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Fri 08 Oct 10

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8 Exciting Nightlife

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Treasure to head HRG in Asia

THE managing director of HRG in Australia, Greg Treasure, has had his role expanded to cover the group's operations in China, Hong Kong and Singapore.

He'll be based in Hong Kong for his new role as managing director for the region, but will also continue to be in charge of the day-to-day management of HRG Australia.

Treasure, who's been with HRG for four years, will also be in charge of managing the group's partner network in the region.

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Strong Aussie recovery

THE Australian travel industry is well into recovery mode from the depths plumbed during the global financial crisis, according to IATA figures for both domestic and international airfare sales.

Domestic BSP transaction values are up about 20% on last year for the three months to 30 Jun, and are also about 10% higher than in the peak 2008/09 year.

Domestic passenger numbers are also up about 8.4% compared to last year, with the figures released this week as part of a market update by Jetset Travelworld senior staff.

The report also indicates an ongoing increase in average domestic ticket sale values, with Stella figures showing an average of about \$437 nett, up about 10%.

International ticket sales are also very strong, up 26% for the quarter compared to last year, according to Australian int'l BSP figures - and in Sep moving higher than for the same month two years ago.

SQ rejigs staff

SINGAPORE Airlines has announced changes to its Australian management team, with Matt Raos moving to Manager NSW/ACT effective 29 Nov, from his current role as Manager Queensland.

Raos will replace SQ's current NSW manager Craig Astridge, who will leave the carrier on 26 Nov.

James Dunne will move from mgr SA/NT into the Queensland role, while Andrew Soo will transfer from sales manager Qld to Manager SA/NT.

And Michael Kirkby will step into the role of Acting Sales Manager Qld from 13 Dec.

Regional vice president Subhas Menon said the changes were "in keeping with our policy of regular management rotation and to provide our managers opportunities for job enrichment."

And prices for international tickets have definitely recovered, with average international prices reported by Stella up about 13% in Sep to \$1689 nett.

"If you missed buying your cheap ticket last year, you've missed your chance," quipped JTG ceo Peter Lacaze.

However the news isn't as good for New Zealand, where figures have only slightly recovered this year, while inbound arrivals are tracking very close to levels in both 2008 and 2009.

Lacaze said the figures were encouraging for the merged JTG/Stella, saying the deal had happened at a good time in the economic cycle.

"Markets are on the move, but there's still consumer confidence issues and some fragility," he said, with the company set to benefit from the recovery.

Consolidated to lose JTG ticketing

ONE of the synergies achieved through the merger of Jetset Travelworld and Stella will see the JTG National Ticket Centre switch away from Consolidated Travel to Stella's Air Tickets.

The move was revealed as part of the integration process of the companies, and is expected to significantly impact ticket volumes for Consolidated - whose owner Spiros Alysandratos is also a major JTG shareholder.

One of the key messages to the merged group's franchisees, members and affiliates will be the opportunity to utilise the combined ticketing services to help agents deal with the new IATA trust fund requirements.

Accor adds in QLD

ACCOR has added the 82-room Stradbroke Domain Resort to its portfolio of properties in Queensland, to be rebadged as the All Seasons Stradbroke Island.



Window Seat

THERE are clearly plenty of cruise fans who don't believe in history repeating itself.

A cruise to celebrate the centenary of the sinking of the *Titanic* is almost sold out already, 18 months ahead of its 2012 departure, says *USA Today*.

The *Titanic Memorial Cruise* will operate on Fred Olsen Cruises' 1230-pax *Balmoral*, which has been chartered by an enterprising UK travel agent.

The trip will leave Southampton on 08 Apr 2012 and follow the doomed ship's original itinerary to New York - hopefully not encountering any icebergs along the way.

THE mayor of Venice insists that a plan to raise money by installing billboards on major landmarks such as the Bridge of Sighs and the Doge's Palace won't spoil the city's look.

Some of the buildings are badly in need of repair, with the planned billboards aimed at defraying some of the costs.

Widespread outrage from architects and museum directors hasn't deterred Mayor Giorgio Orsoni, who told news agency *AFP* last week that "if people want to see the building they should go home and look at a picture of it in a book".

AN airport in China was forced to close last week in order to stop planes from hitting a UFO.

A spokesman for Baotou Airport in Inner Mongolia confirmed that the airport was shut for about an hour "to guarantee safety" after members of the public reported a bright light shining in the sky.

Inbound flights were forced to circle the airport until the UFO disappeared, with the incident being the 8th reported sighting in China in the last three months.

