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# Travel Daily

First with the news

Thursday 9th May 2013

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## Kong weighs a tonne

**CONGRATS** to Tim White of QBT who has won two tickets to a preview performance of the King Kong stageshow at Melbourne's Regent Theatre on 06 Jun.

White was the first to answer the tricky question in Mon's **TD** of "What does King Kong weigh"?

The answer being - one tonne. If you didn't win, don't despair - a 13% discount for Aussie travel industry staff is available through Showbiz, thanks to Tourism Vic.

## Dubai stopovers to double

**EMIRATES** is forecasting the number of Aussies taking short-breaks in Dubai to jump as high as 200% over the next 12 months, with an increased investment in marketing the destination to drive awareness and bookings.

Salem Obaidalla, EK senior vp commercial operations Far East and Australasia told media in Dubai this week that Emirates expects solid growth out of stopover traffic from Australia.

"The marketing campaign with Dubai Tourism should double the number of people from Australia and New Zealand," he predicted.

Obaidalla added growth should not be limited to transit traffic.

"Dubai has become more known as a stopover destination but we need to be our own standalone destination too," he added.

Helal Al Marri, Director General of Dubai Tourism, told **TD** the budget of the local office had been beefed up to help service demand from other states and markets, in line with expansion plans, and to promote the city more broadly.

Within the last week, Dubai Tourism secured former trade

relationships manager Veronica Rainbird (**TD** Tue), and will soon be expanding the team further with staff in Perth & Melbourne.

"Western Australia and Victoria will be amongst our initial priority areas to strengthen presence," the Dubai tourism exec said.

"It's clear that Australia is a market which offers potential, especially now the partnership between Emirates and Qantas opens up the opportunity for many more Australians to transfer through Dubai - we fully intend on capitalising on this partnership and attracting those transit pax in to our city," Al Marri said.

Advertising campaigns with EK and QF targeting relevant consumer segments will aid the UAE city in its quest for further market penetration.

Marketing efforts include media trips, trade famils, frequent flyer promotions and contact centre training and education.

Dubai Tourism will also elevate its social media presence in the Australian market, aimed at exposing the emirate to new market segments, he added.

## Eight pages of news

**Travel Daily** today has eight pages of news & photos, including extended coverage from the Arabian Travel Market in Dubai (see **pages 1, 2, 3, 4, and 5**), which concludes today.

If you're a job seeker, there's also four full pages of travel industry positions from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
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Thursday 9th May 2013

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## New Syd Intercon gm

**INTERCONTINENTAL** Sydney this morning announced the appointment of Jörg T. Böckeler as its new general manager.

He's also been named as area gm of Mulpha Hotels Australia. More appointments on [page 7](#).

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## Magellan celebrates 5 yrs

**THE** Magellan Travel Group last night reiterated its principal aim, which is "to grow the profit of the individual travel agent".

Co-founder Andrew Jones told attendees at a fifth birthday celebration event in Sydney last night that the group now has around 70 agents and currently turns over about \$500m annually.

He confirmed that Magellan is targeting 100 members in total, saying "that model will work for us, as we can run the business on four or five staff".

"We don't want to be all things to all people...we don't aspire to be a four or five hundred agent group," Jones said.

Magellan agents consist mainly of high end leisure and boutique corporates, and as well as members from across the country, the event saw about 80 representatives of the group's preferred suppliers present, with

### More chauffeur drive?

**A GROWING** number of airlines are rolling out limousine services in Australia for passengers flying up the front of the plane.

**TD** understands Garuda is contracting chauffeur drive services for Sydney ahead of a possible Jun debut, and in Brisbane for when the carrier reintroduces flights there in Aug.

China Airlines is also understood to be lining up drivers to provide premium transfers in Sydney.

Jones saying their support had been key to the group's success.

GM Andrew McFarlane echoed the comments, saying "we are building a high performance group" with key guiding principles being low central costs, member benefits and transparency.

For pictures from last night's event see our website and [facebook.com/traveldaily](http://facebook.com/traveldaily).

### EK Tasman specials

**EMIRATES** has today released new bargain-basement trans-Tasman airfares, starting at just \$100 one way in economy.

There's also a \$580 one way business class fare on offer, valid for sale to 13 May and travel until 12 Sep 2013.

### Travelport lifts accom

**TRAVELPORT** this morning unveiled an enhanced version of its 'Rooms and More' hotel booking engine, claiming the system now offers over 450,000 unique hotel properties - including content from Flight Centre's Quickbeds operation.

