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Travel Daily

First with the news

Thursday 5th September 2013



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New ceo for MTA

MOBILE Travel Agents has appointed Don Beattie as the firm's new ceo, with mds Roy and Karen Merricks saying the move was a "major coup" for MTA.

"Given his substantial experience in the home-based travel consultant sector and his broad understanding of the business model, Don represents an exceptional fit for MTA as we move forward," they said, with the move enabling them to focus on company strategy.

Beattie's extensive industry career has included roles with Sabre, IATA and TravelManagers. More appointments on **page 6**.

Air NZ to lift VA stake

THE ACCC today announced it will not oppose the proposed acquisition by Air NZ of a further 6% of Virgin Australia (**TD** 06 Jun), which will lift its stake to 26%.

The news follows yesterday's approval of the VA/NZ alliance.

Quest flags more for SA

QUEST Serviced Apartments has announced accelerated growth in South Australia, with plans to lift its presence there to ten properties.

At an event in Adelaide yesterday, Quest chairman Paul Constantinou announced new properties in Port Adelaide and the CBD, as well as the new Quest King William South which is on track to open in April 2014.

The growth will build Quest's SA offering to more than 670 rooms - almost tripling its size in the state

since May 2012.

"Adelaide's reputation as a commercial and business tourism hub is flourishing, driven by growth in mining, manufacturing and aviation," Constantinou said.

"Naturally this activity has stimulated demand for quality business traveller accommodation and why Quest has seen potential for business growth in this thriving state".

SA Tourism Minister Leon Bignell said govt investment including the \$350m Convention Centre project was "transforming Adelaide into one of the nation's most vibrant tourism and conference destinations".

Eight pages of news

Travel Daily has eight pages of news & photos, a front full page for **Virgin Atlantic**, another page of photos from the **Globus Supertour** plus full pages from: (**click**)

- AA Appointments jobs
- Amadeus
- Travel Trade Recruitment

O&O Hayman closure

HAYMAN Island will close from 15 Jan 2014 as it undergoes a \$50 million refurbishment before reopening under Kerzner's One&Only brand in Apr (**TD** yest). Kerzner International chief Alan Leibman said the upgrade would be very significant.

"There will be a lot of change, a lot of development - we are not just going there and putting our name on the door," he's quoted as saying in today's *Financial Review*.

Leibman said the company expects strong patronage from China, Russia and the Middle East and anticipates that One&Only Hayman will eventually achieve the "very high room rates" and strong occupancy of the other resorts in the portfolio.

\$1,799 VS to the UK

VIRGIN Atlantic is celebrating the addition of its new UK destinations by offering sale fares from Sydney to London, Manchester, Edinburgh or Aberdeen starting at just \$1,799, valid for bookings by 11 Sep - see the **front full page** of **TD** today.

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Virgin Australia seek Compass codeshare

THE US Dept of Transportation has received an application from US regional carrier Compass Airlines seeking to permit Virgin Australia to codeshare on flights conducted for Delta Air Lines.

“The arrangement will enhance the benefits of beyond/behind gateway codesharing that Delta and Virgin Australia deliver through their joint venture,” the airlines told the US regulator.

Initially the proposed codeshare covers sectors between Los Angeles and San Francisco, however the airlines say they “anticipate codesharing to encompass flights operated by Compass on Delta’s behalf.”

CP requested to display the ‘VA’ code on flights it operates within the USA and between the United States and third countries.

Last month, Virgin Australia said it was switching operators on the LAX-SFO route from SkyWest Airlines to Compass (TD 02 Aug).

Industry hails PMC freeze

THE travel and tourism sector has come out in strong support for the newly announced Coalition policy which will see the removal of indexation of the Passenger Movement Charge if it’s elected to government on Saturday (TD breaking news).

A TEC md Felicia Mariani said the policy launch showed “a genuine recognition of the role tourism plays in the national economy, and particularly as a strong export industry”.

Shadow Tourism Minister Bob Baldwin also committed a further \$2 million to support Tourism Australia’s G’Day China initiative beyond the first year.

There’s also an additional \$50m in funding for the Export Market Development Grant scheme, as well as removing the current requirement that additional funding be restricted to new markets, which Mariani said had been an impediment to tourism

firms looking to connect with the trade in overseas markets.

AFTA also welcomed “the leadership shown by the Federal Coalition on Tourism Policy,” with ceo Jayson Westbury hailing the escalation of the importance of the tourism portfolio which will become part of the Department of Foreign Affairs and Trade.

