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Travel Daily

First with the news

Thursday 17th January 2013

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Carl Frier to Cruise1st

ROYAL Caribbean-owned cruise retailer Cruise1st has appointed Carl Frier as its new General Manager Australia.

Frier replaces Lance Batty in the role which was also formerly held by ex Qantas Holidays gm Chris Rankin before he returned to the UK (**TD** 14 Jun 2011).

Carl Frier, whose career has included senior roles with Jetset Travelworld and at the NRMA's Tourism and Leisure Holdings, moves from his most recent position as Sabre Pacific's general manager of sales and product for Australia and NZ.

Cruise1st is a significant player in the UK cruise market, with the Australian operation established under the leadership of Sandy Greenwood (**TD** 09 Jun 2010).

Although a 100% subsidiary of Royal Caribbean, Cruise1st sells a wide range of other cruise lines including P&O, Princess, Silversea, Uniworld, Cunard, MSC and APT.

More appointments on **page 6**.

QF/EK win interim go ahead

QANTAS has dismissed concerns by Air New Zealand that interim authorisation for its alliance with Emirates could have adverse impacts on Tasman capacity.

QF Head of Legal - Competition Anna Pritchard told the Australian Competition & Consumer Comm. that Air NZ's submission to baulk an interim green-light, based on not having approval from the New Zealand Ministry of Transport (**TD** Mon) was "misplaced."

Pritchard confirmed QF/EK would not commence coordination in relation to New Zealand until it received a tick from the NZMOT.

She also stated "no reductions in capacity on the Tasman are contemplated by the Applicants, particularly given that Emirates' capacity on the Tasman is static" - with an exception for ad hoc flight cancellations resulting from seasonal or operational issues.

Pritchard addressed Air NZ's

concern that once coordination began prior to a final assessment, it would be difficult to unwind, revealing only "limited conduct" would need to be 'undone' in the event of a negative decision.

Exchanged information would be that which is "strictly necessary", and shared between limited Qantas & Emirates staff, she said.

The latest submission comes as Qantas was today given interim authorisation for the venture with Emirates (**TD** breaking news).

QF ceo Alan Joyce said the decision enables the airlines to coordinate pricing, capacity and scheduling, allowing pax to book travel on most parts of the joint network (barring NZ), from Apr.

Fares are expected to be rolled out in coming weeks once the carrier's have discussed pricing.

MEANWHILE, the competition regulator has adhered to the Transport Workers Union's call for a pre-decision conference relating to the ACCC's draft determination.

The conference will be held on 01 Feb in Sydney, chaired by Commissioner Jill Walker.

Antartica cruise canx

AN ANTARCTIC cruise operated by Silversea Cruises due to depart on 21 Jan has been cancelled after the vessel *Silver Explorer* sustained damage on 12 Jan.

Guests on the 10-day Antactic voyage are being contacted by the line to make alternative plans.

Silversea said *Explorer* is likely to return to service on 31 Jan - see today's **Cruise Weekly** for more.

QR suspend PER 787s

THE planned commencement of Australia's first 787 *Dreamliner* services has been shelved, travel agent GDS displays reveal.

Qatar Airways had planned to launch the 787 to Perth from 01 Feb out of Doha, but has now altered the aircraft being used on the route to Boeing 777-200LRs.

Seven pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
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Skal Congress to NYC

SKAL International will begin its 74th World Congress in New York City beginning 27 Sep 2013, prior to departing on *Carnival Glory* from which the group will hold its first-ever meeting at sea.

About 1,200 industry delegates globally are expected to attend.

Geckos revamps branding

A COLOURFUL and edgy rebrand by Geckos marks the start of the adventure touring firm's desire to step out of the shadows of its big sister company, Peregrine.

Rolled out globally last night, the bold new brand includes its own lewd proverb - *May your heart be light, your step swift and your stories f**king epic.*

Geckos says the catchphrase speaks the voice of its targeted audience - the young, budget and independent traveller.

"The experiences Geckos talks about are not those of a day-to-day itinerary. They are the weird, random, hilarious, unique stories that happen on the road," the company says.