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First with the news

Fri 08 Oct 10

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Airline of
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Select a beauty Queen



ABOVE: Orient Express Travel Group's Select Travel Group was recently visited by the 12 finalists of the Miss Melbourne Chinese Pageant 2010 (above) after signing on as Gold Sponsors of the event.

The Melbourne Express Ticketing offices were inundated with beautiful girls, TVBA television cameras and media as they walked around the company socialising with the staff.

Select says sponsoring the event will create excellent promotional

opportunities for its agents, including a Select Travel TV ad which will be televised nationally on the Cantonese channel.

The winner of the Pageant will represent Melbourne at the Miss International Chinese Pageant Contest in 2011.

AUD\$ close to parity

THE Australian Dollar hit its highest levels against the US Dollar since it was floated in 1983 overnight, reaching \$US0.99.

SQ Amadeus drama

AMADEUS this morning advised travel agents that due to a technical problem with Singapore Airlines ticketing, net remit tickets issued from last week have not reported correctly to SQ.

"As a result of this, SQ will be charging the gross amount on agents billing," Amadeus said - with agents then required to apply for an Agent Credit Memo from Singapore Airlines for the fare difference.

Amadeus is recommending that agents avoid issuing SQ net remit tickets until further notice, adding that in the case of urgent ticketing requirements it's best to contact the carrier for a TTL extension or to have the ticket issued directly by the carrier.

"We apologise in advance for any inconvenience or business impact caused by this incident," the Amadeus GDS message said.

Agents contacted by TD are furious about the problem, which will create significant extra work and is in stark contrast to airline treatment of errors made by consultants which automatically incur an Agent Debit Memo.

AW America brox

ADVENTURE World this morning officially launched its 2010/11 North America brochure, with more than thirty new packages.

The programs cover Canada, Alaska and the USA and include a Calgary Stampede Luxury tour and a dedicated Wildlife Adventure section.

There's also a selection of self-drive itineraries and new cabins, lodges and ranches along with the new American Safari Cruises and InnerSea Discoveries offerings.

Travel Special of the Week



Etihad extends sales period till 30 Oct on worldwide industry fares.

Travel till 20 Nov (must be back by 07 Dec)

CLICK HERE FOR MORE!

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Emirates

A beautiful journey to Europe from only \$1,710.*

Emirates makes it even easier to sell flights to Europe. With 25 destinations to choose from, regional connections with Virgin Blue and discounted fares available until 30th November, 2010.

London	from \$1,880*	Madrid	from \$1,710*
Paris	from \$1,761*	Manchester	from \$1,857*
Amsterdam	from \$1,738*	Nice	from \$1,742*
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Don't forget to log your sales at emiratesoeurope.com.au to win great prizes and travel rewards.

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30kg of luggage allowance | Over 600 entertainment channels | Seamless connections

*Prices quoted are for Perth departures and are inclusive of taxes and surcharges correct at 16th September 2010. Offer ends 30th November 2010 for travel between 1st February 2011 and 31st October 2011. Valid on EK409, EK419, EK425 and EK433. Other states and services on sale at higher fares. Seats subject to availability. Amendments and cancellation fees apply. Prices quoted are for the low season. For more information contact your Emirates Sales Team or the Emirates Contact Centre on 1300 880 599. EM12779



Today's issue of TD is coming from our Roving Reporter, Michael Williams, whilst travelling via rail on the Rail Europe Educational.

YOU only notice the speed of the French TGV train (Train Grande Vitesse) after the event.

Such as when you're looking at a map and thinking how did we get from there to here in only a few hours?

You'll want the camera out and ready on the TGV, because in mere seconds you'll be looking at a whole new valley - it's like flying a metre above the ground.

And its comparing prices where the value of a Eurail pass becomes clear.

A single one way Paris-Zurich in premiere class is valued at \$310 purchased in Australia, where as a Eurail pass including 5 days of travel in 2 months is only \$413.

Swissrail has some amazing services which make some of the small hassles of rail travel disappear, such as their baggage services.

Swissrail will transport luggage directly from any international flight into Switzerland directly to any station in the network for collection, no matter which airline.

That means you arrive at Geneva or Zurich and head straight for the station, as the luggage is automatically forwarded - zero time waiting for your suitcases!

And it costs only 20 Swiss Francs (approx. \$20AUD) per luggage item, and less for groups.

Swissrail also offers a similar luggage transfer service from station to station.

Luggage forwarded before 9am at most stations can be collected after 6pm.

