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First with the news

Tuesday 14th June 2011

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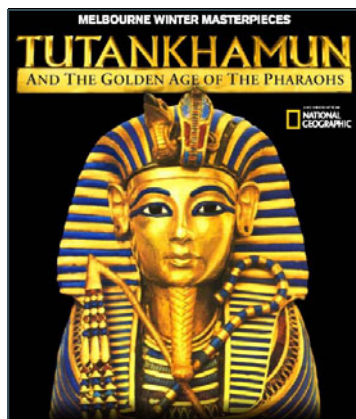
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EY MEL capacity up

ETIHAD Airways is set to boost capacity on its daily Abu Dhabi-Melbourne flights, with GDS displays showing the service exclusively operated using larger A340-600s effective 30 Oct.



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\$26,000 surplus for AFTA

THE Australian Federation of Travel Agents recorded a surplus of just over \$26,000 last year, despite membership numbers declining by about 3% to 2356 agencies as at 31 Mar 2011.

Details of the year's activities were sent to AFTA members on Fri in the Federation's annual report, and although member numbers dropped slightly, membership revenue actually increased about 1% to \$839,561.

Interest income increased significantly to \$61,349 due to higher interest rates, while marketing income dropped about 1% to \$143,707 for the year.

The highly successful National Travel Industry Awards recorded a profit of \$75,000 - about the same level as the previous year.

Chairman Mike Thompson said key achievements during the year included the adoption of the policy position advocated by AFTA in the PricewaterhouseCoopers report on consumer protection in the travel industry.

Other activity included the launch of the Travel Agents National Awareness Campaign, as

well as increasing use by members of the AFTA IR and legal hotlines.

AFTA ceo Jayson Westbury also confirmed successful changes to the way direct sellers of travel insurance word their ads as a result of representations to ASIC.

During the year there were five board meetings, with Jetset Travelworld/Stella executives including ceo Peter Lacaze, then JTG retail chief Warwick Blacker and TSAX ceo Mike Thompson attending every single one.

Two AFTA directors - Flight Centre chief Graham Turner and Consolidated Travel owner Spiros Alysandratos - didn't attend any AFTA board meetings at all.

Red hot Red Centre

TRAVEL industry staff are being offered a special accommodation deal at Ayers Rock Resort, priced at just \$139 per person twin share for two nights accom at the Desert Gardens or Sails in the Desert Hotel.

The offer includes breakfasts, return Ayers Rock Airport transfers and complimentary resort shuttle use, and is valid for bona fide travel industry staff using code INDUSTRYSALE.

For details see **last page**.

Virgin credit card move

DJ is expected to tomorrow launch a new credit card alliance for its *Velocity* loyalty program.

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Tuesday 14th June 2011



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Virgin, Delta ATI approved

THE Australian government says final order approval on the Virgin Australia and Delta alliance from the US Dept of Transportation (*TD* breaking news Sat) is a "boost for the tourism industry".

Minister for Infrastructure, Anthony Albanese said the pact "will make it easier for both airlines to market and sell tickets to Australian destinations", giving US travellers access to more than 30 Virgin domestic destinations.

Likewise, Aussies will get access to over 240 US domestic cities that Delta operates to.

Full approval of the tie-up and antitrust immunity (ATI) allows Virgin Australia, Pacific Blue and V Australia to coordinate capacity, routes and pricing on transPacific routes with Delta Air Lines.

In its final determination the US regulator said DJ/DL had clarified a number of its previous concerns when it initially said it planned to knock back their proposed pact in Sep last year.

Their capacity commitment, the expansion to beyond points (New Zealand, Canada and Mexico) and

the alignment of Virgin's reservation system with Delta was viewed favourably.

"We find the proposed transaction is unlikely to have any significant deleterious effect on competition," the DOT said.

It said approval would mean three carrier groups, SkyTeam (Delta), oneworld (Qantas) and Star Alliance (United and Air New Zealand) "are likely to operate in a competitive environment."

The DOT added it "found nothing" in concerns raised by the alliance's one opponent, ATI expert Hubert Horan (see his comments on pg 7).

Virgin and Delta's ATI will remain in effect indefinitely, with the airlines needing to resubmit the Alliance Agreement within five years.

DJ ceo John Borghetti said the carrier would expand its three year partnership with Delta by implementing the joint venture before the end of the year.

The DOT's green light on the DJ/DL tie-up was revealed first to the world by *Travel Daily* in the early hours of Sat morning via Twitter.

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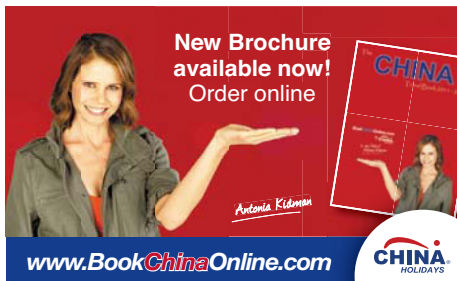
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Australasian ash chaos continues

MISERY continues today for Qantas and Jetstar passengers, with the carriers suspending all flights to and from Adelaide as a result of the volcanic ash drifting across the Pacific from Chile. QF has been robustly defending

its decision to stop operations despite Virgin Australia resuming services (and Air New Zealand continuing flights through the crisis), with Qantas saying its risk management procedures preclude actions such as flying below or around the clouds.