The new version has been rolled out globally with a fresh look and feel and faster commission payment processes for agents.

As well as Quickbeds, Travelport has integrated hotels from other aggregators including lowcostbeds and Destinations of the World.

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## Dubai cruise growth

**THE** cruise industry in Dubai is growing at such a rapid pace the hub's facilities can not keep up.

"The sector is growing so fast we are using temporary facilities to accommodate the growth," Hamad M bin Mejren, executive director of business tourism for Dubai told media yesterday.

Dubai's first cruise terminal was built in 2001, when it handled 7,000 cruise passengers.

Jump forward to 2012, Dubai port handled 407,000 passengers.

The first of two temporary cruise facilities will be phased out in coming months, while the second will be replaced within the next three to four years, bin Mejren told *Travel Daily*.

More cruise news from Dubai in next Tue's *Cruise Weekly*.

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## Carnival Legend heading here

**CARNIVAL** Cruise Lines is the latest company to boost its Australian capacity, with this morning's announcement of summer *Carnival Legend* deployments in 2014/15 and 2015/16 (**TD** breaking news). The ship has capacity for 2680

guests, and is a sister-vessel to *Carnival Spirit* which already operates year-round ex Sydney.

Carnival Cruise Lines Australia/NZ director, Jennifer Vandekreeke, said the additional ship would undergo a range of changes in a dry-dock next year.

"We will be using our valuable learnings from the first year of *Carnival Spirit's* deployment to decide on the best features and enhancement for Australians".

The first Sydney-based voyage for *Legend* will depart on 24 Sep 2014, with full details of itineraries to be revealed later this month.

It's expected she will operate 8-12 day cruises to the South Pacific, including New Caledonia, Fiji and Vanuatu.

Bookings for the 2014/15 season will open next month. Vandekreeke said over 100,000 Australians had so far booked *Carnival Spirit* cruises, about 60% of whom are first-time cruisers.

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## PER in line for A380s

**THE** West Australian capital will likely see Emirates superjumbos in the future, however a specific date is yet to be knuckled down.

EK senior vice president of commercial operations, Salem Obaidalla wasn't able to provide a specific forecasted date for A380s to begin flying to Perth, but he did suggest it will happen.

"We have orders for 90 of them, we still have 57 coming, so one day it will come [to Perth]," he told *Travel Daily* in Dubai.

## Corporate gigs return

**DUBAI'S** incentive market is bouncing back after years of decline, says Arabian Adventures Manager of Meetings, Incentives & Events, Justine Thomas-Butler, with large groups now looking to the destination to reward VIPs.

"I think many companies hadn't been doing incentives during the down time, but they're all starting to reinvest now," she said.

## Longer stays in Dubai

**AVERAGE** visitor night figures for Australians in Dubai are projected to edge north over the next year.

In 2012 the average length of time Aussies spent in Dubai was 2.5 days, and that figure is tipped to increase to 2.8 days in 2013.

Stays at hotel apartments are also expected to rise, up from 4.9 days last year to 5.2 this year. Dubai Tourism figures show.

Key campaigns run in the future will hone in on tempting guests to stay four nights in Dubai.



## Window Seat

**NOW** this is true support from a preferred supplier.

Last night's Magellan Travel Group fifth birthday celebration (**see p2**) was held at the Quay restaurant next to Sydney's Overseas Passenger Terminal.

The group's gm Andrew McFarlane said the organisers had initially been worried that the stunning view of the harbour from the swanky eatery would be blocked.

"So thanks to [Royal Caribbean Australasia ceo] Gavin Smith for not parking a ship out front tonight," McFarlane said.

**INSIGHT** Vacations Asia regional director Sheryl Lim had a brush with fame last week, after bumping into tennis champion Rafael Nadal in the lobby of his Barcelona hotel.

Nadal was sporting yet another shiny trophy after taking out the Barcelona Open, staying at the Hotel Melia which is one of the 'ace' (get it?) premium hotels included in Insight's *Highlights of Spain* trip.



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## Surgery in the sand

**MEDICAL** tourists to Dubai are increasing at a rate of 10-15% each year and tipped to be worth \$11.7b by 2015 - a sector Dubai Tourism Australasia is keen to tap.

## Shangri-La sunset shindig



**ABOVE:** Shangri-La Hotel Dubai held a cocktail event on Tue night for the Australasian delegates attending this year's Arabian Travel Market at the property's very stylish rooftop ikandy ultralounge. The full contingent of Aussie & Kiwi agents are **pictured** here with some of the Shangri-La Hotel Dubai's senior management, prior to heading to the Movenpick Ibn Battuta Gate for a James Bond inspired party.