Take off with Express

EXPRESS Ticketing has partnered with Qantas in a new incentive linked with the Disney *Planes* movie which will shortly launch into Australian cinemas.

Participating agents will have the opportunity to win the major prize of a family trip to Disneyland Hong Kong including flights and accommodation.

There are also weekly prizes of *Planes* movie passes as well as the chance to top up the value of Express Rewards cards.

The promo ends 29 Sep.

Luxperience growth

HELEN Logas, ceo of the Luxperience show which wrapped up in Sydney yesterday, has announced plans to grow the event by “at least another 50%” in 2014.

More than 300 buyers met with 148 exhibiting companies, this week taking part in more than 26,000 15 minute meetings over the three day event.

Luxperience 2014 will take place 31 Aug-03 Sep 2014 again at the Sydney Overseas Passenger Terminal, with director of sales Lindy Andrews saying 80% of exhibitors had already committed to the 2014 event.

SQ A380 to Shanghai

SINGAPORE Airlines will fly its A380 aircraft on the Singapore-Shanghai route from 27 Oct, with the superjumbo to operate between the cities 5 times weekly.

SQ flies between Shanghai and Singapore four times daily during the northern winter period.

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Easyway booking upgrade

QANTAS Holidays and Viva! Holidays have relaunched their easyway online booking website, with a range of enhancements including 'My Bookings Search'

which makes it easier to find client bookings - including those requiring deposits within the next seven days.

Also new is the display of a preferred/recommended hotel in certain destinations and a 'My Messages' section displaying the latest communications from the wholesaler.

A Hotel Quick Search engine is available on the home page which continues the same booking flow as a 'Build Your Own Itinerary' land package while the site also now links to the latest information on brochures on the JTG wholesale trade site.

ITG business forum

EXPRESS Ticketing has announced that The Travel Corporation has signed on as a major sponsor of its upcoming Independent Travel Group Business Forum, which will take place at the five-star W Hong Kong Hotel 21-24 Nov.

TTC will host the awards dinner at the SKY100 restaurant, while Sabre Pacific is sponsoring the Welcome Function at the Woobar at W Hong Kong along with a talk from social media expert Kim McKay of Klick Communications.

Qantas is sponsoring the keynote address by finance journalist Michael Pascoe, with additional major air sponsors including Cathay Pacific and Virgin Atlantic.

Poon Tip exclusive

G ADVENTURES founder and boss Bruce Poon Tip's soon-to-be-released book on business is to feature an exclusive foreword from the Dalai Lama.

Speaking to *Travel Daily* from Toronto this morning, Poon Tip - who is 'A Friend of Tibet' - said he was honoured to be recognised personally by the leader.

It's the first time the Dalai Lama has endorsed a business book, Poon Tip told *TD*.

Entitled *Looptail*, Poon Tip began putting pen to paper in May last year to describe how the G Adventures business was established and how it has grown to be "the world's most successful adventure travel company."

He signed a publishing deal for the 290-page book with *Business Plan* in the US a month later.

Looptail's launch date has been pushed forward from this Oct to 23 Sep after being upgraded to a 'major release' by booksellers.

A unique chapter of content relevant to the Australian market has also been added to a "Special Edition" which is now also being published in Australia by the local arm of *Business Plan*, Hachette Australia.

Previously *Looptail* was only going to be distributed here, but Poon Tip said he wanted to recognise the local market.

Poon Tip will support the launch of *Looptail* with an Australian book tour, planned for Feb 2014.

See www.looptail.com.



Window Seat

A SMELLY carpet has forced the diversion of a Lufthansa flight, after crew noticed a strong odour on the A320 shortly after it took off from Stockholm for Frankfurt.

According to the *Aviation Herald*, the pilots decided to divert to Copenhagen where maintenance staff determined that "the odour originated from a newly installed carpet".

Interestingly it wasn't the first flight with the new floor covering, with a comment on the report saying "obviously the new crew had more sensitive noses than the previous one".

VISITORS to the famous Cliveden stately home, near Beaconsfield in the UK, are being greeted by a somewhat irreverent way to exit from the iconic property's top floor.

The building is undergoing a multi-million pound restoration, and while a 350-year-old staircase is being repaired a gigantic slide has been installed (**below**) as an alternate route from the south terrace to the formal garden.



