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Wednesday 27th August 2014



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Flight Centre soars again

THE world is entering a "golden era of travel," according to Flight Centre md Graham Turner, who said travellers are the beneficiaries of cheaper airfares, more choice, less flying time and more luxury and comfort.

Turner's remarks come as he detailed another strong result for FC, with a hefty 12.6% growth in global TTV to \$16 billion and a 13% lift in revenue to \$2.2 billion.

The company reported a 9.7% increase in "underlying profit before tax" to \$376.5 million - however once non-recurring items are taken into account, the net pre-tax result actually declined 7.3% to \$323.8 million.

These items included \$11m in fines imposed by the ACCC, a \$61.3 million non-cash write down of goodwill and brand names announced last Jul, and a one-off \$19.6m gain in the Flight Centre Global Product business flagged in Feb this year.

Turner said sales and profits increased in the Australian business in both leisure and business travel sectors but profit growth slowed late in the year

due to the govt's budget impasse.

Growth is planned for around the world, with new hyperstores in Australia and the USA, while NZ, South Africa, Greater China and Singapore performed strongly.

Canada TTV exceeded CAD\$1b for the first time, but bottom line results were below expectations.

Turner said the creation of unique products like the new Red Label range of airfares and holidays was a success, with this range alone already representing about \$130m in TTV.

New shop fit-outs trialled in Brisbane's Queen St hyperstore (see p4) are being rolled out across the network, while FC also announced it was taking a larger stake in Topdeck Travel (see p5).

Despite the strong result, payments to key executives fell 13% because FC's underlying profit growth slowed year-on-year.

Eight pages of news

Travel Daily today has eight pages of news and photos, plus a full page from: (click):

- AA Appointments jobs
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Helloworld chair to retire

HELLOWORLD chairman Tom Dery has today announced his retirement, as the company reported a \$61.2m pre-tax loss due to a \$59.5m non-cash goodwill write-off, \$5.5m in losses on disposal of the ATS Pacific inbound business and helloworld implementation costs of \$15.8 million (**TD** breaking news).

The company's recent National Travel Industry Awards win in the 'Best Travel Agency Group' category, as well as its participation in the AFTA Travel Accreditation Scheme were

highlighted as bright spots in an otherwise difficult period, with declining TTV, revenue and profit recorded across the business.

The \$40.6m "Adjusted EBITDAI" figure used by management to track the business performance was 25% lower, and the company also incurred \$2.7m in costs associated with an unsuccessful legal claim for GST.

CEO Elizabeth Gaines said she was delighted to present the results, which were in line with expectations.

"We are very pleased with the progress the company has made in transforming the business over the past 12 months," she said.

Helloworld is now strongly focused on growing its brand presence in the local market, and with the implementation largely complete, Gaines said that subject to market conditions, profit before tax is expected to significantly improve in FY15.

Dery has been chair of the JTG/Helloworld board since 2009, overseeing the merger with Stella Travel and the Helloworld rebranding - more reports on **p4**.

Vale Peter Kessler

TOURISM industry veteran Peter Kessler has passed away after a short period in Sydney's St Vincent's Hospital.

Kessler had an extensive industry career, with his most recent venture being luxury travel specialist Hemingway Corporation, founded in 2004 in partnership with Sue Marsh.

A funeral service will be held at 11am next Mon 01 Sep at Sydney's Garrison Church in The Rocks - info mjm@smink.com.au.

Sth America strong

QANTAS is responding to exceptional demand for flights to South America by adding yet more supplementary Santiago services over the upcoming summer holiday period.

The extra B747 flights will take place on 04 and 11 Dec, boosting frequencies over that fortnight to five per week.

Qantas has also published six return supplementary Sydney-Auckland flights from 01-26 Jan 2015, with the carrier saying the move "reaffirms our new approach to aircraft utilisation, taking advantage of opportunities in the market."

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VA revamps online check-in

VIRGIN Australia yesterday launched an "enhanced on-line check-in system," which streamlines the process and is fully integrated with the carrier's SabreSonic reservations software.

The upgraded system enables travellers to generate an SMS or email boarding pass from their desktop computer, with the same experience offered regardless of whether they are checking in from a PC, tablet or smartphone.

Group bookings are also much simpler, with group leaders able to now check in their entire group before arriving at the airport.

Passengers can purchase additional baggage and extra leg room during check-in, while the enhanced system also now offers destination weather and relevant travel information after check-in.

"Up to 20,000 of our customers check in online each day, and we see consistent growth across all of our online check-in channels

each month, making it a key part of our customers' experience," said VA chief commercial officer, Judith Crompton.

The new online system is live now for mobile devices, with the desktop and tablet version available from tomorrow.

Icy dip for Travellers Choice md



TRAVELLERS Choice ceo Christian Hunter has joined the "ice bucket" craze, taking the plunge to promote awareness of Motor Neurone Disease.

During his "chilly baptism" - preformed with glee by several of his co-workers - Hunter nominates several other travel industry leaders to take the challenge including AFTA ceo Jayson Westbury, Royal Caribbean's Peter McCormack and Qantas Holidays chief Peter Egglestone - [CLICK HERE](#) to watch.

Dr Karl heads north

WORLD Expeditions has announced a special departure to view the Northern Lights, with Australian "celebrity scientist" Karl Kruszelnicki taking part.

The 9-day *South Spitsbergen - Aurora Borealis with Dr Karl* trip leaves 25 Sep 2015 and will be personally escorted by the self-proclaimed physics geek who will guide fellow guests through an explanation of the phenomenon.

