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Travel Daily AU

First with the news

Wed 24 Nov 10

Page 1

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

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Don't forget the fuzz

THERE'S just a week left in the official facial hair growing season in this year's *TD* November competition, with P&O World Cruising offering a range of great prizes - including an *Arcadia* cruise - for the best moustache as voted by the travel industry.

See page six for competition details, and get ready to send in photos of the luxuriant growth.

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Virgin strategy "on track"

VIRGIN Blue ceo John Borghetti today told shareholders that his 'Game Change Strategy' for the carrier is currently on track, as he unveiled plans for further expansion of its A330 domestic widebody fleet (*TD*breaking news).

Speaking at the Virgin Blue agm in Brisbane, Borghetti stressed that the carrier is not looking for 50 or even 30% of the corporate high yield market.

"We are aiming at growing our current modest share of 10% to between 15-20% over the next two years, in return for a very modest capital reinvestment.

"What we will be doing is creating a second Australian carrier that can provide a competitive domestic and international network that appeals to both the leisure and the corporate sector," he said.

Borghetti also highlighted the strategy to create a virtual global network through the proposed alliances with Etihad, Delta and Air New Zealand.

Regarding the Tasman, he said that the Virgin Blue and Air NZ networks "are so complementary that the sum of the two will be

greater than the parts".

He said that the airlines were so confident that their pact would stimulate demand that they have given undertakings to the ACCC that they will continue to grow capacity on the Tasman.

Borghetti also stressed that the strategy maintained a focus on DJ's existing strong presence in the leisure market.

He confirmed that initial elements of a major rebranding would begin to appear at Brisbane Airport this week as a refit commences.

The major outage of DJ's Navitaire IT system has had a "serious impact" on the business, estimated to be \$15-20m "and we are currently seeking ways to recover this," Borghetti said.

He didn't provide specific profit guidance, but did say domestic capacity would grow 6-8% in FY2011, with V Australia on track for breakeven by 30 Jun 2011.

Virgin Blue also announced the resignation, effective today, of director Patrick McCall.

McCall, from the Virgin Group, has been on the board since 2002.

SuperStar Cruise Sale

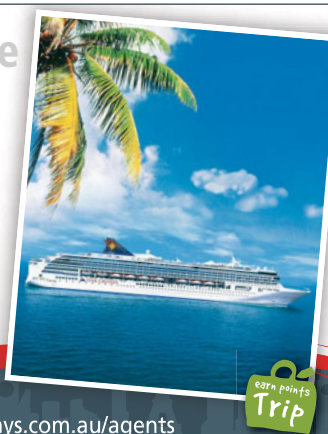
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Today's Travel Daily

A PACKED issue of *Travel Daily* today has seven pages of news including a full page of photos from last weekend's HWT Symposium in Hong Kong (on p7) plus full pages: (*click*)

- AA Appointments
- China Holidays
- Inplace Recruitment
- JTG QBT jobs

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Jetset Travelworld off to Hong Kong

THE travel industry is in the peak conference season, with last weekend's Traveller's Choice and HWT conferences followed by the Jetset Travelworld event which kicks off in Hong Kong tomorrow.

TD will be reporting on location (again) from Disneyland Hong Kong during the JTG event which is themed 'Connect, Communicate, Collaborate'.

Key speakers include Peter Lacaze, Rob Gurney from Qantas and P&O UK head Carol Marlow.

LAGs detection on trial

TRANSPORT minister Anthony Albanese this morning announced the commencement of a two week trial of technology which may allow travellers to once again take containers bigger than 100ml on international flights.

Two "advanced multi-view explosive detection x-ray machines" are being tested at Melbourne and Sydney, along with other bottled liquid scanners which use a range of systems to detect explosive material disguised inside liquid containers.

The Melbourne trial starts today, while in Sydney the systems will be tested from 29 Nov, with Albanese saying the tests were flagged and funded as part of the \$200m Feb aviation security package.

Albanese said the govt was "exploring whether advanced technology has the potential to minimise the inconveniences felt by the flying public while maintaining the highest standards of aviation security".

The LAG (Liquid, Alcohol and Gel) restrictions have been in place since authorities uncovered

Outbound to boom

AFTA ceo Jayson Westbury has highlighted a Tourism Australia prediction of a huge increase in outbound travel from Australia over the next 10 years.

The forecast is part of figures compiled by TA for last week's inaugural Australian Tourism Directions conference (TD 15 Nov), and predicts that by 2010 the number of overseas trips by Australians will soar by over 50% to 10 million a year.

"The pie is going to get much larger," Westbury said.

He said the inclusion of outbound forecasts is a recognition by the government that a "solid and robust outbound industry" is key for the health of the Australian tourism sector.

a plot in the UK (TD 10 Aug 06) in which terrorists planned to take liquid bomb ingredients on board several transatlantic flights.

