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HA Brisbane fares

HAWAIIAN Airlines yesterday announced the introductory fares for its new direct thrice weekly Brisbane-Hawaii flights (**TD** 20 Jul), which lead in at just \$1029 return.

Launch deals are available to Honolulu and neighbouring islands from 18 Australian ports including Melbourne, Canberra, Port Macquarie, Adelaide, Hobart, Perth and Darwin. Specials are on sale 04-18 Jul for departures 28 Nov-30 May.

At last, Emirates to Adelaide

AFTER years of speculation, Emirates overnight confirmed it would add Adelaide to its network route map from 01 Nov 2012, with ADL to be EK's fifth Australian port (**TD** breaking news).

Initially operating four times weekly using Boeing 777-300ER three-class aircraft, the Dubai-Adelaide route will be increased to daily effective 01 Feb 2013.

EK440 will initially depart from Dubai to ADL at 1.55am each Tue, Thu, Fri and Sun, leaving Adelaide in the late evening the same day.

Perth too will also see capacity increases as part of the "major network expansion".

The WA capital will move from its current double daily departure to 19 weekly from 01 Dec 2012, & then triple daily from 01 Mar.

In Europe, EK will add Lyon, France and Warsaw - its first Polish city - on 05 Dec and 06 Feb.

Emirates' third French gateway will operate five times weekly, while Warsaw will be daily.

"The addition of Adelaide to our network and the boost to our Perth operations demonstrates our commitment to investment and growth in our Australian operations and highlights the economic strength and global demand for the two cities as business, leisure and investment destinations," said EK Airline & Group chairman & ceo Sheik

Ahmed bin Saeed Al Maktoum.

"We will also grow capacity to Melbourne with the introduction of daily A380 services in October, in addition to our existing double decker flight into Sydney," he said.

The capacity adjustments also include the introduction of A380 services to Moscow, replacing Boeing 777-300ERs from 01 Dec.

MEANWHILE, the timing of the announced Perth boost didn't come as a surprise to QR ceo Akbar Al Baker, whose airline added Perth to its network on Tue.

Al Baker said he'd known about EK's plan to operate triple daily flights to Perth for four months.

He said he was "sure the Perth increase had nothing to do with us", suggesting it could have been a "coincidence".

"This is thought well in advance, it's not done because someone else is going somewhere."

Al Baker refuted that Emirates' move would mean it necessary to discount fares to be competitive out of Western Australia.

Once the increases are in place EK will be using its full 84 weekly flight allocation into Australia.

787s to Aust by Dec

PERTH has been revealed as the launch destination for Qatar Airways' 787 Dreamliner aircraft for this region, with the Doha-based airline hopeful to have the aircraft in operation by Dec.

CEO Akbar Al Baker told **TD** last night (at a Burswood gala event to celebrate QR's inaugural Perth service), the plan is to have the Dreamliner flying into the WA capital once flights go to daily.

The revelation means Perth will be the first Aussie gateway to see 787s in commercial use.

QR's first Dreamliner port is planned to be London Heathrow.



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New Travelport GM

ALEXANDRA Fitzpatrick has been named as the new general manager for Travelport's Pacific region, and will be based in the Sydney office of the GDS firm. More appointments on **page 6**.

Qantas slams incorrect traffic reporting

QANTAS this morning issued a formal press release in response to an incorrect report by news service *AAP* which claimed that Virgin Australia had carried more Australian domestic passengers than Qantas this year.

The wrong story was widely picked up, featuring on several news websites as well as in the *Financial Review* and the Sydney *Daily Telegraph* print editions.

QF said that it carried 20.25m passengers for the year to May, plus a further 9.84m for Jetstar.

By contrast, Virgin Australia carried 15.53m passengers.

FC making \$1 million a day

FLIGHT Centre this morning flagged an 18% profit upgrade, with an expected 2011/12 pre-tax result of up to \$290 million (**TD** breaking news), meaning it will have made an average of over \$1m every trading day for the last year.

And while the company is continuing to expand its online capabilities, it appears there's no stopping the retail juggernaut, with plans to boost the global Flight Centre sales force 10% this year and open its 2500th shop.

MD Graham Turner said the record result was driven by strong UK and US results, and was "comfortably above" its target of up to \$275 million.

He said the company's global portfolio helped buffer it from the impacts of a downturn in any one country or sector.

"It is no longer correct to think of FLT as purely an Australian-based retail travel agency," he said - but added that the

Australian leisure business "continues to set records and remains the key contributor to group profits".

He said that as well as Australia, record results were achieved in the UK, US, Dubai, Singapore and China, with UK operations on track to deliver about \$23 million in earnings before tax, up 50%.