For more from the famil incl. photos, see Michael's blog at: railtrip.traveldaily.com.au

Outrigger ops move

OUTRIGGER Enterprises Group yesterday announced it would be consolidating its Australia and Fiji operations, realigning them into its Phuket-based office, effective immediately.

Senior vice president Asia, Darren Edmonstone says the strategic move "will result in a better coordination between all properties as we continue to grow our presence in this region."

In Asia, Outrigger already has two hotels open, three in planning and numerous others are flagged for Thailand, the Maldives, Vietnam, China, Korea and India.

In Australia, the group has two properties, the Outrigger Twin Towns Resort NSW and Outrigger Little Hastings Street Resort & Spa QLD (which officially opened on 01 Aug this year).

Outrigger on the Lagoon on the Coral Coast, Viti Levu is the group's only hotel in Fiji.

Despite relocating its local ops, Outrigger says it still plans to expand its Australian presence.

Edmonstone will oversee the consolidated Australia/Asia office from Thailand.

Eurostar overhaul

EUROSTAR has announced it will plough £700 million into a rail fleet overhaul and refurbishment and the purchase of 10 new trainsets, from next year.

The new Siemens manufactured Eurostar 'e320²' trains will be able to carry 900 passengers (about 20% more than the current trains) and are designed to operate on European high-speed networks and provide links between London and a range of Europe city centre destinations.

The e320² will be capable of speeds of up to 320km/hr (20km/hr faster than existing trains), which Eurostar says could cut the journey time between London and Paris to a fraction over 2 hrs, London to Amsterdam to 4 hrs and London to Geneva to 5 hrs.

The new fleet will also be equipped with the "the most advanced wi-fi and on-board information of any train in Europe."

Longer FJ mate rate

AIR Pacific has extended its 'Mate Rates' fares, valid for travel until 01 Apr between Australia and Fiji, until 30 Nov.

Return economy class fares are priced from \$564 (ex BNE), \$627 (ex SYD) and \$712 (ex MEL).

Let Bali Happen!



LAST night Creative Holidays in conjunction with Visit Indonesia Tourism Office, hosted suppliers, agents and delegates from the Indonesia Ministry of Culture and Tourism and also from the consulate to a screening of the *Eat, Pray, Love* film in Sydney.

The night was a promotion for Italy and Bali, both countries which are sold through Creative Holidays, with Alison Roberts-Brown, country manager for Visit Indonesia suggesting attendees to "let the imagery overtake you".

The event also showcased Creative's new 30 second ad featuring both destinations with the tagline 'Let Bali Happen'.

"Currently, 87% of Australians visiting Indonesia choose to stay in Bali, we want to show that the other islands also offer breathtaking scenery and unique experiences" said Roberts-Brown.

"Australians have a long time love affair with Bali," with a rise in visitor numbers up 54% year on year to 279,539 in the first half of the year she said.

Creative Holidays marketing manager Damian Cerini said the wholesalers new Bali brochure will be out in December, and features the new W hotel, catamaran cruises, and walking experiences.

Creative's ad will launch in MEL, SYD and PER on 14 Oct.

Pictured at last night's event **from left** are: Dhanny Perkasa, vice consul, Consulate General for Republic of Indonesia, Damian Cerini and Alison Roberts-Brown.



Platinum Travel Corporation is expanding in Sydney and on the 1st of November, opens our doors for our new Sydney office in Double Bay. We are looking for experienced international corporate consultants to join our team. PTC works with Amadeus and Tramada and offers national and international opportunities.

If interested please email

greg.mccarthy@ptc.travel for further details.



Jetset

Travel Consultant
St Kilda Rd - Melbourne

Are you looking for a flexible working life? Either part time or full time? Would you like to work on the gorgeous St Kilda boulevard in a super friendly office? If you also enjoy a laugh then why not join the team at Jetset St Kilda Road?

We have an excellent opportunity for an experienced travel consultant who would love to book both leisure and corporate travel. Maybe you are a retail travel consultant who would like to mix it up with some corporate travel? Or maybe you are a corporate consultant who would love to work within a small team of consultants - maybe you would like a split of both!

If you have solid travel consulting skills and experience in CRS (Sabre + SAM), fares and good general knowledge, please call (03) 9804 5800 or send your resume to kurt@stk.net.au We are looking for a quick start!

Stella/JTG Flight Centre analysis

THE combined Jetset Travelworld and Stella operation still has a smaller retail market share than Flight Centre, according to this week's JTG market update (see p1).

According to the analysis Flight Centre has 19% of the market, while contracted content sold through the merged JTG and Stella comprises 14.7% of total retail transaction value in the Australian market.

