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# Travel Daily

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Thursday 13th Jun 2013

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## Jelly Bean Ball tickets

**THE** Danii Meads-Barlow Foundation has a limited number of seats left for this Sat night's Jelly Bean Ball, being held at the Sofitel Sydney Wentworth.

Adult tickets are available for \$199, with the event helping to raise funds to lobby industry and government to introduce latest technologies to aid with management of Type 1 diabetes.

To book last chance seats, go to [www.bit.ly/JBBtkts](http://www.bit.ly/JBBtkts).

## US promotion to ramp up

**BRAND** USA is wasting little time in establishing its presence in Australia, with a plan of action to promote US tourism from its Sydney base starting in early Jul.

Appointed just last month to set up a Brand USA office in Australia and NZ, Jo Palmer, md of Gate 7 said she and her marketing team will begin by implementing a series of industry seminars to get the ball rolling.

At a joint Australia/Kiwi Pow Wow reception at the Tropicana Hotel in Las Vegas, Palmer told **TD**: "Firstly, we want to explore the advantages of working together and co-operating with partners, such as airlines and tour operators who want to increase their market share to America.

"We've been given the funding

and the biggest takeaway from being here at Pow Wow is getting key people on board to form joint promotional partnerships, but I'm confident we'll be able to roll out the many exciting opportunities that lie ahead," added Palmer.

"We'll be announcing other strategic plans in the coming months," she said.

The US Government shut its US Travel & Tourism (USTTA) office in Australia nearly two decades ago, leaving the promotion of America unfunded which led to the formation of the Visit USA Organisation Australia to help keep Uncle Sam in the spotlight.

### A350 XWB test flight

**AIRBUS** says its on track to conduct the first flight of its new A350 XWB aircraft from Toulouse-Blagnac airport tomorrow, weather conditions permitting.

The all-new mid-size long range eco-friendly jet provides 25% less fuel burn and CO<sup>2</sup> emissions than existing aircraft of the same size, seating between 270-350 pax.

To date, Airbus has 613 orders for the XWB from 89 customers

### Nine pages of news

*Travel Daily* today has nine pages of news & photos, a page of photos for **Rail Plus** and full pages from: (**click**)

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## Hook to leave Accor

**PETER** Hook, long-time public relations manager for Accor, has announced his departure from the company after 18 years.

He's been on leave since it was revealed that he had posted about 100 anonymous reviews on TripAdvisor (**TD** 24 May), some relating to hotels which was seen as a conflict of interest.

He said that Accor had been sympathetic, but he had decided it was best to "pull up stumps".

The controversy has attracted worldwide attention, with reports saying the case had highlighted TripAdvisor's lack of transparency.

Hook pointed out that 70% of his reviews related to restaurants, and that the small number of hotel reviews were not "fake" but based on personal experiences.

## Disney adds to the magic

**DISNEY** Destinations has revealed details of a new high tech "My Magic Plus" system being implemented at Walt Disney World Resort in Florida which utilises wi-fi and electronic identification to significantly improve the guest experience.

My Magic Plus is currently being piloted, with Disney Destinations Exec Vice President Worldwide Sales & Travel Operations, Randy Garfield, telling **TD** at IPW in Las Vegas today that the groundbreaking system offers big operational advantages too, allowing managers to see which parts of the park are busy and deploy resources accordingly.

The WDW resorts have been fully equipped with free wireless internet, and a "My Disney Experience" smartphone app links into the system to offer features such as interactive map navigation of the park and live updates on wait times at nearby attractions and restaurants.

My Magic Plus extends this via an RFID "magic band" bracelet which will eventually be used by all guests staying at the resort's wide array of accommodation.

Guests use the band to access their rooms, make purchases across the parks and for park entry (so turnstiles will eventually disappear) - and Disney will also introduce a concept called "FastPass Plus" allowing guests to pre-reserve time-slots for certain

rides so they can plan their visit.

The system also allows easy restaurant reservations and other features such as sharing of photos - and the wide-ranging platform is expected to continue to evolve as Disney sees how guests use it.

"It's going to revolutionise the way people experience the resort," Garfield said, with the system expected to eventually roll out across all Disney parks.

