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# Travel Daily

First with the news

Thursday 3rd October 2013

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## Vale Stuart McBurnie

**THE** travel industry is in shock today at the sudden death of Stuart McBurnie who suffered an untimely heart attack this week.

47-year-old McBurnie, whose travel career included roles with a range of agencies, hotel groups and airlines, will be remembered in a funeral service tomorrow 04 Oct at 2pm at Guardian Funerals, Pacific Highway Warrawee, NSW.

Donations in lieu of flowers to the Heart Foundation - [CLICK HERE](#).

## Jetstar ADL-DPS non-stop

**JETSTAR** has today announced another leisure route which will provide direct services to Bali for residents of South Australia.

David Hall, the carrier's ceo for Australia and NZ, said the flights would operate three times weekly, using a single class Airbus A320 each Mon, Wed and Sat.

Total flying time is five hours and 20 minutes and the new route will commence operations effective 16 Dec - just in time for the peak holiday period.

Launch fares for the new route go on sale at 3pm CST today, leading in at just \$119 one way.

Hall said that Jetstar had seen many Adelaide customers booking flights to Bali via Perth or Darwin, "so it's clear there is demand for a direct service".

He said the introduction of the non-stops reduces the overall travel time by as much as 5 hours.

Bali is Jetstar's second international destination ex ADL after the recent launch of nonstop flights to Auckland.

## Burnes in Vic Tourism

**AOT** Inbound md and co-owner Cinzia Burnes has been appointed to the Tourism Victoria Board, Minister for Tourism Louise Asher has announced this week.

Burnes joins Andrew Fairley, the current chair of Parks Victoria, as new appointees to the Board, while Alla Wolf-Tasker has been reappointed.

Asher said the TVB will benefit "from the depth of tourism and management experience the new Board members bring."

For more of the latest Industry Appointments, see **page seven**.

### Eight pages of news

**Travel Daily** has eight pages of news & photos, plus full pages from: ([click](#))

- AA Appointments jobs
- Travel Trade Recruitment

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## P&O off and racing

**P&O Cruises** is claiming a "sporting coup" by securing limited spots at two special events connected with this year's Emirates Melbourne Cup.

Places for pax on the P&O Cup Cruises are available at the celebrity-packed VRC Oaks Club luncheon, as well as a behind-the-scenes tour of Flemington.

Tickets go on sale at 10am next Tue 08 Oct and are expected to sell out quickly - 1300 725 417.

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## Trenitalia e-ticketing

**RAIL** Plus is now offering electronic ticketing on Italian rail operator Trenitalia, with the rail specialist saying that the move will result in "dramatically reduced prices".

Access to e-tickets required Rail Plus to develop its own direct link with the Trenitalia booking system, with the new e-tickets incorporating confirmed seat and carriage numbers.

Lead-in prices for some fares have been reduced by as much as 70% - see [www.railplus.com.au](http://www.railplus.com.au).

## APT USA incentive

**APT** has introduced a new agent incentive, offering a chance to win a cabin on 1 of 3 Mississippi river cruise charters in 2014.

Every booking made from the USA Journeys by Land, River and Air 2014 brochure between 27 Sep and 30 Nov will qualify an agent to go into the draw.

The three winners will each win a seven-night cruise for two from New Orleans to Memphis on the *Queen of Mississippi* paddle steamer on either 19 Apr, 10 May or 07 Jun - airfares excluded.

## NRMA quits wholesaling

**THE** sale by NRMA of Adventure World, Creative Cruising, Value Tours and Coral Seas to The Travel Corporation (**TD** breaking news) marks the end of the motoring organisation's move into wholesale travel, which has seen it write off around \$30m since it went on an acquisition spree several years ago (**TD** 11 Sep).

The Travel Corporation (TTC) has snapped up the division, which will be run by Contiki Australia md Fiona Hunt from 01 Nov.

The move is being billed as a "strategic partnership," with NRMA group ceo Tony Stuart saying it will enable NRMA to offer a range of member-special travel packages.

Despite selling the wholesale operations, Stuart insisted that the announcement "will ensure we continue to be a significant and committed player in travel".

Travel Corporation md John Weeks affirmed the group's commitment to Adventure World, saying "the opportunities arising from The Travel Corporation and NRMA undertaking this marketing partnership are extremely

significant for all of our team, NRMA's members, customers and industry partners.

"We are also delighted to welcome everyone at Adventure World into the TTC family".

Fiona Hunt said that as well as investing in the company locally, "we will also be looking to grow the brand to become a global entity as an undisputed expert in the soft adventure arena".

She said she was looking forward to "working with...the travel trade in the near future to make this happen".

