be \$60 to the Middle East and \$45 to Colombo.

The \$5 Emirates fuel surcharge to New Zealand and \$30 to Asia remains unchanged.

In Business Class the new Americas surcharge is \$230, while flights to Europe/Africa/South Asian Subcontinent & Indian Ocean will attract a \$220 one way fuel surcharge.

The new Middle East business class surcharge is \$200 one way,

## New Sydney Novotel

**THE** Citigate Central Sydney Hotel has rebranded as Novotel Sydney Central, continuing the switch of former Mirvac properties to Accor brands.

The property in Haymarket has 255 guestrooms and 14 function rooms with capacity for 400.

while Asia (\$165) and New Zealand (\$100) are unchanged for business class passengers.

Existing bookings will be issued at the current surcharge if they are ticketed by Sun 24 Feb.

The spokesperson said that the fuel surcharge "also gives us the ability to decrease prices quickly, where appropriate.

"We will review the level of the surcharge on an on-going basis, while remaining committed to providing our customers with excellent service and a strong value-for-money proposition".

## Toll handling Air NZ

**AIR** New Zealand has signed a three year contract with Toll dnata to supply ground handling services for its Australian flights.

The deal covers passenger and ramp services, with Toll dnata taking over the services previously provided by Qantas.

It's a significant deal, with Air New Zealand being the biggest international operator from Australia, with over 135 scheduled flights per week.

Air New Zealand builds the Toll dnata portfolio to more than 20 airline customers, with the company saying it will recruit more than 170 new staff in order to service the Air NZ contract.

Handling of the first NZ flights started in Perth yesterday and will roll out across Brisbane, Adelaide and Melbourne before the final phase starting 06 Mar in Sydney.

The move has seen Toll dnata also set up a brand new operation at Cairns Airport, expanding the business to seven locations across the country.

## Triumph cash compo

**PASSENGERS** aboard the stricken *Carnival Triumph* in the Gulf of Mexico are now being offered \$500pp compensation on top of the offer of a full refund and a future cruise credit (**TD** yest).

"We are very sorry for what our guests have had to endure," Carnival Cruise Lines president and ceo Gerry Cahill stated.

*Triumph's* 3,143 passengers are expected to reach land at Mobile, Alabama tomorrow.

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## Auto-contracting proves a hit

**CONTRACTING** software firm TourConnect has announced it is rapidly signing wholesalers and tour firms as customers discover the benefits of its automated contracting technology.

The self-titled program, which held a successful beta-launch last year, aims to streamline the contracting & rate loading process for companies dealing directly with travel suppliers.

Australian tour operators and wholesalers embracing the system include Australia One, All Pacific Travel Concept, Goway, Southern Crossings, Southern Travelnet, Southern World, Wilderness Australia and Broome & The Kimberley Holidays.

TourConnect says significant time, resource and money savings

are possible via the software, which allows suppliers to manage all their contracts in the one place instead of filling out individual contracts from each company prior to each season.

The online solution means tour operators & wholesalers receive rate information in a single format from each supplier, with TourConnect also able to run alongside booking management software to ensure product updates are kept fresh & relevant.

TourConnect partner and director of development Robert Patterson said the solution means operators and suppliers do not need to live with the inefficiency of old contracting systems.

"We look forward to significantly reducing data entry and administrative costs while providing better data, faster for the Australian/South Pacific market," Patterson said.

For more details on the system, visit [www.tourconnect.com](http://www.tourconnect.com).

## Europcar SYD upgrade

**EUROPCAR** has finalised a complete refurbishment of its Sydney Airport branch, which has doubled in size to reduce crowding and "create a relaxing environment to take the hassle out of travelling for customers after a long flight," according to manager Mike Potts.

There's also a dedicated area and specialised staff for members of Europcar's Privilege program.

## Europe Magic cruises

**DISNEY** Cruise Line will deploy *Disney Magic* to Venice for the first time in 2014 where it will operate European-based voyages.