**MEANWHILE**, Garfield also highlighted the huge ongoing innovation across the Disney portfolio, including a new Avatar themed land at Animal Kingdom, the debut of a New Fantasyland at the Magic Kingdom, a new Four Seasons Hotel in Orlando as part of the upscale Disney Golden Oak residential precinct, plus the recent completion of a five year \$1.4 billion expansion at Disneyland Resort California.

There's also changes at the firm's Aulani Resort in Hawaii to offer more in-property dining and pools, and a makeover of Disney Cruise Line's *Disney Magic*.

That's not to mention the new Mystic Point area at Hong Kong Disneyland plus Disneyland Shanghai, set to open in 2015.

**AND** Disney has also confirmed the departure of Sean Harrigan, its long-time Travel Industry Marketing Manager in Australia, who had been with the company for 13 years.

More from IPW on **page five**.

## QF activities push

**QANTAS** is this month offering four frequent flyer points per dollar spent on activities booked at [qantas.com](http://qantas.com) - quadruple the normal rate.

QF recently revamped its activity offering via a new partnership with Viator (**TD** 20 Mar) and now offers more than 10,000 activities in 800 destinations across the globe.

## Rodricks Star role

**SWISS** International Air Lines Manager Australia Anil Rodricks has today been named as the new chairman of the Star Alliance Country Steering Committee.

Rodricks replaces Air Canada gm Australia/NZ, Jeannie Foster.

More of the latest 'Industry Appointments' on **page seven**.

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## Virgin recruits for High Flyer

ANOTHER spin-off position has eventuated from Tourism Australia's Best Jobs in the World campaign, courtesy of airline partner Virgin Australia.

Announced today at Sydney Airport as the 18 international finalists from the Best Jobs camp flew into Sydney, VA would award one of the group the role of Virgin Australia High Flyer.

The unique position will see the lucky recruit undertake Virgin's

customer service training to equip them with the necessary skills and expertise to travel the country uncovering new innovations in world-class service covering dining, culture and entertainment, the airline said.

VA Chief Customer Officer Mark Hassell said the role would help Virgin build "rich insights, trends and new ideas in service."

Last month TA appointed an unsuccessful applicant with a job working for its social media team.

The 18 finalists today flew out to the six states and territories for the final phase of their respective dream job quests.

The six Best Job & 7th High Flyer winners will be named on 21 Jun.

## TC digital coordinator

TRAVELLERS Choice has appointed a new digital marketing specialist to lead the retail travel group's digital & social media and member portal marketing strategy.

Marketing manager Robyn Mitchell said Lucy Zupan's skills & knowledge would enhance the group's "sophisticated" digital marketing presence.

## PAL all-Economy A330

PHILIPPINE Airlines will launch an all-Economy class configured A330-300 aircraft on flights to Saudi Arabia from Dec.

According to GDS displays, the single-class A330 has capacity for 414 passengers in a 3-3-3 seating configuration.



## Window Seat

THE Australian contingent at International Pow Wow this week is staying in a hotel once described by James Bond (in *Diamonds Are Forever*) as "quite comfortable".

The Tropicana Hotel, now managed by Hilton under its Doubletree brand, once had ties to the Mafia and the property now features "The Mob Attraction" in which live actors recreate seedy scenes in casino back rooms and police stations.

The Tropicana has also featured in other productions including Elvis Presley's 1964 hit *Viva Las Vegas* and the TV series *Charlie's Angels*.

TD had an intriguing encounter during IPW in Las Vegas, with a strange coincidence courtesy of United Airlines.

Flying on UA's San Francisco service last Sat, the single big-screen inflight entertainment system in Economy class featured a US cooking reality show called *Chopped*.

The particular episode screened was won by a Las Vegas chef called Gerald Chin - who just so happened to be working on one of the food stands at the Mandalay Bay Pow Wow opening party.

TD publisher Bruce Piper's brush with US reality cable TV fame is captured at right.



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## Aussies lead mobile bookings

**AN INCREASING** trend to search and book hotels and flights using smartphones and tablet devices is being led by the Australian traveller, says TripAdvisor.

In Sydney this week to celebrate TripAdvisor's 2013 Certificate of Excellence awards tonight, Global Vice President of Sales Julio Bruno told *Travel Daily* that Aussies are "top of the heap" globally in terms of using smartphone technology.

Bruno said 74% of hoteliers in Australia indicated in its recent TripBarometer they understand the importance of having a bookable mobile platform, but just over one quarter today were allowing the process.