All Adventure World Travel employees will be retained along with the company's existing offices in Sydney and Auckland.

A TTC statement said the acquisition of the Adventure World "niche business" fits well with its long-term strategy of expanding its soft adventure investments, which include Wilderness Safaris, African Travel and Lion World Travel in North America; AAT Kings' Inspiring Journeys and Aussie Adventures in Australasia; and Highland Explorer in Scotland.

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## Velocity points transfer bonus

**VIRGIN** Australia has launched a major campaign to encourage users of participating partner credit cards to transfer their accrued points to its Velocity loyalty program.

The carrier is offering a 15% points bonus for transfers this month, and for the first time the offer also includes a flight redemption bonus - taking 15% off the number of points required for Reward Seats and Any Seats.

All of Virgin's bank partners are participating in the offer, including American Express

Membership Rewards, Westpac, ANZ, Commonwealth Bank, Citibank, Diner's Club, Suncorp, Card Services, St George, BankSA and Bank of Melbourne.

The 15% redemption reduction applies to all flights marketed and operated by Virgin Australia, valid for redemptions to 30 Nov.

**MEANWHILE** Virgin Australia is also promoting its partnership with Etihad by offering double points in Economy and Premium Economy, and triple points in Business and First, on eligible international Virgin Australia and Etihad Airways flights taken between 05 Oct and 30 Nov 2013.

Velocity members must register online by the end of this month to access the bonus points.

## Diamond additions

**PRINCESS** Cruises is beefing up its line-up of cruise options out of Sydney over the summer holiday period, announcing yesterday three new voyages.

The new departures aboard *Diamond Princess* take the cruise line's summer capacity to new record levels, Princess says.

Among the new itineraries is a five-night jaunt to Melbourne and back on 14 Dec 2014, followed by a 14-night round-trip voyage to New Zealand on 19 Dec 2014, and an eight-night sailing to Tasmania on 02 Jan 2015.

Prices lead in at \$869, \$2,779 and \$1,369pp respectively.

Their addition come at the cost of two scheduled 12/13-night sailings between Sydney and Auckland, with impacted agents already notified of the change.

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

## AWS Africa 2014

**AFRICAN** Wildlife Safaris has released its biggest ever brochure, the 148-pg Africa 2014 program featuring high-end properties, safaris and treks.

AWS founders Steve and Sara Cameron have also created a small group tour (12 pax) to celebrate the company's 30th anniversary - the 18-day 'Wild About Africa' trip in Kenya departing 10 Sep.

Other additions include more tented camps and luxury lodges across east and south Africa, and in particular in the Okavango, Serengeti and Masai Mara, and new lodges for Uganda's Bwindi Impenetrable Forest.

## Durie on Scenic Tours

**SCENIC** Tours is continuing its partnership with the *Getaway* travel program, which will feature three full episodes about a Jewels of Europe river cruise hosted by Jamie Durie.

The weekly episodes screen from this Sat 05 Oct on Channel Nine and NBN at 5:30pm, and WIN at 4:30pm - repeated on GEM on Sun.

In conjunction with the TV specials, Scenic Tours is offering earlybird deals including 'fly free' to Europe - ending 15 Oct 2013.

## AOC travel sponsor

**CONCIERGE** Business Travel has been selected an official supplier for the Australian Olympic Committee and the Australian Olympic Team at the Sochi 2014 and Rio 2016 Games.

In the role, Concierge will "orchestrate the seamless flow of travel" for AOC executives, officers, employees and others.

## Frontier Airlines sold

**US REGIONAL** carrier Frontier Airlines has been sold by Republic Airways for about US\$145 million (AU\$155m) to an affiliate of Indigo Partners LLC.

Republic acquired Frontier four years ago after outbidding Southwest in bankruptcy court.

Under Indigo, the airline will maintain its direction of a low-cost carrier and will remain based in Denver, Colorado.

The transaction is expected to be completed by the end of 2013.



## Window Seat

**FANCY** some Christmas retail therapy?

Sydney's Four Seasons Hotel is stepping up, with the launch of an "Indulgent Christmas Shoppers" package which is a bargain at just \$15,000.

Don't worry, you get to decide what to spend some of the money on, with the deal including a \$10,000 Westfield Sydney gift card.

Shoppers also get two hours exclusive use of the Westfield Sydney luxury suite (with some bubbly on arrival), the assistance of a Personal Shopper and free delivery of purchases to the hotel.

After the retail frenzy shoppers get to relax overnight in the luxurious Presidential Suite on the 34th floor of the hotel.

**SPAIN** is set for a massive surge in sausage-related tourism after a group of butchers in the city of Burgos smashed the Guinness World Record for the longest black pudding.

