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Travel Daily AU

First with the news

Wed 16 Feb 11 Page 1

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

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24 & 25 February 2011

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CTM events push

NEWLY listed TMC Corporate Travel Management has launched a new business events division called Event Travel Management.

The new operation debuted at AIME in Melbourne yesterday, with the move following the company's acquisition of Travelcorp which included the Eventscorp brand.

Event Travel Management is exhibiting at AIME and says it's "superbly positioned to deliver truly unique, innovative and flexible solutions" to event planners.

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Hertz Australasia expands

GLOBAL car rental giant Hertz has today outlined major growth plans for its operations in Australia and New Zealand, including the acquisition of NZ-based Ace Rental Cars and a "comprehensive commercial alliance" with Brisbane-based motorhome operator Apollo.

Ace is NZ's second largest discount car rental firm, with the deal seeing Hertz enter the "rapidly expanding budget travel market in both New Zealand and Australia," the company said.

The deals were announced in Sydney this morning by Hertz International President Michel Taride, who said that although the company would continue to provide its core global offering of late model vehicles to business and leisure travellers, "we recognise also that we need to continue refining and developing our product offerings, in order to meet the changing requirements of our customers".

Apollo Motorhome Holidays is the largest privately-owned operator of recreational vehicles

in the world, and the new alliance will enable Hertz to expand its leisure product range to include motorhome and campervan rentals.

The new agreements confirm the ongoing focus on the local market by Hertz, which last year also expanded its global "Connect by Hertz" car-sharing offering into Australia through the purchase of Melbourne-based Flexicar (TD 29 Oct 10).

Hertz also has a major commercial partnership with Virgin Blue including participation in the Velocity loyalty scheme, and last month announced a global partnership with DJ's alliance partner Etihad.

"The Hertz Corporation is determined to remain a major provider of rental vehicles in all key market segments, and to do so we will continue to expand and refine our product offerings," Taride said.

MEANWHILE Hertz has also confirmed the departure of its long-time Australasian head of sales, Wayne Burgoyne.

OMG it's Malaysia

MALAYSIA Airlines is offering two gold tickets to see R&B artist Usher in Sydney on 24 Mar to the top ten consultants selling premium fares 08 Feb-04 Mar - see last page.

Flat-pack bonus

SCANDINAVIAN Airlines is offering an Ikea Gift Card to agents who sell SK flights between today and 31 Mar - details on page 12 of today's TD.

QH brochure is gold

QANTAS Holidays has today announced the release of its new Gold Coast brochure, valid for travel 01 Apr 11-31 Mar 12.

The program also features Hervey Bay, the Sunshine Coast and Byron Bay - see page 11.

So much news!

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

- AA Appointments
- Inplace Recruitment
- Qantas Holidays
- Scandinavian Airlines
- Malaysia Airlines

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Travel Daily AU

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Page 2

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Insurance battle hots up

DIRECT travel insurance sellers are once again targeting travel agents, with the launch this week of a new 'blog' sponsored by a company called Cover Direct.

The aggressive move purports to be the musings of someone called 'Eugene' who is "passionate about travel insurance" due to being orphaned at the age of eight when his parents died while on a trip.

The blog is online at www.iloveinsurance.com.au which

EET signs Ita

EASTERN Europe Travel/Russian Travel Centre has announced that another famous Australian lady will be the celebrity guest on one of their exclusive new culinary tours (TD 04 Jan).

This time it's media doyenne Ita Buttrose, who will join the 26 Aug departure of 'Flavours of Austria, Hungary and Transylvania'.

The tour includes two cooking classes, dining at top eateries, tours of produce markets and even dining with local farmers in a Transylvanian village.

This latest celebrity signing follows the announcement last month that EET's 'Flavours of Russia' trip departing 07 Sep will be escorted by culinary queen Maggie Beer (TD 17 Jan).

links to another site at comparetravelinsurance.com.au, with the latest blog posting titled "See for yourself - travel agent commissions will cost you".

The site includes a comparison table which claims that Flight Centre and Student Flights are charging 36% more for a Cover-More policy than prices charged by Cover-More directly.

Interestingly, the blog allows comments and a number of consumers and travel agents have responded contradicting some of the claims made by 'Eugene'.

AFTA is also looking into the matter (see our exclusive column from Jayson Westbury on page 6), and is lobbying for greater regulation of the advertising of travel insurance to ensure that customers aren't being misled.

Cover Direct's comparison website links to a range of travel insurance providers including 1Cover, Downunder, iTrek, Budget Direct, Worldcare and American Express, and while the company doesn't earn commission it takes a 10% "referral fee" for policies sold from links on the site.



Window Seat

US gossip website and TV show TMZ is promoting a new Hollywood tour with a difference.

Rather than visiting the homes of the stars and other landmarks, the TMZ tour will highlight the locations of celebrity scandals.

It will include such venues as the department store where Winona Ryder was accused of shoplifting, the club where Kim Kardashian was discovered and probably the hairdresser where Britney Spears shaved her head.

Described as an "immersive experience," the tour will take place in a specially equipped Starline Tours bus fitted with video monitors showcasing "shocking and never before seen video" from the TMZ library.

And to add to the experience, tour guides will also be armed with cameras just in case they run across any celebrities embarrassing themselves, with any captured controversial footage able to be instantly uploaded to the TMZ newsroom.

