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Travel Daily AU

First with the news

Fri 22 Oct 10

Page 1

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

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Bali's new attraction

TODAY *Travel Daily TV* presents an exclusive video showcasing Bali Agung, a major new 'must see' attraction in Bali.

It's located near the Bali Safari and Marine Park, and is a huge theatrical production telling the story of Bali in a cultural performance featuring hundreds of dancers, animals and spectacular costumes.

The exclusive video can now be viewed at www.traveldaily.com.au or by clicking on the logo above.



TSAX near pre-GFC highs

THE head of the Travelscene American Express network has told store owners and managers that the group is on the road to recovery, with business picking up following the 2008-09 global financial crisis.

Addressing the TSAX annual Owner-Managers Conference in Buenos Aires overnight, ceo Mike Thompson said: "This is a business that is well on its way out of the GFC lows."

He said that the group had seen very strong growth and positive indicators, according to "every known measurement", such as forward bookings, client revenue, and from BSP reports.

He said that a key part of the turnaround had been members working together - a concept which would also underpin future growth, in keeping with the conference theme 'It Takes Two'.

"The business' success is based on the collective ability to work together," Thompson stressed, adding that strong relationships

between members and business partners were vital.

Thompson also said results from a specially commissioned 'TSAX Member Mood Survey' (see p3) were particularly pleasing.

The Franchise Relationships Institute survey was completed by nearly all TSAX members, and found that 83% would be willing to buy another Travelscene American Express store based on current conditions, and that 92% would recommend membership.

MEANWHILE TSAX gm Jacqui Timmins also told conference attendees she was confident that the merger between Stella and Jetset Travelworld "will create a stronger platform" for members. "It will provide us with even greater ability to compete more effectively in the highly competitive and ever-changing industry in which we operate," Timmins said.

For more coverage of the TSAX conference see page 3.

Qantas Hols jobs

JETSET Travelworld is today advertising for a new National Industry Sales Manager for Qantas Holidays and Viva! Holidays.

The wholesale operation is also recruiting for a National Marketing Manager - see p8.



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Today's Travel Daily

Travel Daily today has six pages of news and photos, plus full pages of jobs from:

- AA Appointments
- Jetset Travelworld




16 Group Max, Relaxing Itineraries, Great Food

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Don't forget to enter

TODAY is the final day for entries in this week's Metallica competition, in which a group of lucky *TD* readers will get to see the rockers live in Sydney courtesy of Macau Tourism.

All of the weekly questions in the Metallica competition are listed on page 5.

And don't forget to get your entries in for our Oct monthly competition, in which someone will win a fabulous \$5000 Tasmania Holiday courtesy of Qantas Holidays and Tourism Tasmania - details on p6.

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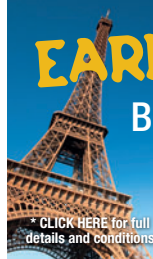
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Travel Daily AU

First with the news

Fri 22 Oct 10

Page 2

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

10 GOOD REASONS TO VISIT NEW CALEDONIA

4 It's Great Value

The Australian dollar is at a high against the local currency

Aircalin International Airline of New Caledonia

CLICK HERE FOR THE OTHER 9 REASONS

Hainan to SYD

CHINA'S Hainan Airlines is set to launch direct flights between Sydney and Shenzhen, according to a statement from federal transport minister Anthony Albanese (TD breaking news).

Albanese said the move is the result of a newly negotiated bilateral which adds 22 new weekly flights between Australia and China over the Nov-Feb peak.

The pact expands capacity by 6300 weekly seats between SYD, MEL and BNE and five Chinese cities - Beijing, Shanghai, Guangzhou, Shenzhen & Hangzhou.

QF options for EY pax

PASSENGERS affected by the termination of the codeshare agreement between Qantas and Etihad (TD 27 Aug) will be rebooked onto alternative services, according to a reaccommodation policy issued by QF yesterday.