"Many hoteliers don't have a website optimiser or an app, or they don't know how or can't afford to provide the mobile service," meaning they are losing out on potential business, the TripAdvisor executive said.

"Seeing that the Australian market is moving more towards mobile, hoteliers need to embrace the technology more.

"At the end of the day, hoteliers want to book their customers directly so why would you leave a big chunk of present and future bookings - leave it there for somebody else to pick it up," Bruno told *TD* yesterday.

He said hoteliers without the budget or marketing department to have their own mobile platform could take advantage of a number of free tools offered by TripAdvisor to engage with customers mobile-wise.

"Australian hoteliers are very clever and it's just a matter of time before more businesses move to a mobile offering."

**MEANWHILE**, Bruno said the switch-over this month from hotel search pop-up boxes to a meta-search with live availability and price comparisons (*TD* Fri) has been welcomed by hoteliers and consumers as a "win-win."

The meta-search function is "much cleaner, faster and visually easier to use & compare hotels" for our 200 million monthly unique reviewers, Bruno said.



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## DNSW home run

**DESTINATION** NSW expects an injection of \$13+ million and over 10,000 int'l and interstate visitors to Sydney in Mar after the NSW capital was named as the host for the Opening Series of 2014 Major League Baseball.

The coup sees the Los Angeles Dodgers take on the Arizona Diamondbacks at the Sydney Cricket Ground on 22 and 23 Mar, and is only the 6th time the series has been played outside the US.

DNSW ceo Sandra Chipchase said the games would be telecast to around 168m households in key tourism markets, including the US, Japan, Korea and China. Qantas is the event partner.

## Scoot Goldie traffic

**THE** number of pax flying with Scoot to/from the Gold Coast since the airline began operation a year ago is nearing 160,000.

Gold Coast Airport coo Paul Donovan says residents from Coffs Harbour to Brisbane have "reaped the rewards" of the LCC's introduction to the market.

"(Scoot's) success reinforces the appeal of the Gold Coast and Northern Rivers as a destination of choice for international travel," Donovan said.

Gold Coast Tourism ceo Martin Winter lauded Scoot as being "instrumental to noticeable increases in visitation out of the south-east Asian region."

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## Travel Daily on location in Las Vegas

Today's issue of TD is coming to you from Las Vegas courtesy of the US Travel Association which is this week hosting its annual International Pow Wow here.

IPW wraps up today after three frenzied days of meetings, networking and partying in true Las Vegas style.

Tonight the famous Caesars Palace casino hosts the farewell bash which is rumoured to feature performances from a number of top celebrities including Las Vegas fixture, the one and only Celine Dion.

## TBIT new era for LAX

THE revamped Tom Bradley International Terminal at Los Angeles International Airport is close to completion of a US\$1.5b transformation, and in partnership with Australian shopping centre giant Westfield is set to become a "fashionable front door" for arrivals to the city.

According to LA Tourism & Convention Board ceo Ernest Wooden, the terminal will serve over 61 million passengers a year and will offer a "stellar array of dining and shopping offerings".

Wooden said TBIT will also feature a shopping concierge service for passengers and "set the bar for every other airport".

The enhanced terminal will be previewed next week.



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Seek link: <http://www.seek.com.au/job/24664992>

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## A rose between two thorns?



ABOVE: Newly appointed Brand USA representative Jo Palmer was spotted on a very hot Las Vegas evening at a Pow Wow reception for the Australian and NZ contingent.

She's pictured with Dennis Basham, National Product Manager for Virgin Australia Holidays; and Craig Robinson from Relaxaway Holidays on the NSW Central Coast, both buyers attending the event.

Lots more Pow Wow pics online at [facebook.com/traveldaily](http://facebook.com/traveldaily).

## Orlando agent deals

VISIT Orlando has announced a "Global Hospitality Days" program for the travel industry, offering specials on accommodation, dining and attractions for hospitality and tourism industry employees.

The offers are available 15 Aug-30 Sep, and industry ID is required to access the deals listed at [visitorlando.com/hospitality](http://visitorlando.com/hospitality).

## Kennedy Angry Birds

NASA'S Kennedy Space Center Visitor Complex at Cape Canaveral in Florida has debuted a new attraction called Angry Birds Space Encounter.

Based on the wildly popular Angry Birds game, it allows guests to interact with the characters while learning about space.