"These trials are an important step toward the potential lifting of the current restrictions," Albanese said.

He added that every month more than 1200 duty-free LAG items such as perfume and alcohol, along with around 8000 water bottles, are surrendered to screening staff at Sydney Airport.

Amex pre-trip system

AMERICAN Express Business Travel has today launched a new 'Pre-Trip Auditor' system in Australia, which is described as "a new way for businesses to control their travel expenses and ensure compliance with travel policies prior to ticketing".

The program has already been successfully rolled out in the US, UK and Europe, and enables authorised employees to easily review and approve trips.

If bookings are out of policy the Pre-Trip Auditor also automatically calculates other options, and can be tailored to allow firms to choose the level of control for individual traveller groups.

All travel categories are covered including, but not limited to, air, hotel, total trip cost, form of payment and preferred vendor.

Pre-Trip Auditor also allows the evaluation of compliance with traveller security policies.

Amex Business Travel gm for Australia and NZ, Trena Blair, said that research had shown that more than 20% of company travel and entertainment expenses are out of policy.

"Despite positive trends in the economy, companies continue to be mindful of expenses, and they are looking for new ways to gain maximum control over their travel costs," Blair said.

10 GOOD REASONS TO VISIT NEW CALEDONIA

8 Exciting Nightlife
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Window Seat

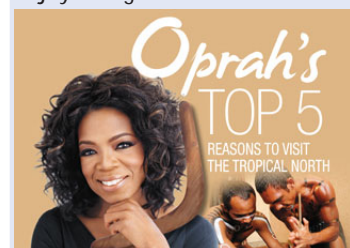
WE'RE not sure whether the Harpo organisation has approved some images of talk show queen Oprah which are currently being featured on the website of FNQ newspaper the *Cairns Post*.

The paper is running a campaign to encourage Oprah to visit the region during her imminent Australian sojourn, titled "Oprah's Top 5 reasons to visit the Tropical North," - and has been taking a 180cm-high cardboard cutout to various local tourist attractions.

Accompanying photos (below) show Oprah getting set for some local activities - such as scuba diving on the Reef:



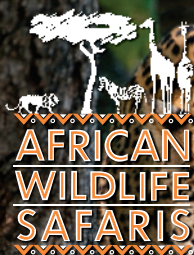
- poised with a boomerang as she enjoys Indigenous culture:



- and even getting helmeted up for some white water rafting.



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Conditions: Full terms and conditions of prizes are outlined in the prize letter contained in the official Wendy Wu Tours LaUNCH box. Closing date of promotion: 21 January 2011. Random prize draw will take place on 28 January 2011, 10:00EST at Level 9, 275 George Street Sydney NSW 2000. Prize winners names will be published in Travel Daily on 01 Feb 11 and Travelbulletin on 25 Mar 11. Authorised by permit numbers: NSW-LTPS/10/08813; VIC-10/3319; SA-T10/2252; ACT-TP10/041042. Wendy Wu Tours Lic Number: 2TA4792. 7201K



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Business Traveller
Middle East Awards 2010

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SkyTeam expansion in Australia

GARUDA Indonesia yesterday signed an agreement to become a member of the SkyTeam airline alliance from 2012, as mooted in *Travel Daily* over two years ago.

The deal will see SkyTeam increase its presence in Australia, with Perth added to the alliance's network of destinations for the first time, the group said.

Signing GA will add around 30 other new destinations too, such as Surabaya in East Java and Medan in North Sumatra.

Garuda Indonesia flies to 28 domestic and 18 international hubs, including Sydney, Melbourne, Brisbane and Darwin, in addition to Perth.

"Joining SkyTeam is a long-term development strategy for Garuda Indonesia, and for years we have been upgrading our service and actively forging cooperation with SkyTeam member airlines with this objective in mind," said GA president and ceo Emirsyah Satar.

Agency closures

THE Travel Compensation Fund has voluntarily withdrawn the participation of a number of agency head offices following the agent's decision to cease trading.

They include: *Sydney City Centre Travel Agent*, Sydney NSW (ABN: 19 110 323 686); *Check 'N' Travel*, Quakers Hill, NSW (ABN: 43 759 632 912); and *Driver Group Pty Ltd Visitors Services* in Mount Waverley, Victoria and its branch office in Sydney (ABN: 31 004 175 875).

Also withdrawn from the TCF is *Scandinavian Airlines*, Sydney NSW (ABN: 12 938 617 376), who is now represented by The Walshe Group in NZ (TD 27 Oct).