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Qantas to deploy 747s domestically

QANTAS ceo Alan Joyce has today announced plans to cater for growing demand, particularly from business travellers, for transcontinental capacity, by lifting its seat count by 4,300 seats/week between Sydney, Brisbane and Melbourne to Perth.

Qantas will deploy international configured wide-body aircraft, including its 747-400 jumbos, on six round-trip services per week from May from Sydney.

The SYD-PER route will also see two extra A330 services added, increasing to five weekly.

QF's domestic wide-body Airbus A330-200 will be introduced on seven round trips per week between Brisbane-Perth, helping to add 1,700 seats/week, and the MEL-PER route will gain a further 2,100 seats/week using internationally configured A330s.

VS/NZ c'share OK'd

AIR New Zealand & Virgin Atlantic yesterday received approval by the US Dept of Transportation authorising them to codeshare on flights between New Zealand, the US and Europe (*TD* 12 Jan).

The move will see Air NZ display the VS code on routes to the US and EU, and Virgin Atlantic display the NZ code on US-EU routes.

Webjet blasts "brand hijack"

WEBJET managing director David Clarke has declared war on businesses attempting to use the company's name, after a new agency dubbed 'Webjet Guru' registered with the Travel Compensation Fund this month.

"All hell is about to break loose," Clarke told *Travel Daily* this morning, saying any business attempting to "hijack" the Webjet brand would be dealt with severely.

Clarke said "we regard our brand as sacrosanct" and that this agent's name was "clearly not a mistake" and aims to benefit from Webjet's profile. "It's stupifyingly stupid."

He told *TD* that Webjet has taken the matter very seriously and the online travel company's lawyers would be making contact with the agency today seeking immediate action.

Last year a number of other firms attempted to use the Webjet name on their website and these incidents were "dealt with," Clarke said.

It's understood that Webjet Guru is a franchise affiliate of the Jetset Travelworld Group under the Concorde Agency Network.

"This will not just be a case of cease and desist, we will be taking further action to protect our brand," Clarke said.

Bankstown blocked

MINISTER for Infrastructure Anthony Albanese has this morning announced he's blocking Bankstown Airport's 2010 Master Plan, saying the draft plan gave the community insufficient info about the airport's plan.

The airport, located in Sydney's Southwest, had hoped for 32 commercial flights each day.



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Cox & Kings backs Egypt

THERE'S been just a bit of nervousness at Cox & Kings over the last few weeks, with the company holding a major Egypt-themed trade event during the AIME trade show - amid a high level DFAT warning and scenes of strife plastered across TV screens.

However last night a relieved C&K ceo Steve Reynolds said that with the expected rapid return to normality in the country following the standing down of former president Mubarak last weekend, holding an Egypt event "now looks like an act of genius".



He said that despite the recent events C&K is strongly committed to the destination in the long term, adding that "as soon as it's responsible to do so we will continue to promote Egypt as the destination of a lifetime".

Special guests at the event included the Egyptian consul-general as well as Ibrahim Khalil, Egypt's Tokyo-based Tourism Counsellor for Japan, South Korea, Australia and NZ who's pictured above with Reynolds.

Khalil was effusive in his thanks to Australian wholesalers for their support for Egypt, and said he was looking forward to DFAT quickly lowering its alert level for the country now that things are settling down there.

"Security and normality are rapidly being restored in Cairo and throughout the country," he said, with some areas totally unaffected by the situation.

He said that Egypt had gone through tough times before "and we have always pulled through and proved our capabilities to recover as a top tourist destination for travellers".

Last year Australian visitors to Egypt were up 14% to 72,000, and Khalil told *TD* that Australians stay longer, spend more and visit all parts of the country during their trips.

Khalil said that in the coming year Egypt would mainly focus on B2B marketing with its trade partners in Australia, with plans including more famil trips and cooperative campaigns.

Egyptair's Sydney-based Maged Mohamed said that demand for tickets had resumed "as soon as Mubarak stepped down".

Strategic Gladstone

STRATEGIC Airlines has announced its first east coast domestic route, with the launch of flights between Brisbane and Gladstone from 18 Apr.

The two-class A320 service will operate twice a day, with launch fares from \$59 one way.

Strategic executive director Michael James said discussions with local businesses, tourism groups and the mining industry had made Gladstone "our obvious next new destination".

He said travellers could look forward to more affordable full service fares on additional domestic and international routes "as Strategic Airlines continues to steadily expand its Australian network in 2011".

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

AW/Gap survey

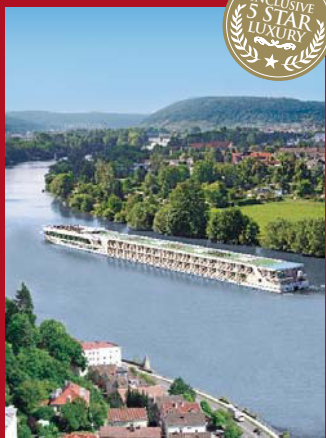
THE travel agent poll being conducted by Adventure World (*TD* yesterday) is in conjunction with Gap Adventures.

The survey asks consultants about their preferred wholesaler for a range of destinations, plus other questions on adventure travel, with the incentive of a draw for a trip to Vietnam.

The survey can be viewed online at <http://svy.mk/fNm6NX>.

