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# Travel Daily

First with the news

Wednesday 12th October 2011

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## Ubid US, UK content

**ACCOMMODATION** auction site Ubid4rooms.com has signalled global expansion plans to North America and the United Kingdom.

The Australian firm yesterday revealed talks with partners in both regions were progressing well, saying: "There might also be some exciting news abroad, as our talks with some contacts in the States and the UK are looking positive so far."

The bidding site has also begun adding holiday homes to its offering and is looking to feature holiday park and motor home operators in the future.

## SeaLink revenue up 7.2%

**THE** acquisition of Townsville-based Sunferries last year (**TD** 29 Mar) saw the SeaLink Travel Group boost turnover 7.2% to \$65 million for the year to 30 Jun, according to the company's latest financial statements.

Total profit was \$5.5m, down about 11% on the previous year, because of reduced overseas visitation and the removal of some key retail packages in 2011 "which were not replaced with other products generating similar margins".

The figures don't include any contribution from the purchase of Captain Cook Cruises (**TD** 22 Jul), but confirm that the \$30m deal will be funded by debt.

SeaLink has also just sold its NZ operations, operating Auckland

ferry services, to NZ investment firm Lyncroft Properties.

It's understood that SeaLink was positioning itself for a share market float, but this has now been postponed, according to today's *Financial Review*.

Chairman Giuliano Ursini is quoted as saying the sale of the NZ business is to "prepare ourselves for further acquisitions".

## SIA Scoot plans

**FURTHER** details are emerging of the planned Singapore Airlines low-cost long-haul offshoot (**TD** 25 May), with tender documents released in Singapore this week indicating plans for it to have four 777 aircraft in service by Jul 2012, building to 14 by mid-2016.

Australia is also one of the first destinations mooted for the operation, expected to be named Scoot, along with New Zealand, North Asia, Europe, India and the Middle East.

The *Straits Times* also claims the new carrier will offer the ability for passengers to pay for in-flight internet access.

## Nine pages of news

**Travel Daily** today has nine pages of news and photos, plus full pages from: (**click**)

- AA Appointments jobs
- AA Appointments temp jobs
- inPlace Recruitment jobs
- Creative Holidays

\*\*\*\*\*  
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## Outrigger Surfers purchase

THE Holiday Inn on the Gold Coast is set to be rebranded as Outrigger Surfers Paradise, after Hawaii-based Outrigger bought the property's management rights from the receivers of the collapsed Raptis Group.

The purchase of the 414-room

property is a "major show of confidence" in the Gold Coast tourism industry, according to Outrigger regional gm Grant James.

"The Gold Coast has fared much better than other regions in Queensland," he said, based on strong performance at Outrigger's Coolangatta property.

The addition of Outrigger Surfers Paradise almost doubles the firm's Australian room numbers, with four properties totalling almost 1000 rooms.

### Jetstar Japan ceo

JETSTAR Group chief executive officer Bruce Buchanan yesterday announced the appointment of Ms Miyuki Suzuki as the ceo of the Qantas off-shoot, Jetstar Japan.

Suzuki has held senior roles at a number of multinational firms in Asia, and will start in the new role from 01 Dec 2011.

The Board of the new low-cost carrier also took receipt of its first round of funding from its backers - Japan Airlines, Mitsubishi Corp. and Qantas (Jetstar) Group - on Fri, which have committed up to ¥12 billion (AU\$157 million) in the fledgling.

Buchanan said the response for the planned domestic operation of JQ Japan, due to launch by late 2012, has been "tremendous."R

### RCI bring Shrek to Oz

ROYAL Caribbean Int'l has announced the extension of its on-board Dreamworks Experience to *Voyager of the Seas*, which will visit Australia next year.

CEO Adam Goldstein made the announcement in Shanghai overnight, with *Voyager* being the fifth RCI ship to feature characters from *Shrek* and *Kung Fu Panda*.

*Voyager's* inaugural Australian season will commence 05 Nov 2012 in Perth, followed by a series of 14-18 night cruises ex Sydney to the South Pacific and NZ.

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More Info

## Preferred guide out

**PREFERRED** Hotel Group has launched a new 'Destination Guide' showcasing its two luxury portfolios - Preferred Hotels & Resorts and Preferred Boutique. The 2011-12 Destination Guide features more than 380 upmarket properties in 58 countries, highlighting features such as golf, spa, eco- and pet-friendliness, and will be available in more than 72,000 rooms globally - see [www.preferredhotelgroup.com](http://www.preferredhotelgroup.com).

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## New QF int'l reissue policy

**QANTAS** has released an updated International Ticket Reissue Policy, which includes a new prohibition on reissuing Public Fares to Nett fare levels. Details have been posted on the carrier's travel agent website, with Qantas saying the new policy document also aims to simplify interpretation and improve usability for its travel industry partners, with new definitions and consistent wording.