Speaking to *TD* yesterday, Head of Marketing Kirsten Cameron said the brand revival is "pretty different to what most people have seen in the industry before."

"Geckos is moving away from all

the traditions of how people talk about travel, starting from the ground up," Cameron said.

Assisting the transformation was agency JWT, appointed at the end of Sep last year to "help us find our own voice."

Changes see a new logo, a 'Run Wild' tagline and the dropping of the apostrophe in *Gecko's* to become Geckos Adventures.

The new brochure also features images of "crazy moments" which Cameron says is what people come home talking about and get people excited for travel.

She said while the core Geckos product remains the same, trips have been renamed.

Cameron also confirmed to *TD* the revamp has seen about 70 trips removed from last year's offering, "honed down" to 130 of the top selling and favourite itineraries.

The 2013/14 brochure has been dispatched to agents this week.

CZ increase bag limits

CHINA Southern Airlines has boosted its checked baggage allowances for pax travelling on tickets issued after 01 Jan 2013.

First class pax can take up to three pieces at 32kgs each, with Business allowed two 32kg items and two 23kg bags for Economy.

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Air India seeks local GSA, again

AIR India has once again issued tender documents for the appointment of a Passenger General Sales Agent and a representative for low-cost offshoot Air India Express in Australia, having withdrawn its most recent GSA tender document (TD 20 Apr).

As with the previous effort, the carrier lists Australia as an online destination and specifies that local tenderers must have a minimum turnover of \$22.5m.

Australia is part of a global tender push in which AI is seeking to appoint GSAs in 56 territories around the world.

Since initially calling for tenders nine months ago, Air India has also subsequently requested bids for a range of support services in

Australia including cabin crew accommodation and ground handling (TD 07 Aug) - ahead of a mooted 28 Oct 2012, and now pushed back to 31 Mar 2013 commencement of direct flights from Delhi on a triangular route to Sydney and Melbourne.

The on-again, off-again and often-announced services have never eventuated, but AI has repeatedly cited plans to fly its 787 Dreamliner aircraft here.

The deadline for this latest GSA tender is 08 Feb and bidders are asked to submit proposals covering Australia and New Zealand "as per the new policy approved by the board".

The burgeoning Indian middle class is seen as a key market for Australia despite there currently being no direct flights between the countries.

FAA grounds 787s

BOEING has apologised to tens of thousands of 787 passengers around the world after the US Federal Aviation Administration issued a directive to all Dreamliner operators, calling for the aircraft to be grounded temporarily.

The emergency airworthiness directive follows a succession of incidents in recent days, the latest resulting in ANA grounding its fleet of 787s (TD yesterday), which was then followed by JAL.

"Boeing is committed to supporting the FAA and finding answers as quickly as possible," Boeing chairman, president and ceo Jim McNerney said.

McNerney said the aircraft manufacturer remained confident in the 787, saying "we stand behind its overall integrity."

"Boeing deeply regrets the impact that recent events have had on the operating schedule of our customers & the inconvenience to them and their passengers."

MEANWHILE, Qantas Group has maintained its support for the carbon-composite aircraft type of which it has 50 on order.

HOT Travel with Kidz

TRAVELMANAGERS parent firm House of Travel has signed a joint venture partnership with the Travel with Kidz organisation.

The agreement will see a new wholesale division, to be named Travel with Kidz Holidays, created with the aim of specialising in the family holiday market.

House of Travel ceo Joe Araullo said the venture would provide "unique product specifically designed for TravelManagers 370 plus home-based Personal Travel Managers in this niche and fast growing market of family travel".

The new Travel with Kidz Holidays brand will launch in Apr.

RCI signs with Sabre

FARES, schedules and inventory of Royal Caribbean Cruises Ltd and sister-brands Azamara Club Cruises and Celebrity Cruises will be available to all Sabre-connected agents under a new multi-year distribution agreement signed between the parties.

Sabre last year added content from Regent Seven Seas Cruises and Oceania Cruises (TD 27 Apr).

New Parkroyal open

PARKROYAL has opened its newly renovated Parkroyal on Pickering Hotel in Singapore.

The property offers 367 rooms, restaurants and energy efficient features such as automatic light, rain and motion sensors.