Franchisees of the merged group make "individual agent supply decisions" comprising a further 10.2% of TTV, JTG said.

The analysis, which was part of Stella and JTG's presentation to the ACCC, estimated the total market in Australia at around

'Re-IPO' in 15 months

WHEN the major shareholders in the merged Jetset Travelworld/Stella are able to begin dealing with their shares in 2012 the company is likely to effectively undergo another public launch.

Under the merger agreement about 92% of the company's enlarged capital is locked up for 15 months, with major investors including Qantas, CVC, UBS, Spiros Alysandratos and senior executives unable to sell their shares until the escrow expires.

CEO Peter Lacaze told *TD* that he wasn't sure of the intentions of the shareholders at that time, but "it won't be so easy for anyone to take any money and run."

"If they're going to sell their shares that's only going to work if someone wants them."

"So what that means is that in that 15 months we've got to establish an investor relations program, a performance track record, a dividend track record...to smooth the transition."

"I think what's most likely is that we'll effectively do a re-IPO of the business at that point".

\$27.9 billion per annum, incl retail agents (4741), online travel agencies (8) and more than 500 suppliers selling direct.

The figures show that Flight Centre is a "very effective retailer," according to JTG cfo Elizabeth Gaines, because the 19% TTV share corresponds closely to FC's 19.9% of the total retail outlets in Australia.

And even though the combined Stella/JTG has almost 36% (1964) of the total number of retail outlets, this corresponded to about 25% of TTV.

JTG sees Flight Centre's advertising spend and retail visibility as a "key competitive challenge," Gaines told *TD*.

The figures also show that Flight Centre's FY10 forecast profit of \$198m - most achieved from its Australian operations - contrasted with an estimate for Stella and JTG of \$20m each.

But Gaines said the merged Stella/JTG would be able to provide a good return on equity because its franchised agent structure means it doesn't have large property holdings.

The Stella/JTG analysis also contrasted Flight Centre's advertising spend of around \$25 million a year focusing on the strong Flight Centre brand, compared to the merged group's \$19m total, which is spread across its multiple retail franchise brands.

Air brands retained

THE merged Jetset Travelworld and Stella Travel will retain both of its World Aviation and Global Aviation airline representation brands, with no plans to amalgamate the operations.

Col Hughes will continue to head up the group's representation activities, which fall under the Air Services division led by Russell Carstensen.

JTG/Stella name change - eventually

NEW Jetset Travelworld ceo Peter Lacaze has confirmed that the company will not keep its current name indefinitely.

He said that a special graphic created for the merger (right) is not a new company logo.

"We will change the company's name... in time, but we don't have to be in a hurry to do that," he told *TD* yesterday.

He said any change would require shareholder approval, possibly at next year's agm.

"We've just got to come up with a good name," he said.

"Then each of our retail brands can have its own positioning".



IT migration vital

A KEY part of the integration of Jetset Travelworld and Stella will be the separation of JTG's computer systems from those of Qantas.

"JTG is still very reliant on Qantas for its systems - the whole IT environment effectively is provided by Qantas," said JTG cfo Elizabeth Gaines, with plans to migrate over to Stella's systems.

The various wholesale brands will also be migrated into a single Calypso system and database, Gaines confirmed.

HWT sells online in New Zealand

THE New Zealand operation of JTG/Stella's Harvey World Travel is offering dynamic packaging of flights, hotels, attractions and holidays on its consumer website.

The technology has just been rolled out and is already "getting real business through it," according to chief financial officer Elizabeth Gaines.

Currently the 'Build Your Own Holiday' option offers a range of destinations including Australia, Bali, Thailand, Hong Kong, Singapore, Fiji, the Cook Islands, Samoa, Tonga and Vanuatu.

Consumers are able to combine flights, select from a range of add-on activities including tours and transfers, choose accom and finalise the booking online.

In Australia the HWT site doesn't yet offer the same technology, but does have the ability for flight bookings.

Gaines said that the NZ HWT move is part of JTG/Stella's online strategy which also includes Best Flights and ReadyRooms as well as qantas.com, for which Qantas Holidays is the major supplier.

Analysis provided by Stella and JTG to the ACCC probe into their merger (see p1) revealed that the total transaction values of online travel agents are predicted to have a staggering 23.4% compound annual growth rate between 2002 and 2013.

Gaines said the firm wanted to be part of this growth, but was still considering whether existing platforms are the right vehicle.

"There are a number of existing online offerings...it doesn't mean we necessarily have the answer to Wotif or Webjet," she said, with possibilities including "starting something else" to compete in the online space.