## Agents buoy Emirates

**AS MANY** as 8 in 10 sales for Emirates are generated through travel agencies, an EK exec has revealed this week at ATM 2013.

Travel agents are "a very strong partner and we have to continue working with them", said Salem Obaidalla, EK senior vp comm. ops, Far East and Australasia.

Emirates will continue to lend the trade support, he said.

## Summer in the UAE

**DUBAI** Tourism's local office will promote the 'Summer is Dubai' program (**TD** Tue) in the region, aiming to curb opinions that the UAE can get too hot to handle.

Joint marketing campaigns and direct advertising will form the backbone of the promo.

"The campaign offers us the opportunity to demonstrate that Dubai has become a year-round destination," Julie King, director of Dubai Tourism Australia/NZ told **Travel Daily** yesterday.

"Although the summer temperatures are very high, and this has previously been a barrier to visitors, we have found that our summer activities such as Summer Surprises, Sports World and now Ramadan in Dubai have been major attractions, and that barrier has been removed," said King at the 2013 ATM.

## Affordable Dubai

**DUBAI** isn't just for the rich - that's a message Dubai Tourism is pushing to potential travellers.

Julie King, Dubai Department of Tourism & Commerce Marketing director for Australia/NZ says it is vital that holiday planners realise the emirate is not just about the extravagant lifestyle.

"It is critical we convey, that in addition to the luxury offer that Dubai is renowned for and the headline attractions, such as Burj Khalifa, Burj Al Arab, Palm Jumeirah and shopping festivals, that there are many affordable options," King said.

Today's issue of **TD** is coming to you from Dubai, courtesy of the Dept of Tourism and Commerce Marketing (Dubai Tourism).

**DELEGATES** from Australia & NZ taking part in the Arabian Travel Market tasted a mix of business and pleasure yesterday.

Courtesy of Arabian Adventures, participants spent the afternoon unwinding from their final round of appointments and meetings by exploring the sand dunes of Dubai by 4WD, sampling local delights under the stars in the desert and riding camels.

The Dune Safari is the stand out 'must-do' attraction for Aussies visiting Dubai, but other options for holiday-makers include scuba diving, city walks, dinner cruises, nature trails, canyon tours, heli trips and much more.

Arabian Adventures also offer airport meet & greet services and transfers between airports and hotels, along with tailored trips - [www.arabian-adventures.com](http://www.arabian-adventures.com).

## Strong loads at EK

**THE** Aussie market contributes more than one quarter (25%) of the revenue for Emirates, airline exec Salem Obaidalla has stated.

Global load factors remain high at 80% for the Dubai-based carrier, but are not quite at the desired level of 85%, a level being achieved across the Tasman.



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## Concourse A effect

**THE** world's first entirely A380 dedicated airport terminal, Concourse A at Dubai Int'l Airport is proving a hit, according to EK regional vp Salem Obaidalla.

At ATM this week he told **TD** the facility, which is utilised only by EK and Qantas, is delivering on the 'wow factor.'

"When you see people go the first time, you see their reaction, and they go 'whoa,' he said.

Fully opened in Feb, the 20 gate concourse features entire floors for premium pax that run the full length of the terminal and offer direct lounge-to-gate access.

## Dubai accom decree

**A STRINGENT** hotel classification program released two years ago by Dubai Department of Tourism and Commerce has been formally legalised by the ruler of Dubai.

The Hotel Classification Scheme provides a multi-layered framework for determining a hotel's specific standard, ranging from budget to bespoke and across a variety of property types.

"The new decree contributes to raising the standards of high-quality service for hotels in Dubai," Sheikh Mohammed bin Rashid al Maktoum announced at Arabian Travel Market on Wed.



Garuda Indonesia

### Reservations & Ticketing Consultant BRISBANE & SYDNEY

Due to recent expansion Garuda Indonesia is looking to appoint a reservation and ticketing Officer based in our Brisbane and Sydney office on a 12 month contract role.

Applicants will need to satisfy the following criteria

- 3 years reservations or ticketing experience within the airline / travel industry
- Must have highly developed customer service skills, be efficient and hard working, attention to detail combined with a positive and proactive attitude.
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- Excellent verbal and written communications skills
- Experience with using airline / GDS reservations systems

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A Customer Service Officer position has become available within our Sydney Airport team, and we're looking for an experienced and highly efficient candidate to work with our team on a 12 month contract role.

