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Thursday 25th Jul 2013

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DIAL pro conditions

DUNEDIN International Airport Ltd (DIAL) has thrown its support behind the ACCC's plans to impose capacity conditions when reauthorising the transTasman alliance between Virgin Australia and Air New Zealand.

DIAL chief exec John McCall said after considering the ACCC's Draft Determination (**TD** 10 Jul), it believes the three-year deal with a "proposed monitoring regime & conditions is appropriate."



Contact :
sabahinfo@bigpond.com
www.sabahtourism.com

Holiday Inn Express plan

FIFTEEN new Holiday Inn Express hotels are set to be developed in Sydney, Melbourne, Brisbane and Perth under a plan revealed this morning by InterContinental Hotels Group.

A \$150 million fund will be established by international investment firm Pro Invest Group, which has created a development and operating company to build and run the properties, which will total roughly 2150 rooms.

The first hotel will open at Macquarie Park in North Ryde, Sydney before the middle of next year, with IHG entering into franchise contracts for each property under an agreement signed between the companies.

Holiday Inn Express North Ryde will offer 190 rooms "to meet the growing demand from the local business community for quality accommodation at a smart price".

IHG flagged the arrival of the Holiday Inn Express brand

in Australia earlier this year (**TD** 25 Mar) with a 224 room new-build in Perth slated for a 2015 opening, but this latest announcement will see the brand debut about a year sooner.

Pro Invest Group's owner Ronald Barrott has worked closely with Holiday Inn Express in the past, having already developed a portfolio of properties in Europe in the 1990s under the Stannifer Hotels banner.

"This fund is comprised of a group of offshore investors, all who see the potential of investing in both the Holiday Inn Express brand, and Australia.

"We believe now is the time to grow this brand in the market and travellers will certainly benefit from having one of the world's biggest hotel brands to choose from," Barrott said.

Although the plan is for an initial 15 properties, he said he believes there is plenty of opportunity to grow the portfolio "to become many more in the years to come".

Holiday Inn Express is IHG's largest brand, with more than 2200 properties worldwide and a further 450 scheduled for opening in the next 3-5 years.

The brand targets "value-conscious business and leisure travellers," offering "a great night's sleep in a high quality hotel with free breakfast and wifi".

Today's Travel Daily

TD today has seven pages of news & photos including more **NTIA pictures** plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment

BA A380s set for JNB

BRITISH Airways will launch Airbus A380 service on its flights from London Heathrow to Johannesburg in South Africa, with GDS displays now showing the superjumbo set to operate on the route thrice weekly from 12 Feb 2014, and moving to six per week from 10 Mar 2014.

Currently, BA operates 17 weekly services between the cities, with the remainder of the flights to continue utilising Boeing 747s.

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Renfe now in GDS

HAHN Air has announced the availability of Spanish high-speed railway operator Renfe under the two-character H1 designator in all major Global Distribution Systems.

Renfe routes can now be issued on Hahn Air's e-ticket (HR-169), which is also protected via Securix against the insolvency of the operating carrier.

H1 routes currently available include Madrid, Barcelona, Seville and Malaga - www.hahnair.com.

Air Canada 787s for BNE?

AIR Canada has confirmed that it is closely examining Brisbane as a second destination in Australia, as it plans its route network based on delivery of new Boeing 787 aircraft from early next year.

Paul McLean, who has recently taken up his new role as Air Canada country manager for Australasia, revealed BNE as a possibility, telling *Travel Daily* "it's definitely time for a new port in Australia".

McLean has taken over the role formerly held by long-time AC gm Australia/NZ Jeannie Foster (*TD* 23 Apr) who stepped down at the end of May.

He's been with the carrier for ten years, and has moved to Australia from a position in Canada on a three year term.

Air Canada is certainly prepared to ramp up its local operations, having moved to self-handling late last year after a long term GSA relationship with Airline Marketing.

However, the key to growth is the expanding Air Canada fleet, with McLean confirming that the 787s will be configured with

three cabins including Business, Premium Economy and Economy. Premium Economy is a new offering for AC, having debuted just this month on the first of five new 777-300ERs.