Harvey World Travel announces first TESS the Tiger Prize!

Launched at the recent Harvey World Travel Frontliners conference in Darwin, TESS the Tiger is designed to remind Harvey World Travel Consultants about the importance of selling Travel Essentials products such as Travel Insurance, Foreign Exchange and to redeem American Express Membership Rewards points with every booking.

Congratulations to
Natalie Daw
Harvey World Travel Camberwell



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Are you the best in your area of expertise?

If so, we want you!

Gilpin Travel Management is a boutique agency located in Walsh Bay, next door to the new Sydney Theatre Company.

Galileo and Tramada preferred with at least three years expertise in corporate travel.

You will be fully conversant with fares and ticketing and possess ability to work on your portfolio of clients within the guidelines of their service level agreements with the utmost professionalism.

For your strong work ethic and productivity, you will be rewarded with five (5) weeks annual leave and a competitive salary.

To be part of our professional team, please forward your resume in confidence to joanne@gilpin.com.au

Only successful applicants will be contacted.

Eat, Pray, Love deal

CREATIVE Holidays is offering a seven night Balinese Sunsets package priced from \$1335ppst.

The package includes Jetstar flights ex SYD/MEL or Pacific Blue flights ex BNE/ADL/PER, accom at The Patra Bali Resort & Villas, brekkie, transfers and a massage.

It's on sale until 31 Oct, for travel between 01 Nov-10 Dec and 15 Jan-31 Mar.

WIN AN ANOMIA BOARD GAME



Travel Daily has teamed up with **Eureka Concepts** this week and has been giving readers the chance to win an Anomia board game.

Valued at almost \$30, **Anomia** turns common knowledge into over the top fun! It is a great game to take on holidays and it doesn't take up much packing space. It's virtually impossible to play this and not have at least one good belly laugh!

For your last chance to win this great board game, simply be the first person to email the correct answer to the question below to:

anomiacomp@traveldaily.com.au

What age group is recommended for this game?

Hint! Visit

www.eurekaconcepts.com.au

Congratulations to yesterday's lucky winner: **Lee Epis from Holiday Wizard**.

UA/AC border JV

UNITED Continental Holdings and Air Canada have proposed a joint venture on transborder flights between the USA and Canada, which aims to generate "substantial service and pricing benefits" for passengers.

"By managing pricing, scheduling and sales through a stronger joint venture, the carriers will be better able to serve customers by offering more travel options," said Air Canada president & ceo Calin Rovinescu.

The Star Alliance member carriers are hopeful of kicking off the JV from early next year.

MEANWHILE, United Airlines will begin charging Economy pax US\$24.99 for its new Brunch menu options on transcontinental flights between New York and Los Angeles and San Francisco.

The two sweet and savoury brunch items come with sparking wine and need to be pre-ordered online 72 hours prior to flight departure.

Toga Undercover

THE TEN Networks's soon to be released Australian version of *Undercover Boss* will feature Toga Hospitality ceo Rachel Argaman, the group has announced.

The episode, which is planned to air later this year, features Argaman in disguise as she learns how to clean rooms, check-in guests, prepare guest meals and set up for conferences.

Regent can sailing

REGENT Seven Seas Cruises has been forced to ditch its *Seven Seas Voyager* cruise on 17 Oct departing from Venice, due to a delay repairing damage to its propulsion units.

Vanuatu brand launches in Aus

VANUATU Tourism Office will soft launch its long awaited first ever global brand campaign in Australia this weekend (as flagged by *TD* on 25 Aug), ahead of its official launch in Jan.

The ads, which feature "vibrant imagery" and the tagline 'Discover what matters', were first revealed to the travel industry exclusively in *Travel Daily* following the Vanuatu Tok Tok Tourism tradeshow (TD 27 Aug).

They are targeted specifically towards age groups between 25-35 and 50-65.

"The Vanuatu Tourism Office and the industry see the potential to attract Australian's through nature-based soft adventure activities and authentic cultural experiences," said VTO general manager Annie Niatu.

The \$540K brand campaign will be featured in magazines, weekend papers and on outdoor and online advertising into 2011, and a further \$60K will be chipped into co-op advertising with Air Vanuatu, Coral Seas, Specialist Holidays, Qantas Holidays and Flight Centre.

Australia accounts for 65% of Vanuatu arrivals.



Cheaper Sunshine

EASTERN Europe Travel's Russian Travel Centre's nine day Dalmatian Sunshine tour, which featured in *TD* yesterday, is reduced from \$2,207ppst to \$1,896, a saving of \$311pp.