Mauritius flash sale

BEACHCOMBER has launched its first Flash Sale for Mauritius, adopting a method similar to group buying websites while still paying commission to agents.

Deals available include a limited number of coupons at five-star resorts such as the Paradis Hotel and Golf Spa or Dinarobin Hotel Golf and Spa, with both offering limited coupons at up to 50% off.

The sale is on from 9am-5pm between 21-25 Jan or until sold out, with a total of 65 coupons on sale for stays of 6, 9 or 13-nights.

Agents will earn 12% on coupons sold - more info on 1800 624 268.



Window Seat

KINGFISHER Bay Resort on Fraser Island has announced its line-up of Australia Day activities for guests in-house on 26 Jan, packed with classic Australian.

International and local guests will have the opportunity to take part in activities such as the legendary "thong-throwing" contest, while enjoying a few Aussie lamingtons.

Other fun and games on the agenda include Anzac bikkies, beach cricket and volleyball and face painting for the kids.

An Aussie sausage sizzle will be fired up, with another Aussie tradition of the Triple J Hottest 100 playing in the background.



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To apply for this role you must have previous reservations experience with the use of GDS systems plus strong customer service skills.

Confidential applications to Philippa Baker on 02 9506 7000 or email Philippa@alexander-associates.com.au

Wolgan Valentine deal

EMIRATES Wolgan Valley Resort & Spa has released a Valentine's Day Romance package priced at \$1,675 per person twin share.

The two-night deal is valid from 14-17 Feb & includes a free bottle of Bollinger, chocolates & brekkie in bed one day - (02) 9290 9733.

Loews into Chicago

NORTH American upmarket hotelier Loews Hotels & Resorts has announced it will add a new 400 room property in Chicago.

Scheduled to open in two years, the Loews Chicago Hotel will be located in the heart of the city and feature innovative meeting space and a signature restaurant.

VX adds LAX/LAS

VIRGIN American will introduce new thrice daily services between Los Angeles and Las Vegas from 22 Apr, complementing its flights to the US gaming capital from San Francisco and New York JFK.

Sydney top 25 gong

SYDNEY was the only Australian city to be ranked on web-based review site TripAdvisor's 2012 Top 25 Destinations in the World.

The NSW capital was 14th on the 'Travelers' Choice' award list, which was headed by London, New York City, Rome, Paris and San Francisco.

Separately, Perth and Hobart were rated 5th & 7th respectively on TripAdvisor's Top 10 'Destinations on the Rise - World.'

The NSW Hunter Valley scored 3rd on the travel firm's Best Wine Destinations for 2012.

Norwegian axe Egypt

NORWEGIAN Cruise Line has shelved its remaining port of calls in Egypt until 2014 on *Norwegian Jade* ex Civitavecchia in Italy, with more than half a dozen 10-night Eastern Med sailings bypassing Alexandria now, *USA Today* reports.

The 2013-14 voyages will visit Istanbul & Naples, Italy instead.

QTIC China awareness scheme

QUEENSLAND Premier Campbell Newman has announced a pilot program aimed at developing Chinese language and cultural awareness skills of tourism operators in the state.

The scheme will be headed by the Queensland Tourism Industry Council, and is a direct outcome of last year's Destination Q Forum held by the govt to reinvigorate Queensland's tourism sector.

Campbell said with China being such a key market, it was "vital" operators were equipped with the right skills to offer products and services that meet & exceed expectations of Chinese visitors.

"Lifting Chinese language and cultural awareness skills has been identified by the tourism sector as an immediate priority to support long-term growth in Chinese visitor numbers," Newman said earlier this week.

The pilot program focuses on

formal training for skills, with the QTIC developing and rolling out the training course to more than 20 operators in Tropical North Queensland first.

QTIC chief Daniel Gschwind said the scheme will help operators determine if they have the training, skills and knowledge to "professionally and appropriately interact and engage Chinese visitors to Australia."

Gschwind said QTIC was looking forward to delivering the training.

The project will receive \$175,000 in funding, allocated from the Skills Queensland Workforce Development Fund, Assistant Minister for Tourism Gavin King said.