Over the weekend thousands of pax were disrupted by the ash, with Virgin Australia, Qantas, Jetstar and Tiger Airways all ceasing operations at Melbourne.

Flights to Tasmania and New Zealand were also disrupted, with Virgin resuming affected services from 7am yesterday, while Tiger flights recommenced last night.

Qantas has also resumed operations at Melbourne, and yesterday operated a number of 747 flights between SYD and MEL to help clear the backlog of passengers.

Virgin Australia has also implemented supplementary services from Melbourne to Hobart and Sydney.

Air New Zealand said that by working closely with the NZ Civil Aviation Authority and weather forecasters it was "able to safely make adjustments to flight paths and cruising altitudes so as to completely avoid the ash and keep providing a safe service to the travelling public".

Air NZ domestic services flew below 5500m, while NZ's trans-Tasman flights were given new flight paths heading further north than normal to avoid the ash.

State of Origin tipping

DON'T forget to get your tips in for tomorrow night's State of Origin Rugby League Game 2.

A Blue Lagoon Cruise in Fiji is up for grabs for the **TD** reader who gets the closest answers to a series of questions over the three games of the series.

The Game 2 questions, which must be answered before 6.30pm AEST tomorrow 15 Jun 2011 are:

1. *What do you predict the score will be for SOO Game 2 2011.*
2. *In what minute of Game 2 will the first try be scored?*
3. *Which player will be man of the match for Game 2?*

For competition terms and conditions and prize details see www.traveldaily.com.au; and email your entries NOW to soccomp@traveldaily.com.au.

QF adding PDX/HNL

QANTAS is seeking to expand its codeshare agreement with Alaska Airlines to include services between Portland, Oregon and Honolulu, Hawaii within 30 days, according to papers filed with the US transport authority overnight.



Window Seat

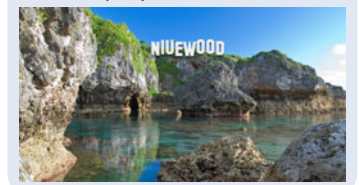
THE High Commissioner of Niue Island has come up with a novel idea to "lure film makers" to the South Pacific island paradise.

Mark Blumsky, who was formerly mayor of NZ capital Wellington, has urged the erection of a 'Nieuwood' sign above the picturesque Alofi Bay.

"Niue Island is a stunning destination and we think it has huge potential as a 'tropical paradise' film location," he said.

The idea for the huge sign follows a similar suggestion for Wellington which was recently blocked by outraged locals.

Blumsky says the "filming potential" in Niue is enormous, with a keen base of locals who would love to be extras and "no Actors Equity Union".



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Applications close 15 June 2011.

10% off Contiki China

CONTIKI is reducing the price of its 12-day China Adventure trip by 10% when booked by 24 Jun, for travel up until 31 Dec 2011, now priced from \$2,249 per person.

Flight Centre staff ownership scheme

FLIGHT Centre has released a new prospectus for its Business Ownership Scheme, which allows shop managers or other senior staff to participate in the profits or profit improvements of particular business units.

The scheme is based on the issuing of Unsecured Notes, with nominated Flight Centre staff able to invest a minimum of \$10,000 (Team Leaders), \$30,000 (Area Leaders) or \$200,000 (National Leaders and EGMs).

Flight Centre will also facilitate the borrowing of money to fund the investment where required, with the Unsecured Notes issued in relation to a nominated shop, group of shops or "other discrete business unit within the Flight Centre Group".

Holders of the notes are entitled to earn interest based on the relevant business unit's profits or profit improvements, with no distribution to exceed 35% of the face value in any 12 month period.

The unsecured notes are used

for working capital requirements of the Flight Centre Group, and are redeemable at their face value upon request from the staff member, or if they are terminated for any reason, or on the 10th anniversary of the date of issue.

Staff who transfer to a new business unit can also have the Unsecured Note transferred to their new operation.

Centara sign Bali 1st

CENTARA Hotels & Resorts have announced their move into Bali, signing a management contract for the Centara Grand Nusa Dua Resort & Villas to open in Dec.

Quickstart to New Cali

AIRCALIN has released a guide designed to showcase New Caledonia to the travel industry and to smash perceptions the French territory is an expensive holiday destination.

View the Quickstart Guide at au.aircalin.com/revue-presse.php.

Getaway getting axed?

CHANNEL Nine's travel program *Getaway* is rumoured to be facing the axe, after its recent relegation to a Sat afternoon timeslot and duration being sliced from one hour to 30 minutes (**TD** 14 Feb).

Getaway presenter Jason Dundas downplayed speculation, telling *Travel Daily*, "Yes there have been a few changes in the office but that's just TV, things are always changing."