From May to Aug 2014, *Magic* will homeport in both Venice and Barcelona, offering a variety of four-, five-, seven-, nine- and 12-night Mediterranean sailings.

After its European season, *Disney Magic* will be redeployed to San Juan, Puerto Rico where it will offer Caribbean cruise options between Sep-Oct.



**ACCORDING** to car rental giant Hertz, the average British man is prepared to drive 887kms to be with a loved one on Valentine's Day - the same distance to drive between London and Rome, according to a poll by the firm.

Eight out of nine blokes polled said they would gladly make the trek to be with the apple of their eye, however, a quarter said that 30 miles was too far to travel.

It was a different story across the Channel in the "city of love", with the average French man prepared to travel 1,198 miles to be with their sweetheart.

In fact, 12% of French men surveyed said they would travel as far as 6,000 miles for their girl.

**AUSTRALIAN** Romeos & Juliets, take a bow, as a new survey has found Aussie travel agents are the most romantic in the world.

Travel agents from 41 nations were polled by Hot Air Balloon Gold Coast, who found Aussies like to book a balloon flight most often for a honeymoon, as a present for a wife or girlfriend, to celebrate the wedding anniversary or to get down on one knee to propose.

**AS THE** saying goes, nothing says lovin like something from the oven.

Thai Airways is also getting in the Valentine's Day Spirit, with passengers aboard TG services departing from Bangkok set to receive special love-themed desserts in tune with the theme.

Economy-Class passengers will receive La Rose, Rosella Mousse and Strawberry Biscuit, while Royal Silk and Royal First served the same, with the addition of Red Berries Coulis and Chocolate Praline respectively.



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## It's graduation TIME



**LAST** night the Travel Industry Mentor Experience graduated its "program 8" mentees, as well as welcoming a new crop at a function at the Blue Sydney Hotel where Toga Hotels ceo Rachel Argaman was the guest speaker.

**Pictured** above at last night's event are Judith O'Neill, Aspirations Consulting; Christine Tilston, American Express

Business Travel; Penny Spencer, Spencer Travel; Fiona Rose, Luxe Worldwide Hotels; Nicole Howard, Seniors Holiday Travel; Julie Primmer, Jetset Travelworld Network; and Sean King, Corporate Travel Management.

More pics on our website and at [facebook.com/traveldaily](http://facebook.com/traveldaily).

For details on TIME see [www.travelindustrymentor.com.au](http://www.travelindustrymentor.com.au).



# Hamilton Is InstaMeet success

THE runaway success of the country's inaugural 'Ultimate Instameet' at Hamilton Island last year has seen organisers confirm a 2nd gathering for May.

In Sydney yesterday, Hamilton Island's senior comms manager Sophie Baker revealed the three-day Instameet had more than surpassed expectations, creating a global conversation about the Whitsundays

via social media to over 8 million people, valued at \$2.6 million in press coverage.

The 2012 event saw a group of 30 high-profile Instagrammers from the United States converged on Hamilton Island last Nov, and using the power of social media, promote the region through photos to a combined audience of in excess of 815,000 followers.

The Pilgrims images included the Great Barrier Reef, wildlife, stunning sunsets, beaches and award winning cuisine.

Ms Baker said the Instameet has had a profound impact on Hamilton Island's Instagram following, with fans soaring 3000 percent from 269 at the beginning of the campaign, to now top over 8,000.



It also created 850,000 'virtual likes' & 17,700 'virtual comments', while 54 images made Instagram's "Popular" page, which is viewed by all 100 million active users.

Due to the triumph of the 2012 Ultimate Instameet, Ms Baker said Hamilton Island would soon put the call out for a larger group of up to 50 Instagram junkies for the May 2013 three day event.

This year's Instameet will target the UK market, along with Asia, as Hamilton Island looks to broaden the global reach of the project.

Tourism Australia is actively supporting the event.