SkyTeam chairman, Leo van Wijk, said signing Garuda was part of the alliance's aggressive move to actively grow its member profile in 2010, having inked deals with China Eastern, China Airlines, Aerolineas Argentinas and Shanghai Airlines this year alone.

"Garuda's financial & operational restructuring has proven very successful and I am convinced that this will help position the airline as a major player in the region," van Wijk said.

SkyTeam managing director, Marie-Joseph Male said he believes Garuda's Jakarta hub will become a new alternate gateway to and from Asia.

GA plans to expand its UK/European network to Frankfurt, Paris, London and Rome (TD 03 Jun), which Male says "will make the airline and increasingly attractive option for business and leisure travellers."

Other current SkyTeam carriers which fly into Australia include Delta Air Lines, Korean Air, and from 2011, China Eastern Airlines.

Tiger Philippines

PHILIPPINES-based carrier South East Asian Airlines (SEAIR) has become the first Tiger Airways Partner Airline, via a new marketing agreement with 'tigerairways.com'.

The first SEAIR jet services will operate between Manila and Singapore from 16 Dec, using an initial fleet of two A320s leased from Tiger Airways, and seats sold via the Tiger website.

Tiger said today it had also advanced the delivery of two aircraft to 2011/12 from their original 2015/16 delivery dates.

Kings of the Red Centre



ABOVE: AAT Kings, Voyages and Virgin Blue were the hosts of nine Tasmanian travel agents on a recent fam to Uluru.

Agents on the three-day trip witnessed colourful sunsets, AAT Kings' Uluru Sunrise tour and the AAT Kings Kata Tjuta Valley of the Winds tour.

Pictured here in the Red Centre back row *from left* are: Cassandra Lynch, Andrew Jones Travel; Cassandra Steele, Flight Centre Glenorchy; Alicia Bennett, Flight Centre Ulverstone; Garth Gray, Flight Centre North Hobart; and Ryan Montgomery, AAT Kings.

Middle: Rachael Pearce, RACT Travelworld Ulverstone; Belinda Paul, Huon Travel; Melissa Train, Virgin Blue; and Emily Russell, Flight Centre Sandy Bay.

Bottom row: Susan Hurst, Travelscene Kings Meadows; Devi Anushia Bentley, Flight Centre Devonport; and Emma Mace, Voyages Hotels & Resorts.

Insight virtual video

INSIGHT Vacations has launched its personalised interactive video, showing clients what it's like to experience Europe with Insight with the click of a button.

The virtual tour can be used as a selling tool for agents wanting to engage with clients and agents can send the video to clients by going online to the agent's site at insightvacations.com.au, and clicking through to the 'Create your own video' tab.

Agent contact details can be added at the bottom of the video.

Quito's new airport

ECUADOR'S new international airport, located 20kms east of Quito, will replace Mariscal Sucre International Airport from Nov next year.

The new Quito International Airport will be able to handle more than 4 million pax annually.

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New Hawaii head

HAWAIIAN Airlines ceo Mark Dunkerley has stepped down as chairman of the Hawaii Visitors and Convention Bureau after a two year term in the role, and will be replaced by Don Horner, who's ceo of First Hawaiian Bank.

The lighter side of travel...



Images courtesy of CardWorks, a range of humorous travel related postcards, custom-designed with your personal message and branding.
For more information visit www.cardworks.com.au or call 1800 008 825.

CNS cruise term.

THE \$11.2 million makeover of the Cairns Cruise Liner Terminal will be unveiled to the public for the first time on Fri this week.

The upgraded terminal blends a mix of historic sheds with a new modern facility, and it will be capable of holding two vessels at the one time.

Last year, the Port of Cairns welcomed 146 international and domestic cruise ship visits.

Fri's launch event includes a visit by Royal Caribbean International's *Rhapsody of the Seas*.

DL keen to comply

DELTA Air Lines has told *Travel Daily* it will support the Virgin Blue Group with providing more requested data to the US transport regulator, in support of its trans-Pacific application for antitrust immunity (TD Mon).

"We will comply with the DoT's request and look forward to sharing additional information with the agency on how this agreement will be good for consumers both in Australia and the US," said Delta Air Lines GM Australia/NZ Steven Crowdey.

Travellers Choice Silver and Bronze

TRAVELLERS Choice announced its Silver and Bronze Choice award winners over the weekend at its Shareholders conference in Melbourne (TD Mon).

Silver winners have won an Insight Vacations 'Best of Egypt' tour including a Nile river cruise in Apr 2011 with flights sponsored by Emirates.

The agencies include: Capricorn Travel WA; Central Coast Cruise and Travel NSW; Four Corners Travel WA; Global Village Travel NSW; Jamison Travel ACT; Jayes Travel NSW; Magic Carpet Tours and Travel WA; Moss Vale Cruise and Travel NSW; Travel House Group SA; and Travel Makers ACT.