QF mining boost

QANTASLINK has today said it will be adding capacity between Brisbane-Emerald, Roma and Moranbah from 18 Oct to 18 Dec, by a total of 706 seats per week across all of the routes.



HRG Australia - A leading global travel management company currently has exciting opportunities for an experienced Business Manager, Multi-skilled Business Travel Consultants and Corporate Leisure Consultant to join our dynamic team.

Business Manager - Melbourne

Due to some great new business we now have an exciting opportunity for an experienced, driven and focused Business Manager based in our Melbourne office. This role will be suited to a person with extensive industry expertise and high level analytical and communication skills.

Multi-skilled Business Travel Consultants Sydney, Brisbane, Melbourne

We are seeking highly motivated Multi-skilled Business Travel Consultants to join HRG in various locations. This is a great opportunity for professional corporate or retail consultants with exceptional customer service and fare skills who are looking to move into a truly rewarding role within the Corporate sector.

Corporate Leisure Consultant - Melbourne

Our Leisure department is growing rapidly and as a result we are seeking a highly motivated and skilled Corporate Leisure Consultant. To be successful in this role you will have solid experience in retail travel, with the ability to work autonomously and build rapport with clients over the phone. Working as part of the Leisure team this role will require you to have an exceptional domestic and international fares and ticketing knowledge.

For a full listing of roles available at HRG and to apply for any of these roles please visit the HRG Australia website at www.hrgworldwide.com/au.

Applications close Tuesday 12 October 2010

ANYWHERE TRAVEL AN AWARD WINNING AGENCY

Established for 28 years in the Eastern Suburbs

A vacancy has been created due to maternity leave, for an experienced corporate & leisure travel consultant.

The ideal person will :

- Preferably have Sabre and Tramada skills (though we will train if required)
- Have at least three years selling International travel and good knowledge of International airfares.
- Enjoy working without supervision within a team of senior staff with a wealth of experience.
- Have a positive, enthusiastic attitude, rewarded by good salary plus incentives depending on experience.
- Immediate start. Will consider part-time or prefer full-time.
- Join a company where 2/3 of the staff have been with the Company for many years

Call Victor Zaratzian on 8344 0505 or e mail your CV to victorz@anywheretravel.com.au



Travel Specials

WELCOME to *Travel Specials*, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of send the details to specials@traveldaily.com.au.

All Seasons Stradbroke Island is offering its one bedroom bungalow rooms priced from \$129 per night, for sale and travel until 30 Nov 2010, based on a minimum three night stay. For more info visit www.all-seasons-hotels.com or phone 1300 65 65 65.

Daydream Island Resort and Spa has a three night dinner, bed and breakfast deal priced from \$660pp. The package includes three nights in a Garden Balcony room, full buffet brekkie, three course a la carte dinner daily and free catamaran transfers. The deal is available for sale until 30 Nov, and for travel to 03 Dec. For more info visit www.daydreamisland.com or phone 1800 075 040.

Value Tours has a Japan Ski indulgence deal at Niseko priced from \$899pp quad share. It includes seven nights accom at the Hilton in Niseko Village, daily brekkie and a five day lift pass. The deal is valid for travel from 01-10 Dec & 14 Mar-03 Apr - valuetours.com.au.

AirAsia X pushes for SYD

AIRASIA X has begun ramping up its message for approval by the Malaysian govt to authorise the low cost carrier to begin services into Sydney, this week debuting special livery on one of its new Airbus A330s (*below*) which flies between Kuala Lumpur and Melbourne and the Gold Coast.

The aircraft displays the message "Liberate Sydney. End the Monopoly" and features a silhouette of the Sydney Opera House.

AirAsia X has been battling with its government for some time to gain rights to operate regular services to Sydney, a destination touted exclusively by *Travel*

Daily in 2008.

CEO Azran Osman-Rani said he hopes "this paint job comes through loud and clear because we will keep fighting the good flight until we get the go-ahead to fly to Sydney."

"There is an immense demand for capacity on that route but the only thing holding us back from launching direct services is government approval from Malaysia," he said.

MEANWHILE, AirAsia X will welcome its 100 millionth guest in Kuala Lumpur in coming days, and *Travel Daily* will be reporting exclusively from the historic event next week.