2012 will be *Getaway's* 20th anniversary season.

NZ CHC standby fares

AIR New Zealand has begun offering NZ\$59 standby fares from Christchurch on all non-stop off peak (10am-3:30pm) domestic services to and from the city.

It's hoped the fares will "give an extra boost" to Christchurch's local economy by encouraging more visitors, says Air NZ Group GM Australasia, Bruce Parton.

The last minute fares are only available to Air NZ's Airpoints members on four jet routes and 10 regional routes, and pending there being a spare seat available.

Tickets must be purchased at the airport and blackout periods do apply.

Air NZ trialled standby fares ex Dunedin last year, geared towards university students.



CONGRATULATIONS Chantelle Sparks from Emirates

Chantelle is the top point scorer for Round 14 of *Travel Daily's* NRL industry footy tipping competition and has won a complimentary family pass (two adults and two children) to Sydney WildlifeWorld, courtesy of Sydney Attractions Group.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai & Abu Dhabi, courtesy of Emirates and Jumeirah Hotels & Resorts



2nd Prize: 4-night holiday to Kuala Lumpur & Penang in Malaysia, courtesy of AirAsia & Parkroyal



3rd Prize: Apple iPad 2, courtesy of Compass Car Rental



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TA smartphone app

TOURISM Australia will roll out a new smartphone app for users of iPhone and Android mobile devices on 30 Jun.

Browsers can use the app to locate an Australian travel specialist anywhere around the world, search by state, city or type of Australian experience and share Aussie photos via Facebook, Twitter or email.

There's also the ability to locate the nearest 50 holiday experiences using a 'Near Me Now' function, or view some 3,500 images of destinations, attractions and experiences in Australia.

New Chinese, Japanese and Korean language versions of the app are also being launched.

Agent Rewards deals

WORLD Rewards Club is giving members a 20 percent discount on travel vouchers redeemed between 16 and 30 Jun.

The offer means a \$200 voucher will cost 5,200 points instead of the regular 6,400 reward points.

American Airlines says no Oz flights

AMERICAN Airlines has no intention of operating its own aircraft on flights to Australia, or New Zealand, the oneworld carrier has told the US govt.

The airline made the remark in its joint submission for a planned transPacific Joint Business

Pullman 1st Optimum

THE Pullman Reef Hotel Casino in Cairns is the first property in Accor's Australian portfolio to have achieved Optimum Service Standards for Chinese Visitation.

The property has led the way with adopting services to better cater for Chinese tourists, incl translation of in-room collateral, and having Mandarin speaking staff on hand for guest enquiries.

It's also trained all reception staff on how to provide greetings in Mandarin, offer Chinese mini-bar and breakfasts, and more.

Additionally, Pullman Reef Hotel Casino staff are being trained on Chinese cultural practices.

According to Pullman GM Adrian Williams the OSS program "sends a strong signal to Chinese operators that Australia is not only welcoming their clients, but going out of their way to ensure they feel as comfortable as possible when they are here."

Agreement with Qantas to the US Department of Transportation last week (**TD** Thu).

AA admitted it currently lacked any aircraft in its current fleet capable of flying nonstop across the Pacific.

The airline even went one step further, saying none of the jets in an order of six 777s (which Delta and Virgin Australia fly on Aus-US routes), due for delivery in 2012 and 2013, have been configured or assigned to specific routes for deployment.

No "plan exist(s) to use these assets to serve Australia/New Zealand."

The Applicants also told the DOT that under the terms of AA's labor agreements, it is "precluded from operating nonstop services on the stage lengths for US - South Pacific services."

"The terms of American's current collective bargaining agreement with the Allied Pilots Association would not permit service to Australia/New Zealand."

In its present state, the deal limits American's flight times to 14:30 hours, which is a mere five minutes short of QF's minimum flight duration between Sydney and Los Angeles and about an hour over the Sydney to Dallas/Fort Worth flight time.

CONGRATULATIONS

Janine Almada

from *Maxim's Travel*

Janine is the top point scorer for Round 12 of *Travel Daily's* AFL industry footy tipping competition, and has won two bottles of wine, courtesy of **Compass Car Rental**.



Major Prize Sponsors

1st Prize: 4-night holiday to Europe, courtesy of **Emirates, Adina Apartment Hotels & RailPlus**



2nd Prize: 4-night cruise in Fiji, courtesy of **Pacific Blue & Blue Lagoon Cruises**



3rd Prize: Apple iPad 2, courtesy of **Compass Car Rental**



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Rankin back to UK

CRUISE1ST general manager Chris Rankin has accepted a UK-based role as Air New Zealand's sales manager for UK/Europe.

Rankin was also formerly head of Qantas Holidays here, while Cruise1st hasn't yet announced his local replacement.

Pax in bus cargo hold

A **US COACH** company which had been transporting passengers in the cargo compartment of motorcoaches has been ordered to cease all operations.