Ms Baker is pictured above at Tourism Australia's Sydney HQ with Nick Baker, executive gm, Consumer Marketing.

## Sunlover ADL show

SUNLOVER Holidays will hold its first South Australian roadshow in Adelaide next month as part of the company's commitment to developing training and focus on domestic content.

Aside from product knowledge, agents can win some great prizes.

The event is scheduled for 6pm, 14 Mar at the Rockford Adelaide Hotel, with intrastate agents offered exclusive industry rates for overnight accommodation.

To RSVP for the show or for assistance booking accom, email [saroadshow@aot.com.au](mailto:saroadshow@aot.com.au).

## Brunei on the air

BRUNEI Tourism, Empire Hotel & Country Club and Royal Brunei Airlines are hosting Radio 3AW's Denis Walter and David Mann next week to showcase the destination to listeners.

Broadcast live on Wed, Thu and Fri, the show hopes to generate interest in Brunei, with RBA and travel agents the call-to-action during the coverage.

## BN out of the skies

ARABIAN carrier Bahrain Air has filed for voluntary liquidation, citing a lack of compensation for the Arab Spring uprising, and a lack of traffic to/from Bahrain, as key to its move to cease operation.

## Plantation weddings

FIJI'S Plantation Island Resort has released a 'one-stop' wedding package which includes four nights accom, a wedding ceremony and a wedding reception for 30 guests.

Priced from \$3,000, the package includes a minister or celebrant for the on-site ceremony, flower arrangements, a bridal bouquet & Fijian warriors to escort the bride, based on travel until 31 Mar 14.

Extra guests can be handled with a surcharge of \$100pp.

An upgrade to a Beachfront Bure from a Garden Terrace is available for the groom and bride - more at [weddings@plantationisland.com](mailto:weddings@plantationisland.com).

## Virtuoso: what's hot

A SURVEY of Australasian travel advisors from the Virtuoso group have revealed Myanmar as the "must-see" place to visit in 2013.

Myanmar was rated the hottest destination based on its culture, people and unspoilt nature.

South America rated 2nd while Morocco and Bhutan were tied for 3rd place, according to the 48 experienced Virtuoso members.

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## Sabre on a clipboard

**SABRE** Pacific has rolled out its new Clipboard Red App into the Sabre Red App Centre.

The smartphone-friendly software allows agents to send flight information directly to their clients in an easy-to-read format.

Sabre Pacific ceo & gm Solutions Mark Mison said the Clipboard Red App enables agencies to operate more efficiently.

## Brussels Air to DC

**STAR** Alliance carrier Brussels Airlines will launch a new five weekly service between Brussels and Washington Dulles on 18 Jun, operated using A330 aircraft.

## Big DL JFK expansion

**DELTA** Air Lines will inject a further \$175m into its multi-year expansion and relocation project at Terminal 4 of New York's JFK Airport (**TD** 12 Aug 2010).

The additional funds will see 11 new gates added along with more than 75,000 sq-feet of new terminal space for retail usage.

Once completed, Delta Air Lines will have 27 exclusive gates at T4 which will see its regional service moved to the new facility.

## MAN over London

**A NEW** promotional campaign has been launched by Manchester Airport in the UK as a push to recoup some of the 4m pax lost each year to London Airports.

The 'Fly Manchester' pitch is aimed at recapturing some of the 22m pax living in its catchment area and showcasing the wider array of destinations available via one flight from the facility.

## The Travel Corporation afloat!



Thomas, Etihad; Rick Walker, Virgin Australia.

Front row: Bruce Piper, Travel Daily; Matthew Cameron-Smith, Trafalgar; and David Padman, Travelscene American Express.

And inset is Tom Walley, Flight Centre Brand executive general manager, enjoying the sweet taste of victory.

More pics on our website and at [facebook.com/traveldaily](http://facebook.com/traveldaily).

**THE** friendly rivalry between Travel Corporation brands took to the high seas yesterday on Sydney Harbour in the company's annual regatta.