Turner outlined the ongoing development of the Flight Centre website, which now allows travellers to search, compare and book international airfares.

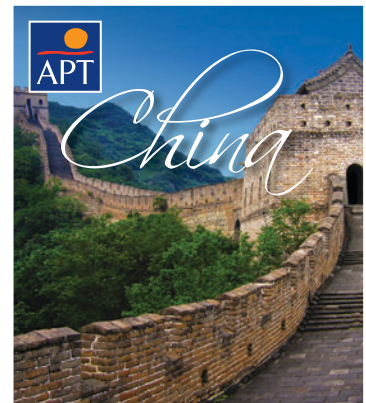
He said clients would be able to seamlessly interact and transact with the company around the clock, through initiatives such as extended shop hours, call centres, mobile phone and laptop services and more after-hours sales teams. More from FC on **page five**.

QR alliance interest

QATAR Airways ceo Al Baker says the airline is planning to join one of the three big global airline alliances - Star Alliance, **oneworld** or SkyTeam - in the next year.

"Qatar Airways is gaining lots of interest from all the three airline alliances," he said, adding that there were "certain other added benefits" a global airline offered beyond a codeshare deal.

It's understood that informal exploratory discussions have already taken place with **oneworld**.



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Qantas/Qatar Airways pact proposed

QANTAS is playing it coy on suggestions made by Qatar Airways' ceo Akbar Al Baker that the carriers are in the latter stages of finalising a codeshare deal (**TD** breaking news yest).

Speaking in Perth, Al Baker disclosed to media that Qatar Airways has been in meetings with Qantas for "some time."

"We are talking with Qantas to codeshare with them," he said, revealing the next stage of talks would be held between planning and commercial teams from both carriers next week in Sydney.

"Qantas does not go to the number of places we go, we come daily to Melbourne, we are going to come here [Perth] daily, so there is a good opportunity for us to exchange passengers & allow

each others passengers to fly on our two airlines," he revealed.

According to Al Baker, the proposed alliance will include the QR code being placed on Qantas metal domestically, and in turn the QF code placed on Qatar Airways flights globally.

"We are looking hopefully on joint flights," he added.

It's expected the proposed pact would also include a reciprocal frequent flyer earn & burn scheme and lounge access.

The outspoken ceo went so far as to admit his admiration for how QF ceo Alan Joyce has handled adversities, saying "you have a good guy running it [the airline]."

A Qantas spokesperson refused to be drawn on talks with Qatar, telling **TD**: "We don't comment on what private discussions we may be having about potential airline partnerships."

MEANWHILE Al Baker also said that QF is the only Australian carrier that interests him.

When quizzed by **TD** whether Qatar Airways had considered talks with Virgin Australia, he flatly replied "No".

"We were always interested in Qantas only...because it is the strongest airline here and we see there are a lot of synergies between Qantas and us," he said.

Al Baker also downplayed more Aussie expansion at this stage, with flights to Brisbane or Adelaide definitely not on QR's radar.

Best Friends trading

BRISBANE agency Best Friends Travel is still trading, with a TCF update (**TD** yesterday) showing the termination of participation of its former branch location at 220 Melbourne Street Brisbane.

The head office at 141 Queen Street (ABN 13 083 206 642) is still fully operational.

QR SYD flts possible

QATAR Airways has not ruled out direct Doha-Sydney services entirely, however the move won't be anytime soon.

Akbar Al Baker reiterated on Tue that Sydney fell off the airline's radar due to its night-time curfew and being already overserved from the Middle East (**TD** 02 May).

"We cannot afford to have our aircraft idle on the ground for long periods of time" which would be necessary in Sydney, Al Baker reinforced yesterday.

However, when questioned by **TD** if the proposed second airport for the Sydney basin, outlined by the Federal Government, was to be developed and would that alter QR's stance on a Sydney operation, Al Baker agreed.

"Once they [Sydney] get a second airport, which is operational 24 hours a day, then yes, we would consider Sydney," he told **Travel Daily**.

In 2009, Qatar Airways officially announced Sydney flights, but the route never eventuated.



Window Seat

QANTAS' new *You're the reason we fly* tagline is proving to be a major success, with thousands of consumers already registering for the campaign via the special smartphone app (**TD** 28 Jun).

But an airline blog has pointed out that it's not exactly original - the same slogan was used by the now defunct Carnival Air Lines, as shown below in a 1995 ad from Florida's *Boca Raton News*.