The blood sausage, locally known as morcilla, was made with more than 220 metres of intestine which was filled with 300kg of minced meat, 130kg of onions, 50kg of rice, 7kg of spices - and about forty litres of delicious pig's blood.

The delicacy can be eaten either raw or cooked.

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## Viking Med sailings

**VIKING** Cruises has announced the launch of five winter 2015 Mediterranean itineraries due to the "overwhelming popularity" of its new *Viking Star* ocean-going cruise vessel.

The itineraries include the 15-day Mediterranean Explorer and Grand Mediterranean Tour (both round-trip from Barcelona) and the Mediterranean Getaway and Mediterranean Explorer which are eight days and operate between Barcelona and Rome.

"Our Mediterranean ocean itineraries have sold at an unprecedented rate; consumers are responding enthusiastically to this attractive region and the carefully-designed itineraries," said Viking Cruises chairman Torstein Hagen.

## Texas backs AA tie-up

**THE** State of Texas has reversed an earlier stance to join the Dept of Justice to block the planned merger of American Airlines and US Airways (**TD** 09 Sep), to now support the proposal.

## Africa ANZ Showcase

**SOUTH** African Tourism has thrown its support behind five trade shows heading to Australia and New Zealand in Nov.

Organised by South Africa-based firm On Show Solutions, the Africa Showcase 2013 is recognised as one of the largest travel trade events featuring exclusively African products.

It provides the trade with an opportunity to get the latest info from suppliers and increase their product awareness to what is on offer in Southern and East Africa.

SAT gm Australasia Lalie Ngozi said the partnership "is a great way for us to continue to achieve our objectives of creatively engaging with trade" & help tick South Africa off the bucket list.

Exhibitors participating in the show include African Sun Hotels, Africareps, Garonga Safari Camp, Hemingways Expeditions, Isibindi Africa Lodges, Luxury Travel Management, Peermont Hotels Casinos Resorts, Protea Hotels, Rovos Rails Tours, Seasons in Africa, South African Airways, SAT, Tswalu Kalahari Reserve, Zambia Tourism Board and Zulu Nyala Game Lodge.

Shows are planned for Perth (18 Nov), Melbourne (19 Nov), Brisbane (21 Nov) and Sydney (26 Nov) and Auckland (27 Nov) - see [www.onshowsolutions.co.za](http://www.onshowsolutions.co.za).

## Happy 15th Anniversary, Penny!



**AIRLINES**, hotels, clients and staff crowded into the Marquee at the Sydney Opera House last night to celebrate Penny Spencer's 15th anniversary of the prestigious Spencer Travel Group.

Starting out with just four staff, Penny's empire has grown, now employing over fifty personnel.

"We've had an amazing ride and I feel very privileged," said a very excited Penny Spencer.

There was high praise too from industry leaders.

Virgin Australia's Alex O'Connor said: "To thrive and survive you have to be very professional, and to me Penny has it in spades. The travel industry would be all the worse if she wasn't in it."

Louise Brown, Assistant Manager of Spencer Travel: "I've been with Penny for twelve years, starting out as a receptionist,

she's got a vision and has steps to get there, but she's also a lot of fun and really cares for her staff."

She also cares for the future of the industry starting the TIME mentoring program, which fosters young people starting a career in travel and tourism.

Along the way, Spencer Travel has won numerous accolades, such as Best Corporate Agency - Single Location at the '13 NTIAs (the 4th time in a row), and BRW magazine named her as the 25th best firm to work for in Australia.

What's next? "Who knows, I usually wake my husband in the middle of the night to say I'm starting a new business, so watch this space," added Penny.

She is **pictured** (2nd from right) with clients, Louise Bryant, 329 Productions, and Kate Lovegrove & Gisele Karamo, Illyria Pty Ltd.

## WIN A TRIP OF A LIFETIME TO BARCELONA

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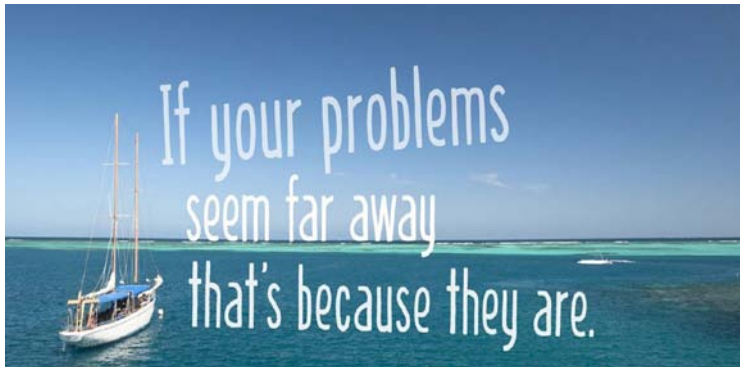
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# Fiji tempts with new campaign



**TOURISM** Fiji is expected to showcase its latest marketing campaign to the Australian market at a special event in Sydney tonight. Here's a sneak-peek at some of the clever ads which are tipped to be part of the campaign, already appearing on the [www.fiji.travel](http://www.fiji.travel) website.