Bronze Choice Awards winners have won a trip to New Zealand courtesy of AAT Kings and Air New Zealand in Mar 2011 on a 'Southern Wanderer' coach tour of the South Island.

Winners of the award include: Ballina Cruise & Travel NSW; Chelsea Cruise & Travel VIC; Civic Travel Service ACT; Discover Travel & Cruise QLD; Latitude Cruise & Travel QLD; Mordialloc Travel & Cruise VIC; Oliver Travel SA; St George Travel NSW; Traveleaders NSW; and Travel On Q NSW.

Rex board addition

REGIONAL Express has added aviation safety and compliance expert, Ronald Bartsch, as an independent director to its board, effective immediately.

AA/IT codeshare

ONEWORLD member elect Kingfisher Airlines is planning a new codeshare and frequent flyer deal with American Airlines.

The relationship is set to begin early next year and will see the AA code initially being placed on Kingfisher's domestic flight network beyond Delhi.

AA will codeshare with IT on flights from London Heathrow to Delhi and Mumbai, while the IT code will be put on AA operated services on select flights between the US and London Heathrow.

YOU COULD WIN A TINTAMAR BAG!



Celebrating the release of the vibrant VIP colour range and the official arrival of the Towel Bag, Tintamar is giving away a different

bag from their Aus catalogue to one *Travel Daily* reader every day this week.

Arriving straight from France, innovative accessories brand Tintamar creates clever, fun and stylish bags that simplify daily life. Available in 25 countries around the world, Tintamar has just launched its new limited edition collection in Australia.

For your chance to win the incredibly thin, yet amazingly strong Magic Bag (pictured above) today, simply be the first person to email the correct answer to the question below to: tintamarcomp@traveldaily.com.au

What is the maximum weight the amazing Magic Bag can hold?

Hint! Visit www.tintamar.com.au & download the catalogue.

Congratulations to yesterday's lucky winner, Michelle Piccirillo from Trafalgar.

tintamar
INTELLIGENT DAILY BAGS

Travel Daily
First with the news

US int'l visitors up

THE US Department of Commerce has announced a 12% year on year increase on international visitor numbers to the United States during the first eight months of the year to 40.2 million people.

Visitor spend also increased by 10% to US\$88.2 billion, compared to the same time last year.

Australia was in the top 12 countries who registered an increase in resident visitation.

CAREER DEVELOPMENT OPPORTUNITY



WHOLESALE CONSULTANT (RUSSIAN / SCANDINAVIAN DESTINATION SPECIALIST)

Bentours (a member of the Cox & Kings Australia brand range), is one of Australia's most respected travel specialists providing tailored travel arrangements to Scandinavia, Russia, the Baltics, Arctic, Iceland, Greenland, Antarctica and South America.

We are now seeking a full time specialist wholesale travel consultant who is suitably experienced and qualified to join our team of talented consultants based in Mascot. Applicants must be well travelled through Russia & Scandinavia.

If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view a position outline.



To Hollywood and Beyond!

Experienced sales professionals, your attention please. Gate 7 is seeking an account manager for new account Hollywood (with major stakeholder Universal Studios Hollywood). The role will have a primary focus on retail training and sales development, but also covers areas of marketing and publicity. Sydney based role.

For a full job description, contact jo@gate7.com.au.
Applications will close December 7.



TM training manager

TRAVELMANAGERS has named Paul Felsch as national training manager, responsible for inducting new personal travel managers, developing and delivering training programs, and providing Amadeus and Tramada training.

Scenic Legends in Kruger



ABOVE: Scenic Tours hosted a group of ten agents on a ten day family of Africa recently.

The lucky agents were treated to a stay at the Thornybush Game Lodge at Thornybush Private Game Reserve, had a site inspection on the Rovos Rail luxury train and visited Hluhluwe-Umfolozi Park.

Pictured above on the steps at Legends Lodge, Tinga Private Game Lodge in Kruger National Park, back row *from left* are: Simon Cowley, SQ; Debra Verdich, HWT Tuncurry; Jeremy Knowles, local guide; Luke Kokotovich, HWT Winston Hills; and Quentin Conroy, tour director.

Middle row: Samantha Baker, HWT Manly; Kylie Dawson, HWT; Michelle Twigger, HWT Traralgon;

Renee Harrington, Jetset Campbelltown; Linda Forster, HWT Frankston; Kathryn Cable, HWT Narrabri; and Vaughan Kitchener, Scenic Tours.

Front row: John Daloia, HWT Echuca; Marita Cogle, HWT Ballarat Sturt; and Sarah Purcell, Scenic Tours.

Relais addition

THE Relias & Chateaux hotel collection has added the Relais Santa Croce in Florence to its member portfolio.