Applicants will need to satisfy the following criteria:

- Must have a minimum of **2 years Customer Service experience** within the airline industry
- Must be willing to work shifts, weekends and public holidays
- Must be able to pass a Federal Police check
- A good listener, problem solver and capable communicator
- Able to work well under pressure and within a fast paced environment

**Code: Airport SYD**

For the above positions there will be an opportunity for an extended contract, based on the individual's performance and operational needs of the airline.

Should you wish to join this award winning airline, please send a detailed cover letter and CV to [recruitment@garuda-indonesia.net.au](mailto:recruitment@garuda-indonesia.net.au) by COB 17 May 2013. Applicants are requested to include the job code in the subject line when applying. Only successful applicants will be contacted.

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**Philippine Airlines**

## Blessed are the cheesemakers



**DEAUVILLE** Tourist Office and Atout France hosted an elegant Normandy inspired lunch at the Sofitel Sydney Wentworth this week to update the industry on what this French seaside resort town has to offer.

Deauville, located in the region of Normandy, is well known for Coco Chanel's first boutique which opened in 1913, and has also hosted many events such as film festivals and the G8 summit.

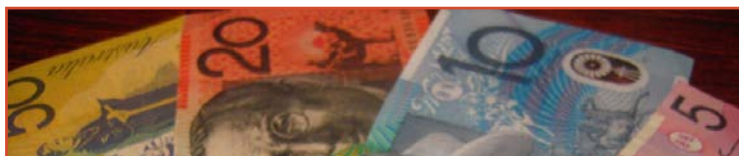
It's also famous for horse racing and polo, plus yearling sales.

Only two hours from Paris by rail or road, Deauville has just 4,000 inhabitants but this can

swell to 10,000 on weekends as it has the closest beach to Paris and is easily accessible with seven train services per day.

Nathalie Garcia, the Director of Deauville Tourist Office said the destination is "a city of creation and inspiration...people come there to be inspired, to write, to paint and photograph".

**Pictured** is Nathalie Garcia, Director of Deauville Tourist Office with Patrick Benhamou, Regional Director of Atout France Australia & New Zealand, opening some delicious creamy camembert from Normandy for everyone to sample.



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**ALWAYS** a highlight of the travel industry social calendar, agents from across Sydney last night participated in Helen Wong's Tours annual trivia challenge, the first of several to be held across Australia in coming months.

Held at the Imperial Peking Restaurant in The Rocks, agents enjoyed a night of fun and a delicious Chinese meal, and were shown the new cinema ad, personally voiced by company matriarch Helen Wong and also the interesting and comedic new TV commercial that is being rolled out nationwide.

To view the ad, click the

**Travel Daily TV** logo.

The ad gives a literal and satirical meaning to the classic 'digging a hole all the way to China' expression, tying in with the company's new tag line of "A better way to get to China".

Kevin Du, Helen Wong's Tours Marketing & Sales Manager said "So why all this activity?... To make it easier to sell Helen Wong's Tours!"

Du added that Helen Wong's newspaper ads with a cut-out coupon have been very successful, along with the new QR codes in brochures, seeing a lot of requests for more information being received.

New agency window displays have also been rolled out, with travel agents encouraged to contact the company if they would like to arrange their own.

Helen Wong is **pictured** above fourth from left with the winning trivia team, consisting of Rochelle Bird & Shareen Shepherd, Travelworld Crows Nest; Michelle Meyer and Susan Singh, Travelworld Revesby; Micheline Shing and Andre Shing, Jetset Travel Earlwood; Tom Antonucci, Victoria Cruises and Maryanne Perera, Helen Wong's Tours.

## LAX own 2020 vision

**A PLAN** to generate 50 million international visitors annually by the year 2020 has been unveiled by LA Tourism & City of Los Angeles Mayor Antonio Villaraigosa.

Like many tourism authorities, LA Tourism has said it believes attracting higher levels of Chinese visitors is crucial to reaching its goals, adding it would be opening a second tourism office in the Chinese city of Shanghai in addition to current Beijing offices.

China last year surpassed Australia as Los Angeles' number 1 international visitor market.

## Precheck goes global

**INTERNATIONAL** flights are now included as part of the US Transportation Safety Administration's (TSA) PreCheck expedited screening program.

Over 9m pax have passed through airport security (allowed to keep their belts, shoes and jackets on) under the PreCheck program since it began in 2011.