"The aim is for the full training program to be available to all Qld tourism operators by the first semester of 2014," he said.

The inaugural program will be completed by Sep this year.

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Alitalia sign GDS deal

ITALIAN flag carrier Alitalia has extended its long term content agreement with Amadeus for agents to access its schedules, fares, inventory and availability.

Australasia leads for Expedia

EXPEDIA'S Travel Agent Affiliate Program experienced a strong 2012 in Australia and New Zealand, which lead the globe in terms of "industry engagement" for the company.

According to the scheme's local head Stuart Udy, this "simply means that agents are joining, but more importantly, they are finding the product they need."

"The fact we are attracting so much business means we have the rates and availability that meets the market," he said.

Figures for 2012 showed "huge transaction growth" while the destination mix remained relatively constant, with Asia-Pacific destinations accounting for about 40% of the program, followed by Europe, Middle East

and Africa at 30% and the Americas region comprising 25%.

In terms of booking numbers EMEA led, but the spend on America was "substantially higher," Udy added.

Interestingly Australian destinations were top sellers, while Southern California led for the USA and Thailand was a standout performer for Asia.

Italy outperformed the UK for Europe bookings, while there was also strong growth for Expedia TAAP bookings in Japan, the Pacific, Latin America and the Middle East.

Udy said early figures for 2013 showed a continued strong performance, with Jan bookings ahead of figures for the same time last year.

The outstanding results for Expedia come despite a concerted push by rival online wholesalers urging retail consultants to consider booking with firms which don't also have a direct to consumer operation.

MAS escape to KUL

MALAYSIA Airlines has released a special one-way fare to Kuala Lumpur, with seats starting at \$306 ex Perth, on sale to 09 Feb, valid for travel until 15 Jun.



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For further details, and on-line application process, please visit our web site www.emiratesgroupcareers.com. Ref No. CS&SA/CJ/23690.

Please note: Telephone and postal applications will not be entertained.

Applications close Tuesday 29th January 2013.

Only candidates that meet the minimum requirements will be considered and contacted.

Anyone for tennis with THAI?

RAM Chabra from CVFR Travel, pictured centre with Susan Leitch and Kerrin Trenorden from Thai Airways, was part of a group of agents hosted by Thai Airways to a day of tennis action at the Australian Open.

The agents enjoyed corporate hospitality while witnessing some of the world's best tennis players in action.



Wikivoyage launches

FREE online information portal Wikipedia has launched a global travel portal offering articles and information on destinations.

Already featuring some 50,000 articles, the site, which like its parent Wikipedia, can be edited by users, allows for the collation of customised travel guidebooks suitable for printing and offers links to interactive map software.

40% off Club Med Bali

CLUB Med is offering savings of up to 40% on the 4-Trident Club Med Bali for bookings made prior to 01 Mar for stays up to 30 Apr.

Under the deal, a seven-night stay beginning 07 Apr is priced from \$1187 per adult.

Tempo takes 10% off

WHOLESALE Tempo Holidays has cut 10% off the price of its 12-day "Cycladic Adventure" tour through the Greek Islands, if booked by 28 Feb.

The itinerary takes guests to the islands of Santorini, Mykonos and Ios, and is priced from \$921ppts, valid for travel until 20 Oct.

For more info, ph 1300 362 844.



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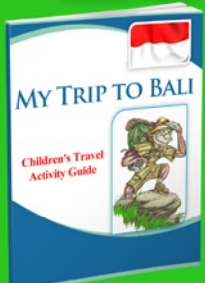
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Every day this week, **Family Travel Scoop** and **Travel Daily** are giving readers the chance

to win a "My Trip to Bali" children travel guide, valued at \$17 each.

These fun, education travel guides for kids help children learn about their holiday destination. Filled with games and activities teaching the culture, food, language and currency. Available to destinations around the world.

To win one of the guides, simply be the first reader to email the correct answer to the question below to:

childrenguide@traveldaily.com.au

At least how many pages do the available for the Fly it Quiet travel packs have?

Hint! Visit www.family-travel-scoop.com

Congratulations to yesterday's lucky winner, **Michelle Mullampy** of **Flight Centre Springwood**.