AC's new 777s operate between Montreal and Paris, with other routes to be added including Toronto-Munich (01 Sep-26 Oct), Vancouver-Hong Kong (from 31 Oct) and Vancouver-London Heathrow (from 01 Mar 2014).

The flagging of Brisbane as a possible AC gateway is a change from sentiments expressed by the airline's ceo Calin Rovinescu, who said late last year that Melbourne was a "logical choice" (*TD* 19 Dec).

However, at the time he also said that services to the Victorian capital would be "years away".

Central Coast gets eco

NSW Tourism Minister George Souris yesterday opened five new Eco Cabins at the Australian Walkabout Wildlife Park at Calga on the NSW Central Coast.

Cabins are priced from \$450 to \$590 per night for two adults - see www.walkaboutpark.com.au.

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EU to ease Chinese visa rules

THE European Commission is reportedly working on "flexible rules" governing visas for Chinese tourists, with the aim of making it easier for them to visit Europe.

EC vice president Antonio Tajani revealed the move after wrapping up a two day visit to Beijing.

"It is very important for the EU to have more Chinese visitors," he said, adding that "the Chinese love Europe".

"They have a lot of money and a lot of time".

Tajani said the key problem for visa applications from China to Europe is that it is very time consuming, flagging the possible introduction of electronic visas to make the process faster.

He added that a change in visa policy would be an "important signal to Chinese people that they are very welcome in Europe".

Aurora port shake-up

AURORA Expeditions will begin offering sailing to Antarctica in its 2014/15 program from the Chilean port of Puerto Williams.

All trips that start/end in Puerto Williams will include a tour of the town and a scenic flight over the Dientes de Navarino Mountains.

The cruise line will continue to offer a selection of itineraries departing from the traditionally used Argentinean port of Ushuaia.

The new visa policy will be officially proposed in Nov after further investigation by the European Commission.

During the meeting, the EC also signed an agreement with the China National Tourism Administration for cooperation in sustainable tourism.

Under the MoU, the bodies will exchange information and meet regularly to discuss the issue.

Travelport searches

TRAVELPORT yesterday announced the global launch of its new Search Control Console.

The tool allows GDS users to customise search in real-time, enabling agencies to control more than 35 rules and parameters to "fine tune" the relevancy of results to traveller needs.

As an example, it will be able to eliminate particular transit airports according to customer preferences, or prohibit a connection point for a period if the area has been affected by a natural disaster.

The parameters can be centrally controlled, eliminating the need to continually send instructions to frontline sales staff.

The Search Control Console application is now available to Galileo, Worldspan and Apollo users worldwide.

BA Royal Birth fares

BRITISH Airways has jumped on the celebratory bandwagon for the birth of the latest Royal family member, offering free airfares for infants to Singapore and London.

The 'Royal Birth' offer applies to infants under two years of age not occupying a seat, when booked in conjunction with an adult fare, and valid over select dates between now and 31 Mar.

Adult BA fares are priced from \$859 to London in World Traveller Economy class to Singapore or from \$1,964 to Heathrow, when booked before 31 Jul.

World Traveller Plus (Premium Economy) fares start from \$1,199 and \$3,276 respectively.

Infant taxes, fees and charges still need to be paid - see ba.com.

Disabled travel app

COMMUNITY Group Nican has launched a new smartphone app to assist people with disabilities find appropriate transport, places to stay, services and tourism opportunities around the nation.

Users are provided with a description of an operators product and how it meets select disabled criteria, such as if an accommodation provider has "wide door ways" or "stepless shower recesses", coupled with contact details to get in touch with a tourism provider directly.

The free app can be downloaded from the App Store under the Lifestyle category by searching for "Nican".



Window Seat

TALK about product placement.

Contiki has achieved massive worldwide coverage this week, simply by driving one of its coaches past London's Buckingham palace.

As the globe's media breathlessly awaited the birth of the new Prince George, Contiki managed to photobomb part of a live TV interview (**below**).

It's not clear whether the feat was achieved as part of a normal tour, or by having one of the coaches simply drive repeatedly around the roundabout.



WARM weather in Switzerland has led to some amazing sights - including a not-so-attractive image snapped by a tourist visiting the town of Lyss.