The proposed alliance between Virgin Blue and Etihad will see the QF/EY pact cease effective 29 Nov, and passengers holding a valid Qantas ticket issued before yesterday and for travel after that date on EY flights to Abu Dhabi, Amman, Bahrain, Beirut, Al Ain and Dubai will be rebooked to Etihad Airways.

Qantas is allowing passengers to switch to the EY operating flight, or retain ticket value in credit for future travel within 12 months.

Agents will be notified of flight changes via a SSR or RM remark in the PNR, and the Qantas agent website at qantas.com/agents has details of QF equivalent booking classes for EY.

Unticketed bookings can be rebooked subject to availability and fare conditions, while agents are able to reissue tickets in-house if validated to Qantas, with

no additional collection or refund.

Authority number '575881' must be entered into the tour code box to waive the fee for voluntary changes, while agents should contact the Qantas Industry Centre for ticketing options relating to nett tickets.

A dozen Tigers

TIGER Airways this morning confirmed it would add a further two A320s to its Australian fleet, boosting it to 12 local aircraft.

The extra planes are scheduled to arrive early next year, with md Crawford Rix saying Tiger's expansion will see it grow by 30% over the next few months.

DJ pax up 4.2%

VIRGIN Blue this morning reported its Sep traffic statistics, with domestic passenger numbers up 4.2% year-on-year to 1.35m.

International numbers were up 19.5% to 253,000 for the month.

The overall domestic load factor was 81.4%, down 2.4 points, while on international services the load factor rose 5.1 points to 81.2%.

Window Seat

IT DOESN'T take long to convene a board meeting at Travelscene American Express.

In his opening speech in Buenos Aires overnight at the 2010 Owner-Manager Conference, ceo Mike Thompson revealed this year's board meeting was rather hastily arranged - and performed in near record time too.

The poll on "who wants to be chair, and who wants to be deputy chair" was concluded in just over two minutes at 8am on Thu morning, just prior to the day's proceedings.

"Our fastest time remains at one minute and 48 seconds," Thompson admitted to delegates.

"At least this time we sat around a table," he quipped.

TOURISM authorities in Tonga are expecting big things - literally - with the filming of part of the US version of hit TV series "The Biggest Loser" on location in the Pacific paradise.

Visitors will include US-resident Tongan, Sione Fa, who was part of the show in 2009 and after losing weight is reportedly determined to pass on what he learned to the people of Tonga.

A CROCODILE is being blamed for the crash of an aircraft in the Democratic Republic of Congo.

According to a bizarre report in the London Sun, the reptile was inside a passenger's duffel bag but escaped in flight - causing passengers to panic and "stampede" towards the cockpit.

This in turn led the small plane to "lose balance" on the 25 Aug flight, tragically killing 20 of the 21 people on board.

"Ironically the crocodile also survived the crash, but was later killed with a machete by rescuers sifting through the wreckage," the report added.

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Travel Daily AU

First with the news

Fri 22 Oct 10

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World's Best
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Skytrax World Airline Awards 2010

QATAR
AIRWAYS القطرية

Travel Daily AU
First with the news
on location in
Buenos Aires

Today's issue of **TD** is coming to you from Buenos Aires, Argentina at the 2010 Travelscene American Express Owner/Managers Conference.

THE first day of the TSAX conference saw key presentations from senior executives including JTG ceo Peter Lacaze.

The event is the first opportunity for franchisees to engage with the newly merged JTG/Stella, with staff continuing to reassure members about the strong future of the group.

Other presenters included Simon Bernardi, newly appointed as head of Jetset Travelworld wholesale/ Qantas Holidays, along with other key suppliers such as Carl Frier of Sabre Pacific.

Cruise was also in focus, with a presentation from Complete Cruise Solution emphasising the large numbers of vessels in Australia and the removal of tipping from both P&O and local Princess product.

Tonight attendees will kick up their heels at the TSAX Awards Dinner and Tango Show at Esquina Carlos Gardel (see Monday's **TD** for full coverage), and after the conference wraps up on the weekend many members are taking the opportunity for post-familis, incl visits to the spectacular Iguazu Falls.