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If you are interested in the above position please sent your CV and cover letter to justin@tucantravel.com



THAI's New Year Sale continues... Thailand, Asia, Europe

STOP PRESS: THAI's carrier fares now paying commission on fuel!

Book/ticket by 06 Mar, Travel up to 31 Oct' 11 (with restrictions)

See thaairways.com.au for the latest news and information.



Wolgan group deal

THE upmarket Wolgan Valley Resort & Spa west of Sydney has launched an exclusive group booking offer for the business tourism industry.

The *Exclusive Experience* package includes sole use of the resort for 80 guests including all meals, beverages, conference facilities and activities, and costs \$950 per person per day.

The deal was announced at AIME in Melbourne yesterday, with gm Joost Heymeijer saying it "provides the perfect opportunity for groups to get together in utmost style and seclusion at an affordable inclusive price".

More info 02 9290 9733.

South Africa's new business blog

SOUTH African Tourism last night launched a new 'business events ambassador' program which aims to showcase the destination through the eyes of a professional conference organiser.

The initiative focuses on travel agent Judy Joy, who will produce a regular blog about business events in South Africa including her experiences in an upcoming famil to the country.

Dubbed Judy Joy's Journal, it will also include video reports, case studies of successful incentives and events in South Africa and will feature photos and questions from readers.

South African Tourism Eric Lewanavanua launched the blog at an AIME function in Melbourne last night, at which SAT's new country manager Lalie Ngozi (TD yesterday) was also introduced.

See judyjoysjournal.com.

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Meat GAP's monthly vegos



ABOVE: Gap Adventures has made a move to reduce its staff's level of meat consumption and greenhouse gases with the first of their monthly 'Meat Free Mondays', beginning this week.

Gap Adventures' Australia and NZ offices are taking part in the monthly initiative, with the event raising funds for the adventure tour operator's not-for-profit organisation, Planeterra.

Pictured tucking into some of the vego dishes on offer on the day, *from left*, are Gap Adventure's Kathleen Doherty, Melinda Baxter, Erika Gerritsen, Jason Wass and Danica Jones.

Skywest Jan stats

WA-BASED Skywest Airlines has seen year-on-year drops in pax numbers, traffic and capacity in Jan, put down to a change in the number of flights to the NT.

Passenger figures slipped 6.67%, by around 1,000 pax, to 24,000 movements in Jan 2011, revenue passenger kilometres fell 11.82% and available seat kilometres decreased 13.8 % compared to the same month last year.

DXB Aviation Hotel

LUXURY Dubai-based hotelier Jumeirah is partnering with Dubai Duty Free to operate a new five star hotel at The Aviation Club, near Dubai Airport.

The 293-room hotel will feature a spa and a health club.

SQ figures increase

SINGAPORE Airlines has today released its Jan 2011 results, with the carrying recording a 2.9% year on year rise in passenger carriage and a 4.2% increase in capacity.

Virgin IT glitch

VIRGIN Blue has confirmed to *Travel Daily* that all the carrier's check-in systems are running as normal today following "some IT problems" at several ports around the country yesterday afternoon, causing some flight delays.



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HMAA transforms into AAA



ABOVE: Yesterday's official rebranding of the Hotel Motel & Accommodation Association to the Accommodation Association of Australia (TD Tue) has been 20 years in the pipeline, according to its ceo Lorraine Duffy.

Duffy told *Travel Daily* at the announcement in Sydney, that the HMAA's decision to move to a national body in 2005 gave the organisation the impetus to push ahead with its 'single voice' for the accommodation sector.

She praised the addition of some of the country's biggest hotel chains, including Accor, IHG,

Toga Hospitality, Mantra and Mirvac, which all moved their membership across to the AAA in the past two months.

The AAA represents about 2,000 accom providers and 105,000 rooms, and enables members to work together to share and protect common interests.

A new website was also rolled out yesterday for the organisation at www.aaa.com.au.

Pictured above at the QVB Tea Room in Sydney, from left are David Elia, Hostplus; Lorraine Duffy, AAA chief executive officer & Garry Crockett, AAA president.

SILVERSEA

Silversea owns and operates a fleet of six 'boutique' cruise ships and is recognized as the market leader in the ultra-luxury sector. Silversea has been named 'Best Cruise Line' by Australian readers of *Luxury Travel & Style* magazine.

Due to expansion at Silversea's regional headquarters in Sydney's CBD, we are recruiting for three newly created roles.

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Confidential applications to Philippa Baker on 02 9261 1926 or email Philippa@alexander-associates.com.au

Sydney ramps up events offering

THE planned demolition of the Sydney Entertainment Centre (TD 21 Dec) will make way for the construction of a huge conference centre to cater for 12,000 people.

Yesterday at AIME in Melbourne the Business Events Sydney (BES) coalition outlined the plans to "create the largest conference space in the country" as part of a \$7 billion investment across the Darling Harbour and Barangaroo precincts.

The proposed multi-use development at south Darling Harbour will also be configurable to operate up to five smaller conferences at once, each with 1500-2500 seats.

Along with the existing Sydney Convention and Exhibition Centre the facility will provide up to 40,000 square metres of space for major events, while the Barangaroo development on the other side of the precinct will also include a new five star hotel.

BES ceo Jon Hutchison said the transformation would allow the NSW capital to compete with other major centres such as Singapore, Shanghai and Seoul.