Ten yachts, each with ten passengers raced under banners including Insight, Trafalgar, AAT Kings, Creative Holidays, Uniworld and Contiki, vying for the coveted Travel Corporation Trophy.

Victory went to 'Trafalgar 2' with the hard-working shipmates **pictured** above celebrating with their prizes of Veuve Clicquot champagne, back row from left: Brett Dawson from advertising agency Bohemia; Steve Labroski, iTravel; skipper John Weeks, Travel Corporation ceo; Tom Walley, Flight Centre; Craig

## New Sunsail base port

**YACHT** charter company Sunsail has announced its new European home base in Palma, Spain, will have charter operations available from 01 Jun 2013.

## Crystal Redeemer mass

**CRYSTAL** Cruises has introduced a new private Sunday mass at the remote Our Lady of Apareida Chapel, located at the base of Rio Janeiro's famous Christ the Redeemer monument.

Participation on the Private Mass at Corcovado excursion is limited to 15 guests and priced at US\$145pp, and offered on the Rio to Miami Exotic Amazon voyage.

## 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 email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Joanne Sproule** has joined the team at **The Langham Sydney** as its new Associate Director of Sales. Sproule will oversee the MICE and Groups markets as well as leading the business development team, and brings her most recent experience from Sydney's Four Seasons Hotel.

Tasked with helping to strengthen its national hotel brokerage team, **CBRE Hotels** has hired industry and Accor stalwart **Neil Scanlan** to join its team. Scanlan brings over 30 years experience in hotels to his new role, including the past 18 in senior management positions with Accor.

Bringing over a decade in marketing for The Travel Corporation, **Philippa Walker** has joined **Uniworld** as its new Head of Marketing for Australia.

**Amadeus** has announced the promotion of **Tony Carter** to the role of Managing Director for Amadeus IT Pacific. Carter has been working with Amadeus for two decades & brings extensive experience to his new role.

Victoria's iconic **Puffing Billy Railway** is now under the control of **John Robinson** as its new Chief Executive Officer. Robinson has been part of the Puffing Billy Preservation Society for over 40 years in a number of roles, and brings an unrivalled passion for the experience to his new role.

**Kylie Walker** has been recruited by the **Crowne Plaza Queenstown** as its new Sales & Marketing Manager. The property has also promoted **Lisa Ellerton** to the role of Crowne Meetings Director.

Based at the company's headquarters in Johannesburg, **Janine Hutton** has accepted the position of Chief Marketing Officer with **South African Tourism**, and has been tasked with driving growth from international tourist markets including Australia and New Zealand.

The **International Air Transport Association (IATA)** has appointed **Jeffrey N Shane** as its new General Counsel, with the position based at the organisation's head office in Montreal.

**Europcar** has appointed **Marcus Bernhardt** to the newly created role of Chief Commercial Officer for its European operation, who will also join the company's Executive Committee. Bernhardt's fellow new members on the Committee are **Jacques Brun**, **Didier Fenix** and **Ken McCall**.

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This week **Travel Daily** and **inPlace Recruitment** are giving you the chance to win a \$500 Red Balloon gift voucher to indulge in an amazing experience of your choice.

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Email your answer by COB on Friday 15th February to: [inplacecomp@traveldaily.com.au](mailto:inplacecomp@traveldaily.com.au)





## Love from VIA Rail

CANADA'S Via Rail is celebrating Valentine's Day by offering 50% off Economy & Business Class fares on the Quebec-Windsor route if bought by 19 Feb, travel by 15 Jun.

## Aussies flirting with Austria



LOVE might be in the air today, but in the case of Austria, flirting is the way to capture attention.

Until the end of Mar, approx 40 "Dirndl Ambassadors", consisting of men and women laden in traditional Austrian dresses and Lederhosen will be flirting with Aussies, trying to tempt them into flirting back and visiting their Austrian homeland on holidays.