TSAX 'mood survey'

TRAVELSCENE American Express has revealed some interesting results from its latest member satisfaction poll, conducted by Franchise Relationships Institute.

The 58-question poll found that the average age of TSAX members was 49, the average tenureship was 11 years, and that female members seem to be happier than their male counterparts.

The mood survey also indicated that 83% of members would recommend TSAX to a prospective member, 90% feel the group is committed to the long-term success of the network, 91% believe profits will grow, the same amount are really satisfied with their work, and 98% say they enjoy their work.

The full results of the survey will be released later this year.

Lacaze speaks to TSAX members

THE ceo of the merged Stella/ Jetset Travelworld Group has used the Travelscene American Express 2010 Owners-Managers Conference to update members with details about the new entity.

Peter Lacaze covered a range of topics including the business organisation, integration and structure, as well as data on where the group stands in the Australian industry (**TD** 08 Oct).

He also confirmed that JTG is looking at further expansion into the online space to compete with Online Travel Agents and supplier direct sales, though no definite timeline was provided.

An Open Forum at the event also gave members a chance to quiz Lacaze about the merger.

Agent advantage

GLOBAL challenges affecting the travel industry over the past 12 months were an opportunity for travel agents to emphasise their advantage over online channels, according to TSAX general manager Jacqui Timmins.

Speaking overnight in Buenos Aires, Timmins said events like the volcanic ash situation, riots in Bangkok and the fallout from the GFC reiterated the benefit to consumers about booking through an agent.

"Online customers didn't have the great support and advice of an experienced travel consultant," Timmins said.

The group has been pushing home the message of dealing with an agent nationally and on a state level, and plans to run a campaign highlighting the trust consumers can place in TSAX member agencies.

Getting on board

TSAX has reappointed Ken Hopkins as chairman of its franchisee representative board, with Mel Haycock of Travel Concepts in Qld as vice chairman.

Other board members include Sean Skilton, Travelscene Southwest Travel (NSW/ACT); Mal Simpson, Champion Travel (SA/NT); Gary Seignior, Travelscene Hampton Malvern (Vic/Tas); Allan Maher, World Travel Professionals (WA); and etm travel's David Hummerston (corporate).

Sometimes it takes three!



ABOVE: Pictured here in Buenos Aires on day one of the Travelscene American Express 2010 Owner-Managers Conference, from left, are TSAX ceo Mike Thompson; TSAX gm Jacqui Timmins; and Jetset Travelworld ceo Peter Lacaze.

The trio were just a few of those to present at this year's event in Argentina, which is themed 'It Takes Two'.

Embrace change

TSAX chairman Ken Hopkins has urged members that they need to "embrace change" in order to continue to be competitive in the Australian travel industry.

Speaking in Buenos Aires overnight he said one noticeable change is the new IATA financial criteria (**TD** 29 Mar), which pundits expect will see more agents switch to consolidation.

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www.traveledge.com.au



Winners in Paradise



PARADISE Bay Eco Escape has taken away three awards at this years Whitsunday Tourism Awards.

Held at Daydream Island last weekend, the Paradise Bay wins included Best Hosted Accommodation; the Steve Irwin award for Eco Tourism; as well as

the prestigious Qantas award for Excellence in Sustainable Tourism.

The resort has also recently launched a new website with news, images, blogs and special updates - paradisebay.com.au.

Pictured above at the glittering Daydream Island event, from left are: Peter Spann, resort owner; Tanya Hawdon, Sales and Marketing Manager; and Ben Southall, Tourism Whitsundays/ Tourism Queensland ambassador.

JQ boosts Byron

JETSTAR this morning announced an increase in capacity to the NSW Far North Coast town of Ballina (and Byron Bay) with a thrice weekly Melbourne service to launch from 21 Dec.

JQ spokesman Simon Westaway said the revived route would assist with promoting the region internationally, with more airlines using Melbourne as a gateway.