The message is clear: 'Liberate Sydney. End the Monopoly'

Corporate Travel Consultants Melbourne

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Exciting times are ahead for the *Corporate Traveller* and *FCM Travel Solutions* brands, and the business is looking for **Corporate Travel Consultants** of all experience levels to join the team in Melbourne and continue on the path to success. You will be rewarded with a performance-driven **UNCAPPED salary package** plus global **career advancement** and **travel opportunities**! You will also have exclusive access to *FCL's* award-winning benefits inc **discount travel, exciting incentives, various corporate events** and more! Best of all, you will be part of a **friendly** and **dynamic** team culture joining this unbeatable "Employer of Choice"!



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Apply Online or Call 1300 366 573

Princess HX policy

PRINCESS Cruises and Cunard Line bookings made in the US will automatically be cancelled should their final payment not be paid on time, effective 01 Dec.

Jan Swartz, Princess' exec. vice pres. said there will be "no grace periods or extensions allowed for receipt of final payment" and new booking options will be limited to only one extension.

It's unclear at this stage if the policy will apply in Australia.

EDITORS: Bruce Piper & Guy Dundas
E-mail: info@traveldaily.com.au

Happy Hour is back

VIRGIN Blue's daily 'Happy Hour' sale period will be featured on its website from today, after being taken down last week following the recent systems outage.

Tailor Your Ultimate Tassie Trip



Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

Email your answer to: qhcomp@traveldaily.com.au

To view the Qantas Holidays 2011 Tasmania Brochure, click here.

Click here to view Terms & Conditions and see some sample itineraries!

Promotion commences 1 October 2010 and ends 31 October 2010.

***TERMS & CONDITIONS:** Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

Qantas Holidays Limited ABN 24 003 836 459. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510



Thai travel advisory

THE Dept of Foreign Affairs & Trade is advising Thailand-bound travellers that a state of emergency has been declared in the provinces of Khon Kae, Nakhon Rachasima and Udon Thani.

There's also an advisory about an increase in the cases of dengue fever and prophylaxis against mosquito borne diseases.

Sofitel ZQN agt rate

SOFITEL Queenstown Hotel and Spa in New Zealand is offering an industry rate of NZ\$299/room per night for bookings and travel until 30 Nov 2010.

It includes accom, brekkie and cocktails on arrival - to book, email reservations@sofitelqueenstown.com.

Emirates earlybirds

EMIRATES has released \$1650 airfares to interline destinations within Europe as well as airfares from East Coast of Australia to India and Pakistan priced from \$1,330, Melbourne to Colombo from \$1,220; Singapore and Kuala Lumpur are from \$620.

Business class fares to Singapore, Kuala Lumpur and Bangkok are also available from \$3200.

EK is also offering earlybird Business class airfares to 25 European destinations with prices starting from \$6,580 ex PER, or \$7,415 ex SYD, MEL and BNE.

Europe earlybirds are on sale until 30 Nov, for travel on select dates between 01 Feb to 31 Oct 2011 - more at emirates.com/au.



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BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

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Do you know Australia like the back of your hand? Are you passionate about our land? Do you speak a 2nd language? Then we want to hear from you! Our client requires an Inbound travel consultant to service overseas wholesale clients with quotes and bookings for their FIT passengers. This is your chance to combine your language skills with your passion for domestic travel. Fantastic client base and amazing travel itineraries for you to sink your teeth into.

**FLY AWAY FROM THE CHICKEN COUP!
MULTI SKILLED CORPORATE CONSULTANTS X 7
SYDNEY – SALARY PACKAGE TO \$60K +**

Are you sick of being treated like a number? Want to feel like you are a valued member of your team? We have positions available for one of the most sought after boutique agencies in Sydney NOW! You will have at least 2 years corporate consulting, have used a CRS system and have exceptional airfare knowledge. If you want to finally be paid what you are worth and be recognised as an individual, then send your resume today!

**ENERGISE YOUR TRAVEL CAREER
MULTI-SKILLED CORPORATE TRAVEL CONSULTANT
MELBOURNE (INNER SUBURBS) – SALARY PACKAGE TO \$60K**

Leave the large call centre environment behind! If you are an experienced multi-skilled corporate consultant, it's time to make a positive change and join this lovely boutique office based in Melbourne's trendy inner south east. You will love the friendly team, funky office, team incentives and Monday to Friday work hours. Strong fares knowledge and CRS skills are required, as well as a commitment to providing personalised customer service.

**PUT YOUR TALENTS TO GOOD USE
SPECIALIST TRAVEL CO-COORDINATOR
MELBOURNE (EAST) – SALARY PACKAGES TO \$55K**

Joining this boutique travel company will see you arranging a variety of travel arrangements for trips to Third world countries including religious mission trips, volunteer journeys, group travel and child sponsorship visits. Feel good about your day and give back to communities knowing you have made the plans for these trips possible using your in depth knowledge. This role requires senior travel consultancy experience.