The action follows the Ohio Highway Patrol last month finding six of 62 pax on a bus operated by Michigan-based Haines Tours lying in the luggage hold.

Last Aug Haines was cited for allowing drivers to use the luggage compartment as a sleeper berth.

The US Dept of Transportation also ordered North Carolina's United Tours to cease operations after finding it was an "imminent hazard" to public safety, partly for using nonqualified drivers.

AA 7-day \$5 hold fee

AMERICAN Airlines is allowing pax booking flights at aa.com the option of holding seats for seven days for a US\$5.00 charge.

MEANWHILE, passengers flying in AA's premium cabins will have access to the Samsung Galaxy Tab 10.1 Android platform tablet for entertainment from later this year on select transcontinental and international flights.

Travel industry gongs

TOURISM Australia's chief representative in China, Mrs May Tanglee, was awarded the Public Service Medal in yesterday's Queen's Birthday Honours list.

Shanghai-based Tanglee was cited for the development of the Aussie Specialist Program, fostering a strategic partnership with Visa in China and developing the incentive market.

Other gongs went to Marion McCall for service to aviation through the Australian Women Pilot's Association, and the late Leon Massoni from Portsea in Vic.

Hong Kong Air A380s

CHINA'S HNA Group will place an order for an unspecified number of Airbus A380s at the Paris Air Show next week for Hong Kong Airlines, *Bloomberg* is reporting.

TSAX backs trekkers

TRAVELSCENE American Express has announced its Gold Partner sponsorship of adventurers James Castrission and Justin James.

Better known as Cas and Jonesy, the pair plan to trek to the South Pole on skis alone this summer, becoming the youngest team to trace the expedition of Scott and Amudsen on its 100th anniversary.

TSAX is assisting by organising the pair's travel arrangements.

Worldhotels addition

INDEPENDENT hotel representative firm Worldhotels has added the 124-room four star Hotel du Fort in Montreal to its portfolio of global properties.

Fernandes tweet gong

AIRASIA ceo Tony Fernandes has been recognised as one of the '10 Most Creative People on Twitter' by FastCompany.com.

Twain to rock Vegas

CANADIAN country & western singing superstar Shania Twain will take up a two year residency at The Colosseum at Caesars Palace in Las Vegas from 01 Dec.

Tickets to Twains' Shania: Still the One concert are priced between \$US55 to \$US250.

Money

WELCOME to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US1.059

CURRENCY traders are hesitant about prospects for the world economy following the release yesterday of key economic data suggesting a slight slowdown in the key Chinese economy.

So far the negative sentiment hasn't affected the A\$ which continues to hover around the US\$1.05 mark.

There's also uncertainty about Europe, with ratings agency Standard and Poors cutting the official credit rating for Greece because the country appears not to be able to control its debt crisis despite repeated bailouts from the European union.

Meanwhile, airlines will be pleased to see the price of oil dropping back about 10%.

Wholesale rates this morning:

US	\$1.059
UK	£0.646
NZ	\$1.291
Euro	€0.734
Japan	¥84.57
China	¥6.71
South Africa	R7.09
Canada	\$1.027
Crude oil	US\$96.92

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50 Niue movie passes

THE Niue Tourism Office is giving a Village Cinema Movie pass to the first 50 agents who complete Niue's online training by 30 Jun - details niue@ptm.net.au.

Horan's claims dismissed by the DOT

ATTEMPTS by airline alliance and antitrust immunity expert Hubert Horan to have changes made to a number of terms in the now finalised Virgin Australia and Delta alliance (see page 2) have come to no fruition.

"We found nothing in the submissions of Mr Horan that would persuade us to reach a different result," the US Dept of Transportation said in its seven-page Final Order issued on Fri.

The DOT said Virgin and Delta will meet capacity commitments should DL operate 656 segments and VA operate 1,260 segments across the Pacific in the first two years of the alliance.

The authority ruled that Horan's comments about capacity terms were "without merit" as VA & DL operate B777s and possess few other aircraft capable of being deployed on transpacific routes.

"We agree with the applicants that the concerns raised by Mr Horan do not justify changing the tentative findings made...or

reaching a different conclusion on the merits of this application," the US transport regulator said.

Horan told *Travel Daily* that "as expected, DOT simply ignored all the issues I'd raised," such as the definition of *force majeure* event and public benefits.

"DL/VA in isolation is not a big deal one way or another.

"It is exactly the type of deal that the antitrust laws are designed to prevent, but it isn't a big enough deal to cause much harm," Horan said.

"My issue is the DOT's crude disregard for basic legal requirements or honest evidence, which affects other cases.

"The DOT held up this case for nine months by suddenly imposing rules that were wildly inconsistent with the rules from earlier cases," he added.

Horan alleges that the DOT came up with a "competitive analysis" that was "blatantly contradicted by the actual text of the capacity conditions."



AFTA UPDATE

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

I HOPE for those that got to celebrate the Queen's Birthday long weekend were able to take a little time out. No doubt, many travel agents and others in the travel industry had trouble doing this with the latest volcanic ash plume, far more local, causing disruption to people's travels.