CX Eco+ on all US flts

CATHAY Pacific has announced that its recently launched Premium Economy cabin class will be available from all four of its gateways in the US from 01 Feb.

Stuck in a holiday rut

AUSTRALIAN travellers would be more likely to holiday at the same place more than once, according to a new survey from Cheapflights.com.au.

The poll of 1,049 respondents said pricing, ease of access, safety, familiarity and visiting family were the key reasons for heading back to the same place twice, instead of going somewhere new.

Amazingly, half of respondents said they would fly with the same airline, a quarter said they would stay at the same resort and 10% would request the exact same room type for a repeat trip.

Further, 40% of repeat guests said they would dine in the same restaurant, with 20% choosing to not even vary their chosen meal, socialising with the same people and visiting the same attractions.

AW regional roadshow

ADVENTURE World is calling for agents to RSVP to its series of roadshows taking place over Feb.

Events will be held in Geelong, Adelaide, Newcastle, Canberra, Cairns and the Gold Coast.

Sign-up at www.bit.ly/AWshow.

Scoot halfway to 1m

LOW-COST carrier Scoot has welcomed its 500,000th guest after seven months of operation, with the lucky winner, Roland Teh from Singapore, receiving a free upgrade to ScootBiz for his trip to the Gold Coast.

Rocky Globus saving

GLOBUS and Cosmos are offering savings of up to \$300 per couple on itineraries bundling an airfare with a tour featuring a Rocky Mountaineer train journey.

Discounted itineraries are on sale to 31 Mar - ph 1300 130 134.



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.

Karen Halbert has joined the ranks at **Tourism Australia** in the role of General Manager Corporate Affairs and Strategy. Halbert has held senior corporate positions at Rio Tinto and Macquarie Group in the past & will be tasked with overseeing media and Government relationships with TA.

AAT Kings has welcomed **Anthony Hayes** to its ranks as the new global Managing Director. Hayes joins the TTC brand after leading Tourism Qld for the previous five years, as well as a history in senior roles with Qantas.

Virgin Atlantic has welcomed former American Airlines executive **Craig Kreeger** as its new Chief Executive. Kreeger replaces the retiring Steve Ridgway, and will begin his new role from the beginning of next month.

Carnival Cruise Lines Australia has appointed **Anton Loeb** to the role of Director of Sales. Loeb will lead the team of Business Development Managers in building the liner's agent sales networks around Australia.

Luxury boutique accom group **Spicers Retreats** has appointed **Alison Widders** to the position of Business Development Manager, tasked with building the business relationships in the NSW and ACT markets.

Rick Hamilton has this week commenced in his new position as the Chief Executive Officer for **Tourism Fiji**. Hamilton brings nearly 20 years of experience to the role, including many years as part of Flight Centre Ltd.

Representing Blue Lagoon Cruises, Awesome Adventures Fiji and Vinaka Fiji Volunteering, **Wendy Fisher** has joined the team at **Marine Tourism Management** in the role of International Sales Manager.

Charles Morley has joined **Etihad Airways** as its Queensland Manager, to be based in Brisbane. Morley brings experience with British Airways, Air Niugini & Royal Brunei Airlines, as well as Consolidated Int'l Travel.

Fiji's **Outrigger on the Lagoon Resort** has hired **Lindsey Clark Palmer** as its new Executive Assistant Manager. Palmer joins the resort from his previous posting as Executive Chef on Hamilton Island. Elsewhere, the resort has recruited **Kushend Kumar** as resort-based Director of Sales.

Heading up the MICE market for the **Worldhotels** property portfolio, **Jan Whiteside** has joined the company as Groups Desk Executive, overseeing the Australia and New Zealand markets.

Two new roles at the **8Hotels** boutique management company have been filled, with **Maya van de Wetering de Rooy** taking the position of Head of Sales, alongside **Beau Kassar**, who has taken on the position of Public Relations and Social Media Executive.

Business travel company, the **ATPI Group** has bolstered its networking ranks with the promotion of **William Steunenberg** as its new network Business Development Manager for the firm's worldwide partner offices.