## Infinity, Creative honoured at IPW

AUSTRALIAN wholesalers Infinity Holidays and Creative Holidays have been recognised for their "prominence and contributions to the US travel industry" in the US Travel Association's inaugural Chairman's Circle awards.

They're among 46 of the world's highest volume tour operators and buyers of US travel product, with NZ-based House of Travel also on the awardee list.

At a special IPW event, the winners were presented with a "hand-cast bronze medallion" as a thank you for their excellence in promoting travel to the US.

They also enjoyed an exclusive show from Las Vegas-based Aussie group Human Nature.

## Brand USA targets air

US destination marketing organisation Brand USA will be the "official tourism partner" for the upcoming World Routes Development Forum in Oct.

The exclusive sponsorship will see Brand USA reach airlines and airports from 125 countries, according to Brand USA ceo Chris Thompson, with a special Air Team USA division created to help US suppliers engage the airline industry and lift capacity.



**VENTURE** Holidays and Virgin Australia recently hosted a dedicated Phil Hoffmann Travel USA educational taking in Santa Monica, Anaheim and Las Vegas.

The group were guests of the stunning Loews Santa Monica Beach & the Santa Monica Tourist bureau, and enjoyed a VIP BBQ on the beach and a bike ride from Santa Monica to Venice Beach.

In LA, participants enjoyed time at Universal Studios Hollywood, experienced Disneyland, a Disney Character breakfast and watched an Angels baseball game while in Anaheim, staying at Desert Palms Hotel & Suites.

Phil Hoffmann staff also trialled

the Lux Bus transfer between Anaheim and Las Vegas where they spent two nights at the ARIA Resort & Casino.

A highlight of the famil was the marriage of Venture's Cos Matteo & Virgin Australia's Alison Thomas by an Elvis impersonator at the Graceland Wedding Chapel.

**Pictured** above at Universal Studios Hollywood, back row from left are Graziano Tavoni, Jeremy Potter, Anna Thomson, Tim Pill, Hamish Boot and Alison Thomas, Virgin Australia.

Front row: Debbie Snow, Laura Zorzo and Venture Holiday's Cos Matteo and Anna Dello.

## Skills list submissions

**NSW-BASED** travel industry members are being encouraged to have a say on proposed State Government reforms on which qualifications will continue to be available for a partial or full government subsidy.

Consultations are underway on the NSW Skills List, which may be modified based on industry needs, training pathways and labour market trends state-wide.

According to Jonathan Sharp of Independent Cruise Training, any changes made are likely to impact on tourism concerns if travel-related courses are removed from the official NSW state skills list.

For more details or to comment, visit [www.bit.ly/haveasay](http://www.bit.ly/haveasay).

## Emirates A380 to LAX

**EMIRATES** is continuing to roll out new A380 routes, with the latest being on the Dubai-Los Angeles route.

EK will deploy the superjumbo on EK215/216 daily effective from 02 Dec this year, boosting capacity from the current Boeing 777-300ER operation.

## Tiger cargo pact

**SINGAPORE-BASED** Tiger Airways has signed a strategic cargo partnership agreement with ECS Group, under which ECS will represent and market cargo space on the Tiger A320 fleet.

The carrier said the move enables it to achieve a cost-effective cargo market presence.

## SQ select Rolls-Royce

**TRENT** 1000 engines, made by Rolls-Royce will be used to power 30 new Boeing B787-10X Dreamliner aircraft to be delivered to Singapore Airlines in the 2018/19 financial year.

Late last month, SQ signed an order to buy, among others, 30 units of the newest evolution of the carbon composite aircraft from Boeing (*TD* 31 May).

## Sofitel Uruguay open

**ACCOR** has extended the reach of its upmarket Sofitel Luxury Hotels brand with the opening of the Sofitel Montevideo Casino Carrasco & Spa in Uruguay.

Declared a national heritage building 40 years ago, the 93 room and 23 suite property was opened in 1921 and has recently undergone a \$75m renovation.

## Staff leaving budgets

**INPLACE** Recruitment managing director Sandra Chiles has urged businesses to ensure they budget for recruitment into their new financial year forecasts.

"The impact on staff morale, customer service levels, productivity and ultimately business profits can be enormous without a defined recruitment strategy and budget that allows you to act quickly to replenish your team," Chiles said.

She said companies that budget for resignations and re-hiring will improve their bottom line.