While the problem appears to have been isolated to the southern states of Australia, it is clear that the knock on impacts will be felt for days. Fortunately, it would appear that the impacts are more domestically than internationally with little report of any trouble with international flights, but I am sure that travel agents have been once again called on to sort out the best solution for their clients during this problem. Good luck to all that have been caught up in this plume.

Also, hearts go out once again to our friends in New Zealand. Not only has NZ also been caught in the volcanic ash plume, but the latest reports from Christchurch don't look good. Let's hope this passes quickly and things in New Zealand can rebuild.

On the local industry front, I noticed recently that advertisements have appeared in *Travel Daily* for people with 457 working visas to join the travel industry. Today (Tuesday 14th June), AFTA will join with many other industry associations that represent businesses in the Personal Services category - this is the category that government puts travel within. A round table will take place with a range of industry associations, to discuss with the Trade Minister, Tourism Minister, Secretary of the Department of Prime Minister and Cabinet and a range of Shadow Ministers about the labour shortages in our sector and the need for a rethink on the way skilled immigrants can come to Australia and bolster the shortages we have for labour.

While the travel industry is clearly turning to these types of people, evidenced by the advertisements to have people already in Australia on working visa apply for jobs, it's hopeful that these talks will highlight the need for help in this area and a rethink on the policies that impact the way these visa arrangements work and the need to have more people available to the industry to fill many of the jobs currently vacant.



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- Karen Dumindin, SYDNEY NSW
- Elaine Johnson, HIGHTON VIC
- Emma Mitchell, KATOOMBA NSW
- Phillip Tran, FOOTSCRAY VIC
- Angela Trotter, YEPPON NSW
- Alison Dick, GEELONG VIC
- Sarah Johnson, STRATHPINE QLD
- Kelly Burlikowski, ALBANY WA
- Tara Perry, BROWNS PLAINS QLD
- Taryn Robinson, ENGADINE NSW
- Phillippa Pan, BONDI JUNCTION NSW
- Libby Harvey, STEPNEY SA
- Natalie Daniel, GLENELG SA
- Tyson Paulger, SUNNYBANK QLD
- Simon Zhang, PRESTON VIC
- Danni Kinsman, WILLETTON WA

Payments will be processed at the end of the month

Intrepid Inca permits

INTREPID Travel is guaranteeing Inca Trail Permits on all of its 40 tours to Machu Picchu, saying it's the "first global tour operator" to make such an offer.

In the event Intrepid is unable to attain permits it will offer a \$100 discount on any tour that includes its new Inca Quarry Trail trek as compensation.

The guarantee is only offered if no other tour operator is able to pre-purchase or bulk purchase Inca Trail permits.

Massive TG fleet order

THAI Airways International has confirmed plans for a major aircraft order (TD 21 Apr), including the purchase or leasing of six 777-300ERs, six 787-8 and two 787-9 Dreamliners, four A350-900s and 11 A320-200s.

The new 777s and the 787s are scheduled to be delivered from 2014, while the first of the A320s will be leased for delivery starting from next year.

The orders are expected to be placed at the Paris Air Show.

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DRW defence project

WORK has commenced on a new \$10m 'Defence of Darwin Experience' to commemorate the NT capital's contribution to Australia's military history.

Virgin team turns out for TIME



ABOVE: Virgin Australia showed its strong support for the Travel Industry Mentor Experience, with a full complement of DJ team members turning out at last week's TIME networking function at the Blu Hotel (TD Thu).

They're pictured here from left: Steven Hope, Melissa Train, Sally Ryan, John Kelly, Neil Robertson, Felicity La Terra and Jason Lucas.

Events centre for NZ

NEW Zealand prime minister John Key has announced plans for a new 3500-seat national convention centre in Auckland.

He said that "an international-sized convention centre is essential for New Zealand to tap into the growing market of high value business visitors that we are currently missing out on".

The project will be developed in partnership with listed hotel and casino operator SkyCity, which will fund the estimated \$350 million cost of the project.

SkyCity has also asked the government to "consider some alterations to gambling regulations and legislation," Key said, but any changes would be subject to a "full public submission process".

It's estimated that 183,000 delegates will be attracted to the new facility each year, with the convention centre scheduled to open in Jan 2015.

Qld events boost

THE Queensland govt has more than doubled the funding for Events Queensland, with an \$83m increase giving the organisation \$157m over 4 years - rising to \$175m with the V8 Supercars included under the Events Qld umbrella for the first time.

Further budget details will be made public later today, but the events boost has been welcomed by TTF Australia, with ceo John Lee saying it was a "recognition of the value that events deliver".

Can you hold tune? Shake your tail feather? Love to perform? Here's your chance to appear on stage in Thailand's famous Tiffany's Show, Pattaya.

Throughout the month of June, **Travel Daily**, **Tourism Authority of Thailand**, **Thai Airways International**, **Siam Hotels and Resorts** and **Tiffany's Show** invite travel consultants to join us for a once in a lifetime "Queen for a Day" experience.