Bali's **AYANA Resort and Spa** has hired **Vineet Mahajan** as its Director of Sales and tasked him with developing the brand in emerging markets.

Thailand's **Chiva-Som Resort & Spa** has named **Sheila McCann** as its new General Manager. McCann brings 30 years of hotel experience to the role.

Reporting directly to the GM, **Conrad Koh Samui** has named **Helen Stirrup** as its new Director of Sales, based at the group's Bangkok office.

Meg Koffel has been appointed as **Princess Cruises'** first ever public relations manager for Australia and New Zealand. Koffel moves from her most recent role with Intrepid Travel, with her tourism career also including a stint with Tourism Western Australia.

Amy Pocock has moved into the corporate arm of Flight Centre Limited, as a Sydney-based Corporate Groups, Events and Conference Specialist. She was previously Assistant Team Leader at FC Group Travel.

The Rezidor Hotel Group has named **Oliver Harnisch** as its new Executive Vice President and Chief Operating Officer, succeeding **Wolfgang Neumann** who is taking over from **Kurt Ritter** as CEO.



Sun Island Tours is looking for the best Reservation consultant in Sydney!

The successful applicant must:

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- Have good computer knowledge and excellent customer service skills
- Be an enthusiastic team player
- Have previous knowledge of our regions

To apply simply email your resume to Julie at julie@sunislandtours.com.au

Cruise Holidays local debut

QUEENSLAND-based Magellan member CruiseMart has released details of its new "home based agent and retail store program," with the operation backed by US firm Cruise Holidays International.

Cruise Holidays is part of Travel Leaders Group, which is one of America's biggest travel organisations, and CruiseMart's Les Farrar signed a master franchise agreement for the brand last year (**TD** 12 Jul).

Farrar said the company offers a "complete solution for budding cruise specialists," who pay a monthly fee for a purpose built back office system, a personalised website and direct mail pieces delivered on behalf of agents to their clients.

He said the business model had been successful in the USA for the last 28 years, and in contrast to other companies was 100% focused on cruising.

"We're not a cruise 'club or a secondary concern of a larger organisation," he said.

"If an agent or consultant is passionate about cruising and wants to become a true cruise specialist then we offer the best opportunity in the industry.

"And if a successful home based

Regency Qingdao

HYATT Hotels has opened its Hyatt Regency brand in China's coastal city of Qingdao, with the property offering 439 rooms, each with floor-to-ceiling windows.

agent one day wants to open their own store, we can facilitate that," Farrar added.

Under the master agreement with CruiseMart, the Cruise Holidays systems are being modified for Australian use to provide each member with "full live booking capabilities on the major cruise lines of the world".

Farrar said fees were "competitive with existing home based and franchise businesses and considering the included marketing, website and other benefits are excellent value."

See joincruiseholidays.com.au.

Beyond product boost

A STRATEGIC partnership with a local operator in Germany has led to an increase in available land product throughout Germany available through Beyond Travel.

The agreement sees an increase in the range of properties in major cities such as Berlin, Munich and Frankfurt as well as smaller towns such as Dresden and Rothenburg, as well as new coach tours, airport transfers & walking tours.

EK calling to shoppers

EMIRATES has released special airfares ex PER for travellers keen on visiting the upcoming Dubai Shopping Festival in the city.

Economy-class fares are priced from \$997 return, or \$4,989 for Business-Class, with sale fares available to midnight tomorrow.

JAL to cut fuel fees

JAPAN Airlines will cut its fuel surcharge on sectors departing Japan from 01 Feb, with services to Australia carrying a new levy of JPY99, down from JPY102.

Albatross ANZAC Day

CITING overwhelming demand, Albatross Tours has released a second departure of its 10-day Anzac Day on the Western Front tour, departing Paris on 18 Apr.

The itinerary is escorted by War Historian Major Mike Peters and includes Dawn Service at Villers Bretonneux, and visits to historic battlefields sacred to the Anzac legend, priced from \$2,699ppts.

Duffy at ICCA Awards

CRUISE Lines Int'l Association president and ceo Christine Duffy will attend the 2013 ICCA Awards in Sydney on 09 Feb.