Apparently another group of somewhat rotund German visitors decided that they just had to cool off, by stripping off and jumping into a fountain.

One of the locals said: "it was hot, but not that hot. The Germans don't need much of an excuse to strip off though".



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

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

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

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

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



IT Network Manager – Rail Plus

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

For a confidential discussion please contact David Stafford, CEO at dstafford@railplus.com.au or Lachlan McCallum, Financial Controller at lmccallum@railplus.com.au



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Central NSW promo

A NEW campaign to entice “self-discovery” trips to regional areas of inland NSW has been launched by Central NSW Tourism.

The campaign focuses on six new Discovery Trails which have been researched and developed over the past 18 months (TD 19 Jan 12), tracking through the tourism hubs of Bathurst, Orange, Cowra, Condobolin, Parkes and Mudgee, along with smaller villages and communities.

Discovery Trails range in length from a half-day to week-long escapes, and incorporate themes such as ‘Gold’, ‘Art’, ‘Nature’, ‘Country Folk’, ‘Technology’ and ‘Food, Wine and Tastes’.

The promo is supported by Destination NSW through the Regional Tourism Partnership Program.

A new website showcasing the trail options and the Central West region has also been launched at www.centralnswtourism.com.au.

Venture MAS fares

ADELAIDE-BASED wholesaler Venture Holidays has released a range of special fares to Asia with Malaysia Airlines for travel between 01 Aug-04 Dec and 16 Jan-31 Mar, on sale until 31 Aug.

Four night packages with return Economy MH fares ex Adelaide, taxes, accom, daily brekkie and transfers are priced from \$999.

To book phone (08) 8238 4511.

VS rolls out Guest List

VIRGIN Atlantic has introduced a new ‘Guest List’ package that enables Economy and Premium Economy pax to experience VS’s Upper Class services, including chauffeur drive service, fast tracked security and ClubHouse access, priced from £240 (AU\$400).

Guest List is initially being offered on flights to/from London Gatwick, London Heathrow, Boston, New York (Newark & JFK), Washington and San Francisco.

QF/EK Tasman tie-up

QANTAS and Emirates have today announced bookings under the joint network will go on sale to New Zealanders from 14 Aug, subject to regulatory approval.

The move will also bring New Zealand into the joint QF-EK network, which already includes Australia, Asia, the Middle East, North Africa, Europe and the UK.

Jointly, QF/EK operate over 130 weekly services from Auckland, Christchurch, Wellington and Queenstown to Australian east coast ports, then onto 65+ destinations in the Middle East, North Africa and Europe.

QF exec mgr of International Sales Stephen Thompson said the carriers have been “working hard towards switching the partnership on” since May.

Emirates divisional senior vp of Commercial Operations East, Barry Brown referred to the transTasman link as a “key piece of the Emirates-Qantas jigsaw” & further strengthens the pact.

New Zealand stats

TOURISM New Zealand has reported a 5.6% year-on-year spike in international arrivals for Jun, helping to prop up holiday visitor arrivals by 10% for the first six-months of the year.

“This puts the industry in a great place ahead of the 2013 ski season which has already seen a solid start, with record levels of snow to all ski-fields & Australian arrivals up 17% for the month,” said TNZ chief Justin Watson.

“We anticipate seeing further growth over the coming months,” Watson added.

During the first six months of 2013, holiday arrivals to NZ from Australia were up 6%.

Long-haul markets are soaring, with arrivals from China up 31% and the USA up 21%, elevating the States ahead of the UK for the first time to become the third largest source market for NZ.

Watson cited growth in long-haul markets to TNZ’s investment in marketing the *Hobbit* trilogy.

Hello Tomorrow



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Emirates is seeking a dedicated and motivated Customer Sales & Service Team Leader for our Brisbane Ticket Office.

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Interested applicants should have:

- Minimum of 5 years’ experience in sales/reservations with a major airline or travel agency
- At least 1 year experience in a similar supervisory role
- IATA Certificate I & II or advanced Fares and Ticketing
- Experience in use of Airline CRS or Agency GDS systems
- Proficient in MS Office applications

For further details, and on-line application process, please visit our web site www.emiratesgroupcareers.com. Ref No. CS&ST/CJ/25366

Please note: Telephone and postal applications will not be entertained. Applications close Wednesday 31st July 2013.