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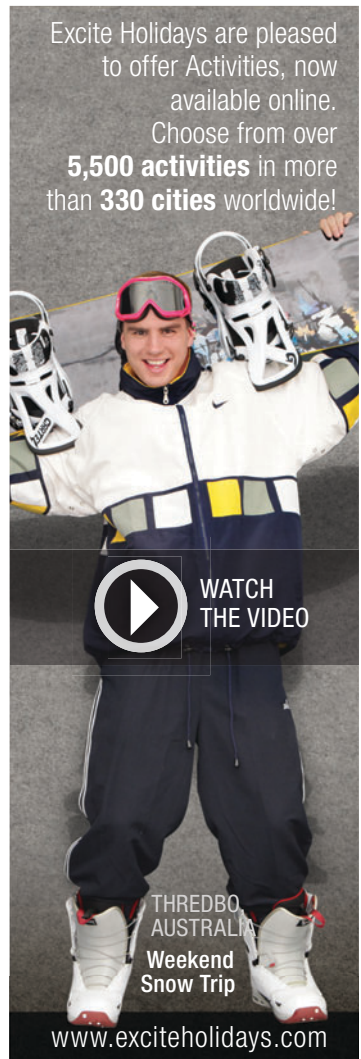


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Magellan is the golden ticket



THESE members of the Magellan Travel Group were lucky winners at the Orion Expedition Cruise Handicap Stakes at Caulfield racecourse in Melbourne recently.

Pictured left is Trevor Jones, Hawthorn Travel & Cruise; Anne Rogers, Wings Away; Steve McLaughlin, Orion Expedition Cruises; and Kevin Dale from National

Network Travel.

TC member meeting

TRAVELLERS Choice member shareholders will hold a series of meetings next week to review current and future strategies of the national retail group.

The meetings will start on 11 Jul in Adelaide, move to Melbourne, Sydney, Canberra, Brisbane and Perth on 12, 13, 14, 15 and 17 Jul respectively, with new ceo Christian Hunter briefing members with details of company activities.

New rep for Fiji hotels

TRAVEL Representation Services has signed three Fijian hotels to its property management portfolio.

The three signings are Anchorage Beach Resort, Beachcomber Island Resort and Funky Fish Beach Resort on Malolo Island.

Viking training online

VIKING River Cruises has today launched a new comprehensive online training portal for travel agents, with five modules which allow consultants to gain Viking Expert status in just 45 minutes.

Travel agents who sign up at www.vikingrivercruiseexpert.com can also access the latest special offers, brochures and marketing material, and a launch offer will see a \$25 Coles/Myer Gift Card given to each agent who finishes all five modules with a 100% pass mark before 31 Jul.

Qantas requests Africa ruling

QANTAS has applied for a new International Air Services Commission determination on the South Africa route (**TD** breaking news), which would allow South African Airways to codeshare on seven weekly QF flights until 31 Mar 2016.

The current SAA codeshare is set to end shortly, after the IASC earlier this year declined to renew it past the end of 2021.

Subsequently QF launched a request for a Judicial Review, which was later withdrawn when it foreshadowed the new application for the route.

As well as applying for a new determination replacing existing arrangements, QF is requesting a condition under Section 15(1)(e) of the IASC act which would permit the SAA codeshare.

Interestingly that particular section doesn't actually exist, but

Section 15(2)(e) relates to conditions under which carriers can provide "joint international air services" on particular routes.

The detailed QF submission stresses that the current block space arrangements between QF and SAA is in effect the equivalent of operating a small aircraft on the Sydney-Johannesburg route.

"SAA is at real commercial risk and as such, has the same incentive to compete with Qantas that it would if [it] was operating a separate smaller aircraft".

The IASC is now inviting submissions as well as other applications for the capacity, with a deadline of 19 Jul.

Island Escape deal

ISLAND Escape Cruises is offering \$199 per person airfares for Aussies wanting to enjoy an "intimate luxury island voyage" in Vanuatu or Tonga.

The deal is valid for bookings on a 'Vanuatu Islands of Discovery' cruise before 31 Jul, on all *Island Passage* sailings in Aug 2012 ex Port Vila, cruising north to Mataso, Ngune and Pele.

It's also on offer for 'Tonga - Just Beyond Paradise,' with \$199 fares to Nukualofa for Tonga sailings from Niefau, Vava'u in Sep/Oct.

Island Passage is a small adventure ship, taking 24 lucky passengers in extreme comfort to normally inaccessible areas.

Prices start from \$2495ppts for an outside cabin, including fabulous meals, excursions and more islandescapecruises.com.

Increased AUH visits

ABU Dhabi has reported an improvement of 12% in room nights spent in the UAE capital city through May, with an overall total of 542,567 room nights.

The city also saw an increase in rooms available in the year to May, while the average length of stay decreased to 2.82 days.