## River cruise savings

**BENTOURS** has released special discounted rates on a 12-day all-inclusive river cruise in Ukraine if booked before 30 Jun for travel 11 May 2014 to 01 Oct 2014.

The Ukraine River Cruising - Black Sea and Dnieper tour begins in the capital Kiev, travelling aboard the *MS Dnieper Princess* and is priced from \$1427ppts.

For more info, ph 1800 221 712.

## Thrifty opens at CBR

**CAR** rental firm Thrifty has opened a new Express Office at Canberra Airport for VIP members of its Blue Chip Preferred Program.

The new office has been designed to ensure quick service to members, with 20 new spaces available at the new facility located close to the exit gates.

*Pharmacy Daily* is a sister publication to *Travel Daily*, and is Australia's favourite daily pharmaceutical industry newsletter, read by over 10,000 people each day.

# Pharmacy DAILY

**Pharmacy Daily is currently recruiting for two roles to support our ongoing strong growth.**

## News Reporter

This is a permanent part-time role, working five mornings per week from our offices in Epping, NSW. The successful applicant will be an experienced writer with a good sense for news, preferably with knowledge of the pharmacy industry. As well as sourcing the latest pharmacy industry news you will be helping with the production of the newsletter so desktop publishing experience (Adobe Indesign) will be well regarded. On-the-job training will be provided.

## Business Development Manager

*Pharmacy Daily* is seeking a Business Development Manager, to promote our popular newsletter to pharmacy suppliers. This is a part-time contract role with flexible hours, which would ideally suit someone with pharmaceutical or medical industry sales experience. Duties will involve sourcing new business from advertisers and developing relationships with clients with the aim of further growing the business.

Salary for both roles will be commensurate with experience. Join our fun friendly team working to keep the pharmacy industry informed. Send your resume with a covering letter to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) by Friday 10th May 2013.

## TripAdvisor new site

**SPANISH** vacation accom rental website Niumba.com has been acquired by TripAdvisor, adding 230,000 properties around the world to its accom listings.

Niumba will continue operating as an independent brand but will feature its listings on TripAdvisor.

## SQ to boost Indonesia

**SINGAPORE** Airlines will take over one of two daily flights to Surabaya, Indonesia from regional subsidiary SilkAir from 26 Jul.

Further capacity increases to the country will begin from the same date, with a ninth daily flight to Jakarta and fourth daily service to Denpasar.

**MEANWHILE**, SQ has released a new range of Business Class special fares from Australia, on sale to 28 May for travel to 30 Jun.

Return seats ex SYD to SIN are priced from \$4052 or MEL to Paris CDG from \$7795, with fares ex BNE, ADL and DRW available.

## Fly to Switzerland with SWISS



**Travel Daily** and **SWISS** bring another exclusive offer for Australian travel agents.

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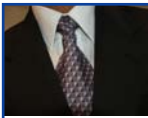
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## Industry Appointments

**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 Qantas and JTG executive **Simon Dodd** has been announced in the role of Manager Australia & New Zealand for **American Airlines**. In his new role, Dodd will work closely with oneworld partner carrier Qantas to maximise business opportunities for the Dallas based carrier.

**Derek Pohlmann** has joined **P&O Cruises** as the new Trade & Marketing Manager. Pohlmann brings many years marketing experience to the role.

**Haystac** has been chosen to carry out public relations duties as the new PR agency in the Australia & New Zealand market for **Expedia Australia**.

Former Travelscene gm **Jacqui Timmins** has been named as the new Director for the Asia-Pacific Incentives & Meetings Expo (AIME). Timmins brings extensive event management experience both onshore and offshore from previous roles, which also included **Qantas Airways**.

**Veronica Rainbird** has returned to **Dubai Tourism**, taking up the role of General Manager - Trade Relations. Rainbird will drive initiatives to increase Dubai's presence in the Australia & New Zealand markets. Rainbird joins DTCM from her prior Sunshine Coast Destination Ltd role.

**Aubrey Swift** has stepped up from his chief commercial officer role at **Air Pacific** to take the mantle of Acting CEO, while a full time replacement search is carried out following the departure of Dave Pflieger.

Online travel agency **Webjet** has appointed **Hui Wan Chua** as its new Singapore chief executive officer. Chua fills a newly created role and will be responsible for overseeing both Webjet & Zuji in the Asian market.

Eco-resort **Lady Elliot Island** has welcomed **John Johansen** as its new General Manager. Johansen has previously worked for Voyages Resorts.

**MG Media Communications** has been engaged to oversee public relations for Air Tahiti Nui in Australia and New Zealand. The appointment goes hand-in-hand with MG's existing relationship with Tahiti Tourisme.