They will also be spotted at special events such as the Dragon Boat races in Darling Harbour, the 'Taste of Sydney' festival, working their magic on locals at Manly Beach, during a pub crawl in The Rocks and mingling with koalas at

Taronga Zoo.

"The Dirndl is worn by all generations nowadays and embodies Austria's manifold lifestyles," Austrian National Tourist Office director Astrid Mulholland-Licht.

"It's the perfect means to communicate the authentic mix of tradition and innovation, as well as the warm hospitality that our guests encounter in Austria".

Mulholland-Licht is pictured above left at yesterday's casting for the 40 Dirndl Ambassadors, with Shangri-La Hotel general manager Franz Donhauser and Marlene Sanau, Austrian Airlines.

## Celtic Thunder jig to TI office



TOURISM Ireland's Sydney office was all-singing, all-dancing and likely all-blushing recently as they were visited by Irish musical group Celtic Thunder.

The five performers were on tour in Australia and dropped by the office to appear in the filming of a series of special messages as part of The Gathering Ireland's

2013 promotional initiative.

The team are pictured above with the popular performers, and from left in the front row is Marie McEnnally, Gillian Kelly, Donna Campbell, Diane Butler and Fiona Clelland, with Celtic Thunder's Ryan Kelly, Neil Burne, Keith Harken, Emmet Cahill and George Donaldson in the back row.

## Select Travel CNY celebration



ORIENT Express Travel Group's Select Travel brought in the Year of the Snake in style last night at Sydney's Sky Phoenix Restaurant.

Members of the group, along with key partners enjoyed fabulous dragon dancing before a sumptuous Chinese feast, with all the signs auguring for a great

2013 for the group.

Pictured at the celebration are, from left: Felicity Chu, Malaysia Airlines; Orient Express Travel Group chief executive officer Tom Manwaring; Dale Woodhouse, Singapore Airlines; and Nancy Lan Huang, China Southern Airlines.

## Pays to know your way in SA



MORE than 40 South Australian travel agents headed to Kangaroo Island for the first of a series of domestic focus days aimed at promoting the attractions available within their own state to their clients and friends.

Transported across to the island by Sealink, the first event included sessions held in a speed dating style format with suppliers such

as Great Southern Rail, AAT Kings, Virgin Australia, Britz, Sunlover Holidays, DriveAway Holidays and Territory Discoveries.

The day was capped off with a palate of delectable tasting plates served with wines, and enjoyed by all in attendance.

Attendees are pictured above at the wharf prior to boarding their Sealink service to the session.

## CX visits Gold Coast

CATHAY Pacific has operated the first of three special charter flights direct from Hong Kong to the Gold Coast's Coolangatta as part of celebrations surrounding the Chinese New Year.

The second direct service will land today & the third tomorrow morning, marking the first time the Hong Kong carrier has operated to the Gold Coast hub.

## New Tauck itinerary

TAUCK has launched a new tour offering land and sea exploration of Hong Kong, Vietnam and Singapore aboard Compagnie Du Ponant's 264-pax *Le Soléal* vessel.

The 16-day tour, named "Treasures of Southeast Asia" will consist of 11 days at sea, with two nights at each end of the voyage at the Kowloon Shangri-La in Hong Kong and the Marina Bay Sands in Singapore.



# San Francisco is quite a prize



**THREE** Sydney travel agents are set to enjoy many San Francisco attractions and hotels, as winners of hotel and touring prizes at this week's Visit San Francisco sales mission trade event, held on Monday night at Pyrmont.

A delegation of 17 hotel and tourism representatives were in attendance at the roadshow, meeting with agents, answering questions and promoting the city and all it has to offer.

Suppliers attending included Handlery Hotels, with company patriarch John Handlery decked out in his famous suit and shorts, Fairmont, Cova & Nikko Hotels, Big Bus Tours, Alcatraz Cruises and Super Sightseeing Tours, among many others.