Send your audition video and you could join our group on a special famil trip to Thailand that includes flights with THAI, 5 nights courtesy Siam Hotels & Resorts (two in Bangkok & three in Pattaya) and a makeover, dress up and performance at the famous Tiffany Cabaret Show in Pattaya.

To enter, simply send in an audition to the Tiffany Show as a short video clip of yourself (30sec-1min, .mov or .wmv file) lip syncing to your favourite song. You can use props and/or dress up if you wish.

All the clips will be uploaded to **Travel Daily's** YouTube page. At the end of the month five winners (a representative from NSW, VIC/TAS, WA, QLD/NT and SA) will be chosen by the judging panel..... and one additional.....as voted by the industry.

So grab your video camera or mobile phone and release your inner performer!

Send your entries to:

tiffanysaudition@traveldaily.com.au

Click here for more information



American Airlines®

Sales Development & Distribution Manager – AU/NZ

American Airlines is looking for a dynamic travel professional to join its team based in Sydney.

This diverse role will see the successful applicant responsible for maximizing AA's revenue in both Australia & New Zealand through all distribution channels. The role also encompasses responsibility for the local account management of our global and regional corporate customers, and the alignment of local sales initiatives with those of our partner carriers.

The successful candidate will possess the following skills and attributes:

- Detailed knowledge and understanding of AU & NZ travel distribution
- Ability to analyse the competitive landscape and formulate fare initiatives
- Exceptional communication and presentation skills
- Results driven and self motivated
- Desire to work and thrive in a small team environment
- Willingness to travel (domestic and international)

To apply, please send your resume to michael.fletcher@aa.com

Applications close on **Wednesday 22 June, 2011**

**WIN A \$100
kikki.K GIFT CARD**

Trip has just turned two and as always, agents get the rewards!

To celebrate Trip has partnered with the **Singapore Tourism Board** to give you the opportunity to win a \$100 kikki.K gift card.

For your chance to win, be the first retail consultant to send in the correct answer to today's question below to: kikki.k@traveldaily.com.au

**Name two current
bonus Trip point offers
including the
destinations and their
bonus point values**

[Click here for terms & conditions](#)



Opera under the Stars

BROOME & The Kimberley Holidays has released a package which includes four nights accom, transfers and tickets to Opera Under the Stars at the Cable Beach Amphitheatre in Broome.

The gala event is being held on the night of 27 Aug.

Deals are priced from \$599ppts based at the Oaks Broome, with upgrades to other hotels offered.

MyRide Dash active

PERISHER in the NSW Snowy Mountains has switched on its 'MyRide Dashboard' program which allows skiers and boarders to track vertical metres covered, lifts ridden and most recent runs.

The interactive program is free to log onto - see perisher.com.au.

SQ Transaero c'share

SINGAPORE Airlines and Russia's Transaero have requested permission to codeshare between Houston-Moscow with the DOT.

Taste of WA in Sydney

THE Wine Industry Assoc. of WA is holding a 'Taste of Western Australia' showcase in Sydney at the Sofitel Sydney Wentworth from 5:30pm on 21 Jun.

The event aims to showcase WA as a premium wine producer and premium travel destination.

Places are limited, with tickets priced at \$35pp and Masterclasses \$15pp each - winewa.asn.au.



Brochures of the Week

WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to brochures@traveldaily.com.au. And don't forget our **FREE brochure listing service** at www.traveldaily.com.au/brochures.*



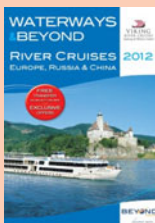
Adventure World - Islands 2011/12

This brochure showcases Adventure World's unique range of itineraries and destinations in the South Pacific, including Papua New Guinea, Niue, Tonga and the Solomon Islands along with popular holiday spots such as Fiji, Vanuatu, Tahiti, the Cook Islands and New Caledonia. The brochure also features wedding advice, top team picks and year-round temperature guides.



Broome and the Kimberley - Western Australia 11/12

This new look brochure has more than 100 pages of Luxury, Adventure and Great Value packages from the WA experts, Broome and the Kimberley Holidays. New for this year is the 'Essentials' offering of holidays based on four night mini-stays in destinations such as Margaret River, Monkey Mia, Ningaloo Reef, Perth and Kalgoorlie - see www.broomekimberley.com.au.



Beyond Travel - Waterways and Beyond 2012

Beyond Travel's cruise brochure for 2012 includes four new Viking River Cruises river cruising ships specially designed for Europe, while the strong A\$ sees Beyond also offering savings of up to 15% on 2011 brochure prices. Earlybird savings of up to \$4,000 per couple are available for bookings made until 31 Jul, with Beyond also offering a range of extras including exclusive free private vehicle transfers on many voyages - 1300 363 554.

Spa buyers invited

AUSTRALIAN travel buyers are being invited to register to attend the new itSpa "global spa and wellness travel expo" which will debut in Istanbul in Feb 2012.

