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## QF boosts Spanish links

QANTAS this morning announced a new codeshare arrangement with Spanish flag carrier Iberia, which will see QF codeshare on flights from London and Frankfurt to Madrid.

From 15 Jul Iberia will also for the first time offer flights to Australia, via a codeshare on QF services from Europe to Sydney.

Qantas also announced a major boost to its codeshare partnership with American Airlines.

The AA move is effective from Wed, and will see QF codeshare on selected AA services to Atlanta, Minneapolis, Memphis, Indianapolis, Tampa, Detroit, Cincinnati and New Orleans.

The US expansion follows new **Ski caption comp**

TODAY is the last chance for TD readers to enter our exclusive ski competition to win a holiday for two to Queenstown, thanks to Value Tours, Air New Zealand and Rydges Lakeland Resort.

The reader with the most creative caption for the photo featured in last week's *Travel Daily* Ski Supplement will be the winner - [click here for details](#).

arrangements between rival V Australia to expand services into the USA through partnerships with several airlines including Delta and Virgin America (TD 03 Jun).

Qantas also announced plans to increase its Airbus A380 flights with the delivery of its fourth superjumbo next month.

From 06 Aug QF will operate A380 services from Sydney to London via Singapore five times per week, as well as adding a fourth weekly SYD-LAX A380 flight.

## TA md search still on

TOURISM Australia chairman Rick Allert says the organisation is continuing to actively search for a new managing director.

Allert said TA hadn't digested a report released on the weekend by the Long-Term Tourism Strategy Steering Committee which recommends a major restructure of the organisation.

## Today's Travel Daily

TD today has six pages of news, plus full pages from:


- AA Appointments
- Avis Scholarship

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Where will your conversation take you?

## JQ daily PER/DPS

JETSTAR this morning said at the Australian Tourism Exchange in Mel that it will boost capacity on the Perth-Bali route to a daily operation from mid-Aug this year.

CEO Bruce Buchanan said the extra flights reflect the airline's move to have Perth play a greater role in developing its increasing Pan Asian network.

Jetstar says the flights will complement daily 'through' connections to Singapore, via Bali and Jakarta which begin 14 Jul.

Daily flights will begin on 13 Aug, subject to regulatory approval.

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# Travel Daily AU

First with the news

Mon 15 June 09

Page 2

EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au) Ph: 1300 799 220

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## Turner's new brand

FLIGHT Centre founder and md Graham Turner has launched a new luxury accom brand, Spicers Retreats, Hotels and Lodges.

The first property for the new brand, Spicers Clovelly Estate, opens on 25 July in Queensland's Sunshine Coast Hinterland.

The hotel has just 10 suites and opening rates are from \$199/night - [spicersclovellyestate.com.au](http://spicersclovellyestate.com.au).

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## JQ expands ways to pay

JETSTAR has announced a range of new payment initiatives at the Australian Tourism Exchange (ATE) today which it says will support its expanding Pan Asian network.

New Zealand will be the first to see the carrier's Universal Air Travel Plan (UATP) payment and settlement process adopted to support trans-Tasman and domestic NZ services.

Jetstar's offer of UATP services will see it join the low cost global payment network company stable of carriers soon, including Qantas, Air New Zealand, British Airways, American and Delta Air Lines.

JQ ceo Bruce Buchanan said, "UATP lowers the cost of distribution by lowering the cost of accepting credit cards and thousands of travel agencies now accept UATP as a low-cost form of payment for air travel, service fees and net fares."

Buchanan says JQ has become increasingly attuned to ensuring it had the commercial tools to best meet the constant level of change within both wholesale and retail travel markets.

MEANWHILE, Tourism NSW and

Jetstar have announced a new 3-year pact with the goal of driving domestic and int'l tourism to NSW.

The deal comes on the back of a similar arrangement that began three years earlier and ends at the end of this month.

The first year of the renewed co-op will focus on Sydney and the NSW North Coast to both New Zealand and Japanese markets.

## HOT head praises AC

HOUSE of Travel Australia is backing the move by Air Canada and WestJet to raise Canadian travel agent commission levels from 4 to 7 percent (TD Thu).