United Airlines, promoting direct service to San Francisco from Sydney, was also in attendance.

San Francisco's many iconic neighbourhoods were showcased, with a special focus on the upcoming America's Cup yacht

race, which for the first time can be viewed from the shoreline.

In attendance were approx 150 agents from retail and wholesale arms of the Australian industry, all enjoying the displays & having their photos taken dressed in classic Hippie garments and sports gear made famous by San Francisco sporting teams.

Designing the ideal itineraries for families, honeymooners and "empty nesters" won a suite of fantastic prizes for the three agents **pictured** above, who from left are Ben Longthorn, Flight Centre Artarmon; Kylie Johnson, Flight Centre Kirribilli and Gail Duncan from Aqua Travel, with Chris Petty from United Airlines also **pictured** second from right.

## WA Lib tourism spend

**WEST** Australian Tourism Minister Kim Hames has pledged to spend \$24m over four years on promoting the state to key overseas visitor markets if the Liberal Govt is re-elected.

Hames said the spend would be aimed at further developing the state's event calendar as well as helping local and regional fund intrastate promotion campaigns.

"This marketing funding is the next step to ensure that we attract our fair share of visitors from overseas & interstate by leveraging WA's natural advantages, and to encourage Western Australians to explore their own, very big backyard, from Esperance to Exmouth & beyond," Hames said.

## SIA Chinese NY fares

**SINGAPORE** Airlines has released a range of new airfares to several Asian ports in celebrating of the Chinese New Year.

The specials are valid from all Australian ports, including flights from Darwin with SilkAir.

Return seats from Sydney to SIN start from \$933 or Shanghai from \$1,214, on sale until 05 Mar and for departures before 30 Nov.

More at [www.singaporeair.com](http://www.singaporeair.com).

## Betting reaches room

**IN-ROOM** gambling will be the next feature added to The Borgata Hotel & Casino in Atlantic City, New Jersey, the hotel has advised.

Video slot machines and video poker will be added to in-room entertainment programs as a new method of boosting revenues.

Thursday 14th Feb 2013

## That's A-maze-ing

**CONSTRUCTION** of a brand new panel maze has started at the Bellingham Maze attraction on the Sunshine Coast, to be ready for visitors by the Easter school hols.

More info - [www.bellmaze.com](http://www.bellmaze.com).

## Etihad lifts LHE/LOS

**ABU** Dhabi's Etihad Airways has increased frequencies to Lahore, Pakistan from seven to 11 weekly effective immediately, & will ramp up services to Lagos, Nigeria from six weekly to daily on 31 Mar.



# Win

a luxury trip to Abu Dhabi



**Abu Dhabi Tourism & Culture Authority is giving one lucky Travel Daily reader and their guest the chance to experience the awe-inspiring nature, exhilarating adventure, rich culture and warm Arabian hospitality of Abu Dhabi.**

Your luxurious prize will include: return Coral Economy Class flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane) with award-winning Etihad Airways, 4 nights' accommodation at the 5\* beachfront Fairmont Bab Al Bahr, an Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of February, simply send the correct answers for our daily questions to [abudhabicomp@traveldaily.com.au](mailto:abudhabicomp@traveldaily.com.au) and this fascinating Arabian holiday for two could be yours.

**Q10. Where in Abu Dhabi can you find the world's fastest rollercoaster?**

Hint - Visit [www.visitabudhabi.ae](http://www.visitabudhabi.ae)

The deadline for all answers is 5.00pm Thursday 28th February, 2013.

Click here for full terms & conditions and to view all questions.