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Chile getting hotter & hotter

CHILE continues to benefit from nonstop air access from Australia, with arrivals from this market up 20% in Q1 2013 compared to the year prior, the country's national tourism board has reported.

The pax traffic boom is a direct result of Qantas' shift last year of its South American hub from Buenos Aires to Santiago, says Turismo Chile's Juan Lopez.

Qantas operates a six weekly service between Sydney-Santiago, with the Australian flag-carrier previously confirming the route will eventually move to a daily operation, possibly by this Oct.

Before the introduction of QF's nonstop service, Chile was a "tag-on" destination.

"The 'Qantas effect' has been very important to tourism, but there is still a lot of work to do in terms of marketing," Lopez said.

Overnight stays by Australians in the Chilean capital leapt by 10,000 to 46,000 in the past 12 months - excluding transiting passengers.

In terms of total overall visitor numbers, Australia is pooled by Turismo Chile into a "priority market" with New Zealand, Japan and China.

Collectively, the group accounts for around 4% of last year's total of 3.5 million arrivals into Chile.

Growth may have been stronger if not for the "more attractive" exchange rates to Europe, he says.

Last week's South America Downunder roadshow (see **page five**) brought together tourism suppliers and authorities from Chile, Argentina, Colombia and Venezuela in a combined effort to boost interest in the continent.

"Generally, South America is not an Australian travellers first-time destination and when they do come to Chile it's only part of a

combined itinerary to Argentina, Peru and even the Galapagos."

"We are working very hard to promote Patagonia and Atacama, which can be combined with Argentina in the south and Peru in the north - we are happy with the response we are receiving from Australian partners," he said.

Tourism makes up 6% of Chile's GDP, meaning the authority's marketing budget is stretched.

"But now, investment is being pumped into our tourism infrastructure so we are prepared for growth."

Lopez said wholesalers and tour operators have tapped into the growing tourist destination after becoming aware that Chile is one of the safest and most sustainable countries in South America.

He named Scenic Tours, Chimu and Natural Focus Safaris as some of the Aussie companies which have increased their product awareness and offering in Chile, saying "each is helping us with different segments of the market."

The recent roadshow and co-op corporate campaigns will help to further promote the destination.

He said the backpacker sector was next on the agenda & that talks were already underway with companies such as Intrepid.

"We know the backpacking market is good in the long-term as it will aid us to develop the destination," Lopez told **TD**.

"Australia has a high backpacker sector which we hope to target as part of our ongoing strategy."

Lopez however said there was a greater impetus on not saturating the tourism market.

"We don't want to become a mass tourism destination - we want to be careful and look after our environment, culture and social aspects."

Mango adds JNB/ZNZ

SOUTH African LCC Mango will launch new Johannesburg-Zanzibar flights on 21 Sep, initially once weekly prior to ramping up frequencies later in the year.

TIME scholarship mentees



ABOVE: The Travel Industry Mentor Experience last night celebrated as its Program 9 mentees graduated, at the same time as welcoming its twelfth intake of new participants.

Guest speaker, Virgin Australia chief operating officer Judith Crompton, addressed the group which also included the recipients of the new TIME scholarships awarded courtesy of Think e-procurement (**TD** 29 Jul).

Pictured above from left at the ceremony are, from left: Oliver Tams; scholarship winner Jessica Doherty of Snowscene; Think founder Adam Ryan; scholarship winner Casey Death from Biznaga Travel Company; and TIME founder Penny Spencer from Spencer Travel.

Croatia saving

BEYOND Travel is offering discounts of more than \$1000 per couple on a selection of eight day "first class small ship cruises" in the Adriatic and Aegean seas.

The voyages are on board 25-cabin mega-yachts, visiting Croatia, Montenegro, Greece and Albania - 1300 363 554.

Jet boosts SIN/BOM

INDIAN carrier Jet Airways is set to increase its operations between Singapore and Mumbai, with a second daily 737-800 flight to commence operation 01 Nov.

The new flight departs Singapore at 7.05pm, arriving in Mumbai at 10pm the same day.

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Qantas Indo renewal

THE IASC has granted Qantas unlimited capacity on the Indonesia route between points in Australia (excl SYD, MEL, BNE & PER) for a period of 10 years.

Insight covers Europe top to tail

EVER increasing demand for additional new product and destinations has seen Insight Vacations beef up its new 2014/15 Europe & Britain program, again.

