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# Travel Daily

First with the news

Thursday 12th June 2014

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## CATO members pro ATAS

THE Council of Australian Tour Operators AGM in Sydney last night proved a lively affair when it tried to pass a motion requiring full members to sign up to the AFTA Travel Accreditation Scheme (ATAS), which begins on 01 Jul.

Five years in the making, it's seen by many as the biggest change in the industry in 20 years, however it met with strong resistance again from Barry Mayo, Hoot Holidays' chairman.

The outspoken opponent of the scheme questioned whether ATAS is suitable consumer protection in the event of an agency collapse.

"It's less than three weeks away, and I really don't believe the industry is ready to come over from the TCF to ATAS," Mayo said.

CATO put Mayo's objection to the test, calling for a ballot of the 70 full members attending the event, and it passed.

While the actual tally wasn't revealed, "the vote was overwhelmingly in favour," Rod Eather of Beachcomber Tours, and the CATO chairman, said.

"It was considered in the best interests of the association that

full members have to be part of ATAS," he added.

"It means once we change the constitution, new applications for CATO have to be ATAS accredited.

"They'll have one month after 01 Jul to apply, while current members will have four months from 01 Jul to be ATAS accredited," Eather said.

AFTA's Gary O'Riordan told CATO members to support the 'new era' so consumers will have confidence if they're booking with an ATAS accredited agent, they're effectively in safe hands.

"We've had detractors from the start who've continued a vicious campaign, at times ill-informed without the facts - these people need to get on side, or set up their own scheme," he warned.

"It's all about elevating travel industry standards, making the industry more professional, and I'm sure that the wholesalers who are part of the CATO membership recognise that," O'Riordan added.

### Seven pages of news!

Travel Daily today has seven pages of news, a cover page for Pinpoint Travel & full pages for:

- AA Appointments jobs
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### Classy Collection

FREESTYLE Holidays' brand new Collection brochure includes a seven-night stay at the 5-star Anantara Seminyak Resort & Spa priced from \$1,399pp - see cover.

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# Travel Daily

First with the news

Thursday 12th June 2014



## New Cathay SWP gm

CATHAY Pacific has named Nelson Chin as incoming general manager of Southwest Pacific.

He was most recently manager of Global Sales, based in HKG.

Chin will replace Dominic Perret who has held the local role for the past two years, from mid-Jul.

## CTM acquires UST in USA

**LISTED** firm Corporate Travel Management has announced the acquisition of TMC USTravel as it expands its presence in the United States.

Based in Alaska, USTravel is one of the largest travel management companies in Alaska & the Pacific Northwest and will serve as CTM's regional base in the area.

Established 17 years ago, USTravel has a workforce of over 135 located in Alaska, Washington, Oregon and Iowa, with 80% of its business corporate and the rest a mix of MICE and leisure.

The region is a burgeoning technology centre and hub for Alaskan oil and gas industries.

Last year, USTravel's annual sales volume was approximately US\$185 million, to 31 Dec.

Base consideration in the sale is US\$5.25 million, comprised of cash and CTD shares - about five times USTravel's 31 Dec 2013 pre-tax profit of US\$1.05 million.

The transaction, which takes effect on 01 Jul, increases CTM's footprint in the US to 17 cities in seven states.

The Brisbane-based company said USTravel (UST) "meets CTM's strict acquisition criteria," and its scale "will further leverage our buying power, support service

expertise and client facing solutions in North America."

CTM said it expects its North American TTV for FY15 will be in excess of US\$500 million, which paves the way for it "to become a more significant player in the North America market."

Managing director Jamie Pherous said in combination with its established presence in central and southern USA, UST will enable CTM to offer greater support expertise.

"We have been working closely with senior UST management since Jan to ensure that UST will be the base of our Pacific Northwest operations into the future," Pherous added.

## Travelport positions

**A TECHNICAL** sales & solutions analyst and solutions consultant is being sought by Travelport for positions in Sydney - see **page 9**.

## EK ditch A350 order

A "FLEET requirement review" has seen Emirates cancel a seven-year old order with Airbus for 70 Airbus A350 aircraft, valued at US\$16 billion (at list prices).