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**Only short listed applicants will be contacted and the successful candidate must have a Full Time legal work permit in Australia.**

# ACCC two-price crackdown

**BUSINESSES** displaying “two-price” advertising are being cautioned by the competition regulator about the practice, warning the law may be broken if promoted incorrectly.

The Australian Competition and Consumer Commission said price comparisons that contrast a higher previous price to a lower or sale price are breaching the Australian Consumer Law if any represented savings are not real.

The watchdog used examples such as ‘was/now’ or ‘strike-through’ pricing, or if specifying a particular dollar or percentage

saving amount.

“Comparisons between ‘cost’ & ‘sale’ prices can be misleading if the specified ‘cost’ price is greater than what the business paid for the goods,” the ACCC said.

Businesses need to remember that a ‘sale’ or ‘discounted’ price should only be offered for a limited period, as after a reasonable time the cheaper cost effectively becomes the new selling price.

More at [www.bit.ly/ACCCprice](http://www.bit.ly/ACCCprice).

## Europcar, Accor pact

**CAR** rental firm Europcar Australia and hotelier Accor Asia Pacific have extended their industry partnership for 3 years.

The alliance provides exclusive, all-year-round offers to customers and employees of both firms, while enabling Europcar to offer earn & burn points on accom for members of its loyalty scheme.

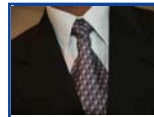
## UMI incentive closing

**G ADVENTURES** is reminding travel agents that time is running out to register for its 2013 UMI incentive to win one of 12 trips, based on bookings made.

Entries close on 30 Jun, more at [www.gadventures.com/umi](http://www.gadventures.com/umi).

## Getaway sneak-peek

**THE** 2nd week of Channel Nine & WIN’s South America coverage on *Getaway*, courtesy of Scenic Tours, will air at 5:30pm on Sat - more at [www.bit.ly/getawaySA2](http://www.bit.ly/getawaySA2).



## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily*’s Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

Former Avis scholarship winner **Nigel Rodighiero** has been welcomed onboard as the new Sales Executive SA/WA at **Rail Plus**. Rodighiero brings a decade of experience in the leisure and corporate travel sectors, with the newly-created role to be based in Adelaide.

The board of **Tourism Holdings Limited** has appointed **David Neidhart** as a non-executive director of the company. Neidhart brings an extensive background in investment banking to the board and has spent the last four years in the UK leading strategy development for Hertz.

**Brindabella Airlines** has this week installed **Paul Schütz** as its new chief executive officer. Schütz brings experience with a number of int’l airlines including Ryanair, British Airways, Virgin Express and Aer Lingus.

Growth in the Cairns region has led **Accor** to make some internal changes to a number of General Manager positions. **Paul Morton** has moved from his former GM role in Tasmania to take on the same role at the **Mercure Cairns Harbourside**. Elsewhere, **Paul Clark** will move to Australia from NZ to take the GM post at the **Pullman Cairns International**.

Also in Cairns, local reef operator **Passions of Paradise** has appointed its current ceo **Scotty Garden** and IT manager **David Cumming** as partners in the firm as thanks for many years of loyal service.

**Tina McIntosh** has been named as the new General Manager of Sales & Marketing in Australia for **Busabout, Haggis and Shamrock Adventures**. McIntosh formerly worked with youth brand Nickelodeon.

Joining the team at **Travel the World** is **Deb Corbett**, who will assume the duties of the Marketing & Product Manager from mid next month.

**Michael Johnson** has returned to Sydney from Melbourne for his new posting as the General Manager of the **Parkroyal Parramatta**.

**Swissotel Sydney** General Manager **Daniel Fueglistner** will relocate to China as the new GM of the **Swissotel Kunshan**. He replaces **Stephen Fewell**, who is off to Russia as the GM at **Swissotel Kamelia** in Sochi.

Bringing 16 years in the hospitality industry, **Rob van Hartitzsch** has been named as the new General Manager at **Rydges Plaza Cairns**, moving from his former role in New Zealand at the Rydges Wellington.

Taking the helm of the Customer Services department at **Great Barrier Reef Helicopters** is **David Howarth**, who brings experience working in a number of tourism and event management ventures around the world.

Academic travel firm **Campus Travel** has bolstered its management ranks with a new Director of Sales in **Jamison Warren**, starting from last week.