The guided holiday specialist's new brochure will hit agent shelves later this month, but president and ceo John Boulding this morning previewed an advance copy to **TD**.

At a massive 206-pages, the range is extensive, covering 45 out of a possible 46 destinations in Europe/UK, the Eastern Mediterranean & Morocco.

Kosovo is the only nation the firm isn't travelling through after adding Andorra, San Marino and Moldova for 2014/15.

Boulding (pictured above, left with Australia md Joost Timmer)



told **Travel Daily** the Australian market still provides Insight with its largest slice of bookings.

"We've just had the biggest year that Insight has ever had, globally and in Australia, which is tremendous and very exciting."

He confirmed that Insight had suffered from the political crisis in Egypt, with bookings to the Eastern Mediterranean falling from one-third of the firm's business three years ago to now account for just 10% of sales.

To overcome the fallout, Insight has ramped up its offering in Europe "to replace it and exceed our position before."

Product has been bolstered with a revamped range of 'Signature' Hotels, Dining and Experiences, a greater selection of Independent Breaks & Mini-Trips, coupled with eight new extended itineraries.

Welcome Dinners have been upgraded from buffets to a la carte menus and 'Country Roads' itineraries have been expanded.

Regardless, Insight will maintain a presence in Egypt, with the product now contained within the Europe program rather than in a standalone brochure, managing director Joost Timmer added

Timmer told **TD** Australia had achieved double-digit growth in the past year and that the response to Insight's European Preview brochure - rolled out in Jun - has been overwhelming, with bookings surpassing 2013.

S America showcase a success

ORGANISERS of last week's South America trade show are reporting positive feedback from the event which saw over 450 trade partners participating.

Held in Auckland, Melbourne, Brisbane and Sydney, the South America Downunder roadshow featured a series of B2B meetings in the NSW and Victorian capitals which gave local wholesalers and product managers the chance to meet one-on-one with overseas incentive companies.

The delegation of 24 included tourism bureaux from Chile, Argentina, Colombia & Venezuela, (Turismo Chile, INPROTOUR, Pro Expert Colombia and INATUR), along with hotels, DMCs, regional tourism boards and domestic airlines.

Event facilitator, Aviareps' Craig Gibbons told **TD** the shows had been welcomed by new-to-the-industry and experienced South America travel sellers.

"Most of the time when you talk

to agents about the destination they admit their knowledge is lacking, while some don't know the geography and countries within the continent," he said.

"This year's show has moved away from a hard-sell and was focused on providing training on how to get to South America, where to go, what to do and how to combine destinations.

For Aussies, South America tends to be a once-in-a-lifetime but "obscure" destination, so it's key to arm the trade with as much useful information as they can handle, Gibbons told **TD**.

Making its first attendance at the show was Venezuela, with Gibbons saying delegates from the country had been blown away with the interest and enquiries.

Colombia was returning for its second trade mission.

Attendances at the Sydney and Melbourne shows were over 100, while there was around 80 at the Brisbane and Auckland events.

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New Tempo brochure

TEMPO Holidays has launched its 2014 Dubai & Egypt brochure, with both destinations boasting expanded ranges including new 24-hour check-in hotels in Dubai.

Product in Jordan, Israel, Oman, Lebanon and Abu Dhabi also features in the new guide.

Viva! Hawaii focus

FREE shopping vouchers, child specials & free tours are on offer under a new Hawaii promotion launched by Viva! Holidays.

In partnership with Hawaiian Airlines, a free day tour is being awarded to the first 50 bookings who quote codeword "Hawaii".

Creative going offline

CREATIVE Holidays is reminding the trade its call centres in Sydney and Perth will be closed this Sat (07 Sep) due to a company-wide conference.

Weekend ticketing deadlines must be paid by 5pm AEST on Fri, with i-Create remaining available.

SkiJapan bookings up

SKI specialists SkiJapan have reported a 20% spike in customer numbers compared to the same time last year, citing value for money and reliable conditions.

GM Marcus Williams said daily tickets at some of the popular Japanese resorts are around \$64.

Seven-night family packages to Niseko in low season for two adults & two children (6-12yrs) are priced from \$670pp, which can be paired with Qantas airfares of \$1,499 per adult and \$1,199 per child.

Jetstar MEL-HKT direct flights

JETSTAR is set to boost long haul operations from Melbourne, including non-stop flights to Phuket which will debut on 14 Dec, just in time for the holiday season (**TD** breaking news).