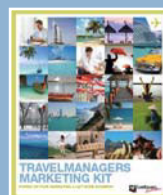
"It is a refreshing move which sends a strong message to the travel industry regarding the value the airline places on travel agents and personal travel managers," said ceo, Joe Araullo.

He said airlines need to realise that a single distribution strategy built around the internet does not reach all segments of the market.

Araullo hopes other carriers will follow the lead of Air Canada, saying it would be a 'win-win' for agents, airlines and passengers.

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## Window Seat

A BAG of curry powder on an Air India flight last week was so spicy it set off the smoke alarms.

The Boeing 747-400 had departed from Mumbai on its way to Frankfurt when a cockpit warning came on about a fire in the cargo hold.

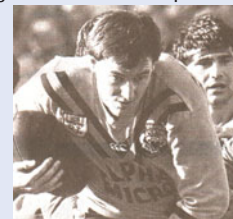
The crew activated fire extinguishers and returned to Mumbai where investigating engineers were surprised to find no evidence of smoke or flames.

They eventually figured out that the alarm had been triggered by an escape of particles from the 2kg bag of curry powder, which was removed from the aircraft before the plane took off again after a twelve hour delay.

THE reason for the departure of Stella NZ head Stephen Humphreys (TD Thu) for "personal reasons" has now become clear.

Humphreys was named on Fri as the new chief executive of the Wests Tigers rugby league team - taking up a management role at the club where he formerly played as fullback.

The *Sydney Morning Herald* said that Humphreys - pictured below in his playing days - will bring "both brain and rugby league brawn to the position".



But will he bring back the biff?

[EKagents.com/au](http://EKagents.com/au)

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# Travel Daily AU

First with the news

Mon 15 June 09

Page 3

EDITORS: Bruce Piper and Guy Dundas  
E-mail: info@traveldaily.com.au Ph: 1300 799 220

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to 26 June  
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## Travel Daily AU

First with the news  
on location in  
Melbourne, Vic

Today's issue of TD is coming to you from Australian Tourism Exchange 2009, courtesy of Tourism Australia

AUSTRALIAN Tourism Exchange is the largest international travel trade show in the southern hemisphere.

Hosted annually, this year the event is in Melbourne and will welcome about 1700 Australian delegates from 630 companies, who will meet and do business with 600 buyers from more than 40 source markets.

The event kicked off on Fri with the Eastern Module, which welcomes delegates from Asian markets, and from tomorrow the Western module kicks off.

Many buyers will also take part in famils to experience parts of Australia for themselves.

Qantas is a major supporter of the event, this year celebrating its 31st year of sponsorship.

## Gardening bargains

APT's Botanica World Discoveries has a '2-for1' deal on the 17 Sep departure of its 10-day 'WA Wildflowers and Gardens' tour (ex Perth); and the 21 Sep departure of its 8-day 'Floriade and Tulips' tour (ex Syd).

The free tour offer is valid for twin-share travelling partners, with prices from \$3470 and \$2960 for the lead pax on each tour.

Call 1300 305 202 for prices.

## Star agent incentive

THE Star Alliance has launched its 2009 'Count Your Lucky Stars' travel agent incentive, giving away a \$10,000 travel fund to be spent on alliance product.

The incentive runs from today until 31 July 2009, with the major prize going to the agency that sells the highest total value of Star Alliance fare products.

New bookings must be ticketed through Consolidated Travel or a National Ticket Centre office.

Economy tickets for two to Europe, the USA and Asia are also on offer as runner up prizes.

Unlike previous years, the 2009 major prize goes to the top selling agency, rather than the top agent.

To take part, obtain a scorecard from Consolidated Travel or a National Ticket Centre office.

## That's a good kitty

TIGER Airways is placing a new emphasis on customer satisfaction, hiring a team of customer service staff based in Melbourne to handle complaints by passengers.

In a further effort to make the airline more consumer friendly, Tiger's aggressive credit card surcharges are being partially revoked, with pax recently able to avoid the \$5 per sector charge if they buy their tickets online using a debit card (TD 27 May).

The new measures will seek to remedy Tiger's poor service reputation, cemented earlier this year when it was voted Australia's worst airline for customer service by consumer info service Choice.

## Now that feels fabulous!



LAST Friday Australian Capital Tourism held a function to launch its Spring promotional campaign, which features a *Mind, Body and Soul* theme for the annual Floriade festival.