Emirates was expected to take its first delivery of the carbon-composite aircraft in 2019.

The cancellation represents around 10% of Airbus' order for the A350, with the manufacturer saying it was confident it would fill production slots with other backlogged orders.

## La Compagnie airline

**FRENCH** startup Dreamjet SAS has requested approval to launch air services to and from the USA.

Dreamjet has registered the trade name of 'La Compagnie' for its intended US operation with the designator code of 'BO' and plans to offer an all Business Class product between Paris and New York/Newark.

A launch date is still unknown.

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## World Cup tipping

TRAVEL *Daily's* readers keen to be part of our travel industry soccer World Cup tipping comp make haste, with Round 1 tips closing at 5:50am tomorrow.

So far, more than 350 industry representatives have joined the competition, with a \$500 coupon on any Keith Prowse Travel package of \$1,000+ on offer as the overall winning prize.

To be part of the action, go to [soccer.traveldaily.com.au](http://soccer.traveldaily.com.au).

## Four Points for Docklands

**STARWOOD** Hotels & Resorts has confirmed an expansion of the Four Points by Sheraton brand in Australia, with a new-build planned for Melbourne.

Slated to debut in Jan 2017, the Four Points by Sheraton Melbourne Docklands will form part of the Digital Harbour Precinct and offer 269 guest rooms, including 18 suites.

It will feature three food and beverage outlets, gym, 25 metre outdoor heated swimming pool & deck area and 530sqm flexible space for meetings and events.

Vice president Starwood Hotels & Resorts Pacific Sean Hunt said the property will provide a "fresh option" for visitors to Melbourne.

He said expanding Starwood's

footprint in Australia is "well-aligned with the increased global demand we are seeing for quality lodging in the country."

Acquisitions and development director, Starwood Pacific Andrew Taylor admitted the group has had its eye on the Victorian capital for the brand's expansion.

"As the country's second most populous city, high hotel occupancy rates and a key Australian city for both leisure & business travellers, we have been actively seeking to establish the Four Points brand in Melbourne for some time," Taylor said.

Four Points by Sheraton Melbourne Docklands will be operated by Hiap Hoe Limited, whose executive director Tracy Wun said the Docklands district was "an attractive location for our first overseas hotel."

Wun said the property's location will ensure it appeals to business and leisure travellers.



## Window Seat

**ONLY** two sleeps to go until Australia kicks off its World Cup campaign first against South American powerhouse Chile, and *Travel Daily* is now all kitted out thanks to Trafalgar & Football Federation Australia.

The swag of green and gold goodies included mini footballs, a scarf and player profile cards.

Trafalgar is encouraging agents to share photos of your football fever and how the tournament brings out your national pride using hashtag #TrafalgarInsider and #GoSocceroos.



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## Intrepid FIFA pledge

**INTREPID** Travel is offering a 10% discount on tours booked during the World Cup, between 12 Jun and 13 Jul.

Furthermore, every time the Socceroos win a match the firm will further discount the booked tour by 5%, meaning if the Aussie team wins six games the discount will be 40%.

If the Socceroos win the World Cup, the booked tour will be free.

## QF dom. PMC rise

**QANTAS** is advising agents the Passenger Movement Charge (tax code 'QR') levied by select airports around the country will rise in coming weeks between \$1 and \$3 one way.

The change will see Qantas domestic fares increase in price for travel on/after 01 Jul, with GDSs to be updated progressively.

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### \$520K for Qld Events

**TWENTY-THREE** regional events in Queensland will share in \$520,000 of new funding to support local businesses from the Tourism & Events Queensland's Regional Development Program.

Qld Minister for Tourism & Major Events Jann Stuckey said today the funds would support festivals, sports & culinary events & cultural celebrations in 2014/15.

Among them are the inaugural Abbey Medieval Jousting Spectacular, Gladstone Regional Seafood Festival and Kitefoil Gold Cup Australia.

Submissions for the next round of RDP program funding are open until 08 Aug.

### APTMS shorter day

**ASIA** Pacific Marketing Services is alerting trade partners that its office will be closed from midday tomorrow for staff training.