Under the revised policy, reissue of Qantas international tickets can be to any Qantas fare (or QF/BA on JSA routes) in any tariff, including QF Domestic Fares,

unless specifically prohibited by the fare rule.

If the ticket being reissued is under Public Fare tariff rules for fully-interlinable fares, the reissue can also be to any fare in any tariff for another carrier.

However "Qantas International Public Fares cannot be reissued to Qantas Nett Fares, including Qantas Private Fares and tickets issued via Nett Remit at any time," the document says.

Qantas said the new approach "provides transparency and a consistent process for all customers regardless of fare type or distribution".

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## Window Seat

**TAJ** Hotels has just opened what must be the ultimate hotel room for car aficionados.

Taj's five-star 51 Buckingham Gate property in London now features a special Jaguar Suite.

Created in collaboration with the carmaker's chief designer, Ian Callum, the two-bedroom suite is influenced by "iconic as well as future Jags, including the 1960s E-Type and the C-X75 concept," according to motoring website [autoevolution.com](http://autoevolution.com).

You also get a chauffeur-driven Jaguar XJ during your stay, which is a snap at just £5100 per night - including breakfast.

**A UNIQUE** new tourism campaign launched in Iceland this week will see the country's citizens invite visitors into their own homes to have an authentic destination experience.

The move was announced in a "momentous speech" by the country's president, Olafur Ragnar Grimsson, who's leading the way by inviting tourists to his house for pancakes, whipped cream and rhubarb jam.

It's the latest stage in the international *Inspired by Iceland* campaign, which is claimed to have turned around the country's tourism industry after last year's ash cloud.

"We want visitors to our country to become Icelanders," said Tourism Minister Katrin Juliusdottir, with arrivals urged to view open home invitations at [www.inspiredbyiceland.com](http://www.inspiredbyiceland.com) to "plan their adventures".

**china** **vietnam** **india**

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## AW Africa program

**ADVENTURE** World has rolled out its 100+ page Africa 2012 program packed with 19 new products including a junior ranger safari in Tanzania and Sanctuary Retreats in Botswana.

GM product & marketing Neil Rodgers said Africa continues to be a popular destination for AW, "with an increase in interest across all products."

Unique experiences such as hot air ballooning over the Serengeti, lion walks, trips on the Zambezi Queen Houseboat & interactions with cheetah & leopard in Okonjima in Namibia are also available.

The brochure also features Mauritius, Reunion, Seychelles and Madagascar content.

## Nobbys visitors OK

**NEWCASTLE's** historical Nobbys Lighthouse has opened its doors to the public for the first time, on the 1st and 3rd Sun of each month, between 10am-4pm.

## Fares 1 course in Syd

**AUSTRALIAN** Pacific Travel & Tourism has scheduled a face-to-face five-day Fares1 course for travel industry personnel in Jan due to popular demand.

The course is priced at \$995pp plus \$165 for textbooks, and runs between 16-20 Jan 2012.

Corporate rates for more than one staff member attending the same course are on offer - for bookings and more info phone Pam Segal on (02) 8288 8139.

## UAE cruise bargain

**CRUISEAGENTS** is offering price reductions of up to 60% on a 10 day Middle East package that includes a seven-night cruise on *MSC Lirica* sailing from Dubai on select dates in Nov, Feb and Mar.

The deal, which is priced at \$2,499pp when booked by 17 Nov, includes V Australia flights to Abu Dhabi from SYD or MEL and two nights at the Fairmont Bab Al Bahr hotel in AUH - 1300 558 864.

## HA,VA going private

**HAWAIIAN** Airlines has called for "confidential treatment" on a range of aspects covering its planned codeshare partnership with V Australia (**TD** 29 Sep).

Last month Hawaiian advised US authorities it wants to permit the VA code on Australia-Honolulu flights, as well as on interisland services and to destinations in mainland USA & other countries.

The carrier said the info it wants to protect from public eyes was "confidential and competitively sensitive", such as how its codeshare inventory with VA will be managed and priced in the commercial relationship.

It also wants info on payments for taxes, insurance coverage, executive staff contact details and accounting procedures left out of the public domain.

HA told the US Department of Transportation overnight that the release of details to the public may cause it "competitive injury".

## Globus ups Europe

**GLOBUS'** just released 2012 Europe & Britain brochure has 10 new tours among 70 itinerary options, including a 15-day Best of Turkey with Six-Night Greek Cruise and an eight-day European Highlights tour.

Details at [www.globus.com.au](http://www.globus.com.au).

## No insurance for Bali drink spiking victim

**AN** Australian woman has been poisoned after drinking an adulterated cocktail at a restaurant on her last night of a holiday in Bali last month.