The highly popular event will take place in Canberra from 12 Sep to 11 Oct and will for the second year running feature the NightFest, which will run from 23 to 27 Sep.

Last year's inaugural NightFest was a huge success, with four out of the five night sell out.

This year the expanded festival will feature movies under the stars, floodlit garden beds, Glow Bars and the intriguing Pyrophone Juggernaut - the "largest hand operated multi-octave fire organ in the world."

Nightfest will also feature a new Science Under the Stars activity for kids to celebrate the International Year of Astronomy.

Floriade this year also features a 35m Ferris Wheel to provide a

unique vantage point for the spectacular garden beds and daytime activities include street performers and the popular Patting Paddock, while legendary Australian songstress Marcia Hines will also entertain guests.

The event also promoted other Canberra activities including hot air ballooning, art exhibitions, the Canberra Glassworks, the Australian War Memorial and the new Poacher's Way gourmet trail.

And in Nov Canberra's wineries will host Wine, Roses and All that Jazz, a festival to highlight the region's award winning reds and whites to the accompaniment of live music.

Pictured above getting into the *Mind, Body and Soul Spirit* - complete with their special scarves - are, from left: Jonathan Kobus, ACT TourismProduct & Industry Development Mgr; Simonne Shepherd, ACT Tourism gm; and Ian Hill, ACT Tourism marketing mgr.

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SKI 2020





## The Scenic LAN of the Incas

SCENIC Tours and LAN airlines recently escorted a group of Harvey World Travel agents on a nine day famil to South America including Chile and Peru.

The group sampled Chilean cuisine, visited a local community in the Sacred Valley, toured Cuzco and mystical Machu Picchu as well as experiencing "Scenic Special Stays" at the Libertador Palacio del Inka in Cuzco and the Sumaq Machu Picchu Hotel.

Pictured above at Machu Picchu from left, back row: Robert Cameron, HWT Bathurst; Lesley Vass, HWT Bacchus; Rae Morley, HWT Ingham; Jackie Ragusa, HWT Tuggerah; Alanna Ward, HWT Benalla; Jean Oraniuk, HWT Leopold; Gerardo Cignarella, HWT Corrimall; Caroline Travers, HWT

Bundaberg; Kylie Bracken, HWT Wetherill Park; Charlene Richards, HWT Strathpine; and Beryl White, Travelworld Taree.

Middle row: David Gilford and Deborah Kirk, Scenic Tours; Amy Kelly, Travelworld Karratha; Dionne Smith, HWT Lismore; Ana Pereira, LAN Airlines; Jennifer Wilson, HWT Geraldton; Narelle Gregory, HWT Lake Haven; Avril Lucas, HWT Drysdale; and Marita Cogle, HWT Ballarat.

Front: Rebecca Tabak, HWT Fountain Gate; Micarlie White, HWT Belconnen; Vera Kolarovski, HWT Charlestown; Julie Leckie, HWT Scone; Julie Berzin, HWT Weston; Soo Hong Chong, HWT Greensborough; Tracey Aston, TravelMasters and Celia Harragan HWT Edgehill.

## Win a Darrell Lea Hamper!

Just in case our readers didn't receive enough chocolates over Easter, **Travel Daily** has teamed up with **Darrell Lea**, **Segafredo** and the **Italian Government Tourist Office** to offer subscribers the chance to win a delicious Darrell Lea and Segafredo hamper each day this week, valued at over \$75!

Each hamper will include 5 Espresso Crunch Rocklea Road, 3 Segafredo Zanetti 250g ground coffee, 3 Segafredo Iced Bottles and 1 Moleskin.

To be in the running to win this fantastic prize, simply be the first reader to correctly answer the daily question featured below.

**TODAY'S QUESTION:**  
What is the newest flavour of Darrell Lea Rocklea Road?

So quickly send your answer into [choccomp@traveldaily.com.au](mailto:choccomp@traveldaily.com.au).



### Europe struggling

**HOTELIERS** in Europe are doing it tough during the economic downturn, with figures released at a European conference on tourism, held in Prague last week, revealing occupancy in European hotels had fell by an average of 10% in the first quarter.

**MEANWHILE**, Minister for Tourism Martin Ferguson said on Fri at ATE that Australia was fairing well compared to some countries, despite int'l visitor numbers being down 3% between Jan-Mar 09.