Regular office hours will resume from 9:00am on Mon 16 Jun.

### TAAP boosts comm

**EXPEDIA** TAAP is now offering increased commission of between 12% and 13.5% depending on the status of the agency for activities and transfers booked by 30 Sep.

More than 7,000 activities, day tours, tickets and experiences ranging from theme parks, stage shows, sports events, camel rides and African safaris are eligible in the three-month promotion.

"Activity bookings have grown dramatically this year and there's a whole world of adventures to explore," Expedia spokesman Stuart Udy commented.

### NEXT bookings open

**SILVERNEEDLE** Hospitality is now accepting reservations for its new NEXT branded hotel, slated to open in Brisbane in Sep.

The property, a redevelopment of the former Chifley at Lennons on Queen St Mall, will offer 304 rooms, with special opening rates of \$179 Fri-Sun valid from 01 Oct.

### Diamond agents sparkle for APT



**SENIOR** management were in attendance at APT's inaugural Diamond Partner Award ceremony in Melbourne recently, with top achievers flown in from around Australia for the event.

The event took place at Melbourne's Circa restaurant and was designed as a celebration of the success of each recipient.

Following a delicious & elegant dinner, the sales efforts of each organisation were recognised.

**Pictured** above third from left is Phil Hoffmann Travel receiving an award on behalf of the firm is ceo Peter Williams, flanked by APT ceo Chris Hall, general manager marketing and sales Debra Fox and APT founder Geoff McGeary.

## New Journeys and Signature Experiences

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- **Canadian Rockies & Pacific Northwest** - Start & finish in Seattle, with BC, Alberta & Montana in between
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## Plentiful support for workshop



**CATO** may have convinced its members last night to join the new AFTA Travel Accreditation Scheme (ATAS) starting on 01 Jul (see **pg 1**), but it admits it still has a lot of work to do explaining the scheme to the trade.

"I'm astounded that after seven months of sending out newsletters and a media campaign, that there's still a number of people who don't know the TCF (Travel Compensation Fund) is being disbanded and replaced by ATAS," CATO chairman Rod Eather said.

CATO members still unclear of the three optional insolvency insurance products available to ATAS participants were urged to attend an AFTA workshop, hosted by Gow-Gates and International Passenger Protection in Sydney

next month (**TD Tue**).

General manager Peter Baily told **Travel Daily** some members were still "a little contentious" about the scheme, however a 65% majority backed the plan.

The workshop will be held at Sydney's Swissotel from 9-11am on 02 Jul.

"It's really timely with the ATAS launch to run this information session for the industry with a Q&A as well to hear any concerns they may have," Eather added.

Members can register on the AFTA website at [afta.com.au](http://afta.com.au).

**Pictured** at the Council of Australian Tour Operators' AGM last night from left are Peter Baily, CATO general manager; Gary O'Riordan, AFTA general manager - Accreditation and Rod Eather, CATO chairman.

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## NT psyched for Elan

**THE** 4.5-star Elan Soho Suites is on track to launch next month in Darwin, the newest "home-grown hotel" that is locally built, owned and operated.

Northern Territory Tourism Minister Matt Conlan yesterday said the \$150 million hotel was much needed to ease Darwin's hotel accommodation shortage.

The 301-room Elan Soho Suites is comprised of one- and two-bedroom units (with water or city views), 25% of which have been designated for holiday, leisure and the business events markets.

It features wi-fi in all areas of the building and offers Darwin's first remote check-in facilities and Korean Barbeque Restaurant.

General manager Steve Frichot said the Elan Soho Suites debut shows the confidence the hotelier has in the Northern Territory, with other projects flagged for Darwin's CBD.

It will also cater for up to 300 guests in seven event spaces.

Opening rates are priced from \$199 - see [elansohosuites.com](http://elansohosuites.com).

## New Kenya Air routes

**ABUJA** in Nigeria has become Kenya Airways' second destination in the country after flights were launched by the carrier last week - its 63rd network destination.