VisitBritain slashed

THE new UK government has drastically reduced funding to VisitBritain, as part of a range of drastic measures to address the country's economic woes.

In real terms the cuts amount to 34%, with the current budget allocation of £28.8m reducing to £21.2m in 2014/15.

VisitBritain chairman Christopher Rodrigues described the cuts as "tough love".

"VisitBritain will respond to the settlement by further cutting overheads and reducing its physical network overseas to retain as much money as possible for our global marketing effort".

The organisation's Australasian operations have already undergone major changes, with the appointment of a Singapore-based regional manager (TD 30 Apr) and the significant downsizing of the local office.

KE A380 details

KOREAN Air has unveiled details of the configuration of its first four A380 superjumbos, due for delivery from May 2011.

The carrier hasn't revealed exactly how many seats its A380s will have, but said the total of between 400 and 450 would be fewer than other airlines.

KE will have a three-class layout, with new 'Kosmo Suites' in first class, the same premium seats as in its current long haul fleet, and new economy seats.

The carrier said its A380s will initially operate on short-haul routes to Japan and East Asia, with regular long-haul services to the US and Europe from Aug.

NLK heavy bag levy

NORFOLK Air will introduce a new overweight baggage charge for customers, effective 01 Nov.

The excess luggage rate will be \$9 per kilo over the maximum allowance of 23kgs in Economy and 32kgs in Premium Economy.

The airline also said that it will not guarantee that oversized pieces of luggage will be carried on the same flight as the pax.

Longer Bhutan trips

BHUTAN & Beyond says it's seen a rise in the duration of visitor stays to Bhutan over the past two years, with people now looking at stays of 12-13 nights in 2010 - about double that of 2008.

Director James Irving puts the growth down to improvements in infrastructure, including more air seats, hotel rooms and land border crossings.

Bhutan & Beyond has released its 2011 small group tour packages, which features a new 'Dagala 100 Lakes' trip (operating Apr-Sep) and an eight-day 'Bhutan in Style' luxury tour planned for 18 Apr.

The Bhutan specialist says it will also soon launch a new adventure tour option that features a mix of activities such as trekking and white-water rafting/kayaking.

Travel Special of the Week



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Travel Daily has teamed up with MGTO again and is giving subscribers the chance to join in the experience of World Class Entertainment at Sydney's Acer Arena.

On Wednesday 10th November, Metallica will be performing and the Macau Government Tourist Office is giving seven lucky winners and their friends a chance to join them in their very own Private Suite. All you need to do is answer all 5 questions featured below for your chance to WIN...

Macau Government Tourist Office



- Q.1: Name 3 different adventure activities that can be performed at the Macau Tower?**
- Q.2: What are the dates of the 2010 57th Macau Grand Prix?**
- Q.3: What is the name of the Cirque Du Soleil show housed at the Venetian Hotel and Resort Macao?**
- Q.4: What is the name of the new show produced by Mr Franco Dragon and is housed at the City of Dreams Macau?**
- Q.5: In 25 words or less, list 10 things to do and see in Macau**

Email your answers to:
metallicacomp@traveldaily.com.au

Click here for terms & conditions



Fri 22 Oct 10 Page 5

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

TLH bonus comm

NRMA'S Tourism and Leisure Holdings is offering a bonus \$50 commission on all bookings made from today until close of business on Mon, on all of its brands including Adventure World, Value Tours, Coral Seas, Creative Cruising and Royal Orchid Hols.

The move is a "goodwill gesture" following a power failure which saw the company's phone lines being unavailable yesterday, as advised to the industry via a TD special alert.

All of the wholesale brands will be operating for extended hours both today and tomorrow, and agents also have the opportunity to win one of four \$2000 travel vouchers for any bookings made between now and close of business on Fri 29 Oct.

Evergreen famil

EVERGREEN Tours is giving travel agents the opportunity to participate in a fantastic 11 day family to Canada's East Coast.