4m TA Facebook likes

TOURISM Australia has broken through the 4 million 'likes' for its Facebook page, with the mark achieved late last year.

"Social media is now deeply ingrained and integrated into our marketing activities," TA managing director Andrew McEvoy said.

Silverkris MEL renos

SINGAPORE Airlines has made arrangements with United Airlines for eligible customers to utilise the UA Club Lounge at T2 Satellite Arrivals while its SilverKris Lounge completes renovation works at Melbourne Airport by Mar 2013.

WIN A HOLIDAY TO SINGAPORE

WIN THIS MONTH'S GRAND PRIZE

- Four nights at **Grand Park City Hall, Singapore**
- Two return economy flights from Sydney to Singapore on **British Airways**
- Airport transfers



GRAND PARK CITY HALL

BRITISH AIRWAYS

Throughout January, **Travel Daily** is giving readers the chance to win an incredible grand prize of a trip for two to Singapore, including flights and accommodation, courtesy of **Park Hotel Group** and **British Airways**.

Park Hotel Group is also giving away three weekly prizes of hotel stays in Singapore and Hong Kong.

To win the second weekly prize, simply answer Question 2 (below) by close of business on Friday 18th Jan 2013. The subscriber with the most creative answer will be the weekly winner.

There will be three questions throughout the month. At the end of January the **TD** reader with the most creative responses to **all three** questions will win the grand prize of a holiday for two people to Singapore, flying British Airways.

Q2: Aussies love Clarke Quay. Apart from location, what do you like about Park Hotel Clarke Quay?

WIN THIS WEEK'S PRIZE

- Three nights at **Park Hotel Clarke Quay**



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Brizo Restaurant & Bar at Park Hotel Clarke Quay



Park Hotel, Clarke Quay

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PARK HOTEL GROUP



BRITISH AIRWAYS

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

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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WEEKLY



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Travel Hospitality/Recruitment Consultant

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You will be responsible for:

Achieving monthly sales targets, managing a portfolio of top accounts in Australia. New business development within the travel and hospitality sector. Managing relationships with clients at all levels.

To be successful in this role:

Demonstrate sales experience in successfully managing existing accounts in a professional and objective manner. Demonstrated sales experience in new business development - researching, identifying and converting new opportunities. The ability to think on your feet and have strong negotiation skills is important. Experience in presenting to small groups or senior management. Confident engaging and compelling communications skills are needed. Experience in the Travel or Hospitality area is advantageous.

The employer:

We are a great place to grow your career. We are widely recognized within the Travel & Hospitality sector. Full training will be provided along with ongoing mentoring. Central city based office in a inspiring dynamic fresh team.




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SOMETHING DIFFERENT IN CORPORATE 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.

TEAM LEADERS IN BRISBANE NEED A CHANGE? CORPORATE TRAVEL TEAM LEADER BRISBANE – SALARY PACKAGE TO \$85K

Take the lead role within a brilliant travel operation, bringing your corporate knowledge and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is able to lead by example. This is a hands off consulting role. Your positive approach and knowledge will bring a breath of fresh air in to the team and secure your future.

CALLING ALL CRUISE BUFFS! OPERATIONS MANAGER (CRUISE) SYDNEY – SALARY PACKAGE \$100K+

Are you currently working for a cruise line or cruise specialist in a leadership role? This is a rare vacancy for a cruise manager to join a leading travel organization. As an Operations Manager your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures and a call centre background. Ring today.

LAST CHANCE TO SECURE A SALES ROLE IN OLD INDUSTRY SALES EXECUTIVE BRISBANE – SALARY PACKAGE TO \$70k

Love being on the road with this product in your hand! Agents will welcome you and want to learn more from your fun loving personality. You will enjoy being out and about and know how to put the hard yards in when it counts. Be rewarded here with superb famil trips for you to enjoy and bonus schemes. Everyone loves this brand which is growing bigger & better every year.

FRESH START IN PRODUCT CONTRACTING PRODUCT MANAGER X 2 SYD SALARY PACKAGE TO \$77k

Feeling stale in your current product role? Looking for a fresh start for 2013? Our client a leading travel organization based in Sydney has 2 vacancies for experienced product managers to join their team. If you have high level negotiation and contracting experience with at least 5 years product experience then call or email your CV today. Great salary and perks on offer.