It's believed that the 25 year old suffered brain damage and kidney failure due to the drink containing methanol, and was taken off her departing plane at Denpasar airport after collapsing.

Her family has reportedly spent more than \$45,000 repatriating her to a hospital in Darwin because she did not have travel insurance.



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# Royal treatment from Taj



**ABOVE:** Taj Hotels and Resorts yesterday showcased its 93 properties across the globe during a delicious Indian luncheon at the Blue Hotel Sydney.

Regional sales director, Thushara Liyanarachchi, highlighted the group's 77 hotels in India, as well as 16 luxury properties in key cities across the globe including Sydney, New York, San Francisco, Boston, London, Cape Town and the Maldives.

The fast expanding hotelier, owned by Indian conglomerate the Tata Group, is also set to open a new hotel in Marrakech, Morocco next month, with other additions over the next year or two including Taj Hotels in Johannesburg, South Africa; Doha

in Qatar; on Dubai's Palm Island; as well as in Phuket and China.

Along with the top-line Taj Palaces, the group operates "affordable luxury" properties under the Vivanta and Gateway brands - and even has a fleet of private jets.

Taj also operates a "safari trail" showcasing Indian wildlife experiences in partnership with African operator &Beyond - formerly known as CC Africa.

**Pictured** above from left at yesterday's Blue Hotel event are Taj regional director of sales for Australia and NZ, Thushara Liyanarachchi; Blue Sydney general manager Sanjay Muashankar; and Indian Consul-General, Amit Dasgupta.

## CTC expanding focus

**THE** Canadian government has created a new integrated strategy for tourism that will see the Canadian Tourism Commission promote previously untapped opportunities for the country.

New tourism focuses include branding Canada as a destination for culinary excellence and boost supply & marketing of Aboriginal cultural tourism experiences.

Other initiatives incl extending the 'Welcome to Canada' program at Toronto, Ottawa, Edmonton and Vancouver airport arrival's halls, promoting tourism products at visa application centres, and promoting Atlantic Canada as a leisure destination.

## Rail Europe discounts

**RAIL** Europe is offering one free day's travel on Eurail Select Passes and 20% off France Rail Passes as part of a European Spring sale.

Discounts are also available on London Passes, when booked by 30 Nov, and Eurostar fares when sold before 13 Nov.

## CA links PEK-OKA

**AIR** China will make Okinawa its 8th Japanese destination when it launches a new twice weekly service to the city from Beijing, effective 11 Jan, using B737-800s.

## SAT ready for Fashion

**SOUTH** African Tourism says the eyes of the fashion world will be fixed on South Africa next week for the African Fashion Week being held in Sandton Convention Centre, Johannesburg.

"Africa Fashion Week gives us a platform to showcase our destination and its unique fashion aesthetic to a world of stylish, trendsetting travellers and people," said SAT country manager, Lalie Ngozi.

The event runs from 20-23 Oct.

 **Supplier Updates**

**WELCOME** to *Supplier Updates*, *Travel Daily's* new regular feature.

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## Huge LAN giveaway

LAN Airlines has “done an Oprah,” by spontaneously giving airline tickets to every customer eating in a New York restaurant.

Diners at the Nuela eatery in Manhattan’s Flatiron District last Thu night were surprised with vouchers for a free round-trip flight to Santiago, as part of an ‘Only in South America’ promo.

There was mass hysteria when LAN flight attendants entered the restaurant and told the 200 or so guests to look under their tables, where they found the tickets.

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## Europe travel push

A NEW agreement has been signed between the European Commission and the European Travel Commission, with a Joint Declaration laying out the basis for “strengthening the image and promotion of ‘Destination Europe’.

The move outlines six key areas of collaboration for EU member state tourism organisations including joint promotion in long-haul markets, the use of a ‘Europe - a never ending journey’ brand and the creation of inter-country cultural routes.

## WhiteKnightTwo helps space station taxi

THE WhiteKnightTwo space vehicle, which will be used to help launch Virgin Galactic space tourists into orbit, is also set to be part of a NASA project to ferry astronauts to the International Space Station.

The actual space vehicle to be used is the seven-seater ‘Dream Chaser’ space plane made by Sierra Nevada Corp, which will undergo an unmanned test flight next year carried by the Virgin Galactic launch aircraft.

The final Space Shuttle flight earlier this year means NASA is looking for alternative ways to get astronauts into space, with expensive Russian launches currently the only option.

## TD proves a hit fashion accessory

RIGHT: Pamela Pavitt, Business and Marketing Manager of Bayview Travel (pictured left) had her trusty *Travel Daily* umbrella with her at an Orion Expedition Cruises luncheon last week.