Jetstar Group chief commercial officer, David Koczkar, said the airline will also add a fourth weekly Melbourne-Honolulu frequency over the peak season.

Further, the carrier will boost MEL-SIN flights from five to six per week from 18 Dec - but will scale back operations in Asia with

the suspension of Singapore-Osaka flights from 01 Nov, as well as Singapore-Beijing which will cease operations from 30 Nov.

Jetstar will continue to serve Osaka on its flights via Taipei and Manila, Koczkar said.

He also confirmed that Jetstar was expecting to receive three of its 14 787s on order by the end of the year, with the carrier "looking at a range of destinations to deploy capacity on".

Launch fares on MEL-HKT lead in at \$429 one way.



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.

Global travel technology giant **Sabre** has announced **Larry Kellner** has joined the firm as the non-executive chairman of the Board of Directors. Kellner also serves on the Boards of Marriott Int'l & the Boeing Company.

Two new General Managers have been welcomed to the fold at **Auckland Airport**, with **Richard Barker** named as General Manager of Retail and Commercial. He joins alongside **Graham Matthews**, who will carry out the duties of General Manager of Airport Development and Delivery.

Australia/NZ touring firm **AAT Kings** has furthered its sales branches into Asia, appointing **Lucy Jin** to the new role of Sales Manager Asia. Jin is fluent in three languages and will drive the company's sales into several important Asian markets with her wealth of industry experience.

Jetset Travelworld Group has named **David Hassan** as its new Chief Information Officer, to commence from 08 Oct. Hassan joins JTG from his previous role as Head of IT at Qantas Airways.

Ahead of its opening early next year, **Accor** has named **Nathan Frost** will be the General Manager of the new **Ibis Adelaide**. Frost has been with Accor for 15 years and held a variety of roles in Australia & New Zealand.

Online travel agent **Webjet** has appointed **Michael Sheehy** as its Acting Chief Financial Officer in the wake of the departure of Rob Turner. Sheehy joins the company from a similar role at Probuild Constructions.

ACE Insurance Limited has promoted **Chris Newing** as its Head of Travel Insurance for Australia and New Zealand. In his 10 years with ACE so far, Newing has held a number of underwriting and operational positions.

Magda Biniaszewski has been hired by travel insurance firm **Cover-More** in the newly-created role of Ancillary Product Manager. Biniaszewski will be tasked with expanding the firm's range of ancillary products.

Lee Evanson has joined the team at global touring company **Insight Vacations** as the new WA State Sales Manager.

With a proven pedigree of sales and bringing extensive experience to the role, **Walter Nand** has joined **Excite Holidays** as the agent-only wholesaler's new Business Development Manager for NSW/ACT.

Well known Sunshine Coast tourism figure **Steve McPharlin** has joined the **Mantra Group** as the new General Manager of Mantra French Quarter Noosa. In his role, McPharlin will also act as an Area Manager, overseeing the Group's Peppers and BreakFree resorts in the area.

TripAdvisor has recruited **Marc Charron** as its President for Business. In his new role, Charron will oversee the tourism industry's access to the TripAdvisor platform, with the position based in London.



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Globus Supertour explores the Alaskan wilderness

THE annual Globus Supertour has set a cracking pace through Hawaii and Alaska, with more than 30 top-selling agents from across Australia and New Zealand enjoying a "Fire and Ice" adventure in both US states.



ABOVE: On the lookout for whales and other sealife while cruising the Kenai Fjords (from left): Michelle Reynolds, Flight Centre Loganholme and Alex Chisnall from House of Travel Nelson.

RIGHT: Pam Hoffee from Globus has chosen, and fallen in love with, her souvenir in this two-week-old husky pup at the Happy Trails Kennels.



RIGHT: Owner of the Happy Trails Kennels and four-time winner of Alaska's Iditarod husky-sled race Martin Buser, with Kim Tracey from Harvey World Travel Camperdown, and a fluffy new addition to the kennels.



Having already sampled the tropical heat of Honolulu (**TD** 29 Aug), the group has since been exploring the mountains and wilderness of Alaska.

Highlights included a cruise on the Kenai Fjords, a quad-bike adventure in the Denali National Park and a chance to meet huskies and their puppies at the Happy Trails Kennels.



LEFT: Taking time out to cook Reindeer and Moose sausages at the Happy Trails Kennels.

RIGHT: On the Talkeetna River with a perfect view of North America's highest peak, Mt McKinley is Adam Hinds, Macleay Valley Travel and Victoria Chapman from Globus.