## Perfect holidays ingredients

**CULTURAL** interaction, natural settings and locations away from crowds are some of the key ingredients for the perfect holiday, according to respondents of a new Roy Morgan Research survey.

The Australian Holiday Attitudes poll found that over the past decade, to Jul 2013, there was a seven percentage point increase in the number of people wanting an encounter with the local culture - up from 67 to 74%.

The percentage of people in search of nature or a holiday with a natural setting, and those wanting a crowd-free location remained flat, at 73% & 70%.

Attitudes towards a 'very active' holiday spiked eight points to 51%. "Australians increasingly want an authentic holiday experience where they can enjoy the local culture," RMR's International Director of Tourism, Travel &

Leisure Jane Ianniello said. "But while their ideal holiday is in a natural setting away from crowds, many of them end up at busy beach or urban destinations such as Sydney, Melbourne, Surfers Paradise, Byron Bay, and Bali," she commented.

### Symposium spaces

**GLOBAL** Business Travel Assoc has limited spaces remaining for the AUS/NZ Energy & Resources Travel Symposium, being held in Perth on 28-29 Oct - to register go to [www.bit.ly/gbta13symp](http://www.bit.ly/gbta13symp).

### HAL buys in Denali

**HOLLAND** America Line has struck a deal to acquire the 345-room McKinley Chalets Hotel in Denali National Park, Alaska, providing the firm with "great potential for growth," said HAL CEO & president Stein Kruse.

### National corp fleet

**CAR** hire firm National Car Rental has commenced the roll out of a new fleet of 'Premier Selection' vehicles at 25 airport locations around the United States to meet corporate traveller demand for "high-end" options.

The upscale fleet includes the Cadillac Escalade, Lexus IS250 and Lincoln Navigator.

Airport depots featuring the range are located at Atlanta, Los Angeles, Dallas/Ft Worth, Denver, Orlando, Phoenix, Chicago, Fort Lauderdale, Boston, Minneapolis, Seattle, Newark and Baltimore.

### Brazil fever advice

**THE** Dept of Foreign Affairs & Trade is "strongly" recommending Australians travelling to Brazil are vaccinated against yellow fever before entering the country.

As Brazil is listed by the World Health Organisation as endemic for yellow fever, Smartraveller is warning that some airlines may require passengers to present a valid vaccination certificate before being allowed to board a flight out of the country.

### MasterChef Intrepids

**FORMER** MasterChef stars and friends Andy Allen and Ben Milbourne are heading to Mexico to film a new food series while on Intrepid Travel's eight-day Mexican Real Food Adventure.

The trip is one of a range of tours that celebrates street fare, local specialties, home recipes, urban bites and more.

The duo are filming the show for Allen's YouTube documentary series which will debut in Apr.

### Unleashed on Mana

**SCHOOLIES** gurus Unleashed Travel has an inclusive package staying at Mana Island resort in Fiji available, priced at \$2,149pp including airfares.

The seven-night package is available to school leavers aged 17 & 18 only and includes buffet breakfast, lunch and dinner daily, return transfers, daily activities, nightly entertainment & more.

Go to [unleashedtravel.com.au](http://unleashedtravel.com.au).

### Explore Castro's HQ

**EXPLORE** Worldwide is promoting a 15-day adventure that treks through Cuba's Pico Turquino, takes in Fidel Castro's headquarters and Che Guevara's mausoleum, as well as Havana, Trinidad & more.

The Revolutionary Trails tour is priced from \$1,888ppts.

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## Finnair HEL lounge

A **PREMIUM** Lounge is set to open at Helsinki Airport in 2014, accessible only by Finnair Plus Platinum and Gold members and their guests, as well as frequent flyer cardholders with equivalent status at **oneworld** airlines.

Shower suites and a Finnish sauna, however, will be available for all pax with lounge access.

The new facility will be adjacent to the existing Finnair Lounge, and an exclusive Finnair tax-free shop will also be opened next door, serving all non-Schengen passengers.

## Australia LA Summit

**TOURISM** Australia, Destination NSW and the South Australian Tourism Commission will co-host the Australia Tourism Summit in Los Angeles, from 09-10 Jan.

The annual event (now in its 2nd year) is part of the G'Day USA showcase of all things Australian.