EARN THE BIG BUCKS HERE CORPORATE BDM X 3

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If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a 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

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This role will set your pulse racing if you enjoy hunting for new business, developing a pipeline, building new relationships, delivering great pitches, negotiating deals and winning! If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, get on board this growing corporate agency and don't look back. You'll be joining a successful team and a fun working environment

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A Career in Travel Recruitment Sydney CBD - \$75-85K OTE - Ref SYDAC1

Would you like to work for one of Australia's leading travel industry recruitment specialists? Travel Trade Recruitment is now looking for two exceptional individuals to join their team of consultants in Sydney, and provide a first class recruitment service to all travel industry clients and job seekers.

This is an excellent opportunity for an experienced Recruitment Consultant or Trainee Recruitment Consultant with lots of drive and determination to join a well-established company and develop their sales & customer service skills. You will enjoy working where no two days are the same, whilst utilising your travel industry knowledge and business development expertise.

The ideal candidate will be bright, articulate, computer literate, and have at least 2 sales years experience within the travel industry. In return you will be offered a great career opportunity with excellent salary package, fantastic merit based rewards, uncapped monthly commission scheme, generous quarterly bonuses, and many other financial rewards to incentivise your efforts.

To apply, send your CV with a brief explanation of why you're the best person for this role to Andy Cole at andy@traveltraderecruitment.com.au or click [here](#)

Out of hours Online Travel Consultant Brisbane - \$50k + Super + Uncapped OTE - Ref 376A

Step away from face-to-face sales and find the ultimate work life balance with this out-of-hour's role. If you have commitments during the day then these shift patterns, between 5pm-5am, could work perfectly for you! An experienced travel industry professional is needed to handle online bookings, changes and cancellations, as well as selling additional travel products. A generous base salary and uncapped OTE are offered.

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

Senior Travel Consultant Newcastle - \$DOE + Super+ Incentives - Ref 0397

Work close to home and get the work life balance you need! This is a fantastic opportunity to work within one of the most well established and respected names in Newcastle. We are looking for a fantastic consultant who may have some of their own clientele to bring. You would have amazing product knowledge teamed with sound fares and destination knowledge. If you have the communication skills and the sales focus - it's time to make the move!

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

Team Leader Adelaide - \$50-90K + OTE - Ref 394

Do you have a passion for the outdoors and adventure travel? I am looking for a Senior Travel Consultant with leadership experience and qualities of a true team leader. Ideally, you will have at least 2-3 years experience in retail travel using Galileo or similar, have managed or supervised a small team and have excellent sales ability. In return, you will be rewarded with a great salary. Expect to work Monday to Fridays only - claim back your weekends!

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

Senior Travel Consultant (Arabic Speaking) Sydney West - \$45K + Super + Bonus - Ref 236

A fantastic family run company based in Liverpool seek a Senior Consultant to come and help lead & guide junior staff members, whilst selling luxury holiday destinations. If you are an Arabic speaker looking for your next step in the travel industry, then contact me now! You will need GDS knowledge and at least 3 years experience travel consulting. This is an excellent opportunity to enhance your work life balance by working close to home and selling amazing products!

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

Groups Manager Melbourne - \$DOE + Super + Commission - Ref 399

Is adventure travel your thing? Do you have excellent groups & sales experience? Have you excellent management and leadership skills? This leading, global adventure travel company are searching for an outstanding Groups Manager to manage a small department, work closely with suppliers & clients, and to achieve sales targets. Ideally you will have worked as a Groups Specialist and have managed or supervised a small team. You'll be bubbly & enthusiastic! Interested?

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

Reservations Consultant Perth CBD - \$DOE + Super - Ref 330

Calling all Reservations Consultants in Perth - 2013 is your year! Join this fun team and work Monday to Friday. Located just 5 minutes from Perth CBD, this reputable and expanding company seeks an experienced Reservations Consultant. You will sell worldwide destinations and use your outstanding customer service skills to convert bookings. You will have at least one years experience with an Australian travel company and have used a GDS before.

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