Buyer packages lead in at \$1020 including flights, accommodation and meals - see www.itspa.com.

QR cargo purchase

QATAR Airways has announced the acquisition of a 35% stake in Luxembourg-based Cargolux.

QR ceo Akbar Al Baker said the deal would see the carrier significantly expand its cargo offerings, to develop Qatar as a "leading global cargo hub".

**Business Development Manager
St Kilda, Melbourne**

- * **Attractive salary \$55,000 + on target bonus!**
- * **Training, travel benefits & more!**



Cover-More Insurance currently has a F/T vacancy for a **Business Development Manager** to handle the promotion and sales of Travel Insurance products in St Kilda in Melbourne while at the same time ensuring the sales process complies with company guidelines.

A key part of this role is to **maintain relationships with our customer base** while endeavouring to **expand and establish new opportunities**.

The successful candidates will receive an **attractive salary circa \$55,000 + super**, plus benefits including **performance recognition awards, discounted gym memberships and free travel insurance** for permanent employees.



ApplyNow.com.au/Job25245
Apply Online or Call 1300 366 573

**Reporting Analyst & Systems Analyst
Sydney, NSW**

- * **Competitive remuneration + incentives!**
- * **Receive a host of outstanding benefits!**



Due to continued growth, *Flight Centre Limited's Global Product (FCGP)* has an exciting opportunity for a **Reporting Analyst** and a **Systems Analyst** to be based at their Sydney Head Office.

Reporting to the FCGP Operations Leader, the primary aim of these roles is to **provide FCGP and its internal & external partners with reporting and system expertise** across all areas of business. To be considered for these positions, you will need a sound knowledge in Calypso.

As a highly valued *Flight Centre Limited* employee you'll enjoy a competitive remuneration circa **\$60,000-\$65,000 + super for the Reporting Analyst** and **\$65,000-\$70,000 + super for the System Analyst** plus incentives! You'll also receive great benefits including **discount travel benefits, free health consultations and global career advancement opportunities!**



ApplyNow.com.au/Job24147
Apply Online or Call 1300 366 573

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Hunting for New Opportunities?

Set your sights on these great positions



Hot Jobs (Australia) - June 2011

Sydney – 02 9231 6444 – nswjobs@tmsap.com
Melbourne – 03 9602 1809 – vicjobs@tmsap.com
Brisbane – 07 3221 9916 – qldjobs@tmsap.com

Adelaide & Perth – 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 02 9231 6444 – sally@tmsap.com

Temp or Contract Executive – Alex
– Sally Frape

JOB OF THE WEEK!



Market Manager, New Zealand – Online Travel

- NZ based role, flexible location
- Established portfolio of travel brands
- Adventurous role with genuine career path

Global online powerhouse seeking an experienced product and inventory specialist for their stock of brands. This is a part procurement, part product role that requires you to wear many hats to oversee the contracting marketing and supplier facing side of their growing business. To be successful for this role you will come from a hotel sourcing, online web marketing company or airline background. Challenge yourself!



**BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN**

Contact Fujio Shibata at TMS Asia Pacific T: 02 9231 6444 E: fujio@tmsap.com

Multi Corporate Travel Consultants x 4 – North Sydney CBD Novice Domestic Corporate Travel Consultants x 2

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end international and domestic travel management for corporations. This is a great opportunity for a experienced retail or domestic (can be less than 12 months) corporate/ retail consultants. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

Contact Brendan Grant T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Restaurant Supervisors & Assistant Managers – Sydney Central Harbour West

- New opening restaurant, modern concept
- Fashionable location, great benefits, top working environment

Celebrating the opening of Sydney's newest hip restaurant concept, we are seeking managers and supervisors of bistros, bars and hat restaurants. Launching in the fashionable village harbour district, we anticipate an opening in the next 3 months to a red carpet status of grand proportions! If you have experience in a high volume or demanding fine dining environment we want to hear from you. Enquiries on email should be sent to the below, only qualified applicants should expect a call back.

Contact Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com

Corporate Account Manager - Sydney

- Great Salary package with benefits
- Career progression with overseas options

A large and established travel company is seeking a sensational and dynamic Account Manager. This company has a wide portfolio of clients including top companies, major global brand names and government. You will be responsible for developing and implementing strategies to nurture and grow the business and be great at client relationship building.

Contact Brendan Grant T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Hotel Business Development Manager – Sydney

Holding a unique place in the hotel world, this well recognized company is one of the trendsetters in the lodging industry with unique location! We are on the hunt for a talented business development manager who is ready for taking on a bigger portfolio and responsibility across their chosen sector. Ideally you will have contacts in place from your Sydney network and have had at least one year experience as either a BDE or BDM in a 4 or 5 star brand. Working for a fantastic DOSM who is well respected in the market. If you are up for a challenge and looking to build on your career send your cv!