Air Austral boost

REUNION-based Air Austral is now offering one-stop flights directly from Australia to Bordeaux, Nantes, Toulouse, Marseille and Paris, with the launch of new direct 777 services from its Indian Ocean home to the heart of France.

WIN A SPA PACK



To celebrate Valentine's Day, *Travel Daily* has teamed up with **Pezula Resort Hotel & Spa** this week and is giving away five lucky readers the chance to win a fantastic Pezula hamper valued at over \$100 (pictured above).

The Pezula hamper includes eight Signature Spa Treatment products from the Maruwa collection, a unique African range of body treatment products incorporating ingredients and essential essences garnered from the indigenous fynbos of the Western Cape.

For your chance to win this great prize, simply be the first reader to send a correct answer to the question below:

The Pezula Hotel offers luxury accommodation in how many beautifully appointed suites?

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

Hint! Visit www.pezula.com

Congratulations to **Leanne Mensink of Travelworld Sandgate** who was yesterday's lucky winner of the spa hamper.



the aotgroup

Inbound Groups Consultant

The AOT Group is one of Australia's largest Inbound Tour Operators and the largest wholesaler of domestic product in Australia. We are looking for a new Inbound Groups Consultant to join our dedicated and enthusiastic team.

The main focus of the role is to provide and support Inbound wholesalers with competitive quotes and 'sellable' itineraries. We are looking for someone with excellent communication skills, ability to multi task and time manage, Australian destination knowledge, foreign language skills will be advantageous (French, German or Italian), experience with group bookings, strong computer skills, attention to detail and experience with a reservation system such as Tourplan.

This is an excellent opportunity to be involved in an exciting and expanding side of the AOT business offering a diverse role with new challenges and experiences.

Please send your covering letter and resume through to careers@aotgroup.com.au

AFTA UPDATE

the latest insights from AFTA's Chief Executive,
Jayson Westbury



IT WOULD appear that travel insurance is once again a topic of debate within the travel industry. Over this month there has been a genuine attempt to promote travel insurance via travel agent by using extensive blasts on the television in prime time slots.

Of course, these advertisements are terrific, but they will not be able to run for the entire year.

Meanwhile, direct re-sellers of travel insurance continue to bleat the only line they can come up with, which is that they are cheaper than travel agents. This issue has not gone away and from what I can see is not going to go away in a hurry.

Over the past week or so new anti travel agent messages have again appeared via an internet blog. It would appear that some people in the world have nothing better to do with their time.

AFTA has continued its push with ASIC for greater regulation over the advertising of travel insurance to ensure that consumers are not misled and that those advertising are not being deceptive. There is nothing illegal about making a margin on a travel product.

Travel insurance is no different to any other travel product in that a travel agent is entitled to sell it at whatever price they deem appropriate. The beef AFTA continues to have is that advertising by anyone that suggests that simply by purchasing a product via a different channel (say online) the product will be cheaper is not correct particularly if the product that is being advertised is not the exact same product. This is when travel insurance is different to other travel products in that it is very difficult for anyone to be able to do a line by line comparison of a travel insurance policy on price alone.

AFTA will continue to make this case to ASIC and in doing so hope that we can establish a more appropriate way for travel insurance products to be marketed to consumers.

I must say that ALL travel insurance companies that sell via travel agents do not and have not engaged in any of this type of behaviour. The real question is to those companies that are underwriting these online re-sellers and allowing this type of inappropriate advertising to take place.



Ibis Mumbai opens

ACCOR and Interglobe Hotels have opened the 146-room Ibis Mumbai Airport hotel at the city's domestic airport, the first of 17 Ibis branded properties for India.

Carnival US record

CARNIVAL Cruise Lines in the US achieved an 'unprecedented' level of reservations last week, with 165,308 pax, eclipsing the previous record set four years ago.

Wholesale Documentation Consultant



Bench International is a Sydney-based specialist Africa travel wholesaler marketing safari holidays to Africa and Egypt for more than 40 years.

We need a creative documentation consultant with excellent IT skills and who is inspired by the prospect of sharing a passion for travel to Africa and Egypt. Duties will include producing detailed quotes, documentation and itineraries, and other administrative tasks as required.

The appointee must be able to work well under pressure, have outstanding attention to detail and the ability to work autonomously and prioritise. Excellent knowledge of Microsoft Office range of products is necessary, plus experience with Photoshop or similar. Travel industry experience and travel to Africa would be advantageous but not essential. This is a full time position.

Please contact Fiona Orton on 02 8078-3203 or email fiona@benchinternational.com.au

AirAsiaX to Paris

AIRASIA X has commenced four times weekly services between Kuala Lumpur-Paris Orly Airport, using 327-seat Airbus A340s, with connections through to AirAsia X's Australian flights to Perth, Melbourne and the Gold Coast.

Gold Coast theme parks soar

THE operator of Dreamworld and WhiteWater World on the Gold Coast saw a 41% increase in patronage during the Oct and Dec school holiday periods.

Ardent Leisure reported its half yearly results today, with theme park revenue up 6.7% to \$57.9 million to 31 Dec.

During the six month period almost 1.5 million people visited the group's theme park attractions, which also include the Skypoint observation deck - formerly known as QDeck.

The strong growth was driven by a very successful Pass promotion which offered unlimited visits for \$69, which saw average spend per visitor plummet 25% to \$38.80.

And a Summer Funomenon promotion had also seen revenue grow in Dec and Jan despite unprecedented wet weather.