The Ladies Day Lunch@ Zinc Restaurant in Melbourne was in celebration of the racing carnival, but the fashion accessory of choice became the umbrella.

“I had with me my trusty Travel Daily umbrella (which living in Melbourne, becomes a necessary fashion accessory as you never know when it is going to rain!).

Pictured with Pavitt are: Pat Craig, Craigs Travel Service; Kim Salter, Travel Managers and Prue Stirling, Orion Expedition Cruises.



## AS adds new routes

ALASKA Airlines is launching a new nonstop daily service from Seattle to Kansas City from 12 Mar, and a new seasonal Portland to Palm Springs and onto San Jose flight from 17 Feb 2012.

## New Travelport deal

TRAVELPORT has today announced a new content agreement with online hotel solution provider FastBooking, which will see the group’s client properties bookable on the new commissionable “ground breaking hotel booking tool” at [travelportroomsandmore.com](http://travelportroomsandmore.com).



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**GLOBUS**





## 8Hotels Potts Point

**8HOTELS** has expanded its local portfolio with the signing of a long-term operating agreement with the Regents Court Hotel in Potts Point, Sydney.

## Maxim's Shamwari lowdown



**MAXIM** Travel sent its team to South Africa recently for its annual staff conference, where the group was updated on the company's performance and its initiatives and innovations for the next 12 months.

Highlights of the conference, which was held at the Shamwari Game Reserve in South Africa included a visit to the Isipho Children's HIV/Aids Orphanage in Paterson South Africa.

The team gave gifts to the children and took them out to lunch at Addo Elephant Reserve before Maxim Travel donated \$5,000 to the orphanage.

Chris Goddard, MD said the conference was the most successful ever for the firm which has given staff and management a new perspective on the "things that matter".

**Pictured** is the team from Maxim Travel about to head out on a game drive, back row from left are: Dan Spencer, Matthew Inman, Mikael Hallin, Alex Whelan, Joanne Cranston, Hai Duong.

Middle: Janine Almada, Dianne Alster, Rebecca Dimmer and Claudia Degrassi.

Front: Sally Kiely, Jonna Cordova, Tammy Savill, Chris Goddard, MD; Kristine Chippendale, Qantas.

## Freedom hits big seas

**ROYAL** Caribbean Int'l says its 3,634-passenger *Freedom of the Seas* vessel sustained damage to public areas and guest rooms on Sunday after encountering heavy seas outside its Florida hub.

"The ship experienced wind speeds more than three times what was forecasted," RCI said in a statement, that resulted in "severe ship movement."

The incident saw the cruise line offer pax a shipboard credit of up to US\$500 (depending on their cabin/suite type), and a 50% discount on a future cruise offered to those whose cabins received water damage.

## Mobile City Guide app

**TRIPADVISOR** has launched free Mobile City Guides on 20 popular world cities, including Sydney as its only Aussie city, for Android-enabled smartphone users.

See [tripadvisor.com/mobile](http://tripadvisor.com/mobile).

## Shenzen St Regis

**STARWOOD** Hotels & Resorts is to open the St Regis Shenzen in late 2011 occupying the top 28 floors of the world's eighth tallest building, the Kingkey building.

The Chinese property will offer 297 rooms & suites along with a wine bar on the 100th floor.

## Mantra Qld sales up

**MANTRA** Group achieved a 3.74% increase in revenue per available room over the last 12 months in the Qld leisure market.

A 3.9% rise in accom bookings in Qld has been attributed to the marketing campaign with Mantra Ambassador Pat Rafter and the resurgence in leisure travel to the Sunshine State.

Two properties were also added to Mantra's portfolio during the period - Peppers Broadbeach and Breakfree Rainbow Shores.

"Queensland, after all its challenges, has certainly returned to being a holiday destination of choice for Australians," said Mantra ceo Bob East.

## Creative ditch Planet

**CREATIVE** Holidays has ended its long-standing partnership with destination guide Lonely Planet, the wholesaler has confirmed.

Creative had used Lonely Planet content throughout its range of brochures for the past few years but is now phasing in TripAdvisor reviews (**TD** 31 Aug).

## Solomon Air to PNG

**SOLOMON** Airlines will launch a new four times weekly service between Honiara and Port Moresby, PNG from 14 Nov.

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Melbourne

Air Mauritius, an international airline, operating out of its base in Mauritius has an exciting and challenging position for its office in Melbourne.