**Outrigger Hotels & Resorts** has recruited Australian **Mark Simmons** as its new Vice-President sales and marketing for the Asia-Pacific region. Simmons will be based at the company’s regional HQ in Phuket, Thailand, and joins the firm from his most recent role with SilverNeedle Hospitality.

**Ice Cheng** has joined the team at Hong Kong’s **Harbour Plaza Grand Kowloon Hotel** as the property’s new Director of Sales and Marketing.

**Radisson Blu Hotel Sydney** has appointed **Alex Barnett** as its new Marketing Communications manager. Alex moves to the hotel from his previous role with *Australian Traveller* magazine.

## Brindi aircraft order

**BRINDABELLA** Airlines will introduce four BAE Jetstream 41 aircraft to its fleet over coming months, the first to enter into service early next month.

A further five Jetstream 41s are on option with BAE to support projected growth over the next 2 years, the regional airline says.

The new arrivals complement Brindabella’s existing Jetstream 41 and 32 fleet will enable it to reintroduce the 41 product onto the Brisbane-Tamworth and Brisbane-Coffs Harbour routes.



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For further details, and on-line application process, please visit our website [www.emiratesgroupcareers.com](http://www.emiratesgroupcareers.com) Ref No. CS&SA/CJ/24984

Applications close on Sunday 23rd June, 2013. Telephone and postal applications will not be entertained. **Only candidates that meet the minimum requirements will be considered and contacted.**

## Rail Plus puts European trains on the map

**OVER** the past couple of months, Australia's leading rail specialist has been giving travel agents giant laminated maps of Europe showing all the major high-speed rail networks.

The Rail Plus charts - which also highlight key reasons to travel by train and the 10 most popular European high-speed lines - now sit on the walls of hundreds of travel agencies Australia-wide.

As part of the promotion, Rail Plus sales reps asked agents to send in a creative photo of their map, with the best image in each state receiving three bottles of Veuve Clicquot champagne.

Congratulations to Flight Centre Docklands, Vic, Phil Hoffmann Travel Stirling, SA, Maria Slater Travel, ACT, Flight Centre Head Office Product & Training, NSW and RACT Rosny, Tas for creating their winning entries.

If your agency would like a giant European map, contact your Rail Plus state sales rep or send an email to Ingrid at [ikocijan@railplus.com.au](mailto:ikocijan@railplus.com.au).

**BELOW:** One of the winning teams in the Rail Plus map competition - the highly-creative team from Flight Centre Dockside in Vic.



**LEFT:** The team from Flight Centre NSW Head Office Product & Training, with Rail Plus NSW sales rep Matt Symonds, channelling the Village People in their winning entry.



**BELOW:** Rail Plus maps make for compelling reading anywhere, apparently even when nature calls, as demonstrated in the entry from HWT Devonport, Tasmania.



**LEFT:** South Australia's winning entry came from Phil Hoffmann Travel Stirling, with Thomas the Tank Engine featuring as part of a revised European railway layout.

**BELOW:** Lying down on the job, the team from Flight Centre Burnside, were highly commended for their literal take on the meaning of around-the-world.

**ABOVE:** Jetset Norwood in Adelaide received a highly commended recognition for its entry.



**ABOVE:** Rail Plus rep Matt Symonds was almost literally swept off his feet at the entry from Maria Slater Travel, ACT.



**BELOW:** Winners in Tasmania were the team from RACT Rosny, who donned conductor outfits to woo the judges.

**RIGHT:** Hand modelling from the team at RACT Ulverstone in Tasmania. The team broke out the arts & crafts kits to design a paper train and decorate their Rail Plus office map.





### 3M sticks to Hahn

**US CARRIER** Silver Airways (3M) can now be ticketed through e-ticketing platform Hahn Air.

3M operates to 50 destinations in the US & has hubs in Atlanta, Billings, Cleveland, Ft Lauderdale, Tampa and Washington DC.

The regional carrier is headed up by former Air Pacific ceo and managing director David Pfeieger.

### Melb Medical confs

**A COMBINED** 2,600 delegates are expected to attend the 8th Asia Pacific Heart Rhythm Society Scientific Session in 2015 & Congress of Systemic Lupus Erythematosus in 2017 at the Melbourne Convention and Exhibition Centre, pumping \$10.5 million into the state's economy.