The company said that alongside the strong domestic performance, international markets had also returned to growth through the introduction of "new Australians" into the theme parks.

A new 400 seat undercover stadium has doubled the capacity

of the new Australian Sheep Shearing show in time for Chinese New Year this month.

Skypoint's Dec relaunch included local tourism, historic and educational content.

The period also included the relaunch of Dreamworld's Tower of Terror attraction which "helped consolidate Dreamworld's leading position in the local market," according to group ceo Greg Shaw.

Ardent plans to launch two new rides this year to drive patronage and strengthen its market share, while an Easter promotion will feature the exhibition of a "new exotic animal species" with a further value offer.

New Cali stay pay

CORAL Seas is offering an air & land 'Stay 5, Pay 3' package to New Caledonia including two days free car hire per couple, transfers and brekkie, priced from \$1339pp ex BNE; \$1365 ex SYD; and \$1519 ex MEL, when booked by 14 Mar.

The deal is based on accom at the Le Meridien Noumea and flights with Aircalin, valid for travel in Apr, including the Easter period - see coralseas.com.au.

GLOBUS
family of brands

GROUPS COORDINATOR

Sydney based

Globus family of brands is expanding our groups department and are looking for a full time groups coordinator based in the Sydney office.

The role will be responsible for developing group tour series and custom groups for worldwide destinations across our award winning brands.

To succeed we're looking for a candidate with at least three years experience in either retail group travel or wholesale groups, ideally within a customer service and sales environment.

To apply, forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by Wednesday 23 February 2011.

PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

WIN A 5-NIGHT HOLIDAY FOR TWO AT ANANTARA PHUKET



Throughout February, **Travel Daily** is giving travel consultant readers the chance to win an indulgent Phuket holiday package for two, courtesy of **Anantara Phuket Villas** and **Strategic Airlines**.

The prize includes Strategic Airlines return business class flights for two from Brisbane or Melbourne to Phuket; five nights accommodation in a luxurious one bedroom pool villa at Anantara Phuket Villas; daily buffet breakfast and return transfers.

Anantara Phuket have introduced an outdoor movie theatre on the beachfront lawns on Friday evenings. Guests can enjoy a complimentary movie and popcorn from the comfort of their beanbag as they take in the stunning ambience of the resort.

Anantara Phuket Villas are represented in Australia by Exclusive Resorts. For more info email exclusiveresorts@smink.com.au.

Every week **Travel Daily** will ask a different question relating to either Strategic Airlines or Anantara Phuket Villas – just read the issue and email us your answer.

There will be four questions in total. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this stunning Phuket escape.

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

Q.3: Which category of villa at Anantara Phuket Villas would your clients be staying in to enjoy this unique Dining by Design experience (pictured above)?

Hint! Visit www.anantara.com



VX names new CIO

VIRGIN America has appointed Dean Cookson as its new vp and chief information officer.

Cookson's tasks include leading VX's strategic technology initiatives and implementing new reservations and operational platforms this year.

MEL Marriott refurb

THE Melbourne Marriott Hotel will embark on a \$10 million transformation of 166 rooms and 19 suites from next month.

GM George Varughese said the work will "cement our reputation as a premier boutique property for corporate and leisure travellers."

Avianca to Altea

AMADEUS has signed a strategic IT agreement with Latin American airline group, AviancaTaca, allowing the firm to adopt the complete Altea platform, and the group's airlines can share PNRs and customer profiles.

Travel Daily AU
First with the news
Wed 16 Feb 11 Page 8
EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au

Sabre celebrates CNY



Rail Plus vouchers

RAIL Plus is giving travel agents \$60 Coles/Myer vouchers for every Gold and Platinum class booking made on the Indian Pacific and the Ghan, between 15 Feb-15 Mar.

Agents earn 10% commission when booking the Indian Pacific, The Overlander, Indian Pacific, The Ghan and The Southern Spirit.

CX boosts Milan

CATHAY Pacific will increase the frequency of its flights between Hong Kong and Milan in Italy to a daily operation from the current four services per week, with the move effective 01 Jul.

CX ceo Tony Tyler said demand on the Milan route had been very encouraging since it launched just under a year ago.

ABOVE: Last week Sabre Pacific helped some of its travel agents in Chinatown, Sydney celebrate Chinese New Year.

Sabre ceo Gai Tyrrell hosted a Yum Cha luncheon, wishing attendees "Good Health, Good Luck and Prosperity throughout the year of the Rabbit".

She said the VFR market was a very important segment for Sabre "and we look forward to working with our VFR agents on growing their business in this year of the Rabbit and for many years to come".

Pictured above handing over a special Chinese New Year gift are, from left Sabre's manager VFR sales Peter Sinn, ceo Gai Tyrrell and Robert Leung from Orient Express.

Brunei Tourism – Product Manager Brisbane Based

Due to our recent appointment as Marketing and Public Relations Representative for Brunei Tourism in Australia and New Zealand, The Walshe Group is seeking to appoint a dynamic and committed individual to the position of Product Manager.

The role is responsible for implementing marketing and public relations strategies to the travel trade and consumers in promoting tourism to Brunei.

Please see the employment section on our website for full details; www.walshgroup.com
Applications should be sent via email to applications@walshgroup.com by Friday 25 February 2011.