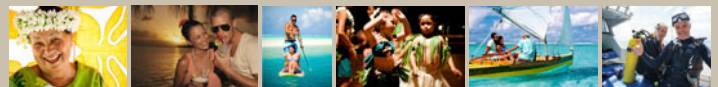
A detailed job description is available on the Air Mauritius website <http://www.airmauriti.us.com/vacancies.htm>

An application form can be downloaded at <http://www.airmauriti.us.com/aboutus/mkexternalvacancy.pdf>

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## Accommodation Updates

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



Accor has welcomed the newly rebadged **Mercure Canberra** (formally the Ainslie and Olims Hotel) to its portfolio and is currently in the middle of an \$8 million upgrade program. The 128 room Hotel has had all of the standard rooms fitted out with new bathrooms, paint, furnishings and fittings. The entry and foyer have been completely refurbished and given an 'early Australian' theme, and a new restaurant has been launched to complement the Bistro.



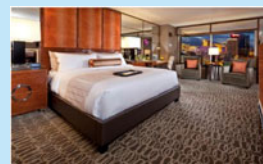
**Sheraton Mirage Resort and Spa Gold Coast** has commenced a \$20 million full refurbishment with the plan to see the new hotel rooms starting from 43sqm, offering Sheraton Sweet Sleeper beds, flat screen TVs and more. The 293 rooms are set to be completed by Apr 2012 after the transformation of the street frontage, entry, lobby area, pool furnishings, lifts & reception which are planned to be finished in Dec.



**Sheraton Keauhou Bay Resort and Spa** has announced that its \$15 million soft goods renovation will be completed by 01 Jun 2012. The refurb includes new furniture in the dining venues, guest rooms and common areas, an increase in vegetation around the property as well as new paint, artwork and carpeting. Also a number of complimentary activities have been added including lei making, tennis, Zumba, movie nights and the all new Haleo Luau dinner and show.



**Seabreeze Resort Samoa** has re-opened after a refurbishment following the 2009 tsunami in the region that devastated the resort. The new resort has been designed for couples with just 12 bungalows set amongst tropical gardens. Wedding parties can also choose to book out the entire boutique resort. In the reconstruction the restaurant has been rebuilt 50% bigger and the pool bar is proving popular.



**MGM Grand** in Las Vegas has revealed the designs for its new rooms and suites during its \$160 million remodel that includes all 3570 rooms and 642 suites in the hotel's main tower. The redesigned rooms will offer comfortable and functional spaces and are expected to be complete by the end of Nov 2011 while the extended renovations are scheduled to be finished by Sep 2012.

## FJ suspends insider

**AIR** Pacific has suspended one of its employees who it alleges leaked confidential documents, including "sensitive financial and commercial documents."

## Get ready for the tourism wave

**THERE** will be around two billion more middle-class consumers around the world by 2030, with the expansion set to significantly boost global tourism.

That's one of the predictions of the London-based World Travel & Tourism Council, which says Australia is well-placed to benefit from the boom, much of which will come from China and India.

WTTC ceo David Scowsill, who's one of the keynote speakers at tomorrow's Tourism Australia *Directions* conference in Canberra, told **TD** that Australia is currently the seventh biggest travel and tourism economy in the world, and the organisation is forecasting that won't change.

He also said that despite the debate about the effect of the strong Australian dollar on inbound visitation, the WTTC is seeing "no material impact" in numbers due to the currency.

The WTTC also believes that

there's significant potential for Australia in the traditional markets of the UK, Europe and USA, despite the current short-term impact of the "recessionary environment" in their economies.

The British government's punitive Air Passenger Duty is also having a strong effect on depressing demand out of the UK, Scowsill confirmed.

Scowsill said he's looking forward to his whirlwind visit to Australia for the conference, with his career including a significant part in creating the first Joint Services Agreement between Qantas and British Airways when he was in a former role with BA - meaning he'll be able to renew his acquaintance with former Qantas ceo and now Tourism Australia gm Geoff Dixon.

See tomorrow's **TD** for all the action from the Tourism Australia conference in the Great Hall at Parliament House, Canberra.



### RETAIL SALES CONSULTANT (FULL TIME)

Air Niugini, the national airline of Papua New Guinea is looking for an experienced person for the above mentioned vacancy in our Brisbane office. This is a full time position requiring an immediate start.

The successful applicants must have extensive airline experience in reservations and ticketing, possess strong organisational skills, be adaptable and work well under pressure. This role is full time and requires flexibility to work on rostered Saturday Morning on a rotational basis.

#### KEY REQUIREMENTS – CASUAL RETAIL SALES AGENT:

- Previous CRS experience, preferably with an airline or travel agency and be familiar with airline reservations, fares and ticketing procedures
- Must be able to work alternate Saturday mornings (0830-1200) on a rotational basis or as required
- Possess a high degree of customer service and be willing to multi skill in other functions.
- Professional disposition and be able to work effectively under pressure

If you fit these requirements we would very much like to meet you. Please forward your application with detailed resume to: [mgrpxbne@bigpond.com](mailto:mgrpxbne@bigpond.com)

ATT: Charles Morley, Regional Manager Australia - Air Niugini no later than Friday 14 October 2011. Only short listed applicants will be contacted.