**Supplier Updates**

**WELCOME** to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

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## HOT ROLES OF THE WEEK

### Product Procurement Manager – Brisbane

- ✓ Looking for experts in Wholesale Product
- ✓ Proven Managerial success
- ✓ Travel Industry Guru
- ✓ Experience in interpreting financial reports
- ✓ Exceptional earning capacity

Contact Alex Sleba on 07 3221 9916  
or alex@tmsap.com

### High-end Adventure Specialist

- ✓ Brand new gorgeous offices
- ✓ Large juicy itineraries
- ✓ Supportive team environment
- ✓ Consultants never leave
- ✓ Very attractive salary packages

Contact Alex Sleba on 07 3221 9916  
or alex@tmsap.com

### Team Leader/Operations Manager, Corporate Travel, SYD

- ✓ Award winning team of professionals
- ✓ Executive salary
- ✓ Excellent career progression opportunity

Contact Sally Frape on 02 9231 6444  
or email sally@tmsap.com

### Cruise Team Leader/Operations Manager, SYD

- ✓ Leading travel company
- ✓ Executive salary
- ✓ Strategic and operational role

Contact Ainslie Hunt on 02 9231 6444  
or email Ainslie@tmsap.com

### Senior Ticketing Consultant – Melbourne

- ✓ Well established travel organisation
- ✓ Mon – Friday hours
- ✓ Excellent base salary plus incentive
- ✓ Must have 2 yrs previous ticketing experience

Contact Sharon Moss on 02 9231 6444  
or email Sharon@tmsap.com

### Retail Team Leader, SYD

- ✓ Well established company
- ✓ Young energetic team
- ✓ Proven experience managing a team needed
- ✓ Excellent salary


Contact Stuart Phipps on 02 9231 6444  
or email stuart@tmsap.com

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### YOUR SUCCESS WILL BE REWARDED

**CORPORATE ACCOUNT MANAGER  
SYDNEY - SALARY PACKAGE \$85K+ +**

Manage a portfolio of 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 a growing global brand who celebrates and rewards success and offers long term career development

### DON'T LET THIS ONE SAIL ON BY

**TRAVEL OPERATIONS MANAGER (CRUISE/WHOLESALE)  
SYDNEY – SALARY PACKAGE \$100K+**

This great new role is within a leading organization undergoing exciting growth. As an Ops Manager for a new division all your skills and experience will be drawn upon to shape the future of the business. You'll need experience managing growing teams, implementing procedures, budget control, good knowledge of wholesale & cruise product and have the drive to succeed with a leading company.

### CAN YOU BUILD STRONG RELATIONSHIPS?

**CORPORATE PRODUCT COORDINATOR  
SYD SALARY PACKAGE TO \$70k**

This sought after TMC have a vacancy within their sales and marketing team looking after key suppliers and building strong relationships. You will be the primary contact for suppliers, working with them to ensure contract benefits are maximized. You will have a strong travel background with excellent excel skills and a strong commercial understanding. Great opportunity to start 2013 with something different.

### JOIN A LEADER IN WHOLESALE TRAVEL

**RETAIL TEAM LEADER  
SYD - SALARY PACKAGE \$60K PLUS INCENTIVES**

This leading international wholesale organization have a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success. Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

### RARE PRODUCT ROLE IN BRISBANE

**SENIOR PRODUCT TEAM LEADER  
BRISBANE – SALARY TO \$90K PLUS**

We are searching for a strong product leader with sound contracting and negotiations skills for this successful travel company based in Brisbane. These roles only come up once in a blue moon so you need to be quick. Working across Australia and the South Pacific you will have good knowledge of these areas, leadership skills and exceptional contracting skills. A great salary with career progression is on offer.

### YOUR LIFE IN EVENTS ONLY GETS BETTER HERE

**EVENT 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.

### YOUR OWN LITTLE BABY IN W.A.

**SALES EXECUTIVE – LEISURE SALES  
PERTH– SALARY PACKAGE to \$65k + Incentives**

This fantastic new 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 WA territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect person.

### LOVE BEING IN THE LIMELIGHT

**BUSINESS DEVELOPMENT MANAGER – LEISURE  
MEL– SAL PKG TO \$55k + CAR**

Do you have the ability to make an impression with the VIC travel agency market and be remembered? This fantastic travel product is looking for a new sales manager to take over the VIC territory and manage the relationships across the state. You will be self motivated working from your home based office and be willing to get out and about to build sales in your region. A go-getter attitude will win here!

## AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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*Working in partnership with the Australian Travel Industry*

### Market Executive - Global Travel

**Auckland - \$55K NZD + Perks - Ref 434**

Looking for your next step up in the commercial world? A growing global online travel company are seeking a Market Executive based in their modern stylish offices in Auckland. I am seeking Market Moguls with solid sales, business development, account management experience and strong negotiation skills join this dynamic team. A generous salary on offer for this role with a renowned global travel company! Call me now for a confidential chat.

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

### Senior Corporate Travel Consultant

**Brisbane - \$50-60K + Super - Ref 2791A**

A highly experienced Senior Corporate Travel Professional id required to join a leader in Travel Management. Move to a TMC where you hard work is financially rewarded and career progression encouraged. This is a fantastic opportunity to step away from repetitive reservations and to move into an exciting and diverse position and this is also a chance to work with a stable, secure and growing corporate company where your efforts are recognised and rewarded.

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

### Travel Consultant

**Melbourne - Up to \$42K + Super + Bonus - Ref 429**

Are you looking for a Monday to Friday Travel Consultant role? Look no further - I have the role for you. Work for this leading boutique agency, consultant by appointment only and offer your exceptional customer service skills. You will have minimum 1 year's travel agency / wholesale experience and be fluid on a GDS. Work with a small team and sell worldwide travel itineraries. You can expect a great salary package + educational. If this sounds like you, please give me a call.

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

### Reservations Team Leader

**Adelaide - \$90K OTE + Super + Incentives - Ref 0394**

Its time to make the move into your true love - Active Holidays! Can you lead a small team to meet & exceed targets? Can you lead by example and assist the team with updates and the day to day running of the office, whilst keeping abreast of what's new? Combine your team leadership skills and fantastic experience with your love of sports, hiking, tracking & marathons. A hands-on role where you can earn uncapped commission!

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

### Senior Travel Consultant

**Brisbane - \$40-50K + Super + Comm - Ref 2551A**

Calling all Senior Travel Consultants who are looking for a fresh challenge in retail travel! Can you book a wide array of travel products including multi stop and long haul itineraries? This much loved travel agency are looking for a new member to join their friendly team, and will reward your hard work with an uncapped commission structure, fantastic perks and benefits. This position is guaranteed to be snapped up, so do not delay and apply today!

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

### Product Load Coordinator - Adventure Travel

**Sydney - \$DOE + Perks (6 Month Contract) - Ref 381**

A rare opportunity to get your foot in the door of Product! This is a 6-month contract vacancy in Global Adventure Travel. Have you loaded product using Calypso? This exotic product is a delight to work with and a great way to join this large well-known name in travel. A savvy Product Loader with a great eye for detail and Calypso knowledge is needed for a friendly team based in North Sydney. This job is never boring - move into an exciting role today!

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

### Retail Travel Consultant

**E. Melbourne - \$45K + Super + Targets - Ref 374**

Are you a Retail Travel Agent looking for a new challenge? This reputable travel agency is looking for a full time Travel Consultant to join their busy team. Located in the Eastern Suburbs, you will book tailor made travel for walk in clients. Your outstanding customer service skills will be essential in this role. The ideal consultant will have solid CRS skills, fares experience and excellent worldwide destination knowledge. Competitive salary + targets offered.

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

### Area Sales Manager

**Perth - \$55-65K + Super+ Incentives - Ref 0436**

Are you an experienced Business Development Manager looking for the next step up in your career? Its time to take responsibility for your work load and demonstrate your initiative for this fantastic well-known company. Utilise your extensive experience of building & maintaining relationships, and meeting & exceeding sales targets set by head office. This is a stable and reputable company that is looking for its next big thing. Call me today for a chat.

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

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