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

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You will facilitate a close partnership with Qantas to ensure seamless customer service experience. The role also includes steering new business and marketing initiatives, effective utilisation of budgets as well as enhancing and maintaining the airline’s overall public image.

Educated to a university degree level, you will have a minimum of 12 years’ experience in Commercial Operations, five of which must be in a senior role.

If you’re a dynamic, strategic thinker, visit emirates.com/careers for the full job specifications and apply quoting reference number VP-A/PI/25045.

For those who have already applied for this position, please do not reapply as your application has already been considered.

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INTREPID loves its gourmet food, and recently escorted this group of agents on a 'Bite Size' famil to Japan, where the group enjoyed many foodie delicacies. On the menu for the famil were experiences such as making soba noodles, breakfast at the fish markets, trialling some interesting food samples at a Ryokan and seeing the majestic Mt Fuji.

The trip followed an appearance by the Intrepid team at the Good Food & Wine Show in Sydney at the end of Jun, which the team attended with Masterchef 2011 finalist and Intrepid foodie fan

Dani Venn.

Pictured above in the back row is Suraya Jenkins, HWT Armidale; Gavin Thomas, Japan Airlines; Dave Simpson, Macedon Ranges Travel Services; Kay Endra, New England Travel Centre; Stacey Lyons, Home Travel Company and Lori Kirk, HWT Hornsby.

Front: Jenine Lewis, The Travel Authority; Prue Baker-Finnegan, Jetset Travel Toowoomba; Rosemarie Osborne, HWT Sunnybank; Natalie Daw, HWT Camberwell; Skye Gainey, Intrepid Travel and Sonia Mayes from HWT Banora.

THE declining Australian dollar isn't having a negative impact on the youth market's decision to travel to the United States, according to STA Travel.

New figures released from the retail agency show there's been a nearly 40% uptick in the number of Australians booking holidays to the US in Jun, compared to the corresponding month last year.

MD of STA Travel Australia David Green said the figures, coupled with the group's \$4 million two-year partnership with Brand USA (**TD** 11 Jul), "even more exciting."

The pact with Brand USA includes the launch of the USA Destination Hub which is billed as a "one-stop multimedia travel guide."

The micro-site is giving away a trip for two people to win The USA RoadTrip of a Lifetime across the States with their own film crew - see www.bit.ly/STAUSTrip.

Prebook EY exit rows

CORAL Economy Class pax flying with Etihad Airways are now able to reserve exit row seats that "guarantee extra legroom."

Offered on a first-come, first-served basis, passengers can pre-reserve exit rows when booking online, via EY's Global Contact Center or at its retail shops.

Guests with existing bookings can also add the request, also via the Global Contact Center.

The new service is available on all Etihad Airways operated flights, with exit row seat prices varying based on length of segment, starting at US\$25.

Passengers with children or infants are ineligible to pre-book the exit row seats.

SATC rebrand Fundi as SA Specialist program

SOUTH African Tourism is taking sign-ups for its new SA Specialist program that has been developed to assist agents with providing superior service when selling the destination to clients.

To qualify, participants need to complete seven modules within 90 days & write a final assessment, achieving a pass mark of 80%.

Qualified experts then earn a certificate acknowledging them as an SA Specialist.

The refreshed scheme - flagged previously by **Travel Daily** two months ago (**TD** 16 May) - was formerly branded as Fundi.

AA Airbus delivery

AMERICAN Airlines has taken delivery of its first narrow body Airbus A319 aircraft as the carrier moves forward with plans to establish "a more modern, fuel-efficient fleet."

Over coming years, AA will take delivery of 260 A320 family aircraft, the first of which will go into service operating out of the oneworld carrier's primary hub of Dallas/Fort Worth from Sep.

New Huntington clip

HUNTINGTON Beach Marketing and Visitors Bureau has launched a new destination video showcasing the California beach hotspot - see www.bit.ly/huntvid.