The trip, which departs 11 Nov, is priced from \$750pp and visits Toronto, Niagara Falls, Montreal, Ottawa, & Quebec City.

For more information email andrew.schweitzer@evergreen-tours.com.

Star under one roof

STAR Alliance member carriers will share check-in, ticketing and lounge facilities at the new international terminal at Tokyo's Haneda airport from next month.

There's also a common baggage service facility, and improved transfers between domestic and international flights, and baggage check through from domestic ports, reducing the minimum connecting time by 10 minutes.

Star Alliance also operates under a 'single roof' at Narita.



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.

Qantas Holidays is offering a stay 7/pay 5 deal at Peace Laguna Resort and Spa, Krabi in Thailand. The special is priced from \$499ppts including daily breakfast, and upgrades to a Superior Cottage available from \$35 extra per person. Valid for travel 01-22 Dec and 10 Jan-31 Mar. qantasholidays.com.au/agents.

Tahiti Travel Connection has a three island deal including free nights accom with breakfast and dinner. The 10 day Irresistible Island Hopper package takes in Moorea, Tahiti, and Bora Bora staying in Sofitel Resort accom, and Air Tahiti Nui airfares priced from \$4295ppts ex Syd or Mel, \$4315 ex Bne, \$4381 ex Adl and \$4915 ex Per. For more see www.tahititravel.com.au.

Scenic Tours is offering savings of up to \$500 per couple on its Tasmania product, when booked by 31 Oct. The fully escorted, all inclusive 12 day Grand Tasman land tour is now priced from \$3945ppts. Full details in the Tasmania 2010/11 brochure or online at www.scenictours.com.au.

Tourico adds homes

GLOBAL wholesaler Tourico Holidays has launched a new vacation home rental program that will feature real time inventory and automatic reservation confirmations.

The system is scheduled to launch in Dec with US and Central American product and in the first quarter of 2011 for Europe.

Tourico said it will have over 50,000 properties in the program - see touricoholidays.com.

MH \$599 to KUL

MALAYSIA Airlines will offer return fares from Sydney to Kuala Lumpur for just \$599 inc taxes, as part of celebrations for the commencement of double daily flights on 01 Nov.

The special deal will be on sale for just five days from Mon, with flexible travel dates from 01 Mar to 15 Jun next year.

MH regional chief Ignatius Ong said the capacity boost followed a 17% boost in SYD-KUL pax numbers.

Corporate Travel Consultant



We are looking for a full time professional Travel Consultant with at least 5 years' experience with both AMADEUS and Tramada.

Here is an opportunity to join a professional team, located on the North Shore that offer retail, corporate, leisure, group, conference and incentive travel. Our Agency was established in 1997 and has grown continually since inception. We are a member of the Travelscene American Express Group.

Our new team member should be completely skilled in all aspects of corporate travel with a view of managing this division of our business. As well as the ability to work well with others and jump in where needed.

We encourage self-starters and are happy to offer incentives to employees who bring business with them.

Salary Package to be negotiated from \$50K per annum.

A friendly, motivated personality and a strong desire to provide outstanding service are the key qualities required. Also the willingness to travel to destinations far and wide is something we look for in all our team members.

Applications should be made in writing and submitted via email to:-

Catherine Mancuso
Managing Director
CCM Travel

Phone: (02) 9439 5100

Email: catherine@ccmtravel.com.au



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TASMANIA.
SECRETS REVEALED.

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.

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Games shortfall

THE recently concluded Commonwealth Games in Delhi attracted about 75,000 overseas visitors - 25% short of the target.

The shortfall was attributed to bad publicity about the games, along with perceived threats about security during the event.

APT goes places

APT is a key sponsor of the third season of Channel 10's 'Places We Go' TV show, which starts Sun night.

The 'Discover your own backyard' segments will feature APT adventures in QLD, NT, the Kimberley, SA and TAS.