ALEXANDER ASSOCIATES

### SEEKING RESERVATIONS STAFF - YACHTING

Indulge your passion for sailing with this fantastic reservations role in a centrally located Sydney office. Initial training provided at one of Queensland's premier resorts plus free annual sailing course for the successful applicant. Must have previous wholesale reservations experience to apply.

Email your resume to  
[philippa@alexander-associates.com.au](mailto:philippa@alexander-associates.com.au)



Wednesday 12th Oct 2011

## Cambodia discounts

**TRAVEL** Indochina has announced three “extraordinarily priced” specials on Cambodia tours for 2012.

Offers include the new Cambodia Insight six night trip, now priced from \$1845ppts ex MEL and \$1863 ex SYD, valid for bookings made by 30 Nov - details [www.ticconnect.com.au](http://www.ticconnect.com.au).

## More QF strikes

**THE** union representing Qantas Engineers has notified the carrier of yet another wave of industrial action, with a four hour stop work meeting scheduled from 4pm on Fri afternoon in Sydney.

A similar planned stoppage on Mon was cancelled at the eleventh hour.

The industrial mayhem looks set to expand, with the Australian Services Union launching a campaign against Jetstar.

On Fri check-in staff will refuse to charge for excess baggage for JQ flights ex MEL, SYD, AVV, BNE, CNS and OOL.

## AFTA UPDATE

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



**THIS** week I am attending the Passenger Agency Program Global Joint Council (PAPGJC) with IATA which is the global forum in which a range of issues and details are discussed in relation to the IATA program. For those of you that continue to be IATA accredited I am well aware that ADM's and the use of ADM's by some airlines are not in keeping with the intent of the resolution that governs ADM within the program. Under the IATA program the Travel Agency Commissioners (TAC) who are appointed to adjudicate on matters of dispute between airlines and agents have reported that ADM dominate their inbox.

What is of course most difficult for everyone to accept is that the one thing that the TAC can not adjudicate on is ADM's. For many of you that have made contact with me on the issue of ADM's you will be pleased to know that many of the serious issues that have been roaming around in the Australian market have been resolved directly with the airlines. We will never resolve the issue of how much is charged when an ADM is levied, but I do think we have come a long way in solving some of the issues with particular airlines. The IATA office in Sydney has also been very helpful in getting many of these local issues resolved.

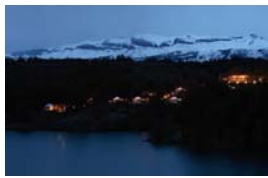
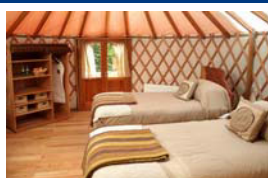
For the remainder of the agenda items it is pleasing to note that the PAPGJC is working on some positive issues for the IATA program that will I hope, have positive outcomes for those agents that continue to be accredited. The Australian market is definitely moving in line with the rest of the world as many agents find alternative methods to transact with airlines, but globally there are still over 50,000 agencies accredited with IATA and BSP is turning over in excess of USD\$250 Billion, so the program is very much alive and well and AFTA continues to be at the global table working with the agency community and airlines to improve the program for everyone involved.

IATA has also run a symposium at the same time and has had several hundred attend. While the sessions have been airline centric and from what I can see focused on ancillary revenues there is no question that the majority of IATA airlines still very much value the partnership they have with travel agents and continue to see travel agents as an imperative and important element of their distribution strategy for many many many more years to come.



## WIN A HOLIDAY FOR TWO TO CHILE

Throughout October, *Travel Daily* is giving subscribers the chance to win a fabulous Chile holiday package valued at almost \$10,000, courtesy of Turismo Chile, LAN, Latitud 90 and Patagonia Camp.



The prize includes:

- ◆ Return Economy Class airfares on LAN to Santiago ex Sydney plus domestic flights Santiago/Punta Arenas/Santiago
- ◆ Transfers in/out from Punta Arenas & Santiago Airport
- ◆ Three (3) nights' accommodation in a Luxury Yurts with views To The Paine Massif at Patagonia Camp - Torres Del Paine
- ◆ Entries and full day guided excursions to Torres del Paine National Park
- ◆ One (1) nights' accommodation at La Casona at Matetic Vineyards
- ◆ Breakfast and dinner daily
- ◆ Wine tour and tasting

Every day *Travel Daily* will ask a different Chile-related question – just read the issue and email us your answer. There will be twenty questions in total.

At the end of the month the subscriber with the most correct entries and the most creative response to the final competition question will win this fantastic Chile holiday.