Victorian Minister for Tourism and Major Events Louise Asher said the events build on other major medical conferences won in the last few years.

Since Dec 2010, the Melbourne Convention Bureau has signed 56 int'l meetings for the MCEC.

## A Short Break up to the Top End



**ABOVE:** This group of nine agents recently embarked on a Short Break to Katherine Gorge and Edith Falls, one of the many experiences offered by AAT Kings for time-poor travellers.

The land touring company hosted the agents on an Infinity Holidays educational to Darwin and some of the highlights of the Northern Territory over five days last month along with NSW sales manager Daniel Toby.

While in the NT, the group awed in wonder at the formation of the sandstone gorges during a cruise down the Katherine River in the Nitmiluk National Park.

Another highlight was gaining an insight into Indigenous culture

at the Warradjan Aboriginal Cultural Centre.

**Pictured** above before setting off from left are Belinda Sadler, Renee Clarke, Helen Barlow, Stephanie Shanahan, Kyall Meadows, Natalie South, Kathryn Dean, Karine Isbister and Brian Forster.

### Wotif pays with WEX

**VIRTUAL** credit card solution Wright Express will become a supported payment method available for Wotif Group hotel bookings from Aug this year.

### Pop up at Luxperience

**LUXURY** B2B travel & tourism show Luxperience will next year host a series of pop-up shows in London, New York, Sao Paulo and Beijing to give exhibitors a chance to engage buyers in new markets.

### Travelport, TravelSky integration complete

**TECHNOLOGY** firm Travelport has successfully completed the integration of its Galileo RoomMaster hotel platform into the Chinese TravelSky GDS system.

Agents ticketing through the TravelSky system will now have full and real-time access to the RoomMaster inventory, which incorporates 300 brands and more than 90,000 hotels globally.

## WIN A SCENIC TOURS EUROPE RIVER CRUISE



Throughout June, **Travel Daily** is giving readers the chance to win an all-inclusive luxury river cruise for two valued at over \$20,000, courtesy of **Scenic Tours** and **Swiss International Air Lines**.

The prize includes two return economy class fares (ex major capital city) on Swiss International Air Lines and a Category E cabin on the 15 Days Jewels of Europe River Cruise (Amsterdam to Budapest) valid for travel in March, October or November 2014.

Every day **Travel Daily** will ask a different question – just read the issue and email us your answer. There will be 19 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 all-inclusive luxury.

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

**Q.8:** There are up to how many dining options available on a Scenic 'Space-Ship'?



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Part of the Travel Daily group of publications.



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## Executives . . .



Helene Taylor - CEO

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#### MEL & BNE – SALARY PACKAGE OTE \$120K+

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

### IS OPERATIONS YOUR THING?

#### CORPORATE OPERATIONS MANAGER MELBOURNE – GENEROUS SALARY PACKAGE

Are you a talented corporate travel manager looking to work for an organization that puts their staff first? Want to mentor a team that is looking for a leader? Then we have the role for you. This award winning corporate TMC is looking for an experienced operations manager to take the reigns of the Melbourne office. Excellent staff benefits and career advancement is just a start of what you will enjoy.

### ARE YOU TECHNICAL? PRODUCT MANAGER

#### SYDNEY EXCELLENT SALARY PACKAGE

This key role will see you influencing a team to deliver the overall commercial performance of this technical product to meet market requirements. You will be liaising with key stakeholders and third party developers to ensure the market requirements are met. Essentially, you will have a strong technical background; have excellent commercial acumen, plus account management and leadership skills.

### A THOROUGHbred PACESETTING ROLE SALES MANAGER

#### MELBOURNE – SALARY PACKAGE OTE \$85K+

Drive the future forward for this company. Use your influencing skills to build relationships and enhance this corporate company's client list! This fabulous organization is looking for a "go getter" with the drive and determination to succeed. Using your winning sales approach and influential tactics, your sales achievements will be rewarded & recognized with a lucrative sales package and bonus.

### CALLING ALL EVENT DIRECTORS SENIOR EVENTS DIRECTOR

#### SYDNEY – SALARY PACKAGE OTE \$90K+

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. Top salary pkg and global career progression on offer.