Business Development Executive Brisbane Sales Office (12-month Maternity Leave Contract)

Cathay Pacific Airways is looking for a highly motivated Business Development Executive to join the Brisbane sales team, responsible for a retail portfolio looking after the north side of Brisbane.

The successful candidate will need to demonstrate the following:

- Ability to identify key incremental revenue opportunities
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We will offer the successful candidate a competitive salary and company benefits.

If you have the above skills and are confident of achieving complete success, please email your resume to: Howard Field, Business Development Manager, QLD howard_field@cathaypacific.com

Applications close 31 July 2013

Please note: Only those applicants who are successful in gaining an interview will be notified.

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career@spencertravel.com.au



The industry's red carpet moment

ARRIVING at this year's National Travel Industry Awards last Saturday night was a true VIP experience, with Avis sponsoring a red carpet, paparazzi snapping guests and celebrity James Tobin conducting live interviews which were shown on the big screens inside the room

These photos were taken on the red carpet, with hundreds more available on our website and at www.facebook.com/traveldaily.

RIGHT: Jenny Lorkin and Russell Butler from Avis with AFTA ceo Jayson Westbury.



ABOVE: Looking fabulous are Nidhi Menoy and Ram Chhabra from CVFR Travel Group.



LEFT: Experience clearly helps! TV personality Catriona Rowntree, who attended the awards as a guest of Greece and Mediterranean Travel Centre, shows how to really strut your stuff on the red carpet.

BELOW: Have you met this Lady in Red? Angelya Vassiliadis-Balaguer from Dubai Tourism looks stunning with Mark Kissas of Flight Centre Westpac Plaza in Sydney.



RIGHT: Now this is the way to do ambush marketing! These ladies from Geckos definitely had a good reason to brave the cool weather by going sleeveless.

LEFT: More good lookers: David Rivers from Harvey World Travel with Fiona Dalton from Qantas Holidays and Viva!, winner of Best Wholesaler - Domestic.



RIGHT: Sabre ambassador and Channel 7 personality James Tobin in front of the photo wall with Phil and Alison Hoffmann from Phil Hoffmann Travel.



RIGHT: Look, our bow ties nearly match! Graham Muldoon from Travelscene American Express with Barry Mayo from House of Travel/TravelManagers which recently celebrated signing up its 400th member.





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.

Lauren Blank has been recruited as the new Public Relations Manager Australia at **Tourism New Zealand**, based in Sydney. Blank brings a wealth of experience from her previous position at Qantas Airways.

Based in Sydney, **Glen Davis** has been appointed as the new Business Development Manager at **Tourism Australia**. For his new role, Davis has relocated from TA's London office where he spent the last 4 1/2 years.

CVFR Travel Group has this week appointed **Arthur Vicario** as its new State Manager for NSW/Qld.

On The Go Tours has welcomed **Lauren King** as Business Development Manager for VIC/Tas, taking over from the Europe-bound Jaqui Stark.

Following a global search, **Stefan Pichler** will take the reigns as the new Chief Executive Officer at **Fiji Airways**, to begin on 01 Sep. Pichler comes to the carrier from his prior ceo role at Jazeera Airways, based in Kuwait.

Agent only wholesaler **Excite Holidays** has named **Colleen Sutcliffe** as its new Reservations Manager. Sutcliffe brings considerable experience developing sales teams from former roles at Scenic & Evergreen Tours.

Now tasked with developing industry relationships and driving growth in NSW, Qld and Vic, ski holiday firm **Sno 'n' Ski** has promoted **Emily Porter** to the role of its new Business Development Manager as the company seeks to expand within these markets.

Paul Gauguin Cruises has appointed **David Kelly** as its new Director of Vessel Operations. Kelly will be responsible for all in-house vessel operations such as port planning, hotel operations, land programs and entertainment options onboard.

Jelly Bean cruise

THE Danii Meads-Barlow Foundation has announced its inaugural Jelly Bean Cruise will be held aboard *Celebrity Solstice* over three nights.

The 17 Jan sailing will be targeted to parents & kids/teens with diabetes & their families and includes a series of educational workshops in a relaxed setting conducted by diabetes specialists.