Topics of discussion during the summit include luxury consumer trends, data mining, social branding and distribution.

## NCL cruise Oct offers

**NORWEGIAN** Cruise Line has launched a month-long Let's Cruise campaign throughout Oct.

Various offers include up to US\$250 onboard credit fleetwide (including the recently enhanced *Pride of America* in Hawaii and *Norwegian Epic* in Europe), up to US\$500 when booking any NCL cruisetour, and an additional US\$100 when booking *Norwegian Getaway*, which debuts in Miami in Feb 2014.

Reduced deposits, Latitudes discounts and air credits also apply to select sailings.

Fares on the new *Getaway* start at US\$699ppts.

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

## Extra QF SYD/WLG flt

**STRONG** demand ahead of the holidays has seen Qantas add a supplementary return service between Sydney and Wellington (QF165/166) on 21 Dec.

## 7th Hyatt in Orlando

**THE** Hyatt Corporation has signed a seventh property in the Greater Orlando region of Florida, after acquiring the 1,641 room Peabody Hotel for US\$717m.

Hyatt has rebranded the hotel as Hyatt Regency Orlando.

It is located near the heart of Orlando's theme park district.

## OTG gets stuck into Vietnam



**ON** the Go Tours recently hosted a group of Flight Centre Limited agents from Australia and New Zealand on a sensational famil to exotic Vietnam.

A group of 11 agents and their hosts enjoyed 10 days ploughing the countryside, exploring charming Hanoi with its fading colonial architecture and national monuments, to the spellbinding scenery of Halong Bay and the steamy city of Saigon on the edge of the Mekong Delta.

Guided by an ex-Viet Cong guide and staying in comfortable 4-star accommodation and a deluxe junk on Halong Bay, these agents experienced the very best of Vietnam on the whirlwind tour.

**Pictured** in Hoi An from left are: 'Mr Bo', OTG guide; Lauren

King, OTG bdm; Sarah Land, FC NZ; Jana Randall, FC Warringah Mall; Karolina Duda, FC Groups NSW; Rachel Harris, FC Prahau; Nishtha Aggarwal, FC Armadale; Sarah Judd, FC Mt Gambier; Charitie Docherty, FC Gippsland; Justine Lowe, FC Cherrybrook; Corey Shanaberger, Escape Travel Watergardens; Pamela Blee, FC Vic Park and Michelle Drury, FC Hollywood Plaza.

## Peugeot leasing deal

**DRIVEAWAY** Holidays has the Peugeot 5008 SUV Economy 1.6L available for \$96 per day on a 21-day lease, for collections in France this year, or the Expert Tepee 8-seater for the same rate based on a 40-day lease - 1300 363 500.

# Early Bird fares to 35 European cities from \$1,535.\*

The Emirates and Qantas Early Bird Fares have landed. Book your clients' flights now and they'll save on travel for next year. With great fares, up to 1,500 channels of entertainment and a 30kg luggage allowance to 35 European one-stop destinations, now's the time to book their trip. Offer ends 15th November, 2013 unless sold out prior.

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Barcelona	\$1,548*	Barcelona	\$7,598*
Paris	\$1,592*	Paris	\$7,697*
London Heathrow	\$1,754*	London Heathrow	\$7,984*

Selected flights and departure dates apply. Flights from other departure points and First Class fares also available.



[qantas.com.au/agents](http://qantas.com.au/agents) | [emiratesagents.com/au](http://emiratesagents.com/au)

\*Airmiles quoted based on Economy and Business Class return fare from Melbourne. Other departure points on sale at higher airmiles. Offer ends 11:59pm (AEDT) 15th November, 2013 unless sold out prior. Departures from 1st March until 31st October, 2014. Prices correct at 19th September, 2013 but may fluctuate if carrier charges, fees, taxes or currency change. Fares shown are for travel in the low season. Offers subject to availability and flight restrictions apply. Small variations in prices may occur as a result of differences in airport taxes and charges. Cancellation and change fees apply. Parts of the Qantas - Emirates partnership continue to be rolled out progressively in 2013. Other conditions apply.



Today's issue of *TD* is coming to you from Jasper National Park in Canada, courtesy of APT

**RIVER** rafting may not exactly be what you think an APT tour of the Rockies will entail, but that's what 36 agents experienced during their Freedom of Choice sightseeing excursion in Jasper.

Our group ventured down the Athabasca River on three strong & comfortable craft in which we enjoyed a serene, gentle ride along the cascading river. It was a wonderful way to wake up.