KQ will operate the four weekly direct service to Abuja from Nairobi Jomo Kenyatta Int'l Airport on Mon, Wed, Fri & Sat.

The new route complements KQ's 10 weekly services to Lagos.

Managing director and ceo Dr Titus Naikuni said the new Abuja route was in line with KQ's long term growth strategy to fly to "every African capital by 2016."

**ADDITIONALLY**, Kenya Airways has reintroduced flights to Zanzibar from its Nairobi hub this month, three years after pulling up stumps on the route.

The SkyTeam carrier is initially operating the route on a five weekly basis but envisages lifting frequencies to daily by Jul.

## AAX Fly-Thru connex

**PASSENGERS** from Australia flying with AirAsia X will benefit from the introduction of Fly-Thru connections at Kuala Lumpur's recently opened klia2 terminal.

Fly-Thru enables travellers to bypass immigration, bag collection and check-in formalities for a connecting AAX service.

Instead, pax can seamlessly connect via klia2's Fly-Thru transfer hall, where they will be issued a second boarding pass and bags are checked-through to the final destination.

Over 40 new Fly-Thru routes have been introduced this month, including Sydney to Siem Reap & Macau, Melbourne to Yogyakarta, Adelaide to Bandung, Gold Coast to Siem Reap and Perth to Chiang Mai and Yogyakarta.

Fly-Thru is generally offered on connections of 90mins to 6hrs.

## WIN LAST VEGAS DVDS

Every day this week, **TD & Universal Sony Pictures Home Entertainment** are giving two readers a chance to win a copy of the new movie Last Vegas on DVD.



With the 'mother of all-star' casts Michael Douglas, Robert De Niro, Morgan Freeman & Kevin Kline, Last Vegas is a laugh-out-loud comedy about four friends who reunite in their late 60s for a last hurrah in the City of Sin.

From geriatric gags, to scantily-clad lap dances from LMFAO's Redfoo and transvestites in Madonna drag, Last Vegas is a comedy unafraid to let its hair down.

To win, be one of the first two to email the correct answer to: [lastvegas@traveldaily.com.au](mailto:lastvegas@traveldaily.com.au).

**Why are they going to Las Vegas?**

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## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thursday 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).

**Amy Halpin** has rejoined **AAT Kings** to fill a newly created role as Groups & Charter Manager for Australia & New Zealand. Halpin held the position of Groups Supervisor from 2008 to 2011 and holds extensive experience.

Gold Coast resort **Palazzo Versace** has welcomed **Kel Constantine** as its new Marketing Manager and **Renay Logan** as Director of Sales for MICE.

Set to replace outgoing GM Chris Roberts, who leaves for TIANZ, **Tourism New Zealand's** current Communications Manager **Deborah Gray** has been promoted to the role of General Manager Corporate Affairs. Elsewhere at TNZ, **Leah Greengarten** has joined as the new PR Executive for Australia.

Current Australian Hotels Association CEO **Stephen Ferguson** has been named as the new Managing Director of **Tourism Accommodation Australia** following the departure in Sep of current MD Rodger Powell.

**Preferred Hotel Group** has appointed **Michelle Yapp** as the organisation's Coordinator Global Sales Australia and New Zealand.

**Grace Lassin** has today been announced as the new Director of Sales at **Daydream Island Resort & Spa** in the Whitsundays. Lassin brings more than 10 years experience in sales & business in hospitality to her role.

**Jiaming (Ella) Zhang** has joined **Destination Queenstown** as its new Int'l Markets Manager - Asia, bringing strong trade experience to her new role.

Sydney entertainment district **The Star** has hired **Amy Hayes** to the role of PR & Promotions Executive. Hayes joins from Tourism New Zealand.



### Business Development Manager – South Australia (12 Month – Fixed Term Mat Leave position)

Hertz started as a 12 car operation in Chicago in 1918, and has since grown into the world's leading car rental company with offices in 150 countries around the world. The company's success is a testament to the calibre of people it employs and we are looking for a Business Development Manager (12 Month Maternity Leave role) to join our Sales team, located in South Australia.

The incumbent will be responsible and accountable for the growth and retention of existing and new corporate business. This also includes growth and relationship management of travel management companies (TMCs) and leisure travel groups within the allocated territory.