RIGHT: Getting a close-up view of the glaciers of the Kenai Fjords is Gabrielle Abbott, Andrew Jones Travel; Karlyn Wilkes, Globus; Liz Bridges, Travelworld Forster; Hugh Twomey, Hawaiian Airlines; Jodie Pearce, Flight Centre Bendigo; Nicki Harford, Globus and Kay Franklin from Jetset Travel Moonee Ponds.

LEFT: Posing as authentic Alaskan husky-sled drivers in the Alaskan town of Talkeetna is Simone Vance, Escape Travel Stock Exchange and Tess Sanders from Flight Centre Greensborough.



ABOVE: This just about says it all. Cruising serenely on Alaska's Kenai Fjords is Tess Sanders, Flight Centre Greensborough; Simone Vance, Escape Travel Stock Exchange and Hugh Twomey from Hawaiian Airlines.



ABOVE: The Globus Supertour group at the summit of Mt Alyeska, having ascended aboard the Alyeska Resort Tram Car.



LEFT: Riding along on a quad bike adventure through the national park with Denali All Terrain Vehicles is Damian Borg, Globus; Michelle Reynolds, FC Loganholme; Nicki Harford, Globus; Tess Sanders, Flight

Centre Greensborough; Victoria Chapman, Globus; Skye Ryan, Escape Travel Ballarat and Carly Taylor from Flight Centre Highpoint.

WIN A COSMOS INDIA TOUR FOR TWO

During September, *Travel Daily* is giving one lucky travel consultant reader and their travelling companion the chance to win a 7-day Golden Triangle *Cosmos* India tour, valued at up to \$5000 per couple.

The winning agent will enjoy:

- A 7-day Golden Triangle India tour taking in Delhi, Jaipur & Agra
- Return economy airfares from major Australian gateway cities
- Breakfast included daily
- Pre-paid Gratuities to Tour Director and Driver
- Airport to hotel transfers on first and last day of itinerary only
- Sightseeing with your Tour Director including visits to many attractions

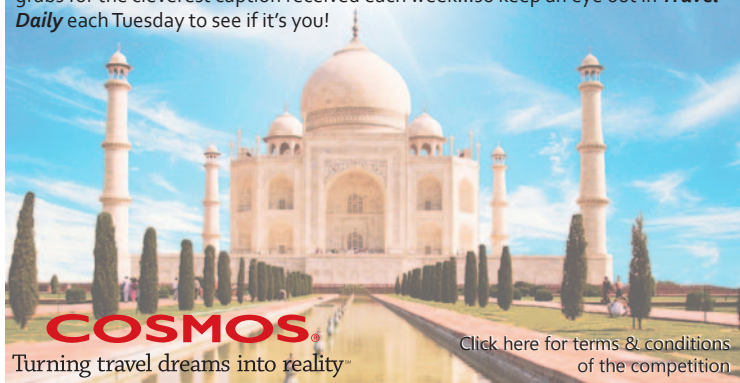
To enter, simply send in a caption that best represents the photo featured above. You can enter as many times as you want.



Week 1

Get creative & email your captions to: cosmoscomp@traveldaily.com.au

Plus, a weekly prize of a bottle of Moët & Chandon champagne will be up for grabs for the cleverest caption received each week...so keep an eye out in *Travel Daily* each Tuesday to see if it's you!



[Click here for terms & conditions of the competition](#)

Four Seasons to Korea

FOUR SEASONS will enter the Korean market for the first time, with the group to open the Four Seasons Seoul in May 2015.

The property will be a 25-storey tower with 317 rooms, featuring a fitness centre, restaurants and conference facilities.

Indigo-ing to Finland

THE first property to be opened under the InterContinental Hotels Group's Hotel Indigo brand in Finland has been slated to debut in Helsinki in 2015, IHG has said.

To be located in the city's region of Kamppi/Punavuori, the hotel will offer 120 rooms, a restaurant, bar and fitness centre.

CEOs want UK air fix

BUSINESS leaders representing London's 25 top corporations have called for immediate action into solving the city's ongoing air capacity saga at Heathrow.

An interim Airports Commission report detailing some short-term solutions is expected to be released in Dec, ahead of a full report covering long-term options, due out in 2015.

The business leaders have called for an increase to the number of flights operating at Heathrow and investments into road/rail access.