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NATIVE CALYPSO TEMPS REQUIRED
BRISBANE CBD – TOP HOURLY RATES ON OFFER**

Looking for flexibility in your working week? Need to top up your bank account? Our clients are crying out for native calypso temps and have great assignments on offer! Working in the CBD you will have easy access to transport, shopping, and great eateries. If you have retail or wholesale travel agency experience, this is the perfect role for you! Native Calypso skills are essential for these ongoing assignments. Don't miss out and call today!

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SALES AND MARKETING MANAGER - BNE

Royal Brunei Airlines requires a Business/Marketing graduate with minimum 5 yrs experience in travel industry, preferably in airline, to fill the role of Sales & Marketing Manager. The position is based in Brisbane.

Responsibilities will include:

- Developing sales/marketing strategies for passenger sales in Queensland.
- Planning, coordinating & monitoring sales/marketing activities within approved budgets.
- Compiling and analyzing sales statistics.
- Planning & organising advertising / promotional activities and PR events.
- Support the Country Manager in co-ordinating national sales/marketing activities.

Successful applicant will require:

- Excellent interpersonal skills and leadership qualities.
- At least 3 years sales management experience with proven success.
- A rational and common sense approach to business and personnel matters.
- High level of creativity and desire to drive sales.
- Excellent written and verbal communication skills.
- Good computer skills in MS Word applications.
- Ability to prioritise and time- manage projects.

Please submit applications including all relevant information and experience (no more than 4 pages) via email to:

jacindac@rba.com.bn or Royal Brunei Airlines PO Box 15478 City East Brisbane Qld 4000.

Applications close, 15 Oct 2010.
Only successful applicants will be contacted.



TRAVEL THE WORLD CAREER OPPORTUNITIES

Travel the World – a GSA representing premium travel and cruise products from around the world has experienced rapid growth in 2010. Due to internal promotions and divisional restructure there are now five unique positions available for the right candidates.

Sales Manager – WA (3 Days per week)

Are you passionate about Premium Travel & Cruising? A unique part time sales position based in Western Australia has become available. A minimum of two years experience within the industry (preferably in a BDM / Sales Exec role) and an understanding of WA sales network would be an advantage. You will be responsible for developing and maintaining productive commercial relationships with our key travel partners in a confident and outgoing manner. A driver's licence, sound computer skills, cruise knowledge and an understanding of the premium travel market will be an advantage. The ability to carry out presentations and to deal with people at all levels will be a pre-requisite.

Sales Co-ordinator – Sydney (Maternity Leave 12 Month Contract)

As the Sales Coordinator you will provide dedicated support to the National Sales Team, including reporting and the preparation of sales material. To be successful in this role, you will possess strong administrative skills, a sound knowledge of MS office and reservation systems, a great attitude, confidence and outstanding organisational/time management skills. An understanding of retail and wholesale distribution and a minimum of two years experience in the Travel Industry are essential.

Travel Co-ordinator - Sydney (Full Time)

An Inside Sales position is now available for a self starter who is able to multi task, manage their own workload and exceed sales targets. Part of the Customer Relations department, you will communicate with suppliers, internal departments, your team and your clients whilst meeting deadlines and exceeding service level expectations. The right candidate must be enthusiastic with a 'can do' attitude, work well within a team, as well as autonomously and show exceptional attention to detail. Applicant must have minimum of 3 years experience within a travel consultant sales role.

Product Support Co-ordinator - Sydney (12 Month Contract)

An important 'behind the scenes' role is currently available, perfect for a team player with a high attention to detail and desire to learn. Primary duties include product loading into our reservations system and supporting the product team with a range of tasks. There will be potential to remain with Travel the World after the contract period for the right person.

Fares & Ticketing Co-ordinator - Sydney (8 Month Contract)

An 8 month contract position up until 30 June 2011 is now available. This important operations support role is perfect for a self starter that enjoys working within a broad team, supporting all of Travel the World's products. You will be required to provide expert fares and ticketing via Amadeus, ensure that queues are actioned, reconcile the weekly BSP charges, loading and checking of airfares. A minimum of 2 years wholesale travel industry experience, hands on Amadeus experience in fares and ticketing including published fares, IT fares & Nett Remit fares and a positive, friendly attitude are essential.

If you would like more information about the above positions or to join our team, email your resume and cover letter to careers@traveltheworld.com.au by cob 15 October 2010.