GA fuel surcharge up

CREATIVE Holidays has advised of an increase to the Garuda Indonesia fuel levy for all bookings.

Flights from SYD/MEL to DPS go up by USD\$30 each way, while Perth increases by USD\$20.



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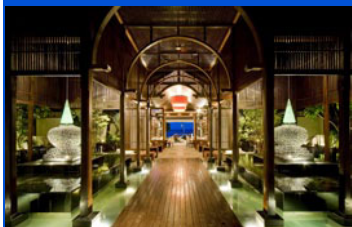
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This week, *Travel Daily* is giving one lucky reader the chance to win a 3-night accommodation package, valued at \$1530, courtesy of **Sareeraya Villas & Suites**.

The prize includes a 3 night package with American Breakfast at Sareeraya Chaweng Beach, Samui; a Touch of Siam Treatment (30min Herbal Steam Bath and 90min Massage) and free airport transfer.

For your chance to win this great accommodation package, answer correctly four questions featured in *Travel Daily* from Monday to Thursday this week, plus answer the final question featured on Friday.

Email your answers by COB on Fri to: sareeraya@traveldaily.com.au

Q.4: What is the name of the main restaurant at Sareeraya?

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Holiday intention high

AN INCREASING number of Aussies have holidays on their minds according to latest results from the Roy Morgan Research Holiday Tracking Survey.

More than 68% of respondents said they intended to take a trip in the coming 12 months, up by 1% from the same period last year.

The survey indicated interest in international holidays will maintain its steady climb, with tendencies to travel domestically remained high but dropped slightly, from 57% five years ago to 55% now.

Melbourne and Sydney remained high as preferred destinations.

Trade to have their names on QF plane

QANTAS head of Industry and Corporate Sales, Karen Tsolakis, has unveiled a special travel agent incentive in conjunction with QF's new marketing campaign (**TD** Fri).

The multi-faceted promotion encourages consumers to register via a special smartphone App or website, with a range of prizes including frequent flyer points and the opportunity for around 1600 winners to have their names on a QF A380 or B737 aircraft.

But there's more for the travel industry, with 25 individual consultants to be selected to have their names on one of the planes via a separate incentive.

To take part, send an email in 25 words or less answering "What does Qantas mean to you?" to qftraderegistration@qantas.com.au.

Full details of the promotion are at qantas.com/agents.

Tourism Vic + Smiths

BOUTIQUE accommodation specialist Mr & Mrs Smith has joined forces with Tourism Victoria to promote "stylish stays" throughout the state, with the production of an exclusive 64-page "mini-guide".

Victorian Getaways promotes boutique properties and holiday houses which are part of the Mr & Mrs Smith collection, along with destination and insider tips.

The guides will be distributed free with the *Age* and the *Sydney Morning Herald* from 23 Jul.

UK hotel offers Kindle

FORGET the traditional Gideon's version - the InterContinental Hotel Group's funky Hotel Indigo in Newcastle, UK, is claiming a world first by offering the Bible on a Kindle electronic reader.

Each of the 148 rooms has a Kindle with a preloaded copy of the Bible, and guests short of reading material can also use the gadgets to download books, with the costs added to the room tab.

Finnair Economy Class to Europe via Bangkok, from only \$950*.

Departures from 27 August - 19 November 12.

*Sale ends 31 August 12. The fare shown is for low season, excluding taxes and fuel surcharges.

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FC corporate strong

FLIGHT Centre ceo Graham Turner says the company "consolidated its position as Australia's largest corporate travel provider" during the year, and was continuing to gain scale in key international markets.

In an ASX update (see p2) he said key opportunities included the UK and the US, where Flight Centre is now estimated as one of the top ten corporate travel managers, operating in ten cities.

Sth Africa Full Nelson

SOUTH African Tourism has launched an online competition inviting Australians to post their favourite inspirational thought on a new smartphone app aligned with SA Tourism's Facebook page, in the lead-up to Nelson Mandela International Day on 18 Jul.

DJ orders 23 new 737s

VIRGIN Australia has today announced an order for 23 new Boeing 737-MAX 8 aircraft - but has also delayed the delivery of some of its 737NG planes until after 2016 (**TD** breaking news).

CEO John Borghetti said the move gives the carrier "flexibility to develop the appropriate mix of narrow-body and wide-body aircraft," with the newly designed 737 MAX aircraft offering a leaner fuel burn and the "latest quiet engine technology" which will significantly reduce its noise footprint.

He said by the end of next year Virgin will have no more 737-700s with its fleet renewal program reducing the average age of aircraft from 4.9 to 4.2 years in the last 12 months alone.