Research into the minor airports has found as much as double current air traffic levels could be absorbed by Stansted and Luton.

Garuda int'l pax climb

PASSENGER numbers on int'l routes flown by Garuda Indonesia spiked 8.5% year-on-year for the Jan to Jun half year, uplifting 1.9m pax during the period, GA said.

Sabah comes to meet WA agents



MORE than 80 travel agents in Perth turned out recently to a special Sabah destination update event hosted by Asia Escape Holidays and the Sabah Tourism Board at 353 Restaurant in the suburb of Wembley.

Representatives from Malaysia Airlines, Malaysia Tourism Board and Star Cruises were also in attendance to speak about their products, services and about the destination as a whole to agents.

A number of presentations were conducted on topics such as eco-touring in Borneo as well as twice weekly direct flights between PER and Kota Kinabalu from 27 Oct.

This and several other additions including an increase of flights to Perth by Malaysia Airlines of up

to 14 per week from 23 Nov were recently announced by MH.

In addition, Star Cruises spoke of new cruise itineraries from Kota Kinabalu available following the recent homeport deployment to the port by *SuperStar Aquarius*.

Several major travel prizes were given away to lucky agents in attendance, allowing them to head to Sabah to experience the destination for themselves.

Pictured above from left at the event is Justin LeGrange, Malaysia Airlines with Lauren Goodheart and Katie Day from Harvey World Travel Morley.

ZQN Aussie popularity

QUEENSTOWN became the second busiest gateway in New Zealand for Australians in Jul, stats out from the facility show.

A total of 19,344 Aussie arrivals were recorded for the month, up 15.8% year-on-year and marking nearly one-fifth of all Australian arrivals to NZ in Jul overall.

Territory Ashes pkgs

CRICKET fans can attend the Chairman's XI versus England pre-Ashes series tour match in Alice Springs with packages available through Territory Discoveries.

Packages include flights and tickets to the two-day match, priced from \$525ppts, with the match taking place 29-30 Nov, in between the First & Second Tests.

NT Tourism Minister Matt Conlan said it was exciting the NT would have a slice of the action.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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* JOB OF THE WEEK *

GM LEISURE SYDNEY – EXECUTIVE SALARY

Our client is a leading brand with a clear vision for excellence in client satisfaction and business performance. This outstanding executive opportunity is available now based in Sydney. This position heads up a thriving leisure business that is looking for inspirational leadership and a clear path for future success. Ring for a confidential chat today.

MANAGE THIS IMPRESSIVE PORTFOLIO STRATEGIC CLIENT RELATIONSHIP MGR X 4 SYD, MEL, CBR & ADL – SALARY PACKAGE \$100K+

We're looking for a talented Key Account Manager to join this prestigious corporate TMC. 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

ALL ABOUT BIG BUSINESS? CORPORATE BDM –LARGE MARKETS SYDNEY –SALARY PACKAGE \$110K+

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.

PREFER DEALING ONE-ON-ONE ? CORPORATE BDM – SME MARKET MELBOURNE–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.

CONSIDER YOURSELF A MENTOR? CORPORATE TRAVEL TEAM LEADER X 2 SYDNEY & MELB - SALARY PACKAGE TO \$88K

This newly created role will see you leading this established team of domestic and international consultants to greater success. You will be in charge of any client queries, ensure work flow is distributed evenly and is taken care of within set KPI times, daily meetings and training. You will also have the ability to put your consulting hat on when needed. Don't miss out on this outstanding opportunity.

LEAD BY EXAMPLE CORPORATE GROUPS TEAM LEADER 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.

EVENTS SUPERSTAR – RARE ROLE CORPORATE 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. This is the role everyone wants!

BETTER THAN GATES & JOBS? IMPLEMENTATION / PRODUCT ENGINEER SYD OR MEL - SALARY PACKAGE \$120K PLUS

This brand new role with a unique client can be based in Melbourne or Sydney. We are looking for someone who will assist in pre and post sales of this product that will be widely used by the travel industry, assisting with RFP responses, delivering demonstrations and being heavily involved with the implementation of new clients. You will come from travel technology background with strong systems knowledge.

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Come on in and Discover Amadeus.

It's that time of year when we open our doors and invite you behind the scenes to meet the Product Managers as they unveil the benefits of Amadeus' new and exciting solutions for travel agencies.

Did you know that Amadeus can...?