Leisure Travel Consultant

Goldman Travel Corporation has a fantastic opportunity for a proactive individual with strong selling skills and product knowledge to join our team. Your expert knowledge in leisure travel, coupled with your exemplary client service will see you succeed in this exciting role.

Key responsibilities will include booking international and domestic leisure travel packages. You will have a minimum of three years leisure experience in travel. We are looking for someone with Sabre experience who is well travelled, has excellent knowledge of upmarket hotels and tour suppliers.

If you believe this role is right for you or request further information send through your resume or contact David Goldman, at david@goldmantravel.com.au or (02) 8333 7700.

All applications and contact will be treated as confidential.



QHols WA product

QANTAS Holidays & Viva! Holidays have announced that their Perth and South West Australia product range for 2011-12 has been loaded and is now available for booking - see qantasholidays.com.au/agents.

Travel Daily AU
First with the news
Fri 22 Oct 10 Page 6
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Amadeus iPad winner

AMADEUS has announced Irene O'Donnell of Jetset Travel Morwell as the 'Tell us what you need' promotion winner.

Irene has won a funky new Apple iPad for naming her main business need and also her explanation of why she needs an iPad - "to stop technology running away".



She is pictured above receiving the much sought after technology item from Jeff Grix, Amadeus Business Solutions Manager.

SYD airport growth

SYDNEY Airport increased its revenues by 13.3% to \$240m for the three months to 30 Sep, with year to date EBIT up 14% to \$569m.

Passenger numbers are up 9% year to date, with retail income rising even faster, up 11.7%.

Aeronautical revenues are up 14.3% year to date to \$343.4m "reflecting the completion of significant investment projects coupled with strong passenger growth".

Macquarie Airports ceo Kerrie Mather said that the introduction of a "15 minutes free parking band" at the international terminal had also been a popular innovation.

OS/KW codeshare

AUSTRIAN Airlines and Kuwaiti carrier Wataniya Airways has signed a codeshare and interline agreement that will see KW able to access 19 European OS destinations using one single ticket, effective 31 Oct.

Qantas best on time

QANTAS was the most punctual major domestic airline in Australia during Sep, with 84.1% of its flights departing on time.

Virgin Blue came in at 79.1%, followed by Jetstar at 76.4% and Tiger Airways at just 65.1%.

Qantas was also the top in terms of on-time arrivals at 84.3%.

The best regional airline in terms of punctuality was Regional Express, with 89.4% of flights leaving on time, followed by Skywest at 88.6% and QantasLink at 78.1% for the month.



Commercial/ Revenue Management Analyst

- Truly Global Online Company
- Fantastic Work Culture
- Sydney CBD based

HotelClub provides access to more than 60,000 hotels in 15 languages and 19 currencies globally, generating millions of room nights every year.

We are seeking an experienced commercial/revenue analyst who is passionate about driving revenue through conversion, availability and destination analytics.

The ideal applicant will be a driven, team focused industry professional with demonstrable experience in commercial/revenue analytics. You will have excellent communications skills and advanced excel skills.

To learn more about this opportunity visit our careers site - careers.orbitz.com or apply by sending your CV to donna.pace@hotelclub.com

Experience in travel or hospitality industry will be an advantage.



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BECOME THE HEAD HONCHO!

**INBOUND TRAVEL SUPERVISOR
SYDNEY – SALARY PACKAGE TO \$64K DOE**

Are you a qualified inbound travel consultant looking for progression? Ready to become the leader of your pack? This leading boutique agency specialising in the luxury inbound market is ready to give you this rare opportunity. You will enjoy managing an energetic team, in this hands on supervisory role. Fantastic salary package & great benefits are at your fingertips. Only candidates with a min 2 years exp will be considered. Call today for a confidential chat.

REAP THE REWARDS

**WHOLESALE TRAVEL CONSULTANTS
PERTH (INNER) – SALARY PACKAGE TO \$60 (OTE)**

This leading wholesaler is looking for an experienced travel consultant to join their award winning team. You will book a range of international destinations and enjoy dealing with industry professionals. With so many benefits available to you including amazing educationals, a fantastic commission structure and free gym membership, you will regret it if you do not apply for this role now! Min of 12 months experience, strong product knowledge and a proven sales record essential.