**Q.7: What is Latitud 90 main focus?**

Email your answer to: [chilecomp@traveldaily.com.au](mailto:chilecomp@traveldaily.com.au)

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SYDNEY NORTH SHORE – SALARY PACKAGE TO \$50K+

This is a sea change in more ways than one. This wholesale travel company located in the north shore is dedicated to cruising. With over 50 cruise lines to book, you will have lots of variety and no two days will ever be the same. As a Senior Consultant you will need a min. 2 years wholesale travel experience, good knowledge of cruise product and be PC savvy. Modern offices in idyllic, leafy Cammeray – close to shops, cafes and with good bus connections. Get in quick!

### THIS IS WHERE THE BIG KIDS PLAY

SENIOR CORPORATE TRAVEL CONSULTANT  
SYDNEY METRO – SALARY PACKAGE TO \$63K+

Are you an experienced corporate travel consultant looking to make the move to a global TMC? If you are looking for a role where you will have real opportunities to further your career then this is your role. High profile clientele, modern CBD based offices and a dynamic and progressive company ethos. If you have a minimum of 4 years corporate travel experience and are looking for a position that will provide stability, progression and a fantastic salary – apply now!

### ARE YOU GOOD WITH NUMBERS?

TRAVEL ACCOUNTS ROLE

MELBOURNE (CBD) – SALARY PACKAGE TO \$50K (DOE)

Looking for a role away from travel consulting?

This fabulous back office role working in the accounts team requires a candidate who has strong attention to detail and good knowledge of back end requirements. You will be able to show a customer service focus with an excellent understanding of corporate accounts while investigating and resolving account queries. Make the move behind the scenes.

### EVERYBODY LOVES BOOKING TRAVEL ONLINE

ONLINE TRAVEL CONSULTANT

PERTH – SALARY PACKAGE TO \$80K (OTE)

Love consulting but are sick of face to face? We have the perfect role for you! This online company is looking for an experienced travel consultant to join their team. Not only will you join a fun and exciting team you will also have access to fantastic bonuses and benefits all while working for an Australian owned and run company! Make the move across to the online world in this exciting new role.

### THE BEST TEAM'S COME FROM GEELONG CORPORATE CONSULTANT

GEELONG – SALARY PACKAGE TO \$80K OTE

Are you ready for a sea change or are you sick of making the daily commute into the CBD? Well now is your chance to work closer to home and still look after the corporate market and earn what you are worth. This global company has uncapped earnings, famils, free financial planning, discounts on gym memberships and lots more to offer! You will be fully trained and supported along your career, min 2 yrs req.

### THE BEST ROLES IN PERTH AND MELBOURNE CORPORATE CONSULTANTS

MELBOURNE & PERTH – SALARY PACKAGE TO \$60K DOE

Join this outstanding company and enter the arena of corporate travel. Our client is looking to secure multiple candidates at the moment due to new business and growth in both Perth and Melbourne. You will be a highly skilled travel consultant who has worked within retail or corporate travel for these opportunities Sabre or Galileo skills are pref. Make the move over to corporate today!

### CHAMPAGNE & CAVIAR

VIP RETAIL & CRUISE CONSULTANTS x 2

BRISBANE INNER SUBURBS – SALARY PACKAGE UP TO \$50K

Isn't it time to upgrade your career to first class?

If you're not currently booking travel for VIP clients or getting rewarded for being a talented, experienced consultant, then don't you think it is about time you were? By joining this well established, award winning, boutique agency you will be part of a leading team of the professional, experienced Consultants. No weekends or late nights. Min. 3 yrs exp, proven sales, ICCA qualified & CRS skills. Come join the Crème del a crème of travel.

### ESCAPE THE ROUTINE

PART TIME AFTER HOURS CONSULTANTS x 4

BRISBANE CBD – SALARY PACKAGE TO \$50K PRO RATA

Say good bye to the boring Monday to Friday grind and Have more time to spend doing the things you really enjoy!

This is the ideal opportunity for experienced travel consultants to jump into the hot seat in a fast paced after hours role, with times that provide the ultimate lifestyle balance. FREE parking, great salary structure, no sales targets and many more fantastic benefits. All you need is min 2 years travel industry exp. Apply today and get your life back!





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#### TAKING CARE OF BUSINESS CORPORATE CONSULTANTS BRISBANE CBD – TOP HOURLY RATE

are currently seeking experienced corporate travel consultants with strong GALILEO skills for ongoing assignments through Nov, Dec and early into 2012. Situated in the CBD you will love working in these fun teams whilst earning a top hourly rate. This is not for the faint hearted as you will be handling fast paced and demanding accounts. All you need is a min 2 years travel consulting experience, strong Galileo skills and a can do attitude.