Grand China IPO

THE parent company of China's Hainan Airlines is planning an initial public offering in Hong Kong next year, in a move aimed at raising HKD\$15 billion.



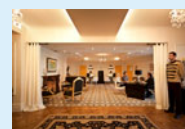
Accommodation Updates

WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.

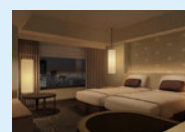
Sofitel Gold Coast Broadbeach has created 'The Igloo' to cater for Christmas parties. Guests access the igloo via the hotel's grand ballroom, with a white, misty Eskimo-inspired tunnel and into a transformed 'ice-like' world. Inside the room is a snow machine, ice sculpture, shimmering table decorations and more. The 'Eskimo buffet' package is priced at \$145 per person.



Sofitel Queenstown Hotel and Spa has unveiled its NZ\$2 million upgrade and extension. The five star property now has a revolutionised lobby, lounge and reception area and has launched the Left Bank Cafe offering breakfast and lunch in Parisian style. The 2nd stage of the reno is due to begin in 2011.



Preferred Hotels and Resorts officially opened The Capital Hotel Tokyu in the centre of Tokyo last month. The former Tokyo Hilton Hotel has adopted traditional Japanese culture and the best architectural principles. It features 251 guest rooms throughout floors 18 to 29 of the 29-storey building.



Holiday Inn and Suites Makati in Manila will open its doors to reveal 347 rooms that will be built on top of a redeveloped Glorietta Mall in Ayala Centre. The hotel is scheduled to open in 2013 with the hotel expected to appeal to the MICE market with several meeting and function rooms, a boardroom and business centre.



Outrigger Luana Waikiki, in Hawaii has opened a new boutique restaurant, Protea Cafe. Located at the entrance of the hotel the restaurant offers breakfast, lunch, & dinner daily from 6am-9pm.



Starwood Hotels and Resorts has expanded its Aloft portfolio to include the Aloft Harlem. The new hotel features loft-inspired design with rooms including an oversized spa shower, custom amenities and plug & play connectivity stations.



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Pinpoint Travel Group proudly operates Singapore Airlines Holidays, United Vacations, Freestyle Holidays and Rosie Holidays, and provides travel services to the Travel Agency network, and a number of high profile closed user groups.

Pinpoint Travel Group is part of Pinpoint Pty Ltd, an Australasian leader in marketing and loyalty. Due to continued expansion in our business and increased demands for a unique and expanding product range, we are seeking a Product Manager for Australia, NZ, Fiji and South Pacific destinations.

In this role you will have responsibility for overall portfolio product management including supplier contracting, negotiation, sourcing marketing funding, development of brochures, flyers, other sales collateral and new product development.

You will also be an active "can-do" participant in a dynamic product team. Experience with Calypso is essential and previous product development experience in the tourism sector is highly regarded.

Please forward a cover letter and resume in confidence to:
Andrew.Hutchinson @au.pinpoint.biz by Monday 29 November.

Sabre Tripcase pro

SABRE Pacific showcased its TripCase Pro product, available through iTunes, at last weekend's Travellers Choice conference.

The Pro version features extra inclusions such as seat maps, driving directors, flight schedules and SMS alerts, and is offered free of charge until 31 Mar 2011, after which a US\$69.99 per annum or US\$9.99 monthly fee will be implemented - for more info see tripcase.com/travelsmarter/pro.

Beyond 2011 sale

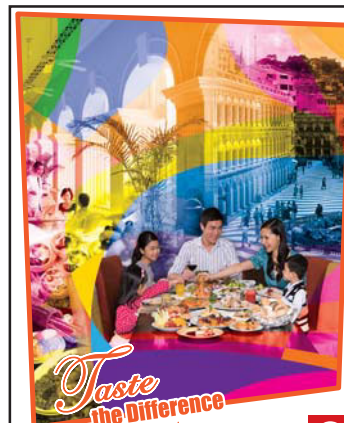
BEYOND Travel is offering savings of between \$500 and \$1000 per couple on its Special Journey Tours for 2011, when booked and deposited by 31 Dec.

Eight itineraries are available ranging from 10 to 22 days and covering Russia, the Balkans inc Coartia and Romania, Germany, Poland, Scandinavia and the Trans-Mongolian rail journey.

JAL/CX c'share OK

JAPAN Airlines has been granted approval by the US Department of Transportation to place Cathay Pacific Airways' flight code on select routes between Hawaii and Japan, flagged by *TD* on 03 Nov.

The CX code will soon appear on flights between Tokyo, Osaka and Nagoya, to Honolulu in Hawaii.