The 23 737MAX aircraft will arrive between 2019 and 2021.

Top agents "Qing" for a day



ABOVE: This group of top selling agents recently jetted off to China to experience some Shanghai highs and the delights of a visit to the harbourside city of Qingdao.

The group was hosted by the Consolidated Travel Group in conjunction with China Eastern Airlines and stayed at some plush Hilton and DoubleTree by Hilton hotels in both cities, enjoying a range of full and half-day tours.

Pictured in the back row from left is Narae Park, Hilton; Alice Sawyer, Letsdochina.com;

Frances, Tour Guide; Jason Lv and Daniel Lopez, DoubleTree by Hilton and Matthew Barros, Trans AM.

Middle row: Chris Lin, China Eastern; Theresa Tong, Grand Elite; Anne Wong, Australian Global Holidays; Corrinne Heng, Wotflight.com; Debbie Anne Barnes, The Travel Company; Chris Roberts, DoubleTree; William Huang, Consolidated Travel Group and Kevin Low from Onda Travel.

Front row: Wendy Zhou, Selena Liu and Claire Wang, DoubleTree.

Tiger to Cambodia

SINGAPORE-BASED Tiger Airways has announced a new route to Phnom Penh in Cambodia, with a daily A320 operation to commence 01 Oct.

EY's award-winning cooks

ETIHAD Airways can shout ever louder about the quality of its inflight food offerings following the recent triumph of two of its foodies at the 2012 Asia-Pacific Onboard Travel Chef's competition.

Inflight chef Francois Van Zyl and Abu Dhabi In-Flight Catering Company chef Nadeem Farooq took out the top prize, defeating teams from Korea, Singapore, Japan, Vietnam and Australia.

The competition, held in Seoul, South Korea, was hosted by the International Flight Services Association and the Airline Passenger Experience Association.

Provided a box full of mystery ingredients including eel, fresh ginseng and sesame leaves, the two EY food gurus prepared a menu that wowed the judges.

Nadeem (left) and Francois are pictured above.



MEANWHILE Etihad says its growing network of codeshares and strategic partnerships together fed 800,000 passengers into its network over the last six months, contributing US\$281 million in revenue.

The carrier says its Q2 2012 revenues are up 30% to US\$1.25b with passenger numbers rising 34% to 2.55 million during the three month period.

During the quarter EY took minority stakes in Virgin Australia and Aer Lingus, adding to its existing holdings in airberlin and Air Seychelles.

Bravo to Alan Chiron

GRAND Pacific Tours Vic/TAS BDM Alan Chiron will tomorrow retire after 36 years in the travel industry in a variety of roles.

Alan has been with Grand Pacific since the company's first day of operation, after previously working with Travelmarvel.

Grand Pacific Tours md Peter Harding said Alan was held in high regard within the industry and that he was "sure the travel agents will miss his energy & enthusiasm for promoting New Zealand".

OS now on Tyrolean

AUSTRIAN Airlines has concluded the transfer of its flight operations into the Tyrolean Airways name, including a fleet of 80 aircraft and more than 2,100 employees.

The move is being implemented as a €220 million cost-cutting measure, with more than 300 staff leaving prior to the transition.

TCF reinstatement

THE Travel Compensation Fund has advised of the reinstatement of **Himalaya Air Express** (ABN: 61 653 398 295) to the fund following its termination earlier this year.

Aurora's birthday trek

AURORA Expeditions has added a special land-based trek to Nepal as part of their 2013 program.

A pair of Himalayan treks will be operated to celebrate the firm's 60th anniversary from the first ascent of Mt Everest, with the tour to be led by Tashi Tenzing, the grandson of Tenzing Norgay Sherpa, who escorted Sir Edmund Hillary on his famous trek in 1953.

The company will host a special information evening in Sydney on 17 July, with Tashi Tenzing at its Sydney office from 6pm-7:30pm at Level 3, 13-15 Bridge Street.

More info from Emma Savage on (02) 9252 1033.



Industry Appointments



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THIS week's Industry Appointments column is brought to you by **inPlace Recruitment**. 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.

Online travel insurance provider **Suresave** has announced **Toni Coll** has been appointed as the company's new business development manager, and will look after the South Australia and Northern Territory regions from her Adelaide base. Toni previously held a similar BDM role with Kirra Holidays.

Accor continues to grow with the appointment of **Angela O'Connor** as the hotel group's PR and Communications Executive - Asia Pacific. Angela joins her new employer from the company it took over - Mirvac - and brings experience working with the Qantas inflight magazine.