He said the UK was down 12% on arrivals, the USA dropped 10% and Japan 27% for the same period.

### Aussie icon erodes

**VICTORIA'S** Great Ocean Road is less one of its famous attractions, the Island Archway, after the rocky 'bridge' collapsed into the ocean late last week.

In 2005, the relentless pounding of the Southern Ocean caused one of the iconic 12 Apostles to also fall down.

### TCF termination

**THE** Travel Compensation Fund has announced the termination of the agency trading as **Travel Action** of 255 The Broadway, Sydney, after reporting that the agency had been abandoned.



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### Win 2 Economy Class tickets to L.A!

To enter, correctly answer ALL 3 questions appearing here through the end of June 2009.

#### Question no. 3: What is the award-winning business class product of Delta called?

The first 50 sets of 3 correct answers sent to [info@deltaairlinesaustralia.com.au](mailto:info@deltaairlinesaustralia.com.au) before June 30, 2009 will win two Star Gift Movie Vouchers each. The 51st correct entry received will win the grand prize of Two Roundtrip Tickets from Sydney to Los Angeles on Delta. Terms and conditions apply. To obtain the full terms and conditions, please contact the Delta Ticketing Office via the e-mail above.



# Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries incl a PDF of the front cover and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



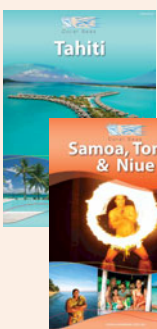
**China Bestours - Asia 2009/2010**  
This much anticipated Asia brochure features Korea, Japan, Taiwan, India, Nepal and the Phillipines. Also featured are add on shorter day trips and tours for FIT travellers. China and Vietnam brochures are available, with fully inclusive tours departing with a minimum of 2 passengers with guaranteed departure dates. To order these brochures visit [www.seechina.com.au](http://www.seechina.com.au).



**Maison de la France - French Impressions 09**  
This new trade magazine is tailored to the Australian and New Zealand markets, and includes pointers on how to sell France and highlights of the area including art, food, shopping and hot tips. There are also area specific sections of the regions of Champagne-Ardenne, Somme, Burgundy, Riviera, Cannes, Nice, Reunion, Tahiti and more. Visit [www.franceguide.com](http://www.franceguide.com).



**SkiJapan Snowave brochure**  
This new brochure contains the latest information on fully inclusive ski packages to Japan's most popular resorts: Niseko, Rusutsu, Furano, Hakuba, Shiga Kogen, Nozawa Onsen and Myoko Kogen. Get the most up to date information and prices on flights, transfers, accommodation, lift passes, stopover options, resort information and mountain statistics. Make the most of the early bird and book before 31 Aug 09. For info call 1300 137 411 or see [www.skijapansnowave.com](http://www.skijapansnowave.com).



**Coral Seas - Tahiti & Samoa 2009/2010**  
This new Tahiti brochure features the new Manava Suite Resort Tahiti and combination discounts are available for stays at two or more hotels within the Pearl Resorts group. There are 3, 4 & 7 night Huamana Cruises. This new Samoa, Tonga & Niue brochure incl a full-day Aleipata tour and a new Highlights of Tonga Tour taking in the 3 main islands of Tongatapu, Ha'apai & Vava'u; priced from \$1925pp incl flights, accom & transfers. For a copy of either brochure visit [www.coralseas.com.au](http://www.coralseas.com.au).



**Greece and Mediterranean Travel Centre - Israel**  
To be launched this week at the Israel Tourism Breakfast in Sydney, this new brochure features more than just pilgrimage specials and including everything from two night hotel packs to a 15-day intensive tour. Also included are a number of programs combing Israel with Egypt and Jordan. GMTCC will be sending copies of the 24-page Israel brochure to all Australian travel agents - [grecemedtravel.com](http://grecemedtravel.com).



**Southern Italian Tours - Italy 2009**  
This 84-page brochure features an extensive range of accom options, tours, daily excursions, rail travel, car hire and more. New this year is an expanded range of daily excursions within the main art cities, including Venice, plus a range of packages for individual travellers. Also featured are Gourmet tours, English Only speaking tours, adventure tours and more - [southernitaliantours.com.au](http://southernitaliantours.com.au).