IN THE SPIRIT OF ANGELINA JOLIE!

**SPECIALIST TRAVEL CO-ORDINATOR
MELBOURNE (EAST) – SALARY PACKAGE TO \$55K**

Use your senior travel consulting skills to make a difference! Our client specialises in arranging a variety of travel arrangements for trips to 3rd world countries including religious mission trips, volunteer journeys, group travel and child sponsorship visits. Every day will bring a new challenge and interesting itinerary to put together. You will love working within this friendly team in their office based within the inner eastern suburbs. Mon to Fri only.

GET YOUR PIECE OF THE PIE

**CRUISE CONSULTANTS
BRISBANE CBD – SALARY PACKAGE \$60K OTE**

Are you passionate about cruising and a sales superstar? Then this is the role for you! This fast paced and busy wholesale team is looking for a cruise consultant to join them. You will enjoy top training, free cruises and holidays, plus amazing career development. Best of all you will make HUGE \$ on everything you sell! If you are a talented travel consultant with strong sales skills and in need of a new challenge this is for you! This role is interviewing now – so don't delay & apply today!

THE BEST OF BOTH WORLDS

**CORPORATE / LEISURE CONSULTANTS
INNER BRISBANE SUBURBS – SALARY PACKAGE \$55K OTE**

Are you an experienced travel consultant wanting to break into corporate travel? Need some variety in your day? Then read on. Variety is the key in this role with you catering to a portfolio of corporate clients, as well as booking exotic travel plans for leisure clients. Your hard work and efforts will not go unnoticed with fantastic salary package, career development and fabulous benefits including gym memberships, financial planners and more. Put some excitement back into your day!

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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!

National Industry Sales Manager - Qantas Holidays and Viva Holidays

- **Develop and drive the sales strategy to maximise revenue**
- **Maintain key industry and trade relationships**

Located in Mascot, this role will develop and implement the sales strategy, plan and policy to achieve revenue and profitability targets.

In this role you will take responsibility for existing opportunities as well as identifying new opportunities and developing innovative ways for the business to maximise sales. As the face to the industry, you will manage relationships with major national accounts and be responsible for driving strategic negotiations on annual contracts whilst remaining accountable for the cost of sale in servicing these accounts. You will coordinate and represent the company at numerous conferences and functions throughout the year. In addition, you will lead the vibrant national field sales team to deliver results and objectives.

To be successful in this role you will have strategic sales experience coupled with the ability to manage successful relationships. Excellent communication and presentation skills with a strong customer focus are essential. Demonstrated leadership skills are crucial to the success of this role. Experience in the travel industry on both a state and national level preferably in a Wholesale role, is desirable as is knowledge of wholesale booking systems and Microsoft Office products. A current Australian driver's licence is essential.

National Marketing Manager – Qantas Holidays and Viva Holidays

- **Strategically position multiple wholesale brands**
- **Lead the marketing team**

Located in Mascot, this role is responsible for positioning the multiple wholesale brands to deliver long term profitability and sustainability.

In this role you will develop and lead the marketing plan to deliver on commercial objectives; producing creative and innovative initiatives to capitalise on changing consumer needs and behaviours. You will manage strategic relationships with tourism boards, trade partners and marketing partners to position the brands. This role will also manage the provision of market, consumer and financial information to enable insight-led decision making across Wholesale. A key focus of this role will be to work with the Wholesale team in the development of the online offering.

To be successful in this position you will have tertiary qualifications in business / marketing coupled with at least 10 years experience in marketing / brand management. You will have proven experience in managing a successful team to deliver results. A successful track record developing and executing strategy through multiple brand and distribution channels is essential. Excellent communication and presentation skills with a strong customer focus are essential. Expertise in e-commerce and online marketing is highly desirable as is experience in the travel industry.

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