To reserve a cabin, contact Cruisescene on 1800 678 555.

VA director changes

VIRGIN Australia Holdings Ltd has advised the stock market that Keith Roberts has ceased to act as an alternate director for David Baxby, however he retains the same role for Joshua Bayliss.

CZ boost BNE to daily

CHINA Southern Airlines will fly its new Airbus A330 aircraft on daily flights to Brisbane from 21 Nov, the carrier has confirmed.

The increased frequencies have been welcomed by management at the Qld capital city gateway, with BNE general manager airline and commercial business Andrew Brodie saying the decision by CZ is to be applauded.

MEANWHILE, Brisbane Airport has reopened its Airport Discovery Centre following its relocation to the Village Markets at Skygate.

The interactive centre was first opened in 2010 and offers visitors an insight into the workings of the facility, with maps & displays on airport operations, aviation security, border protection and environmental sustainability.

BNE "maturing" 4 HA

HAWAIIAN Airlines parent firm, Hawaiian Holdings Inc, has referred to the Brisbane market as "maturing fast", less than a year since non-stop services from Honolulu to the Queensland capital commenced.

The comments were made this week by HA when reviewing its traffic and network for Q2 2013.

HA said its Honolulu-Auckland performance was also "on track".

MEANWHILE, 319 pax & crew on HA's Sydney to Honolulu flight last Thu were forced to overnight in Fiji due to an engine issue.

Cathay going offline

CATHAY Pacific is advising pax will be unable to book or change existing bookings online or via mobile platforms for a period of 7hrs, from 17:00 27 Jul (GMT).

Passengers are being advised to bring a printout of their e-ticket or boarding pass to the airport to assist with smooth check-ins.

WIN A RIVER CRUISE FOR TWO IN EUROPE WITH APT



Click here for more info and terms & conditions of the competition

This month *Travel Daily* is giving one lucky reader and their friend the chance to win a 15-day European river cruise, including return flights, courtesy of **APT**.

The prize consists of:

- 15-day 'Magnificent Europe' cruise with APT in a Category E Twin Window Suite, including all accommodation, meals, activities and transfers on tour, as specified in the chosen trip brochure itinerary;
- Return economy flights for two on an airline of APT's choice from the winner's nearest capital city to and from the trip start and end destination.

Every day *Travel Daily* will ask a different question – just read the issue and email us your answer. There will be 23 questions in total, which will also be posted on our website.

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 river cruise holiday.

Email your answers to: APTcomp@traveldaily.com.au



Q.19: Name the 2 Freedom of Choice™ Dining options available in Warsaw

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Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

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Editor: Guy Dundas

Assistant Editor: Matt Lennon
Contributors: Chantel Housler, Jenny Piper and Barry Matheson

Email: info@traveldaily.com.au



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**STATE CORPORATE OPERATIONS MANAGER
MELBOURNE – SALARY PACKAGE \$95K+**

Reach for the top spot when you join this Victorian based travel operation. As part of a national company, your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be managing all financial responsibilities of the Victorian operation.

IT'S ALL ABOUT NETWORKING

**INDUSTRY SALES MANAGER X 2
PERTH & SYDNEY - GENEROUS SALARY PACKAGE**

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

A ROLE WITH HEART

**OPERATIONS/PRODUCT MANAGER
SYDNEY – SALARY PACKAGE \$100K - \$110K**

Exciting new senior management opportunity exists with this unique travel specialist. As operations/product manager your role will ultimately be responsible for designing specialist tailor made group adventures, contracting suppliers and overseeing the operations, including total P&L Accountability. Must come from a senior management background, with strong negotiation & people mgmt skills.

BRING INNOVATION TO ACCT MANAGEMENT

**NATIONAL ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE TO \$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.

THE ULTIMATE PRODUCER

**REGIONAL HEAD OF PRODUCT x 2
BRISB & SYD 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.

WORTH MORE THAN YOUR GETTING?

**CORPORATE BDM X 3
BRISSIE & 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

DEVELOP INCENTIVE PROGRAMS TO ENTICE

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

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants!

DO NUMBERS MAKE SENSE TO YOU?