## Beyond Russia deal

BEYOND Travel has slashed the price of its 3-night 'Spotlight on Moscow' package in Russia, down from \$1977 ppts to \$950.

The offer is for travel in Jul and Aug and includes accom, brekkie, private transfers and tours.

## Travel Cartoon of the Week



"It all looks so great. I can't wait to be disappointed."

Images courtesy of CardWorks, suppliers of humorous industry-specific postcards custom-designed with your personal message and branding. For more information please call 1800 008 825 or visit [www.cardworks.com.au](http://www.cardworks.com.au).

## Fiji double dips

A NUMBER of resorts in Fiji are offering 50% off accom deals, where guests receive a free night for every night paid for.

The deal is available at Treasure Island Resort until the end of Jun, for travel before 15 Dec, and at the Bounty Island Resort until 30 Jun, for travel before 30 Sep.

Contact your preferred wholesaler for details.

## IGTO's latest promo

THE Italian Gov't Tourist Office's 'Italia, Much More' promo can now be seen at [italiantourism.com.au](http://italiantourism.com.au).

## Accor Masterpieces

ACCOR Hotels has packages available to the Melbourne Winter Masterpieces series, featuring an exhibition of Salvador Dali at the National Gallery of Victoria and 'A Day in Pompeii' exhibition at the Melbourne Museum.

Packages including accom and entry to an exhibition start from \$162 per couple at The Victoria Hotel - see [accorhotels.com.au](http://accorhotels.com.au).

## Global carbon tax

THE chief executive of British Airways has spoken out in favour of a global tax on airline carbon emissions, as long as passengers are willing to foot the bill.

Willie Walsh said that pax should accept an increase in the cost of flying for the sake of the environment, and proposed that the tax should raise \$5b a year.

He said airlines should be forced to buy carbon permits, but added "for the industry to play its part the people who benefit from that industry - the passengers - are going to have to pay."

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## Insight/BA offer

INSIGHT Vacations has teamed up with British Airways to offer return economy flights to London from just \$1328pp ex SYD, including taxes, when purchased in conjunction with an Insight escorted holiday from one of its Europe brochures.

The offer is also available on flights to 22 other European destinations, although different taxes may apply.

Bookings must be made and paid through a travel agent by 24 July, and the deal is valid for travel from 24 Sep to 11 Nov, 2009 and 17 Jan to 24 Feb, 2010.

See [www.insightvacations.com](http://www.insightvacations.com).

## Voyage's winner

CONGRATULATIONS to Lisa King of Mordialloc Travel who was the winner of the Voyages mini-comp that appeared in *TD* last week.

Lisa has won a three night stay at Brampton Island, incl meals and launch transfers from Mackay.

She correctly answered each daily question and gave the below reason as to why Brampton Island makes the ideal holiday destination.

*"It's Friday night, the end of another week.*

*I decide I need to shout myself a well deserved treat*

*I dream about a relaxing Island escape With a Sea Salt Spa and peaceful sleep*

*An island with superb beaches and great activities*

*That also offers seclusion and lush tropical trees*

*Long lazy days, drink in hand, spent by the sea*

*Brampton Island - the ideal holiday destination for me!"*

## Emirates night of Beethoven



LAST Friday night, Emirates and Oceania Cruises hosted a group of industry partners to the Sydney Symphony for a night of *Romantic Perfection* in the Opera House.

The orchestra entertained the audience with three pieces from famous composers including Hector Berlioz, Felix Mendelssohn and Ludwig Van Beethoven.

The performance in the Concert Hall perfectly summed up the essence of romanticism, whilst outdoors, by-passers were enjoying another type of performance as part of Vivid Sydney Festival - a lights display

shining on the sails of the Opera House, which changed colour scheme every 15mins.

In addition to supporting the Sydney Symphony, Emirates is also proud sponsors of the Melbourne and West Australian symphony orchestras.

Pictured above, *back row from left* is Elizabeth Schischka, Travelforce; Craig Owens, Oceania Cruises; Melinda Rowe, Travel Managers, and *front row* is Michael Schischka, Travelforce; Amanda Healy, Mary Rossi Travel; Teresia Fors, Viking River Cruises & Lincoln Bache, Emirates.