Virgin Atlantic has tasked **Matthew Callard** with the role of its Global Head of Clubhouses, to commence in the role from 30 July. Bringing extensive experience in the hospitality industry, Matthew most recently served as the gm of the Alexander House & Utopia Spa in the UK.

Justine Smyth has been appointed onto the board of **Auckland Airport**. Currently a board member at NZ Telecom, Justine's background also includes stints with Lion Nathan Ltd and as a partner of Deloitte.

Knotts Berry Farm in Southern California has a new Sales Manager for the travel industry in **Luanne Miracle**. Already instilled in her new role, Luanne will be the main intermediary between the trade and the popular Snoopy themed entertainment park.

InTouch Data, innovators of several software programs used worldwide in the hotel industry, has made two new staff appointments in the form of **Clayton Vickery** and **James Li**. Joining from Corskill Australia, Clayton joins InTouch as their new Senior Developer. James brings experience with IBM and an IT Masters qualification to his new Software Developer role.

Marisa Street has been welcomed to the **Rydges Melbourne** family as its new Business Development Manager. Marisa moves into a new aspect of the travel industry with her move into hotels, however is no stranger to the trade, bringing extensive experience with airlines, retail and wholesale travel to her new role.

Boeing has appointed a new head of its commercial plane unit in **Raymond Conner**. The veteran engineer, now an established salesman, will replace Jim Albaugh, retiring in Oct after 37 years with the company.

Starwood Vacation Ownership has named **Steve Williams** as its new Chief Executive Officer following the promotion of former head Serge Rivera. Steve joined Starwood in 2000 and was most recently the senior vice president of sales and marketing. In his new role, Steve will oversee the day-to-day running of the company.

Pip Miller PR has been named as PR agency for **HomeExchange.com** in Australia and New Zealand. The company aims to add to its 2500-strong member database over the next 12 months.

Bringing over 22 years experience, **Charlotte Steele** has been named as the new Reservations Manager for the **Intercontinental Resort**, Fiji.

The **Pacific Asia Travel Association** (PATA) has appointed **Sheila Leong** as its new Chief Operating Officer, commencing this week in her role. Sheila has worked her way up through PATA since joining in 1998 and has been tasked with consolidating all operational activities.

Metro Hospitality Group in Australia has welcomed a new Business Development Manager for the MICE market in **Div Grover**.

More top notch Perth hotels needed

A GREATER number of high end hotels are urgently needed in Perth in order to lure Arabian travellers to the West Australian capital, Qatar Airways ceo Akbar Al Baker has claimed.

"I think you should have more 5-star hotels in the city to attract our kind of people," he said.

"Because unfortunately, we are spoilt because the best hotels in the world you will find are situated in the Middle East, so we have very high standards."

"And it's difficult to get those high standards everywhere you go," Al Baker added.

The carrier's chief also said the

group would consider investing in a hotel of its own in Perth.

The Qatar Airways Group is made up of 10 businesses, covering cargo, catering, meet & assist, Privilege Club, Duty Free and other areas, including the recent development of its own brand of hotels.

The Oryx Rotana brand has already opened its first property near Doha Int'l Airport & a second is currently under construction.

He said the Oryx brand would seek hotel acquisitions around the world, "which we would then upgrade to bring up to the hotel standards we would like to offer."

SAS to San Francisco

SCANDINAVIAN Airlines has announced a new six times weekly Copenhagen-San Francisco service, with flights on sale now for an 08 Apr 2013 debut.



SHERATON has officially launched its new Social Hour in Australia (TD 17 May) with an event held at Sydney's Sheraton on the Park.

The "curated premium wine program" will also be available at Sheraton Mirage Port Douglas resort and Sheraton Mirage Gold Coast Resort & Spa.

"Our goal is to become a destination for a great wine experience no matter where your travels take you," said Vincent Ong, Sheraton/Westin Asia Pacific director of brand management.

The participating properties will offer evening Social Hour tasting events three times a week, with three pours of 50ml of premium wines for \$15, served in Stolze stemware.

The program has been developed in response to global research by Sheraton, which found that 66% of guests would be more inclined to purchase wine while travelling if there was a premium wine program on offer.

After experiencing a pilot Social Hour during a 19-property trial of the program, 95% of guests said they were likely to try it again and recommend it to others.

More than 240 Sheraton hotels around the world will offer the Social Hour concept, with full details available online at www.sheraton.com/Socialhour.

Pictured above at the Sydney event are, from left: Andrew Taylor, Sheraton Director of Acquisitions & Development, Pacific Region; Danny Athens of Coca Cola; and Sean Hunt, Sheraton on the Park md and regional vp Starwood Pacific.

Darwin so hot right now

TOURISM NT and Territory Discoveries have released a special holiday package to Australia's Top End, entitled "Darwin: Hot Right Now".