#### JUMP BEHIND THE SCENES WHOLESALE CONSULTANTS BRISBANE CBD – TOP HOURLY RATE

Looking to escape the front line? If you have native calypso, a positive attitude and thrive under pressure these assignments are for you. With ongoing assignments up until the end of the year you will never be short on \$\$\$\$. Working in these fun loving and supportive teams you will handle phone and email enquiries from industry professionals. Work in domestic and international teams with variety throughout your week. Native calypso skills and travel exp essential.

#### ARE YOU A TICKETING GURU? TICKETING CONSULTANT

MELBOURNE (CBD) –\$22.00 -\$25.00 PH + SUPER

We have a new and exciting role on offer this week in Melbourne. This popular airline is looking for an experienced ticketing agent to assist during this busy time period. If you have previous experience in fares and ticketing or have worked in the airline industry then we want to hear from you. This exciting role is due to start soon, so get your applications in and be part of this exciting role!

#### SPEND YOUR LUNCH SHOPPING RETAIL CONSULTANT

PERTH (SOUTH) –\$20.00 -25.00 PH + SUPER

Do you love travel? We have a fantastic retail role on now in Perth for an experienced Amadeus consultant. Located in a busy shopping centre this retail office is always buzzing! You will never be bored with the variety and exciting itineraries that come through the door. This role is due to start ASAP and for the right candidate even has the possibility of going permanent. What are you waiting for? Apply today.

#### INSIDE SALES EXECUTIVE – 6 MONTH CONTRACT ICONIC CRUISE COMPANY–SUPPORT “ON THE ROAD TEAM” SYDNEY – upto \$53K - PRO RATA.

Our client, a leading Cruise Company, is looking for an experienced & professional Inside Sales Support Agent to start ASAP for a 6 month contract. Your key responsibility is to support the on the road sales team. Ideally you will come from a Sales background with strong administrative skills combined with exceptional support & relationship building skills. You will also handle Travel Agent enquiries, assist with Marketing campaigns & coordinate travel agent famils.

#### TICKETING AGENT – THIS IS YOUR GOLDEN TIX! GALILEO/SABRE/AMADEUS TICKETING SKILLS REQUIRED. LOWER NORTH SHORE – SENSATIONAL HOURLY RATE \$\$

Would you like to work in an idyllic & vibrant inner city suburb on the Lower North Shore? Your day to day responsibilities will include ticketing mostly nett-remitt on Galileo, however your ticketing skills in Amadeus &/or Sabre will also be advantageous! So if you thoroughly enjoy working behind the travel scenes & you are a strong fares and ticketing agent then we would love to hear from you!  
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## Team Manager - Corporate Travel

Global TMC has an opening for a Team Manager to work closely with their team of online Corporate Travel Consultants who are located in Sydney and Brisbane. Focusing on training, continuous performance management, one on one and staff development to ensure client expectations in all areas of service, product and technology are met or exceeded, whilst providing support to clients using inhouse online systems.

- ▶ Some interstate and occasional overseas travel
- ▶ **Sydney**
- ▶ Salary from \$60K + super

**Click here for more details or call Ben.**

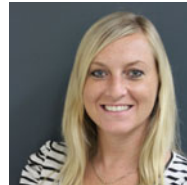


## Res Supervisor - Adv Wholesaler

Our client is an adventure wholesaler with a great range of products across the globe. Specialists in adventure tourism, they offer unique tour packages that are off the beaten track. Major destinations include; Africa, Egypt, South America, Canada, Alaska, the Arctic, Bhutan & India. You will be handling all matters relating to the Reservations Team.

- ▶ Previous experience leading a team will be an advantage
- ▶ **Personal travel to Africa highly regarded**
- ▶ Salary \$55 + super. Sydney

**Click here for more details or call Kristi.**



## Account Manager - Sydney

Join this award winning global leader with unlimited career potential. They are a forward thinking & progressive GDS company with defined career paths for their employees. Seeking a new member to join their Account

Management team. The purpose of this role is to manage the new acquisition, retention & development of new & existing clients.

- ▶ **Global market leading GDS company**
- ▶ Great opportunity for an experienced Account Manager
- ▶ Salary up to \$100K pkg.

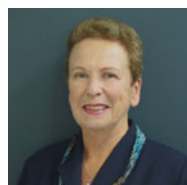
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## Cruise Specialist Travel Consultant

Are you a Retail Travel Consultant or cruising expert? Our client is a market leader and will pay top \$\$ for experienced Travel Consultants. Working as part of a dynamic successful team this role involves no face to face sales. You will be dealing directly with agents online or over the phone. You will book full and often extensive itineraries including flights, transfers, accommodation, car hire & of course the cruise component.

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- ▶ **Perth CBD**
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