To succeed in this role you will have Product knowledge in all aspects of corporate and travel industry, proven track record of managing accounts and business development and strong and professional communication and sales skills. You will be highly motivated, enthusiastic and have the ability to work in a team and build relationships.

In return, Hertz provides great career opportunities worldwide, development opportunities, staff discounts and a company car. This is an excellent opportunity for a professional looking for a challenging role to develop their career where you can make your mark and deliver sustainable benefits for the business.

Interested? Don't miss out – Apply directly with a cover letter to **Martina Jennings**, Regional Sales Manager Vic SA WA NT - [mjennings@hertz.com](mailto:mjennings@hertz.com)

Applications close Friday 20 June 2014

## Concur hit hole in one

**TRAVEL** spend management technology provider Concur has signed a multi-year brand sponsorship with Australian PGA Tour professional golfer Jason Day.



## Beauty of Indochina on show

**LUANG** Prabang & the temples of Indochina were among the many highlights enjoyed by this group of Aussie agents during a recent fam to the Asian region.

The group were treated to the educational by Wendy Wu Tours and flown by Vietnam Airlines.

Agents experienced the stark contrasts yet amazing similarities of Laos, Vietnam and Cambodia, with activities including the Cu Chi Tunnels and Halong Bay and the reverence of the beautiful

temples of Angkor Wat and Laos.

Wendy Wu Tours is currently offering savings of up to \$650 for selected all-inclusive group tour departures in 2014 to Vietnam, China and India, flying Singapore Airlines, if booked before 30 Jun.

**Pictured** above getting ready to donate alms to monks at dawn in Luang Prabang, from left is Aaron Phillips, Wendy Wu Tours; Amanda Sinclair, Broome Travel Centre; Caitlin Verrender, Create Travel Forest Lake; Charmaine Richards, Helloworld Lake Haven; Karina Watterson, Escape Travel Glendale; Nick Agosta, Flight Centre Greensborough; Lachlan Burnet, Wendy Wu Tours; Mel Leenman, Jetset Hilarys and Sue Taylor from Travelscene Bright.

## Supply falling behind

**DEMAND** for hotel rooms in Sydney more than quadrupled the increase in supply for the month of May, according to new preliminary data from STR Global.

The 5% push on demand on the 1.2% supply increase drove hotel occupancy in the city up 3.7% to 80.8% and the average daily rate up 4.9% to \$191.50 per room.

Revenue per available room shot up 8.9% to \$154.78, with RevPAR expected to climb 2.1% this year.

## DestinationQ regos

**THE** Queensland Government is reminding tourism businesses in the state that registration for the 2014 DestinationQ Forum will close this Fri 13 Jun.

Minister for Tourism and Major Events Jann Stuckey yesterday said the forum has become the premier tourism industry event for Queensland, and provides a platform for the industry to work collaboratively with the govt.

The DestinationQ Forum is to be held on the Sunshine Coast on 16 & 17 Sep - **CLICK HERE** for more.

## More 'Dream' wheels

**THE** Hertz Dream Collection has introduced a batch of new models to rent in Europe as the sports car division continues to evolve.

New options include the Mercedes C 63 AMG Coupe in Italy, the Maserati Granturismo in France, the Bentley Continental Flying Spur Speed in the Netherlands and BMW 6 Series Convertible in Spain.

All Dream Collection bookings are backed by Hertz's make and model guarantee - further details at [hertzdreamcollection.co.uk](http://hertzdreamcollection.co.uk).

**MEANWHILE** over the Atlantic, Hertz has added the eco-friendly Chevrolet Spark to its Smart Mobility rental range in the US.

At this stage, the Spark will be available at San Francisco and Los Angeles airport depots, as well as select locations in California.

## JTB extended hours

**RESPONDING** to feedback and requests, JTB has announced it has now opened its wholesale department on Saturdays from 9am to 5:30pm each week.

## Masterchef cook-up in Orange

**FORMER** winner of *Masterchef* Kate Bracks was on hand to speak about her upcoming *Masterchef* Travel food journey to Italy at a recent event in the town of Orange.