Relocating back to the UK, **Steve Reynolds** has departed Cox & Kings to become the new General Manager for **Back-Roads Touring**. Reynolds will begin his new position on 19 Jun.

**Flight Centre New Zealand** has promoted 20-year company stalwart **Sue Matson** to create & run the new Global Sales Academy in New Zealand.

**Tracy Parkinson** is preparing to take on the role of General Manager for **Travel Counsellors Australia**. Parkinson is currently the Head of Business Development for the company, based in the Melbourne office.

Thailand hotel firm **Bandara Hotels & Resorts** has engaged **Complete Travel Marketing** to establish a sales office for the group in Sydney.

**Gina Woodward** has started in her role as Head of Sales & Marketing at amusement park giant **Merlin Entertainments Group**.

Joining the team at **Esplanade River Suites** in Perth is **Kylie Nordhoff**, who will drive business development strategies at the property. Nordhoff brings experience in a similar role at Pier 21 Apartments in Fremantle.

**Harriet Ganfield** has joined the team at **GBR Helicopters** in the role of Head of Sales - Tourism, based in the Tropical North Queensland region.

**Heritage Hotel Management** has hired **Scott Rees** as its new Marketing Manager. Rees will be based at the company's Auckland headquarters.

The newly constructed **Mercure Portsea Resort**, set to open from the start of next month, has named **Duncan Mars** as its first General Manager.

**Jill McDonald** has been appointed to the **Intercontinental Hotels Group** Board of Directors, to take effect from 01 Jun.

## Amadeus-TG pact

**THAI Airways International** has renewed its agreement with Amadeus, with the new deal providing for full content of all fares, schedules and availability.

## Toga laughs all night in Sydney

**TOGA Hotels'** invitation to the *One Man, Two Guvnors* production at the Sydney Theatre Company last night had the industry in stitches.

*Travel Daily* was lucky enough to be a guest at the show that is only in Sydney for another few days, before heading off to Melbourne, thanks to a longstanding partnership between the theatre and Toga Hotels.

First staged in South Bank, London, *One Man Two Guvnors* went on to be a "smash-hit" on Broadway before being taken on the road to visit Adelaide and now Sydney.

Toga hosts a number of events per year for key productions thanks to its partnerships with entertainment companies including the Sydney Theatre Company, Sydney Festival and the Australian Chamber Orchestra.

Theatre goers can make a night of it in the city with Adina Apartment Hotel Sydney, Harbourside only a five minute

drive from the venue.

**Pictured** above in the Ruth Cracknell room at the Sydney Theatre Company during a pre show event are: Florence Sandford, Toga Hotels, Polly Rowe, Sydney Theatre Company; plus Tessa Anderson and Shannon Davis, Toga Hotels.



## UA 787s return soon

**UNITED Airlines** will resume 787 flights earlier than expected, with GDS now showing the aircraft operating IAH-ORD as early as 20 May, with int'l routes expected to roll out from 31 Jul.



## Administrative and Advertising Assistant

*Travel Daily*, Australia's favourite travel publication, is currently recruiting for an administrative and advertising assistant. This is a full time role, working from our offices in Epping, NSW.

This entry-level position involves assisting our team with a wide range of duties ranging from answering the phone, banking, handling enquiries, generating reports, managing appointments and other general office activities.

Desktop publishing is also involved and you will be trained in use of our in-house system to assist with preparation of advertising and other features in our portfolio of newsletters.

You will have experience with computers and a sound knowledge of Microsoft Office products, and some familiarity with publishing programs would be an advantage.

We are looking for someone who has good verbal and written communication skills, is reliable and friendly and who has a willingness to learn and a desire to progress within the company.

A salary package of up to \$35,000 + superannuation is on offer for the right candidate.

Send your resume with a covering letter to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) by Friday 10th May 2013.

**Private tour of Troy**

TEMPO Holidays has cut 10% off the price of a two-day private tour of Gallipoli and Troy in Turkey if booked & paid by 31 May, now priced from \$668ppts.

**What a mother's day!**



**ID EVENTS** Australia Senior Accounts Manager Mary Goldsack and her son Edward were flown to Adelaide yesterday to meet Sir Richard Branson, in person.

Last month, Branson staged a competition on his daily blog centered around Mother's Day called "Don't Forget Your Mum".

Edward, who now lives in the UK, and is a big Branson fan, entered the contest, along with thousands of others, sending him a photo of his mother and telling Sir Richard how much he missed her and that she was an

inspiration to him.