THE WALSH GROUP



TRAVELSCENE Samford

Retail Travel Consultants

Experienced Retail Travel Consultants required to work on the Northside of Brisbane.

Maverick Travel (Everton Park) 3 ½ - 5 days a week & Travelscene Samford full-time.

Experience in Galileo & CCT or Amadeus & Travelog will be an advantage. Generous & flexible package.

Please call Joanne on 0410 205 117 or email:
Joanne@mavericktravel.com.au or
Joanne@travelscenesamford.com.au



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MELBOURNE – 1/167-169 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

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

I GOTTA GET OUT OF THIS PLACE!

**DOMESTIC AND MULTI SKILLED CORPORATE CONSULTANTS
SYDNEY CBD – SALARY TO \$55K +**

Can't face another day in your current role? Looking for something newer and better? Our client is a Global TMC and they are looking for experienced consultants to join their busy team. If you are a retail consultant looking for a change, have excellent CRS skills plus knowledge of international airfares and ticketing and exceptional customer service skills, then apply now! A higher salary, job satisfaction, promotions and work/life balance are what await you in this fantastic role.

SWOOP IN ON THIS UNREAL GROUPS ROLE

**CORPORATE GROUPS CONSULTANT
NTH SYDNEY - \$55K - \$65K OTE+**

Looking for a company where you can have REAL career progression, not just empty promises? This is a Global TMC with substance and style! You will have the opportunity to not only handle complex and challenging group bookings but also to build your client facing skills. You will have minimum of 2 years corporate experience, excellent fares and ticketing and top service delivery. Experience in groups would be a massive plus – apply now for ASAP start!

SET YOUR SIGHTS ON THE BEST

CORPORATE TRAVEL CONSULTANT

MELBOURNE (CITY FRINGE) – SALARY PACKAGE TO \$55K

Do you get a day off for your birthday each year where you work? Now you can! Our client is looking for the very best corporate travel consultants to service these great accounts. You will also enjoy beautiful office views, a very friendly and social team and a top salary package based on experience. Take a step in the right direction and land yourself a role at one of the fastest growing TMC's in Australia.. apply now!

SETTLE IN TO THIS FANTASTIC ENVIRONMENT

REFUNDS & RECONCILIATIONS CO-ORDINATOR

MELBOURNE (INNER) – SALARY PACKAGE TO \$40K

Move out of the spotlight and in to a back office role with this very rare opportunity within one of leading retail chains in Australia. Working in their funky head office, you will be required process air and land refunds for travel consultants; therefore, excellent attention to detail and strong customer service skills are essential. With a chill out room, friendly staff and casual attire, you will soon settle in to this great role.

DO YOU HAVE TICKETS ON YOURSELF?

FARES & TICKETING CONSULTANT

ADELAIDE (INNER) – SALARY PACKAGE TO \$45K

Are you looking for a new and exciting role in the travel industry? If you have been waiting for your chance to take your fares and ticketing skills to the next level – here it is! This leading travel company is looking for experienced travel consultants to join them in fares and ticketing roles. If you love problem solving, offering advice and assistance then this is for you. You will also be involved in all aspects of ticketing.

PUT SOME FUN IN TO YOUR WORK DAY!

WHOLESALE TRAVEL CONSULTANT

PERTH (INNER) – SALARY PACKAGE TO \$43K + Overtime

Are things a little dull in your recent role? Looking for a company with a fantastic work environment? This award winning wholesaler currently require experienced wholesale or retail travel consultants to join their team. Full training will be provided along with a fun and social team, monthly massages, regular educationals, incentives, lots of opportunity for career progression and a great product to work with.

WORK MON – FRI/NO MORE SALES TGTS!

MULTI-SKILLED & DOMESTIC CONSULTANTS X 5

BRISBANE – SALARY PKGE TO \$55K+

Sick of working long hours, to unrealistic sales targets on a base plus commission? Well Corporate travel is booming and here is your chance to make the switch! Working for this award winning corporate agency, you will enjoy organising detailed itineraries for dedicated accounts. No more weekends, face to face shoppers or aggressive targets! You will enjoy working in a positive team, with a great base salary and a life/work balance. Min 3 years consulting experience is essential.

THE WORLD IS YOUR OYSTER

INTERNATIONAL WHOLESALE CONSULTANT

BRISBANE CBD – \$55K ote +

Are you an experienced retail travel consultant looking for a new opportunity? Want to work for a company that rewards your hard work? If so this role is for you! Working with this global company you will be rewarded with top \$ and the best industry training and development around. You will need min of two years international travel consulting experience and proven sales ability. Call now & take the first step in starting an exciting chapter in your travel career.



inPlace
RECRUITMENT

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Start a new Job



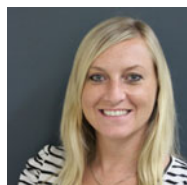
Ben Carnegie

Corporate Travel Account Mgr

This is a dynamic role where you will manage multiple accounts with an average spend of between \$1M - \$15M. Working within the pharmaceutical, finance & engineering industries to name a few, your ability to build rapport with new clients plus your 3-5 years experience in a corporate travel management role will see you succeed.

- ▶ Knowledge of Sabre highly regarded
- ▶ Sydney CBD location
- ▶ Salary \$70K - \$90K package

Click here for more details or call Ben.