MACAU GOVERNMENT TOURIST OFFICE



Bench Egypt brox

BENCH International says pax demand has led to a larger Egypt and Middle East program for 2011, with the just released brochure featuring a new *Highlights of Egypt* and an *Explore Oman - Naturally* itinerary, and more.

GROW A MO AND WIN A CRUISE



P&O Cruises World Cruising in conjunction with **Travel Daily** is supporting **Movember** this month and is urging the industry to take part in the charity event with great prizes to be won.

The competition coincides with a reunion of some of Australia's greatest cricketing legends, including Neil Harvey and Alan Davidson at **Movember** charity lunches onboard P&O Cruises UK's superliner *Oriana* in Sydney on November 4 and Brisbane on November 6.

Guys can take part as a Mo' Bro by grabbing some friends and girls can help out as a Mo' Sis (see the website for more details).

Here's what you need to do:

1. Register your details at <http://au.movember.com/>
2. Email your team name to pomocomp@traveldaily.com.au
3. Grow some impressive facial hair
4. Send in photos to feature on the **Travel Daily** website
5. Vote for your favourite mo
6. Win a fantastic 7 night Cruise on board P&O Cruises World Cruising's *Arcadia* ex Sydney to Fremantle; Cricketing memorabilia; cricket sets and gift packs

To kick-start this fabulous competition, the staff at Complete Cruise Solution have sent in their own fun mo photo (above) - however we are after the real thing - so get growing!

DID YOU KNOW?

Ventura is very family-friendly. In addition to fantastic children's clubs and a play area for under 2s, there's a circus skills school on top deck, Rock School, where teens can shred guitar, and Noddy and Mr. Bump from the Mr. Men Show are regular visitors.

[Click here for competition full terms and conditions](#)



Joyce updates QFFF

QANTAS frequent flyers this morning received an email from QF ceo Alan Joyce advising them of the resumption of A380 services from Sat (*TD* yesterday).

"I want to assure you that we have full confidence in our A380 aircraft fleet, and will not fly any individual aircraft unless we are completely sure that it is safe to do so," he wrote, with QF continuing to take a conservative approach to the reintroduction of the A380 fleet.

He thanked scheme members for their loyalty and patience, with the carrier continuing to maintain a "full international and domestic network".

AA Travelport fight

THE row between Travelport and American Airlines (*TD* Mon) looks to be escalating, Travelport GDS ceo Gordon Wilson slamming the additional AA agency segment charge which is likely to penalise passengers as well as agents.

"The true cost of booking AA will need to be shown to consumers at the point where a buying decision is made so that consumers can make an informed choice about which carrier to fly," he said.

Aussie agents are furious about the extra Galileo US\$11.75 fee per AA segment, with some who have contacted *TD* saying it will be an "administrative nightmare".

Goldman staff lend a hand



ABOVE: The Goldman Travel Corporation in Sydney lent a hand yesterday to the Eddie Dixon Refuge Centre in Paddington, NSW as part of the agency's inaugural Gold Community Day initiative.

The centre takes care of the homeless, elderly and isolated pensioners, or those who just need a hand in life, preparing food received from restaurants and caterers via Oz Harvest to feed people every day.

Chris Cheyne, Julie Brender, Erin Amundsen and Kim Mitchell are pictured above, and were just some of the Goldman staff who helped prepare lunch yesterday.

Rex declines to provide guidance

REGIONAL Express says the current "highly volatile, economic outlook, passenger demand, exchange rate and fuel prices" mean it is currently unable to provide a profit guidance for the forthcoming year.

Speaking at the carrier's annual general meeting today, deputy chairman John Sharp gave an overview of the 2009/10 activities of the carrier, which saw a record \$24.6m net profit after tax.

He said that during the year the pilot resignation rate returned to normal, with major airlines deferring or slowing expansion plans and a surplus created via Rex's cadet training program.

Sharp confirmed that Rex's Pel-Air subsidiary had based a Saab 340A passenger aircraft in Brisbane to "capture growth opportunities in the resources industry in central Queensland".

He also said Rex was currently awaiting the outcome of tenders for the NT aero medical service and Air Defence target system.

MX policy updated

QANTAS has today released an updated commercial policy relating to QF ticketed bookings on Mexicana services, in the light of the suspension of the carrier's operations on 28 Aug 2010.

Passengers may, without fee, re-route travel from their original destination using American Airlines and Alaskan Airlines only - see qantas.com/agents.



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Harvey's happy Hong Kong happening

THE Hong Kong Tourism Board hosted a cocktail party at the Hong Kong Grand Hyatt Hotel for delegates attending last weekend's HWT 2010 Symposium.

TD snapped these exclusive photos, and there are more pictures from the event at our website www.traveldaily.com.au.