Branson was so moved, he awarded the top prize to Ed, tweeting him saying "I'd like to fly you to Oz on Virgin Atlantic to see your Mum just in time for Mother's Day, when I'm over there to meet you both."

And that he did, flying them to Adelaide where Branson took time out from the National Achievers 2013 Congress where he was guest speaker, to greet them in person.

"We were so thrilled, we had afternoon tea with him - he was utterly charming, and his minder even gave Ed \$200 in expenses for the day. It was truly unforgettable," Ms Goldsack said.

**Calling Syd trivia buffs**

**AUSTRALIAN** Domestic Symposium - a collective of domestic wholesalers promoting locally based product - is hosting a Pub Trivia night on 12 Jun and seeking entrants from the trade.

The event is on Wed 12 Jun from 6pm at PJ O'Brien's Irish Pub in the CBD - 57 King Street - with great prizes able to be won.

Limited places are available, and to RSVP, send an email to Elise Bell at [elise.bell@voyages.com.au](mailto:elise.bell@voyages.com.au).

**Club Med at half price**

**IN THE** lead-up to Mother's Day this Sunday, Club Med is offering 50% off the standard price for Mums at its all-inclusive resorts in Bali and Phuket.

The offer can not be booked online - only through a travel agent or over the phone on 1300 855 052 before this Sat 11 May.

**WIN A HOLIDAY TO HAWAII, THE BIG ISLAND**

To avoid confusion with the name of the entire state, the island of Hawai'i is often called the "Big Island," and what an appropriate name it is. Nearly twice as big as all of the other Hawaiian Islands combined, its sheer size can be inspiring.

This month Travel Daily is giving readers the chance to win a holiday to the island of Hawai'i, courtesy of Hawaii Tourism Oceania, Hawaiian Airlines and Hilton Waikoloa Village.

The prize includes two return economy fares from Sydney to Kona via Honolulu with Hawaiian Airlines, six nights accommodation at the incredible Hilton Waikoloa Village and return airport transfers with a flower lei greeting on arrival.

Each day Travel Daily will ask a Hawaii-related question - just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this inspiring Hawaii holiday.

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

**Q.7: The earth has 13 climate zones. How many of these can be found on Hawaii Island?**

Hint: [www.gohawaii.com/au/big-island](http://www.gohawaii.com/au/big-island)



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**ACCC scam warning**

**THE** Australian Competition and Consumer Commission has issued a formal warning for consumers to beware of "holiday scams" when looking for cheap deals on a winter getaway.

More than 100 travel-related scam complaints have already been received so far, with as much as \$250,000 reported lost.

Fraudulent activities include fake online listings for rental properties, fake discount accommodation vouchers and even hacking into popular holiday rental or travel websites to access email inquiries.

**Austria is now Epic**

**US** ski resort giant Vail Resorts has announced a new partnership with the Arlberg region of Austria.

Under the deal, holders of Vail's "Epic Pass" season pass product can also enjoy five free consecutive days of skiing and riding at iconic resorts such as St Anton, St Christoph, Stuben and Lech-Zurs.

The reciprocal arrangement also allows Arlberg season pass holders to experience Vail resorts in the USA including Vail & Beaver Creek in Colorado plus Lake Tahoe's Heavenly and Northstar.

**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](http://www.traveldaily.com.au).

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# Are you aware....



Helene Taylor - CEO

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#### **CLIENT RELATIONSHIP MANAGER BRISBANE - SALARY PACKAGE CIRCA \$100K**

Are you an experienced senior client relationship manager looking for a new challenge? This fantastic role will see you managing a key national account, where you will be responsible for strategic account management of this primary client. Ideally you will have an extensive background in travel at a management level, with excellent negotiation skills, strong commercial and business acumen.

### **TOAST YOUR SUCCESS**

#### **BUSINESS DEVELOPMENT MANAGER SYDNEY BASED – GENEROUS SALARY PACKAGE**

Tired of being un-appreciated for your efforts? Want to represent a TMC that really cares about both YOU and your CLIENTS, instead of just their bottom line? This award winning national agency is making amazing progress winning key blue chip critical accounts from the big end of town. As such, they are looking to add a talented BDM to their winning team. Top salary and generous bonuses.