### THE FUTURE IS ON LINE

#### INDUSTRY PRODUCT MANAGER PERTH – EXCELLENT SALARY PACKAGE

Are you well connected and have strong commercial relationships? Have you worked across various mediums in B2B, have strong product knowledge and are target driven? If so, you may be the perfect match for this new role. Essentially you will come from selling and relationship driven background. You will have proven negotiation skills and excellent verbal and written communication skills.

### HIT THE ROAD JACK

#### INDUSTRY SALES MANAGER MELB - SALARY PACKAGE to \$80K+

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!

### HIGHLY SOUGHT AFTER ROLE

#### ONLINE INDUSTRY SALES/PRODUCT MANAGER SYDNEY – SALARY PACKAGE OTE \$100K

If you are passionate about product and have established key relationships, this dynamic travel online provider needs you! Due to expansion they are looking to grow their sales team. Your primary objective will be to develop and secure dynamic travel products from new and existing clientele for their direct consumers. You will be rewarded with a top salary & enjoy working in a fun, funky environment.

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This is an excellent opportunity for someone with lots of drive and determination to develop their sales and customer service skills working for a well established company. The ideal candidate will be bright, articulate, computer literate, and have a minimum of 2 years work experience within the travel industry, preferably in a sales orientated role.

Enjoy a working environment where no 2 days are the same, as well as excellent salary package, uncapped commission, merit based rewards and great career opportunities! Previous experience working within the recruitment industry will be rewarded with a higher basic salary, generous quarterly bonuses and other financial rewards incentives.

**If you enjoy the challenges of business development and want to utilise your travel industry knowledge, please contact Sarah Johnson on 02 9113 7272 or click [APPLY](#)**

**Travel Consultant (Events Industry)  
Sydney Inner West - \$50K + Salary - Ref 547lb1**

Oh! Something different? Love the travel industry but looking for a new, exciting and fast paced role in the MICE arena? An experienced Groups Travel Consultant is needed by a dynamic boutique events & incentives company. This is a Monday to Friday role with free parking, fantastic salary and a wonderful modern office environment, whilst working within a supportive and friendly team. This is a dream opportunity for a Groups Consultant looking for a new challenge!

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

**Corporate Travel Consultant  
Sydney CBD - \$DOE - Ref 530BP7**

We need an experienced Corporate Travel Consultant with bags of corporate travel industry experience and whose looking for a new, challenging role. This is an excellent opportunity for a savvy Corporate Consultant who know how to use initiative, multi task and maintain & build good relationships with our corporate clients, staff & suppliers. Work Monday to Friday in the city centre in exchange for an attractive salary package. Don't wait - apply now!

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

**Corporate Travel Consultant  
Melbourne - \$50-60K + Super - Ref 647DB1**

Are you looking for a new corporate travel challenge? Looking to join a fantastic, well established and expanding travel company? If so, look no further! We are looking for an experienced Corporate Travel Consultant with some leisure exposure, who will be able to deliver exceptional customer service and work with a mixture of clients. The successful applicant will ideally have working knowledge of Sabre and SAM. This is a great corporate travel company to join!

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

**Cruise Consultant (Temp)  
Brisbane - \$DOE + Super + Incentives - Ref 379sj2**

A fantastic temp role for an awesome Cruise Consultant! If you love cruise and can use Polar, this is the role for you! The role would allow you to work from home for just 4-5 hours a day in the first week of July. You would be responding to email and phone enquiries for world-wide cruises and would suit Polar Pro Consultants with exceptional customer service. If you know the difference of expedition cruises from your all inclusive, this is the temp role for you!

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

**Cruise Consultants  
Melbourne - Salary + Incentives - Ref 637PC**

Multiple Cruise Travel Consultants are required for Melbourne & surrounds. My client is looking for Cruise Specialists to cater for the growing cruise market within their offices. You would have a minimum of 2 years experience as a consultant and have completed academies for the Cruise lines. Ability to use Polar online and being GDS proficient is a necessity. Your expertise & passion would lie in cruising & everything that comes with it.

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

**Cruise Focused Travel Consultant  
Adelaide - \$DOE + Super + Incentives - Ref 593**

This is the role of the year! Make a new start and grow this department! We are in need of an experienced Travel Consultant who loves and lives cruise! If you have done your cruise accreditation and are looking for a new challenge, please contact us today! Your sole role would be to implement and grow this cruise department in return for an excellent base plus commission. It's time to nurture and grow your own department.

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



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TINA MILLINGTON  
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