BELOW: The event was MC'd by comedienne and TV personality Corinne Grant (centre) who's pictured with Russell Jahn of HWT Booragoon and Maxine Wiggs from Travel Indochina.



LEFT: Jetset Travelworld Group ceo Peter "Sensei" Lacaze was dressed somewhat like a ninja in this traditional outfit. He's pictured with Carol McCarthy of HWT Drysdale (left) and Lesley Judd of HWT Ocean Grove.



RIGHT: Blondes looking like they really do have more fun! Tracy McAlpine from Stella with Jane Toolin and Sandra O'Connell from HWT head office enjoying the evening.

BELOW: Anton Loeb of Cover-More Travel Insurance with Katrina Konstas and Emily Koinis of American Express.

RIGHT: No, that's not a caterpillar under his nose - Don Clark (left) from Complete Cruise Solution is a keen supporter of Movember. Clark is with Harvey's Choice gm Alistair Fernie and Rohan Moss from JTG Wholesale.



BELOW: Roslyn Burgess and Debbi Ashes from Harvey World Travel Lane Cove with Tim Shepherd of Adventure World and Kimberley Day of Harvey World Travel Belmont Central.



BELOW: Gerard Torisi from Harvey World Travel Stanthorpe with Kevin Longford from Harvey World Travel Nowra.



BELOW: Jayson Westbury from AFTA with cocktail party host Andrew Clark from the Hong Kong Tourism Board.



RIGHT: Sandy Bilske from Harvey World Travel Berri; Brian Bennett of Harvey World Travel Parkside and Michelle Henderson from Harvey World Travel Tea Tree Plaza.





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Join a globally renowned TMC with the midas touch! Everything is coming up gold for this hugely successful company so the team is quickly expanding. Working with a small and friendly team, you will be responsible for BSP, refunds, ADM's and other administrative duties. You will enjoy an excellent salary package plus access to top training and development. Promotion from within is a point of pride with this company. Apply now and confirm your xmas leave!

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ONLINE SUPPORT & TRAINING

MELBOURNE (INNER) – SALARY PACKAGE TO \$60K

This national Travel Management Company is seeking a highly experienced corporate travel consultant who is looking to step across to a full time online support & training role! Working with corporate clients and consultants, you will be responsible for the training and development of several online booking tools whilst also being the general support desk for all queries and trouble-shooting. Advanced Excel skills are required along with knowledge of Serko. Monday to Friday hours.

WAKE UP TO A BRIGHTER DAY

DOMESTIC CORPORATE CONSULTANT

PERTH (INNER) – SALARY PACKAGE TO \$52K (NEG)

If you have been looking for the friendliest work environment in Perth, look no further as this successful boutique TMC offer just that! It doesn't stop there either; some of the other perks include Monday to Friday hours 8.30am to 4.30pm ONLY, additional 17.5% leave loading, 6 weeks leave and a great salary to go with it! Galileo skills are highly desirable & domestic corporate travel experience required. Enjoy the sunny afternoons in Perth this summer – apply now!

A DOMESTIC DREAM

DOMESTIC WHOLESALE CONSULTANT

BRISBANE CBD – SALARY PACKAGE OTE \$55K+

Are you looking for a fresh opportunity? Would you love to escape the time wasters? Can you see yourself away from the heated front line? This global travel company is looking for a travel consultant to join their wholesale division! This is an amazing opportunity with many benefits including top industry training and development, incredible famils and top it off – a salary package and incentives that can't be compared! If this role sounds tempting don't delay as they're interviewing now!

IS FIVE STAR TRAVEL MORE YOUR STYLE?

SENIOR INTERNATIONAL LEISURE CONSULTANT

BRISBANE CBD – SALARY PACKAGE \$50K+

Tired of hearing "you're over qualified"? Come and join an agency that values your experience. This is the perfect opportunity to join the crème de la crème of travel specialists.

Enjoy amazing famils, work/life balance, supportive management and expert peers. You will enjoy booking villas in Provence or organising a tailored made safari to Africal. If you have three years exp and you'd like to consult at the highest level – this is for you! Don't wait – Call us today!

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Liz Vibert

Events Consultants - MEL

Have you been looking to join a Conference & Incentives travel company? Our client, based in St Kilda, is seeking motivated international & domestic consultants to join their team. Manage key accounts plus

develop and identify new business opportunities. CRS skills preferably Amadeus plus strong fares & ticketing required.

- ▶ Fantastic opportunity for career development
- ▶ St Kilda - Melbourne location
- ▶ Salary up to \$55K + super

Click here for more details or call Liz.



Ben Carnegie

Account Manager - Airline

Are you a strong relationship manager and have a background in airline operations? Then this is the role for you! Drive strategic sales to key clients for this leader in Travel IT distribution services. This role is focused

on retention however all new business opportunities will be welcomed. An indepth knowledge of Airline & IT industry ess. Amadeus product knowledge highly desirable.