## WIN A TRIP FOR TWO TO california

California is known for its vibrant cities, but did you know that over 20% of the state is protected national park?

California Tourism has again partnered with *Travel Daily* to give readers the chance to win a trip for two to California.

Throughout June our daily questions will take you beyond the gateway cities of Los Angeles and San Francisco to ancient forests, volcanic regions, expansive deserts and alpine lakes.

The trip will include two return economy flights with Air New Zealand to California, three nights at Joie de Vivre's Galleria Park Hotel in San Francisco and two nights at Hotel Erwin in Venice Beach.

To enter, keep an eye out for *Travel Daily* each day where you will be asked to answer a question regarding California and email it to [california@traveldaily.com.au](mailto:california@traveldaily.com.au).

At the end of the month, the reader with the most correct answers will win this incredible prize.

Today's California question is: **Historic mining buildings still stand in this State Historic Park, located just outside of Sacramento it is where gold was first found in California in 1848.**



Need a clue?

Visit [www.visitcalifornia.com.au](http://www.visitcalifornia.com.au) or order a Visitors Guide on (02) 9361 0660.

For full terms and conditions, visit [www.traveldaily.com.au](http://www.traveldaily.com.au).

## Mr & Mrs Smith

BOUTIQUE hotel guide and booking service Mr & Mrs Smith has added seven new hotels to its portfolio in Australia and New Zealand: Cape Lodge, WA; Royal Mail Hotel, VIC; Gaia Retreat & Spa, NSW; Pretty Beach House, NSW; Bells at Killcare, NSW; Moonlight Head Private Lodge, VIC; and Hotel Wellington, NZ.

The brand now features 33 properties in the Asia Pacific, with that number set to grow to 50 over the next two months.

Over 500 properties around the world can now be found on [www.mrandmrsmith.com](http://www.mrandmrsmith.com).

## Garuda's new livery

GARUDA Indonesia is revamping its aircraft livery, with images emerging online of the carriers first new Airbus A330-200 jet.

The tail-fin (*below*) features a new colour scheme but still incorporates the wings of the mythical 'Garuda' bird which the airline takes its name from.



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دائرة السياحة والتسويق التجاري  
Department of Tourism and Commerce Marketing





## EXECUTIVE APPOINTMENTS

**GREAT OPPORTUNITIES AVAILABLE NOW FOR THE INDUSTRY'S BEST!**  
If you need your executive search handled professionally,  
confidentially and with the highest integrity, contact the AA Executive Team.

**Ph: (02) 9231 2825 Email: [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)**

**FOR ALL THE BEST EXECUTIVE VACANCIES VISIT**

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

### TRAVEL TECHNOLOGY – SENIOR MANAGEMENT ROLE PRODUCT MANAGER

**SYDNEY - SALARY PACKAGE TO \$130K**

This highly specialized IT-focused role is within a wonderful global organization that provides cutting edge technology solutions to the travel industry. In this position you will be responsible for the commercial performance of your assigned product. It requires someone with a strong accounting or commercial background within the technology field and the ability to forge strong relationships with both internal & external stakeholders. If you are a "big picture" person who can create & drive a vision to commercial reality, this is right for you!

### DIVINE LUXURY, YOURS TO MANAGE

**GUEST SERVICES MANAGER**

**SYDNEY – SALARY PACKAGE OTE \$85K**

If you're experienced in managing frontline, customer facing hotel operations and have exceptional standards of service in line with this property, consider this exciting new role. As a Head of Department you will contribute to the success of this beautiful property and be adept in continually reviewing process & procedures in order to enhance both staff performance and customer experience. You'll have budgetary & financial management skills & cost control as well as strong staff management experience. Hotel experience essential.

### TAKE THE CREDIT FOR YOUR SUCCESS

**CREDIT CONTROLLER**

**SYDNEY – SALARY PACKAGE TO \$60K**

If you have experience in credit control and love working in a dynamic environment take a look at this new position. Working in lovely offices close to the CBD you will join a growing team within a very well known Brand within the travel industry. You must have experience in credit control and have proven PC and analytical skills. Future career opportunities and a great salary are available for the successful person.