Liz Vibert

Up Market Domestic Corporate

Join this highly respected up market boutique corporate agency, located in Sydney's Eastern Suburbs & manage the domestic reservations for their corporate clients. A well polished, excellent telephone manner, exceptional customer service and strong domestic knowledge is a must for this role. Sabre/Tramada knowledge preferred but will cross train.

- ▶ Excellent working environment
- ▶ Sydney Eastern Suburbs
- ▶ Salary up to \$55K + super

Click here for more details or call Liz.

Multi Skilled Corporate Cons - TV Production

Are you looking for a corporate role with a twist? In this role you will provide travel solutions for the production of commercials and TV series. Strong Australian knowledge as well as 2 years international consulting experience is essential. Work Monday to Friday with one weekend every 2 months. Knowledge of Sabre & Tramada is preferred but all CRS systems will be considered.

- ▶ Great move to corporate consulting with a twist!
- ▶ Sydney CBD location
- ▶ Salary range \$45K - \$55K + super DOE

Click here for more details or call Ben.

Looking to move into Corporate? - MEL

As part of a global chain this branch, located in the heart of the Melbourne CBD is seeking an experienced Domestic Corporate Travel Consultant to join their team. You will be predominately booking domestic travel itineraries for their corporate clients including air, accommodation and transfers. There will be the opportunity to broaden your experience to a multi-skilled role working with international itineraries.

- ▶ Global Corporate Travel Company
- ▶ Located in the Melbourne CBD
- ▶ Salary to \$45K + super

Click here for more details or call Liz.



Kristi Gomm

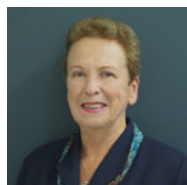
Calling all Sydney Travel Temps

Retail Travel Consultant - Hills district
Sydney Hills district, established agency, small friendly team. They are seeking a Galileo temp with possible view to perm for the right person. Top hourly rate, start ASAP.

International Travel Consultant - City Fringe

Located in Sydney's city fringe, ideally you will have Sabre and Tramada however all CRS systems will be considered. Book group travel itineraries for corporate clients. Great hourly rates on offer, start ASAP.

Call or email Kristi for more details.



Sandra Chiles

Temp work in the UK



Corporate Travel Consultant - London:

Hugely successful corporate travel company with a cross network of international offices, encourages individual initiative, drive and ambition. Salary £13 p/h.

Reservations Consultant - Surrey: Join the reservations team of this rapidly expanding travel company, specialists in worldwide villa holidays. Salary £15,000 p.a.

Airlines Reservations Consultant - Manchester: World class international airline seeks an Airline Reservations Consultant to undertake an array of tasks & responsibilities. Salary £8 p/h.
Call or email Sandra for more details.

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.

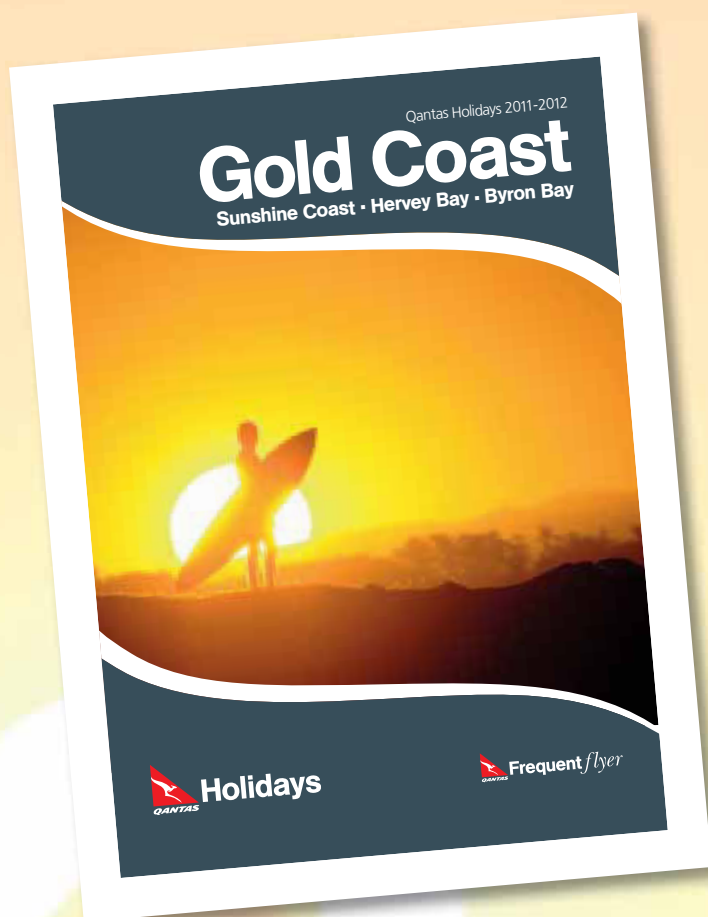
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Email: jobs@inplacerecruitment.com.au

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1300 inPlace (1300 467 522)