- ▶ Exciting company that supports and rewards their staff
- ▶ Sydney CBD location
- ▶ Salary range \$90 - \$120K + super

Click here for more details or call Ben.

Senior Sales Consultant - Adventure/Polar

Do you enjoy looking at new ways to promote a fantastic product and improve sales? This role offers a good career path for someone to move from sales to marketing/operations in the future. You will participate in the planning and execution of sales and will be able to lead a team by example. If you have a proven track record in sales and are looking for a role you can grow with then this is the one for you!

- ▶ Excellent product - Adventure/Polar regions
- ▶ Sydney CBD location
- ▶ Salary up to \$55K + super

Click here for more details or call Liz.



Kristi Gomm

Corporate Consultants

Multiple corporate travel jobs across Australia! NSW, VIC & WA. All travel industry systems will be considered and a minimum of 18mths experience in a travel consulting role is req'd. Domestic, international, multi skilled and VIP Consultant roles available. Fantastic employee

benefits and long term career development is on offer.

- ▶ Fantastic employee benefits
- ▶ NSW, VIC & WA locations
- ▶ Salary range from \$40K - \$55K

Click here for more details or call Kristi.

Cruise Reservations Consultant

Join a company that values their employees and actively looks to develop each individual's career. We currently have multiple positions available within Cruise Reservations. They are combined roles working with both retail agents as well as the direct public. Positions available cover a huge variety of cruising products. Work Monday to Friday only and all CRS systems will be considered.

- ▶ Multiple positions on offer
- ▶ Variety of cruising products
- ▶ Salaries to \$42K

Click here for more details or call Ben.

Save the day as a Travel TEMP

Help Desk Consultant - Based in Sydney CBD - immediate start! Leading inbound travel company. You will be assisting travel agents with problems they may be experiencing through the Calypso CRS. Min 1 year travel industry, Calypso and travel systems experience preferred. Travellers welcome to apply!

Corporate Consultants x 2 - Sydney CBD, ongoing assignment, Sabre, Mon - Frid with some Saturday work. Start ASAP. Top \$\$.

Like to know more about the many benefits of temping?
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The Jetset Travelworld Group is one of Australia's leading integrated travel businesses, providing specialist government and corporate business travel, wholesale products, franchised retail services and ticket distribution services across 8 countries. Below are opportunities for you to join our group!

Regional Sales Manager QBT – NSW & QLD

In this role you will represent QBT at a senior level in the NSW and Queensland markets to develop and maintain strong relationships and deliver superior customer service with QBT preferred partners and suppliers whilst leading a dynamic sales team.

In addition, this role will manage the strategic development of existing NSW and Queensland corporate and government accounts to achieve and exceed regional business development targets.

To be successful in this position you will have:

- extensive experience in managing and leading a sales team to deliver on agreed objectives and targets;
- experience at a senior level in managing the entire travel management and sales process for a portfolio of major accounts;
- demonstrated experience in developing strategic partnerships with customers; and
- strong negotiation and presentation skills.

Manager Business Travel QBT NSW

- **Lead the Sydney Business Travel Team**

Do you want to join a company that fosters strong workplace relationships in an open and supportive environment? Your new position as a Manager Business Travel will see you lead a team that provides corporate customers with information on airline products, auxiliary services and loyalty programs. These positions are an excellent opportunity to be part of a winning team and expand your expert skills, knowledge and professional customer service. In this role you will manage the Business Travel Centre, working closely with your team, Sales and IT to ensure both profitability targets and customer needs are met.

To be successful in this position you will have:

- extensive customer service experience;
- demonstrated leadership and operational management experience; and
- excellent communication and interpersonal skills

Exposure and experience in the travel industry will be highly advantageous.

Manager Business Travel QBT VIC

- **Lead a 24/7 operation**
- **Located in Collingwood**

Do you want to join a company that fosters strong workplace relationships in an open and supportive environment? Your new position as a Manager Business Travel will see you lead a team that provides corporate customers with information on airline products, auxiliary services and loyalty programs. These positions are an excellent opportunity to be part of a winning team and expand your expert skills, knowledge and professional customer service. In this role you will manage the Business Travel Centre, working closely with your team, Sales and IT to ensure both profitability targets and customer needs are met.

To be successful in this position you will have:

- extensive customer service experience;
- demonstrated leadership and operational management experience; and
- excellent communication and interpersonal skills

Exposure and experience in the travel industry will be highly advantageous.

Apply for these positions through SEEK or email your resume & cover letter (using the title of the vacancy as the subject) to jtqpeople@jtq.com.au