### **COME FLY WITH ME**

#### **AIRLINE REVENUE MANAGER SYDNEY BASED - SALARY PACKAGE \$75K**

Are you a talented Revenue Manager looking for a work life balance? Or are you a senior Revenue Analyst looking to step up? This popular airline is looking to employ your talents. You will be responsible for achieving revenue targets across assigned routes by developing and implementing revenue management strategies to optimise pricing and seat inventory. ALTEA and Inventory Management essential.

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This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great familis, car allowance & bonuses await the perfect individual.

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#### **BDM – BOUTIQUE AGENCY SYDNEY – GENEROUS SALARY PACKAGE**

Create a valuable impression when you join this outstanding corporate travel company. You have experience sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing a well known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line.

### **THIS JOB WILL TAKE YOU TO EXCITING PLACES**

#### **EVENT DIRECTOR SYDNEY BASED - SALARY PACKAGE \$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.

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This fantastic product management role will have you designing brochures, managing contracts and content for this premium luxury brand. Essentially you will come from a strong product management background and have experience in contracting Europe, including product development, negotiation, leaderships and contracting skills and the ability to work under pressure.

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### Senior Online Travel Consultant

**Brisbane - \$40-50K + Commission + Super - Ref 400A**

An experienced travel industry professional who wants to step away from face-to-face sales and focus on high spend lucrative bookings. If you have the sales skills, product knowledge and drive to succeed then you will flourish in this position. The custom is there waiting to be serviced by a suitably experienced candidate. Great earning potential and fantastic company benefits are on offer to the successful applicant with this leading travel company.

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

### Marketing Manager

**Sydney CBD - Circa \$70K + Super + Bonus - Ref 587**

Seeking an experienced Marketing Manager based in Sydney CBD for an industry leading wholesale company who pride themselves on service and providing dream vacations within Indonesia. Your role as Marketing Manager will be exciting and diverse, you will be leading a small team of professionals who are keen to grow and prosper. Ideally you will have experience in a similar role or this is your next step up in the travel industry. Please apply now for full job details.

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

### After Hours Travel Consultants

**Melbourne - \$Attractive + Penalty Rates - Ref 580PCA**

Experienced Corporate Travel Consultants who specialise in Groups & Conferences are required to extend the hours of this extremely busy office. You would be working on a night roster and set up at home so now you can love your job without your leaving home! Ideally you would be an experienced Sabre/SAM user and have dealt with a mixture of Corporate clients from individual accounts to Groups & Conferences. Ability to hit the ground running & work independently.

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

### Corporate Travel Consultant

**Adelaide - \$45-55K + Super - Ref 0359**

If you are a fantastic Travel Consultant in retail travel with a brilliant customer service background, career focused and want to move into the huge world of corporate travel this is the role for you! Work for this well-known name in the corporate world offering fantastic salary, excellent training and Monday-Friday hours! If you're an experience Corporate Travel Consultant or an experienced Retail Travel Consultant looking for your big break - this could be for you!

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

### Corporate Travel Team leader

**Brisbane - \$Competitive + Super + Incentive - Ref 582A**

Are you an experienced travel industry professional looking to join this award winning TMC. If you have a solid corporate travel background and managerial experience, then this could be the career opportunity you have been waiting for. You will be responsible for any operational issues involved in the travel booking procedure as well as closely working with a team of experienced consultants mentoring & managing their progress within the company.

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

### Business Development / Sales Manager

**Sydney - \$75K Package + Incentives - Ref 507**

Do you have sound understanding of corporate travel Sales, business development experience and a proven sales record? A leading travel management company are looking for Sales/BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads and building rapport and developing relationships with key prospects. This is a rare opportunity to develop your managerial and corporate travel experience with a leading TMC. Apply Now!

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

### Snr Leisure & Corporate Travel Consultant

**E. Victoria - \$Competitive + Incentives - Ref 531**

Well rounded Travel Consultant with vast experience in the travel industry required for a busy well established agency located in the Eastern Suburbs of Melbourne. Selling a mix of corporate and leisure travel including cruise, ideally you would have experience to be able to meet each client's individual demands using Galileo and Crosscheck to book worldwide itineraries. No need to commute to the CBD anymore. Great opportunity matched with a great Salary!

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

### Product Development Consultant

**Perth - \$55K + Super + Benefits - Ref 0536**

This is a fantastic chance that will be filled quickly! We are in need of a fantastic Product Development Consultant to join this house hold name. Do you have firsthand experience of updating websites with an eye for detail? Can you negotiate fantastic deals and have proven experience in creating and sourcing the most amazing product? Bring your experience, knowledge and positive attitude to this team orientated role. Implement, develop and plan fantastic travel deals.

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