- Produce branded quotes and proposals in under 2 mins
- Automatically notify your customers of flight changes
- Give you unbeatable access to accurate, real-time data

Whether you're a valued customer or simply curious, you're welcome to come along and discover more about what Amadeus can do for you.

**RSVP for an
event here**



Gold Coast	Wednesday 18th September	Sofitel Gold Coast, Broadbeach
Perth	Wednesday 25th September	The George Hotel, Perth
Sydney	Wednesday 9th October	Amadeus Offices, 300 Elizabeth St.
Adelaide	Tuesday 22nd October	Bunnik Tours Ballroom, Flinders St.
Melbourne	Thursday 24th October	Quay West Suites, Melbourne
Auckland	Wednesday 30th October	Amadeus Offices, Albert St.
Wellington	Thursday 31st October	Angus Inn, Lower Hutt
Canberra	Thursday 7th November	Novotel Canberra,



Working in partnership with the Australian Travel Industry

Wholesale Travel Consultant

Brisbane CBD - \$DOE + Commission - Ref 0631SJ1

Make a career move today! Are you a Retail Travel Consultant looking to step away from face-to-face sales? Or perhaps you're a travel industry professional simply ready for a new challenge? This could be the role for you! A leading travel provider has a vacancy for a Wholesale Travel Consultant to join their fun and friendly team in Brisbane CBD. This company is extremely reputable and well established and offer a secure and stable working environment.

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

Corporate Travel Consultant

Sydney CBD - \$DOE - Ref 124KF1

We are searching for an experienced Corporate Travel Consultant who is looking for a new and challenging role and the more corporate travel industry experience the better! This is a Monday-Friday role located in the city centre. A fantastic opportunity for savvy Corporate Consultants who know how to use their initiative, multi-task, maintain and build good relationships with our corporate clients, staff & suppliers. An attractive salary package is on offer!

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

South America Travel Specialist

Melbourne - \$Competitive + Commission - Ref 780DB1

Calling all South America enthusiasts! Have you travelled through Central and South America? Do you want to share your passion? With South America booming, this is your perfect chance to earn some \$\$\$ selling the continent. Selling anything from flamboyant Brazil to the ski slopes of Argentina, this amazing travel company are looking for an experienced Travel Consultant with GDS experience to sell the dream! Apply today and become part of this winning team!

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

Luxury Travel Consultant

Adelaide - \$Excellent package - Ref 0577NC1

Are you a Luxury Specialist Travel Consultant with experience in dealing with high-end clientele? This is an exciting opportunity to work for an elite, first class travel company who sell worldwide destinations at no expense spared to the client. They are looking for an experienced travel professional to join their team in Adelaide. In return for your hard work and dedication you will be rewarded with an attractive salary package. Make your next career move today!

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

Cruise Travel Consultant

Gold Coast - \$Competitive Package - Ref 0736SJ2

All Aboard! Cruise into your new career! Do you have good cruise product knowledge and travel sales experience? Have you previously worked to travel sales targets? Are you passionate about travel? If this sounds like you, please read on. This fantastic Cruise Company is looking for an experienced Reservations Consultant to join their busy team in the beautiful Gold Coast. This leading and reputable travel provider is ever expanding due to ongoing success.

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

Accommodation Sales Manager

Lower North Shore - \$50K + Super - Ref:456KF1

An exciting and unique opportunity has arisen with this property management company on the beautiful North shore of Sydney. This role would suit an experienced consultant looking for a new challenge or a Junior Business Development Manager striving to develop their career. You will sourcing new clients through business-to-business development, have a pro-active attitude, in-house reservations and outstanding customer service.

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

Corporate Travel Consultant

Melbourne - \$DOE - Ref 776DB2

Looking for a new corporate travel challenge? Do you want to work for a national travel company that truly value their staff? This is a sought after place to work where you will be able to utilise your GDS skills in a fun, dynamic environment. A great opportunity for a savvy Corporate Consultant who can multi-task and work under pressure, whilst building & maintaining good relationships. If you have strong fares knowledge and corporate travel experience apply now!

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

Cruise Travel Consultant

Perth - \$DOE+ - Ref 3051NC5

Do you have experience in selling cruises? Are you a dedicated Cruise Travel Consultant, teamed with offering tailor-made world-wide holidays? This is a successful, well established travel company who need a new Cruise Specialist. Be kept busy within this role, offering outstanding customer service with exceptional product knowledge. If you are accredited within cruise and know your star board to your port side, this is the team you want to be in!

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