The afternoon saw us split into three smaller groups depending on what afternoon activity was selected. Some went on a gentle hike, others strapped into the sidecar of Harley Davidson motorcycle for a tour, while *TD* joined some agents in meeting Wes - a 40-year veteran warden of the Jasper NP who helped find wildlife & regaled many stories of his years of service, knowledge & expertise in the area.

The day concluded with a First Nations dinner, entertained by a tribe of local natives while learning more about the region over a delicious meal.

## Arts for Langham's sake

**THE** Langham Melbourne reinforced its credentials as a supporter of the arts by last night hosting a group of industry partners at a Sydney Opera House performance of *South Pacific*.

The award winning Roger and Hammerstein musical will shortly move onto Perth, and last night's event was hosted by Langham md Ben Sington (right) who said he was proud that the hotel was a Sydney Opera House sponsor.

He said the 388 room five star property located on the Southbank Promenade has also been supporting the arts in Melbourne for a long time.

"As the official hotel of the Arts precinct in Melbourne, we believe in sharing the best performances with Australians and we know that Opera Australia consistently produces some of the most spectacular shows in the world," Sington said.

The property also supports the Arts Centre Melbourne, Melbourne Recital Centre and the Melbourne International Jazz Festival.

The Langham Melbourne has recently added seven Terrace Rooms which offer spaces over



50 square meters and an external terrace, late last year, and is also in the process of adding six balcony rooms that overlook the hotel's pool deck and some of the famous Melbourne sights.

Thursday 3rd Oct 2013

## IATA Aug summary

**TOTAL** revenue passenger kilometers (RPKs) for Aug rose 6.8% compared to this time last year, according to IATA's latest global passenger traffic results.

Capacity increases over the 2012 period lagged demand at 5.6%, which saw load factors match the record high of 83.4% set in Jul 2011.

Asia-Pacific carriers recorded an increase of 8.6% in international passenger demand, compared to Aug 2012 - a stronger performance than Europe and North America.



## 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).

**The Canadian Tourism Commission** has announced the departure of its president and ceo, **Michele McKenzie**. She will step down from 31 Dec after completing two full terms of service. The CTC said the process to determine its next leader would be carried out by the Government of Canada in collaboration with the CTC Board of Directors.

**Emma Fraser** has been named as the new group director of marketing for **Toga Hotels**. Fraser has extensive experience with a range of hotel groups including Raffles, Jumeirah, Starwood and Carlson Rezidor.

**Carlson Wagonlit Travel** has appointed **Patrick Andersen** as its president, Americas. He moves from his current role with CWT as executive vice president UK & Ireland, Nordics and Eastern Europe.

**Sally Cooper** has taken the role of Events and MICE director for **Tourism Fiji**. One of her primary responsibilities will be to organise and run the new Fijian Tourism Expo in May next year.

**Luxperience** founder and ceo Helen Logas has decided to take a "background role" within the show, with the promotion of **Lindy Andrews** to the role of ceo. Her former role as Luxperience director of sales and partner alliances will now be taken by **Eric Lewanavanua**.

**Frederic Chretien** has been named as general manager of the newly acquired **Outrigger Mauritius Resort and Spa**.

Full service TMC **Corporate Travel Connections** has announced the appointment of **Peter Gunn** to the role of general manager, Western Australia. He returns home to Perth after some years in Victoria.

MICE industry doyenne **Leila Bishara** has become a strategic consultant to **DMS Destination Management Services** after selling the business to general manager **Marissa Fernandez**.

**Cruise Down Under's** management committee has today advised it has elected to bring past chairman **Chris White** back to the role until the 2014 AGM. The committee said that whilst the incoming management committee had "a wide range of skill sets", it was deemed that a further year under White's guidance would be beneficial. On top of providing leadership to CDU, White will assist the committee to establish a succession plan to guide the organisation's future and strategic plan.

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The right candidate will be attuned to the needs of the retail leisure market and possess the following:

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Backed by an established Sales Department you will receive the resources and support needed in order to succeed.

### COULD THIS BE YOU?

To apply, forward your CV and covering letter to [recruitment@globusfamily.com.au](mailto:recruitment@globusfamily.com.au) with the position title in the subject line by **Friday 11th October, 2013**.

For more information on LinkedIn Click Here [LinkedIn](#)



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## United's Trivia pursuit rewards



**UNITED** Airlines wrapped up its annual trivia nights in Melbourne last week, in which 10 lucky winners across Australia and New Zealand received a return ticket to the United States, flying UA.

Around 90 Melbourne agents were tested on their knowledge of UA, California, San Francisco Airport, New York and Anaheim, as well as other trivia topics such as pop culture and US geography.

Other trivia events were hosted in Sydney, Brisbane, Wellington and Auckland earlier this year.

In all, about 400 travel agents were quizzed during the shows.