Contact Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com



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Quality recruitment for the travel and
hospitality industries in Asia Pacific



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Partners in DXB UK USA



NOW IS A GREAT TIME TO CONSIDER YOUR CAREER OPTIONS

WHERE IS YOUR CAREER TAKING YOU?

**GENERAL MANAGEMENT / DIRECTOR LEVEL ROLES
SINGAPORE / HONG KONG – LOCAL SALARY PACKAGES**

Is your management career taking you places? It could be taking you to the hub of Asia if you're an ambitious Executive with proven experience within a large organization, and the ability to relocate. Skills currently in demand include high level Sales, Corporate Account Management and online distribution.

Put yourself in line for a great career path with a global organization and watch your career take off.

ENGAGE YOUR SENIOR TALENTS HERE

**GENERAL MANAGER – CONTRACTING
BRISBANE - SALARY PACKAGE TO \$95k +**

This integral part of the business will see you involved in all contracting functions including negotiation of allotments, rates, setting pricing strategies and implementing campaigns for exclusive deals within the market at certain times of the year. You will be an inspirational leader who can demonstrate a sound knowledge of wholesale contracting particularly in the domestic market.

HIGHLIGHT YOUR MANAGEMENT SKILLS

**MANAGING DIRECTOR
SYDNEY – SALARY PACKAGE TO \$185K**

If you're capable of providing strategic direction, development and management of a business, ensuring sales targets and overhead budgets are achieved to deliver profits, bring your talents to this large organization and watch your career take flight. If you're an inspirational leader within the travel industry with experience in overseeing all facets of a business please call our Executive team for a confidential discussion about this role.

RIDE THE WAVE OF CORPORATE GROWTH

**CORPORATE SALES MANAGERS
** ALL STATES ** – SALARY PACKAGES OTE \$120K++**

If you thrive in corporate sales and have a track record of success in finding & winning new business you could be doing it with one of the leading Brands in the industry. We're looking for exceptional talent to join this exceptional organization which is growing. You must be a well presented, dynamic and highly motivated individual who is driven by career development, brand quality, and financial gain.

THE BEAUTY IN EVENT MANAGEMENT

**TRAVEL MANAGER
MELBOURNE – SALARY PACKAGE \$60k**

Join this successful organisation in the events and group space where you will be responsible for managing their in-house travel desk. With your experience you will be able to process group flights, add in pre & post touring requirements and juggle a busy workload. This senior role is sure to impress those looking for a challenge and a unique role. A great opportunity to join a market leader. Events Pro required if possible.

MORE THAN JUST A SALES REP, THIS IS A CAREER

**SALES EXECUTIVE - INDUSTRY
SYDNEY – SALARY PACKAGE OTE \$90k**

If you fit the profile of a "hunter" and love working in sales developing new relationships and winning new business, you'll love this new sales role working with one of the biggest providers of technology solutions to the industry worldwide. If you're looking for direction and progression in your career this organization will offer you long term options, along with fantastic remuneration and incentives.

PROMOTE THESE ELEGANT PRODUCTS

**BUSINESS DEVELOPMENT MANAGER – RETAIL MARKET
PERTH & MELBOURNE - PACKAGES TO \$60k + CAR + BONUS**

Searching for a new challenge? With 2 great new roles on the market you won't want to miss out. You must be able to follow a monthly call cycle and present to agents with your friendly and outgoing personality. With your love of being on the road you will know how to service the retail agency market and provide support to them. This sales focused role is incentivised on reaching targets and achieving sales.

BE THE HERO WITH YOUR CLIENT RELATIONS

**CLIENT RELATIONSHIP MANAGER
MELBOURNE – SALARY PACKAGE OTE \$80k**

Don't let this fabulous CRM role pass you by. Working for a global brand name you will be effective in your ability to service clients with impeccable standards delivering over and above their expectations. Your knowledge of corporate travel account management strategies will be highly beneficial along with your negotiation skills and track record in account growth and retention.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR

Ph: 02 9231 1299

Linda Green
NSW & ACT

Ph: 02 9231 2825

Carmen Pugh
OLD & NT

Ph: 07 3229 9600

Kathryn Heberton
VIC, SA, WA

Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com

It's a new dawn for Ayers Rock Resort...

We are pleased to advise that Ayers Rock Resort and Longitude 131° are now owned by the Indigenous Land Corporation (ILC).

Under the new owners, Voyages Indigenous Tourism Australia will operate Ayers Rock Resort and Longitude 131° as a world-class resort, offering authentic travel and cultural experiences, with all profits going towards supporting the ILC's Indigenous programs across Australia.

We are excited about the future and want to extend a warm welcome to our travel industry colleagues.



RED HOT travel industry offer 2 Nights Accommodation

\$139

 per person
twin share*

Inclusions:

- 2 nights accommodation in a Standard Room at your choice of either Desert Gardens Hotel or Sails in the Desert Hotel
- Full buffet breakfast daily
- Return Ayers Rock Airport transfers
- Complimentary use of the resort shuttle

For reservations contact the Voyages Travel Centre on 1 300 134 044 or
email travel@voyages.com.au