Bracks will personally lead a group of food fanatics on a journey to Italy, departing on 02 Sep.

Guests will learn Italian cooking secrets as they make their way through a range of exciting Italian cities and towns including Venice, Florence, Tuscany and more.



The 2011 *Masterchef* winner is pictured above right with Tempo Holidays bdm Amanda Hillard. See [masterchef-travel.com.au](http://masterchef-travel.com.au).

## MC/eNett partnership

**TRAVEL** payment facilitator eNett International has expanded its partnership with Mastercard to a global level.

The two firms have embarked on a mission to redefine travel payment processes through VANs (Virtual Account Numbers) as a cheaper and faster B2B method.

## Sin City Moulin Rouge

**US CASINO** & resort developer GCA Leisure will bring the iconic Moulin Rouge name back to the Las Vegas Strip in the form of a restored yet modern version of the 1950's location.

The Moulin Rouge Resort and Casino will feature on a 15-acre plot, the only entertainment site recognised on the US National Register of Historic Places due to its Civil Rights significance.

In addition to music and theatre venues, the new Moulin Rouge will offer gaming, a digital content facility and more, however a date for opening has not been advised.

## Fontainebleau settles

**CROWN** Resort Limited has advised it has reached terms of settlement in a lawsuit brought by a group of lenders to the Fontainebleau Las Vegas project.

The project, in which Crown chairman James Packer invested in 2007, was to be a US\$3b hotel and casino on the Las Vegas strip, but it went bankrupt before it was finished due to the Global Financial Crisis a year later.

Crown says the terms of the settlement are confidential but will not have a material impact on the firm's overall financial health.

## W Shenyang coming

**STARWOOD** has revealed plans to debut the W Hotels brand in the city of Shenyang, in Northeast China province.

W Shenyang will be located on Qingnian Avenue - known as the Golden Corridor - and will feature 280 rooms, four restaurants, FIT workout facility and WET indoor heating swimming pool.

## Joint TA/GA campaign

**TOURISM** Australia and Garuda Indonesia have launched a new cooperative marketing campaign on Indonesian TV & radio showcasing the carrier's services to SYD, PER, MEL and BNE.

The campaign will run until 29 Jun and will feature 'There's Nothing like Australia' marketing collateral modified for Indonesia.

## HTA social media call

**HAWAII** Tourism Authority has issued a Request for Proposal for social media services promoting the destination to a variety of key global markets including Australia.

The contract is expected to be awarded in Aug, with the brief being for the successful tenderer to increase engagement for all profiles, develop and execute new campaigns and monitor profiles.

## Langham free shuttle

**THE** Langham, Sydney has taken delivery of a specially imported pink-coloured London-style taxi, now permanently available for the use of guests at the property.

Similar style vehicles have been rolled out for use at Langham properties in Boston, Shanghai and Melbourne, with Auckland to receive its own in coming weeks.

Branded in Langham's signature pink, guests may utilise the vehicle (pictured below) and driver for short trips in and around the city, depending on availability and prior bookings.



## WIN A TRIP TO NEW CALEDONIA

Throughout June, *Travel Daily* is giving readers the chance to win a 4 night holiday to New Caledonia for 2, courtesy of **Aircalin, New Caledonia Tourism and Le Stanley Hotel & Suites Noumea**.

The prize includes return economy class airfares to New Caledonia with Aircalin, airport transfers and 4 nights accommodation at Le Stanley Hotel & Suites Noumea, for 2 people.

Every day this month **TD** will ask a different New Caledonia-related question. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

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



**Q8: Is Aircalin a full service airline offering complimentary food & drinks on board?**

Hint: [www.aircalin.com](http://www.aircalin.com)



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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

### MAKE IT HAPPEN FOR THIS GREAT PRODUCT INDUSTRY SALES MANAGER – PREMIUM PRODUCT MELBOURNE - SALARY PACKAGE \$100K PLUS

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here. Enjoy a high salary including high base, car allowance and big bonuses.