The package is only available for booking and travel this year, and focuses on the current dry season and mild to warm winter temps as incentives to visit Darwin & NT.

The package includes two nights accommodation at the Palms Spring Resort in central Darwin, an afternoon city sights tour and a day tour to Litchfield National Park, with prices starting from \$384ppts.

Details at www.bit.ly/drwsohot.

WIN A HOLIDAY TO HONG KONG

WIN THIS MONTH'S MAJOR PRIZE

- 2 nights at the 5 star Harbour Grand Kowloon
- 2 nights at the 5 star Harbour Grand Hong Kong
- 2 return economy flights

WIN THIS WEEK

2 nights at Harbour Plaza North Point
The hotel is situated right next to the MTR Quarry Bay Station providing easy access to many tourist attractions. Hotel also provides complimentary shuttle bus to Airport Express Hong Kong Station, Causeway Bay and Taikoo area.



Throughout July, *Travel Daily* is giving readers the chance to win an incredible major prize and weekly prize to Hong Kong, courtesy of Harbour Plaza Hotels & Resorts and Cathay Pacific.

To win the weekly prize, simply answer all five daily questions by COB on Friday. The subscriber with the most correct answers and the most creative response to Friday's question will be the weekly winner.

There will be 20 questions throughout the month. At the end of the month the subscriber with **all** the correct entries and the most creative responses to **all** four Friday's questions will win the major prize of a holiday for two people to Hong Kong.

Q.4: Name the 2 main facilities listed on the Harbour Plaza North Point website.



Send your entries to: harbourplazacomp@traveldaily.com.au

Click here for terms & conditions

Hint! Go to: www.harbour-plaza.com



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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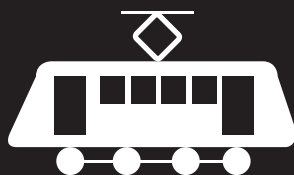


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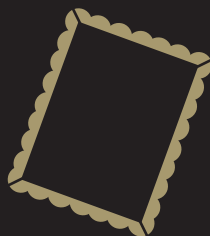


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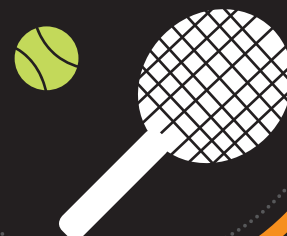
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EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

SENSATIONAL SENIOR SALES ROLE REGIONAL SALES MANAGER – AVIATION PERTH – PKG OTE \$150k +

This exceptional large sales role is looking for a candidate who has outstanding commercial acumen, superb communication skills and high level negotiation ability. The main focus of the role will be to target new acquisitions involving large tender processes for the mining and resource sector. Your Aviation industry knowledge will be extensive having a thorough understanding of small & large airport requirements.

BRING YOUR E-COMM SKILLS TO A GLOBAL CO. ONLINE IMPLEMENTATION SPECIALIST SYDNEY – SALARY PACKAGE OTE \$100k

Join a successful company with a strong global presence and watch your career progress! Responsible for the smooth implementation of corporate clients onto the online booking tool; you will have the ability to manage multiple stakeholder relationships, work closely with the sales team and be a subject matter expert. Experience in a similar role is essential along with a positive attitude and a great team spirit..

START THIS COMPANY OFF WITH A BANG IN W.A BUSINESS DEVELOPMENT MANAGER (CORPORATE) PERTH– PKG BASED ON EXP

Warm up your winter with an exciting change happening to this company today! You will not want to miss out on this sensational job opportunity. Our exclusive client is looking for a key Perth based Corporate BDM to be part of the growth occurring. You will be the face of the brand in WA and be a part of formulating new business activity while assisting in the opening of the new office. Strong sales skills required here

LEAD THIS LUXURIOUS AGENCY OPERATIONS SUPERVISOR SYDNEY – SALARY PACKAGE TO \$80K

This newly created position has just become available and will not last long. You will bring your supervisory skills and travel industry knowledge to this leading boutique agency. This is a hands on consulting role so you must still have skills in this area. Dealing with VIP clients and booking the height of luxury products you will have at least 5-10 years industry experience. Great salary package on offer.

GUIDE THIS TEAM TO SUCCESS CORPORATE TRAVEL MANAGER BRISBANE – PKG to \$80k

Do you have excellent corporate travel management skills? Are you the person who can guide a team to perform and reach set SLA's? This client would like to hear from you. As a senior leader you will have the ability to rectify issues, driving staff to complete all tasks efficiently, while building strong relationships with the clients. You will also be involved in recruitment and individual appraisals with your team.