### MANAGE YOUR CLIENT AND YOUR TEAM

**NATIONAL ACCOUNT MANAGER**

**SYDNEY – SALARY PACKAGE TO \$100K**

Here's an exciting position for a talented Account Manager with a proven background in delivering quality solutions & service to key clients, as well as the ability to manage & motivate a team to achieve peak performance. Working within a dynamic, well known organization this high profile position is a great opportunity for an experienced Account Manager to retain & grow the business from your territory.

### ACCOUNT MANAGEMENT AT IT'S SUNNY BEST

**ACCOUNT MANAGER**

**BRISBANE – SALARY PACKAGE TO \$90K**

There are some people who are just born to be Relationship Managers, people who can foster rapport and trust with a wide range of people and who can be effective in providing real solutions to their clients' businesses. If you're a commercially savvy individual who has experience working in an account management role within corporate travel this position offers you a great salary and career opportunities.

### LOVE LIFE ON THE ROAD?

**BUSINESS DEVELOPMENT EXECUTIVE**

**SYDNEY – PACKAGE TO \$60K**

This position is perfect for a self-motivated, energetic sales professional in the travel industry who loves building strong relationships and selling a range of products to travel agencies. You'll be motivated by sales targets and have no trouble achieving them, as proven from your previous sales roles. You'll be a reliable and trustworthy individual who can manage your time effectively & report back to management.

### GET OUT AND SPREAD THE WORD

**SAKES EXECUTIVE**

**MELBOURNE – SALARY PACKAGE TO \$55k**

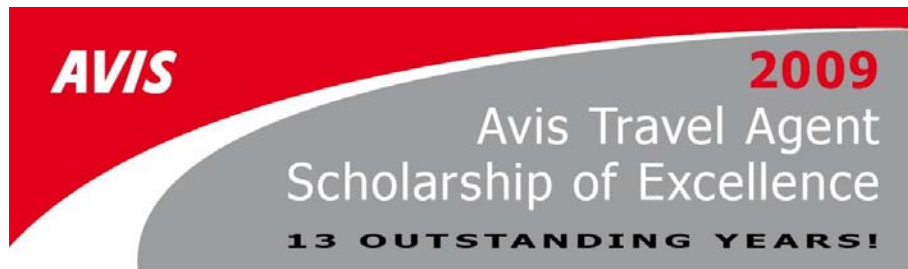
If you're an experienced Sales Executive with a fantastic network across the travel industry here's a chance to represent beautiful product to exotic destinations. Tuck this beautiful portfolio under your arm and hit the road to promote, educate, and increase sales from the travel industry. This is an autonomous role that requires great time management and the proven ability to manage a call cycle. If you have your own reliable vehicle we're ready for you now!

### GOT A GREAT HEAD FOR NUMBERS?

**REVENUE & INVENTORY MANAGER**

**SYDNEY – SALARY PACKAGE TO \$60K**

If you've got a head for numbers and have worked in an Inventory & Revenue control environment within the travel industry this new position is available now. Working in a dynamic office environment and leading a team, you'll be a proven Manager who has strong analytical skills and the ability to implement effective procedures which increase service levels and minimize risk. Wholesale travel experience is essential as are strong PC & GDS skills.



The Avis Travel Agent Scholarship of Excellence offers Australian consultants an extraordinary opportunity to advance their careers. Yet every year many talented agents talk themselves out of applying for this prestigious award now worth more than \$30,000.

## Dispelling a few scholarship 'myths'

Following are some of the (mistaken) reasons agents often give for not taking part:

**Myth 1. "I'm too old"**

Past winners have ranged from young consultants with fresh ideas to senior managers with many years' knowledge

**Myth 2. "I don't have time"**

Agents have up to 12 weeks to write responses to six questions – plenty of time

**Myth 3. "I've already tried once"**

Many previous finalists were only successful after multiple attempts

**Myth 4. "I don't have access to a good printer"**

Judges are looking for substance, not style. Plus you can now send in your submission electronically, eliminating the need for any costly or elaborate printing and/or binding

**Myth 5. "I'm not Avis preferred"**

The scholarship is open to all travel agents, regardless of whether they sell Avis products.

**Just taking part in the 2009 Avis Travel Agent Scholarship will help you become a better consultant.**

If you believe you offer exceptional customer service visit [www.avisscholarship.com](http://www.avisscholarship.com) before 27 July 2009.