### A MIX OF CULTURAL FUN PRODUCT MANAGER BRISBANE – UP TO \$87K PKG

A smart negotiator? Pride yourself on your supplier relationship skills? Then come and join this global team as product manager. Focusing on South Pacific destinations you will be responsible for the negotiation of competitive rates, allotments, bonus offers, campaign activity and more. Rarely does the opportunity arise to step into a product management role within this forward thinking and innovative company in Brisbane

### ARE YOU TECHNICAL? SENIOR INDUSTRY ACCOUNT MANAGER SYDNEY – \$100K PLUS PLUS

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

### LOVE THE LIMELIGHT OF NATIONAL SALES? NATIONAL SALES MANAGER SYDNEY –EXECUTIVE

Make the move you won't regret! We're looking for a strong sales professional who has experience with national management. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a strong brand, this role is for you.

### BACK YOURSELF CORPORATE SALES MANAGER X 3 – SME & LARGE MARKET SYDNEY and MEL–SALARY PACKAGE OTE \$100K+

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 with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

### THE BUSINESS OF TRAVEL & EVENTS CONF AND EVENTS BUSINESS DEVELOPMENT SYDNEY SALARY TO \$80K PLUS BONUSES

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role is a great opportunity to get ahead with a market leader. Your experience in event/corporate sales has given you the skill in developing leads, creating unique proposals building relationships and signing up valuable new business. A great opportunity with a company that offers career development, and ongoing training.

### A GREAT CHALLENGE FOR A HARD HITTER REGIONAL SALES MANAGER SYDNEY – \$90K PACKAGE

Looking for more of an office based role, sick of being on the road and ready to take that next step? Based in Sydney with the main focus of building team capability to deliver strong sales outcomes, you will be accountable for leading and developing a regional team. To be successful you will be need to be an experienced sales exec and have leadership experience behind you.

### WALK THE HALLS OF POWER CORPORATE CLIENT RELATIONSHIP MANAGERS SYD & PER & BNE EXECUTIVE SALARY PACKAGES!

Think all TMC's are the same? Not these ones. By joining one of these company's you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio.

## AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

OR EMAIL YOUR CV TO: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

[www.aaappointments.com/aus](http://www.aaappointments.com/aus)





At Travelport, our own journey is inspiring us to create new ways to help our customers compete and prosper, founded on one guiding principle – choice. We invite you to join us and be part of the inspiration.

### **TECHNICAL SALES AND SOLUTIONS ANALYST - UP TO \$70K PACKAGE**

**Sydney CBD, Full-Time, 11 Month Contract**

Should you be successful, you will be responsible for:

- Professional technical consultation and support for pre and post-sales processes
- Co-ordination, planning and execution of Travelport technology initiatives
- Developing and implementing technical and bespoke solutions with Travelport customers
- Assisting with support, installing and configuring of Travelport products
- Maintaining internal and external relationships

To achieve this you will require:

- Superior communication, presentation and time management skills
- Proven technical and software knowledge of GDS
- The ability to understand IT and distribution industries and identify opportunities
- Project and implementation experience highly desirable

### **TECHNICAL SOLUTIONS CONSULTANT - UP TO \$75K PACKAGE**

**Sydney CBD, Full-Time, Permanent**

Should you be successful, you will be responsible for:

- Assisting Commercial sales initiatives which require technical consultancy and solution design
- Recognising new business that maintain pipeline of opportunities for Travelport product solutions and services
- Providing technical and bespoke development consultation for Travelport Customers
- Developing and implementing technical and bespoke solutions with Travelport customers, suppliers, third party technical influencers and decision makers
- Support for deployment and functional management of the Galileo product suite

To achieve this you will require:

- Minimum 3 years' experience in business and service delivery management
- Experience of working in a multinational matrix organisation within the technology and /or travel sector
- A sound knowledge of the Travelport product and software portfolio
- Intermediate to advanced IT knowledge and relevant Travel industry experience
- Proven technical and resolution skills of complex technical issues within a customer account

Think you have what it takes? Apply by sending your cover letter and resume to [PacificHR@travelport.com](mailto:PacificHR@travelport.com) Only successful applicants will be contacted.