Some great prizes were on offer, with the two grand finalists in Melbourne scoring United flights

## Niue self famils

**NIUE** Tourism Office has relaunched its land-only seven-day self famil program, valid for travel to the end of Mar 2014.

Priced from \$299pp, the trip includes accom at a choice of three properties, transfers, a half day tour and discounts of up to 25% off other tours & activities.

Participants must undertake five inspections during the famil to be eligible - call 1300 136 483.

## Garuda ATR 72 order

**GARUDA** Indonesia is to lease 35 new ATR 72-600 turboprops from Nordic Aviation Capital, with the first of the 70-seat aircraft to be delivered in Nov this year.

## Tramada BI deployed

**TRAMADA** Systems has this month begun the limited release of its Business Intelligence (BI) solution, providing built-in access to "leading edge" data analytics.

The solution provides corporate agents with debtor facing reports which allows users to build their own reports and create tailored dashboards to meet individual needs, while agencies and TMCs are able to apply unique intellectual property to the data that assist them construct metrics and measurements that have relevance to their business.

Potential BI customers can get to know the system over a 'lunch & learn' session - [tramada.com](http://tramada.com).

## Thai Me Up Travel?

**SEVENTEEN** new travel agency head offices registered with the Travel Compensation Fund in the second half of Sep, and there's a few interesting names spread across the latest batch.

Among the new recruits with some inspiring brand names are Thai Me Up Tours of Camden, Fair Deal Travel of Greenacre, Good Luck Travel Centre of Lakemba, Honey Bee Travel of Fairfield West and Cre8ive Travel of Leichardt.

Other new TCF additions include Taj Voyages, Create Travel at Woodcroft, Express World Travel, Malai Travel, Footstep Adventure, AIM Travel & Tourism, Hana Tour Oceania and Shams Group.

to San Francisco and Las Vegas, plus accommodation, City Passes for attractions and more.

Other winners won trips to New York, Las Vegas and San Francisco.

**Pictured** above from left are: Fernando De Silva, UA; Dave Ashburner, June O'Brien and Ann Hammer from AMEX; Frank Honacker, UA; Linda Lai, STA Travel; Noelle Chantiri, AMEX; Julie Stingel, UA; Nerell Binios, AMEX; Alison Espley, Verena Billett & Chris Petty from UA, Tristan Freedman, Visit California.

## World Exp incentive

**A WORLD** Expeditions Himalaya trekking adventure is being offered as the top prize in a new exclusive travel agent competition.

Entry is open during Oct & Nov, with agents needing to answer five questions and submit a response to a final question.

The prize includes return THAI Airways International airfares to Kathmandu, and a trip for two on either the Gokyo Lakes & Renjo La, Sherpa Everest, Everest Base Camp & Kala Pattar, Best of Annapurna Dhaulagiri or Annapurna Chitwan itineraries.

See [www.bit.ly/WEhimacomp](http://www.bit.ly/WEhimacomp).

## WIN A TRIP FOR TWO TO IRELAND

Throughout October, **Travel Daily** is giving readers the chance to win a fabulous holiday to Ireland, courtesy of **Tourism Ireland, Etihad Airways, Avis, Ashling Hotel- Dublin, Manor House Hotels & Irish Country Hotels** and the **Beech Hill Hotel – Derry-Londonderry**.

The prize includes:

- Return economy airfares for 2 people to Dublin flying Etihad Airways;
- 9 nights' accommodation (twin share) including breakfast daily;
- 7 days Avis standard car hire in Ireland (pickup & return to Dublin).

Every day **Travel Daily** will ask a different Ireland-related question – just read the issue and email us your answer. There will be 22 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 fantastic holiday to Ireland.

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

Plus, two runner ups will receive an 'Ireland goodie pack', including Lonely Planet Ireland guide, Lonely Planet Dublin guide, Lonely Planet Irish Language & Culture guide, Lyndey Milan DVD, neck pillow and post-it notes.



Click here for more info and terms & conditions

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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

### **\*JOB OF THE WEEK\***

#### **REGIONAL HEAD OF PRODUCT SYDNEY - SALARY PACKAGE UP TO \$100K+**

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.

### **ARE YOU TECHNICAL? IT MANAGER**

#### **SYDNEY – GENEROUS SALARY PACKAGE**

If you're an energetic I.T. guru with experience in supporting both on-site & remote operating systems (desktop, telephony, routers, etc) then this is the opportunity for you. You'll be professional and friendly with great negotiation & communication skills capable of making recommendations to the business. You'll be savvy in managing business software applications, change processes and managing IT project developments.