2011-2012



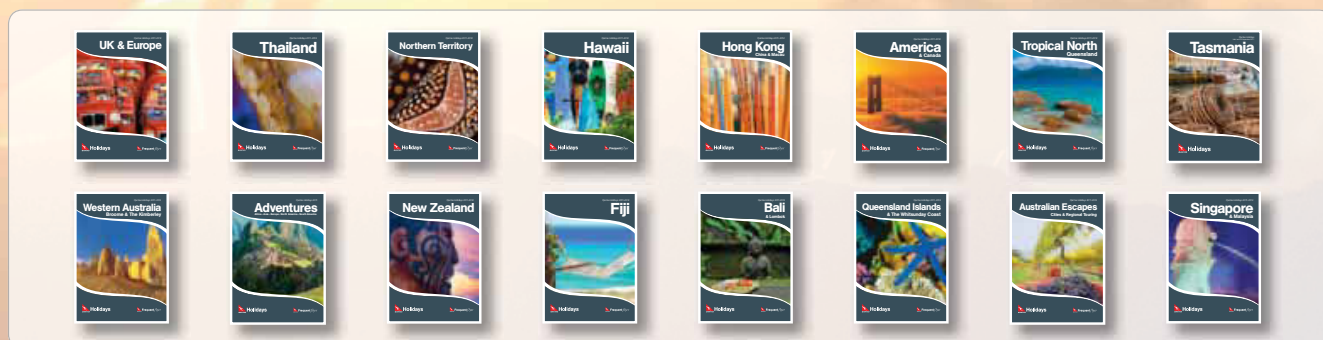
OUT NOW!



Qantas Holidays are excited to announce the release of our fresh, new, easy-to-read Gold Coast brochure (for travel 1 April 2011 to 31 March 2012) incorporating a large selection of hotels, sightseeing, touring and transfers.

Visit the Brochures and Flyers section on the Industry Sales Site to view our 2011/2012 Released Brochures
qantasholidays.com.au/agents

Qantas Holidays 2011/2012 brochure range



To find out more call 13 27 87 or **www.qantasholidays.com.au/agents**

Belöna.

Or **rewards** as you say in English. As in, welcome to rewards, Scandinavian-style.

Receive an **IKEA Gift Card** when you sell Scandinavian Airlines between 16 Feb - 31 Mar.

Valid SAS fare types	IKEA Gift Card value
Economy or Economy Extra Combo	\$30
Business Combo or Business	\$50

Sell the most. Earn a bonus
\$250 IKEA Gift Card!

Earn on our **Midsommar Sale** fares too:

Economy \$1,350

to over 50 European destinations!

Business \$4,950

Published fare to 50+ Zone 1 destinations. Plus taxes & charges.



How to claim

Simply email ticket numbers to sas.australia@sas.dk whenever you issue a ticket. Or save them up and send them all at once, but make sure your email is received in time. Of course, don't forget your contact details and your postal address!

Conditions

- Valid for published or nett tickets issued on or between 16 Feb - 31 Mar on 117 paper.
- Minimum 2 intercontinental sectors on SAS operated flights per ticket.
- 1/2 Economy/Economy Extra Combo + 1/2 Business Combo/Business ticket = \$40 IKEA Gift Card.
- Infant and Group tickets not eligible.
- Name of travel consultant that is submitting tickets must be displayed in all bookings.
- IKEA Gift Cards equal to the total value earned per consultant, will be issued upon completion of the promotion. All claims must be received by Friday, 08 April 2011.
- The top selling travel consultant will be determined by the total Gift Card value attained. The consultant will be contacted by Scandinavian Airlines within 10 business days of the promotion closing.
- Scandinavian Airlines reserves the right to alter or withdraw the promotion at any time.



Scandinavian Airlines

visit **sassalesinfo.com** call **1300 727 707**

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INCENTIVE

Top 10 Consultant wins = 2 x GOLD tickets
to USHER – OMG concert held at the Acer Arena.
Homebush Sydney Olympic Park on 24th March 2011.

Simply book & ticket your client between 8th Feb – 4th Mar 2011
Tickets valid for departures between 8th Feb – 30 Nov 2011
Top 10 selling consultant WIN 2 x tickets to Usher OMG concert
held at the Acer Arena, Sydney Olympic Park 24 March 2011

Incentive valid for Frontend sales, First & Business Class tickets only

For every frontend ticket sold you can redeem points.

The Top 10 consultants that accrue highest points win 2 tickets

- First class return ticket = 2 points
- Business class return ticket = 1 points

Fare conditions: Minimum two adults must travel together on the entire journey. Separate return travel is not permitted. Fares quoted are for return Business Companion travel ex SYD per person. Book & pay by 28FEB11 for departures between 02FEB11 – 30NOV11. Fares do not include taxes, levies & fuel surcharge. Min stay: Malaysia & Asia 3 days & UK-Europe/ Middle East & South Africa 5 days. Max stay: 3months. Other conditions apply. Incentive conditions: This offer is valid for NSW/ACT Travel Agents only. The offer applies for all NEW BOOKINGS made and ticketed between 08FEB11 - 04MAR11. Passenger travel should be undertaken between 08FEB11 – 30NOV11. Valid for return travel on Malaysia Airlines Sectors only and permitted to First & Business Class ticket purchases only. Tickets for Usher OMG concert 24MAR11 to be held at the Acer Arena, Homebush Sydney Olympic Park. Eligible tickets and redemption form must be clearly photocopied and submitted by mail to Malaysia Airlines Sales Department Level 5, 16 Spring St Sydney 2000 before 5:00pm, 11MAR11. Only Malaysia Airlines ticket copies will be excepted for redemption. Incentive applicable for tickets originating ex Australia only – Winners notified by 16MAR11. License No 2TA000530 ABN 19 796 498 145