TAKE THE NEXT STEP IN YOUR SALES CAREER INDUSTRY ACCOUNT EXECUTIVE SYDNEY – SALARY PACKAGE TO \$85K

Bring your selling skills and travel industry background to this fantastic organisation and stretch your wings out on the road looking after an existing portfolio of clients. Ensuring their business is retained and achieving new growth targets you will need exceptional GDS skills, sales skills and top industry relationships. Race in for your chance to join a leading company that will support your career development TODAY.

CANBERRA IS CALLING KEY ACCOUNT MANAGER CANBERRA – SALARY PACKAGE TO \$100K

Be responsible for the management of prestigious corporate and government accounts in the ACT region while achieving and exceeding business development targets. You will be skilled in building & developing strategic account management and business plans and managing key customer & supplier relationships at a senior level. Show off your talents with this leading operator and raise the profile of your career.

OPPORTUNITY NOT TO MISS SENIOR CORPORATE OPERATIONS MANAGER MELBOURNE - SALARY PKG ON EXP

Seize this superb senior opportunity today and don't look back. Overseeing a large team you will have the ability to guide your team leaders and staff to perform and achieve set SLA requirements. This exciting challenge requires a corporate manager who has the ability to set goals, formulate strategies and make improvements to team processes to ensure performance is achieved.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
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Linda Green
NSW & ACT
Ph: 02 9231 2825

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NSW & ACT
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Kathryn Heberton
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Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



Working in partnership with the Australian Travel Industry

Corporate Travel Team Leader

Sydney - \$Competitive + Super + Incentive - Ref 4233

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

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Multi-Skilled Corporate Consultant

Sydney - Up to \$65K + Super - Ref 1961

Are you an experienced Corporate Travel Consultant looking for a new challenge with a travel management company in Sydney. This city centre company seeks for a talented travel professional to join their dynamic team. You will ideally have 2 years' experience working on corporate clients or extensive retail, solid CRS and excellent customer service skills. Leave those targets behind you and join this reputable corporate company now! Salary dependent on experience.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

Wholesale Consultant

Sydney - \$DOE + Bonus - Ref 2057

Work for a leading wholesaler and grow your career. You will be liaising directly with agents advising what's hot and new. Ideally our client is looking for someone with travel agency or wholesale background, strong customer sales skills, past experience in achieving and exceeding targets, and who loves the travel industry. Personal travel experience of Europe is highly desirable. There is room for growth within this organisation.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Travel Consultant

Canberra - \$40-45K DOE - Ref 2056

This is a fantastic opportunity to join this amazing well established team. Our client is looking for a sales focused team player with brilliant fares and product knowledge. You will be offering a wide variety of holidays, from family holidays to Fiji to an amazing European adventure. If you have extensive GDS skills, love customer service, have a hunger for sales, product knowledge and want to be a member of the team, this could be the role for you!

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Senior Account Manager

Sydney - \$80-100K+ - Ref 178

This leading independent agency is seeking a solid Account Manager or Senior Account Manager to join their Sydney based team. This would suit an experienced Account Manager who could hit the ground running. You will understand agency processes thoroughly, be dedicated to ensuring the smooth running of high profile travel accounts, have a 'cost effective' nature and strategic thinking, and not afraid of hard work. In return you will receive a very generous basic, incentives and perks.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

Ski Reservations Consultant

Sydney - \$Negotiable + Commission - Ref 173

They say, "Skiing is a dance and the mountain always leads!" Is this your way of thinking? Join this family run travel company as a Specialised Reservations Consultant. You will ideally have CRS experience, an excellent telephone manner and communication skills, the ability to work in a small team and to targets, and be passionate about Ski. The successful candidate can expect to work in a fun and rewarding team, educational and potential management positions.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Travel Consultant

Brisbane - \$40-50K + Super + Incentive - Ref 1425

Take the next step in your travel career with this leading boutique travel agency in the CBD. Utilise your travel industry skills and receive the financial rewards that you deserve. A travel consultant with international travel consultancy experience and outstanding customer service skills is needed by this leading player in the Brisbane travel market. The successful candidate will receive a very competitive salary, fantastic commissions, and industry perks.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Retail Travel Consultant

North Melbourne - \$Negotiable - Ref 150

Calling all Senior Travel Consultants! A reputable and awarding winning travel agency on Melbourne's outskirts is looking for an experienced Retail Travel Consultant. You will be a high achiever, self-motivated, ready for a challenge and want to earn top dollar with your repeat clients! The ideal candidate will have minimum 3 years retail experience and solid Galileo CRS. Excellent opportunity for an enthusiastic travel professional looking for a new & exciting position.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

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