### **IMPLEMENT THIS!**

#### **IMPLEMENTATION MANAGER SYDNEY- SALARY PACKAGE \$85K**

The Implementation Manager is responsible for implementing and owning operational relationships for all products within the online space. You will be in charge of all commercial agreements, manage product relationships along with managing client migrations and proactively meeting with stakeholders along with being the main point of contact for troubleshooting.

### **OPERATIONAL AND RELATIONSHIP DRIVEN? CORPORATE TRAVEL PROJECT MANAGER – APAC SYDNEY- SALARY PACKAGE \$100K+**

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives

### **OPPORTUNITY NOT TO BE MISSED!!**

#### **SUPPLIER RELATIONS MANAGER SYDNEY - SALARY PACKAGE UP TO \$85K**

Experienced supplier relations managers get excited. Here is your chance to diversify the product you're currently working with and join a successful organization that has many great brands under its roof. You'll have experience in product research, supplier relations. Contracting and negotiation. You must be a team player, have great attention to detail, and enjoy a fun, fast-paced environment.

### **ARE YOU A FARMER?**

#### **NATIONAL ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE TO \$110K+**

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.

### **EXCITING OPPORTUNITY!**

#### **HEAD OF GROUPS - CORPORATE SYDNEY– SALARY PACKAGE TO \$85K**

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

### **SALES = \$\$**

#### **CORPORATE BDM – SME MARKET MELB & SYD –SALARY PACKAGE OTE \$120K+**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

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### Travel Consultant - USA Specialist

Gold Coast - \$DOE + Commission - Ref 813PS1

Love the Big Apple and all American States? One of Australia's fastest growing travel companies is expanding and recruiting a new team to start on 15th October. This is the perfect role for someone already working as a Travel Consultant with at least 1yr's experience using a GDS and excellent North America destination knowledge. Call Centre environment with 7 day shift rota, one weekend per month! Excellent salary package plus uncapped commission and educational.

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

### Business Development / Sales Manager

Sydney - \$Competitive + Bonus - Ref 786SJ2

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 a Sales / Business Development Manager to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC.

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

### Groups Retail Travel Consultant

Melbourne - \$40K + Commission - Ref 706DB1

Do you love leisure travel? Do you have experience in booking groups? This global organisation are looking for a someone to join their team and earn uncapped commission! Within this dynamic team no two days will be the same! You will be use your groups booking experience to book worldwide travel as well as your sales skills to earn \$\$\$\$. If you are looking for a fantastic career in travel and have experience then contact me now!

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

### Travel Consultant

Adelaide - \$40-50K + Super + Benefits - Ref 4557NC1

A leading agency is looking for a customer focused Travel Consultant. Stop the struggle to make your targets and focus on the bigger picture - the customer. This is a fabulous agency with a fantastic team. You will offer outstanding service in a Monday to Friday role and deliver travel itineraries that are more than just another trip, these are once in a life time experiences! Add your personal touch through recommendations and deliver unique travel itineraries!

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

### Corporate Travel Consultant

Brisbane - Package to \$55,000 - Ref: 819PS1

An experienced Corporate Travel Consultant is required to join a leading independent travel management company. This would be a great role for a service/support focused individual, who is able to interact with all levels of the business. Working in a friendly and supportive team, you will be responsible for the coordination of predominantly domestic travel arrangements. The ideal candidate will be Amadeus & Tramada trained, but other GDS considered.

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

### Corporate Leisure Consultant

Sydney - \$50K + Super + Incentives - Ref 352KF1

An experienced Corporate Travel Consultant is require by a leading independent travel management company. This is a great opportunity for a Consultant to work closer to home in a flexible, relaxed environment, booking all aspects of travel from point-to-point airfares and detailed itineraries for business traveller leisure needs. This is an exciting opportunity for the right person to take ownership of this role whilst growing this business area even further.

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

### Cruise Travel Consultant

Melbourne - \$40K + Comm. + Incentives - Ref 798DB2

Exciting new Cruise Travel Consultant position! Do have great sales skills and know your cruises? If so, this could be what you're looking for! This dynamic online travel company are going from strength to strength, with offices across APAC they are continually growing. They are looking for a Cruise Consultant to join there team. If you love sales, are passionate about cruises and want to be part of an exciting company then read on! Don't delay, apply today!

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

### Team Leader

Perth - \$50-55K + Super + Incentives - Ref 0466NC1

This compact team is looking for a fantastic Travel Team Leader to lead it to success. Can you lead a small but experienced team? We are in need an amazing Travel Team Leader for this wonderful branch, located south of Perth. Lead and manage your team to reach the top of the ladder! Be well rewarded in this exceptional and rare role as a branch Travel Team Leader! If you are an amazing role model and can lead by example, this is the new role for you!

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



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