**BUSINESS / PLANNING ANALYST
BRISBANE– GENEROUS SALARY PACKAGE**

Here is a unique role designed for someone with acute numerical skills and an analytical mind. The Planning Analyst plays a critical part in the ongoing development and success of this growing organization. This is a highly analytical role requiring previous experience as a business analyst, pricing modeling, tertiary qualifications in Economics, Accounting or Marketing and advanced Excel & Database skills.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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Working in partnership with the Australian Travel Industry

Senior Travel Reservations Consultant

Sunshine Coast - \$40-45K + Super - Ref 233SJ1

Would you like to specialise in high-end, off the beaten track itineraries and concentrate on piecing together lucrative bookings? A niche travel agency is looking for a Senior Travel Consultant to join their experienced team in the Sunshine Coast. You will ideally have 5 years+ in the industry and be extremely well travelled in order to provide the skills & experience necessary to flourish in this position. Call for a confidential discussion today!

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

Team Leader (Corporate Travel)

Sydney CBD - \$70-75K DOE - Ref 702BP2

Do you have experience as leader of a corporate travel team? Do you have the ability and desire to manage & guide a team in all corporate travel operations? This successful and well respected corporate travel agency are looking for a motivated, positive and experienced Team Leader to join their family. If you have previous experience as a successful Travel Manager, and are adept at driving a team to succeed in a fast paced environment, we would love to hear from you!

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

Entertainment Corporate Travel Consultant

Melbourne - \$55-65K + Super + Incentives - Ref 713DB

Roll out the red carpet..... Want to work with the stars? An amazing travel opportunity has just arrived! Calling all experienced Corporate Travel Consultants looking for a fast paced exciting travel position. This successful travel agency are looking for someone to join their team, booking entertainment travel. From music artists to sporting teams, they are the travel manager to the stars! Don't miss out apply today and get in with the glitz and glamour!

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

Cruise Travel Specialist

Adelaide - \$38-40K + Super - Ref 3053NC2

Are you an experienced Travel Consultant who loves selling cruises? We are in need of a dedicated Cruise Travel Consultant, offering repeat clientele exceptional customer service and travel deals to a variety of world-wide destinations. This is a successful, well established travel company that is in need of a new Cruise Specialist to organise and operate the cruise department. Bring your excellent product knowledge and fantastic sales skills to the role.

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

Ski Travel Specialist

Brisbane - \$Competitive + Bonus - Ref 562SJ1

If you want to combine your two loves of travel and the snow, then this is the role for you! Sell ski packages and tailor made ski itineraries every day. If you have a travel background, are an avid skier and enjoy uncapped earning potential, this is the perfect role for you. In a CBD location with a fantastic team, this rare opportunity is sure to be snapped up soon. Show your interest now and apply with your CV outlining your passion for ski.

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

Destination Leader/ Product Manager

Sydney - Package Circa \$100K - Ref 723LYB1

Fantastic new role for an experienced Product Manager to lead a lovely team of product professionals from the front. An ideal opportunity to work with a market leading travel management company within their wholesale arm. This role is slightly different to your average Product Manager position. Not only is it for an amazing company who treat their staff exceptionally well, you will get to develop and motivate a couple of dynamic wholesale teams, remit Asia

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

Cruise Travel Consultant

Melbourne - \$Base + Commission - Ref 637PC4

Love cruises? Then I need you! My client is looking for a specialist to cater for the growing cruise market within their offices. You would have a minimum of 2 years experience as a Travel Consultant and have completed academies for Cruise lines. Ability to use Polar Online and proficient in using a GDS also preferred. Your expertise would lie in cruising and everything that comes with it. Only qualified & experienced consultants will be contacted.

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

Specialist Corporate Travel Consultant

Perth - \$50-60K + Super + Fams - Ref 0716NC1

This is a fantastic and rare chance to work within one of the leading TMC in Perth. Make your move today - it's time to be appreciated for your past extensive travel industry experience - ideally 4 years. You would be a fares and ticketing wizard and deliver fantastic customer service. Dealing with the educational sector in this specialist role, booking flights, cars and hotels for around the world. Advise on general destinations and up to date visa information in this busy role.

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



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