Only 20 passengers will take part, sailing aboard a schooner very appropriately named the *Noorderlicht* and with fares from \$4,950ppts - info 1300 720 000.

QFlink companions

QANTASLINK has launched new companion sale fares on selected routes across Australia, with the deals available for bookings through to 29 Aug and travel 01 Feb-26 Mar 2015.

A number of city pairs are on offer - see GDS for details.



Window Seat

WITH United Airlines and Qantas both boosting capacity on the Melbourne-Los Angeles route, it's no wonder that an announcement in the US raised some eyebrows yesterday.

A charter airline called Elite Airways announced new non-stop services from Melbourne to Washington DC.

However, a closer look revealed that the new route is actually from Melbourne, Florida, with a 50-seat CRJ-200 regional jet to fly between the cities twice a week.

Adding to the confusion, Elite Airways operates from Melbourne International Airport and proudly describes itself as "Melbourne's Hometown Airline" despite actually being based in Portland, Maine.



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MU to Auckland?

CHINA Eastern Airlines is the subject of strong rumours across the Tasman, with speculation the carrier is set to imminently announce direct flights from Shanghai to Auckland, according to *Tabs on Travel Today*.



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'Killer Theme' success

FLIGHT Centre says its evolution from travel agent to "world class retailer" - referred in-house as its "Killer Theme" - forms the global blueprint for its long-term future.

The Killer Theme refers to seven strategies covering areas including brand specialisation, developing exclusive product ranges, positioning employees as "experts, not agents" and more. MD Graham Turner said progress had been made in each area.

New FC hyperstore

FLIGHT Centre has revealed it will expand its rapidly growing hyperstore concept in Australia to three, with a new outlet to open in Darwin later this year.

The company currently operates hyperstores in Hay Street, Perth and a flagship store in Brisbane's Queen Street Mall, also its largest retail outlet in Australia with up to 70 consultants and sales teams.

The hyperstore concept is unique in the travel industry in that it houses two or more teams or brands within the one store.

Nine hyperstores are open in the UK, including four in London and five in regional areas.

In the US, the firm opened its second Liberty Travel hyperstore in Boston to add to its flagship location in Manhattan.

Further expansion of the concept is earmarked for the next financial year, with a Philadelphia outlet under construction and a lease in place for Los Angeles.

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Gurney still on Helloworld payroll

FORMER Helloworld ceo Rob Gurney is still employed by the company, and is serving out a notice period in accordance with his contract.

Having resigned on 28th Mar 2014, Gurney remains on the payroll until next month - meaning that performance rights he was granted as part of his sign-on bonus, which vest today, are still payable.

According to the Helloworld annual report released this morning, the outstanding sign-on performance rights were worth \$15,625 as at 30 Jun.

Gurney was paid a total of \$1.203m during the year and because he remains employed by the company, there are no details yet of any termination benefits.

The report also details the remuneration packages of several senior executives during the year.

CEO Elizabeth Gaines received \$1.105m, while Russell Carstensen, gm Air Services had a package worth \$857,880.

Head of Wholesale Peter Egglestone received \$373,392 and Helloworld's ceo New Zealand Greg Leighton was paid \$424,687 for the year.

Outgoing non-executive chairman Tom Dery, who from 30 Sep 2014 will be replaced by Brett Johnson, received \$225,000, while the other five directors were paid between \$110,000 and \$125,000 each.

Val Thorens opening

CLUB Med says its 21st ski resort worldwide - the 4 Trident Val Thorens Sensations, Trois Valleees in the French Alps (**TD** 07 Feb) - is on track to open in Dec.

Seven-night packages start at \$1,833 per adult - **CLICK HERE**.

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UA European c'share

UNITED Airlines is set to expand its codeshare operations in Europe under a new agreement with Italian regional carrier Air Dolomiti.

Effective this week, the UA code is being placed on Air Dolomiti flights from Frankfurt to Verona as well as from Munich to Bari, Florence and Verona.

Abacus launches BSP ticketing in China

ABACUS has officially launched new customised technology which makes it the "first foreign global distribution system" to issue air tickets to Chinese travel agents via IATA's Billing and Settlement Plan (BSP).

Four carriers are available initially, including Etihad, with many more airlines to be added to the system shortly.

Abacus ceo Robert Bailey said "there is space for a complementary foreign distribution platform, and we are encouraged by the level of interest among international aviation brands and local agents, especially now that Abacus has shown that BSP compliant transactions are happening."

Abacus has been operating in China since 1995.

RWC2015 team bases unveiled

ORGANISERS of next year's Rugby World Cup in the UK have announced the successful tenderers across England and Wales which will host the various "Team Bases" during the tournament.

A total of 41 Team Bases will host the 20 participating nations, with the Australian team to train at the University of Bath and Dulwich College.

England will be based at Pennyhill Park and Salford, while New Zealand will operate from The Lensbury and St Mary's University, Sport Wales National Centre and Darlington Mowden Park.

Tickets for Rugby World Cup 2015 go on sale next month - for the full list of team bases for the competition, [CLICK HERE](#).

AA cabin revamp

AMERICAN Airlines will phase out First Class in much of its long-haul fleet, with a revamp of its 47 777-200s to instead see lie-flat Business Class seats installed.

International three class service - Economy, Business and First - will remain on AA's fourteen 777-300ERs.

The changes were initially announced in May 2012 while the carrier was in bankruptcy, but the first of the 777-200s is only now in the process of being refitted.

The revamped aircraft will have 37 Business class seats (down from 8 First and 52 Business) and 252 Economy seats, up from 194.



ABOVE: Three hundred Queensland Flight Centre agents are now "ambassadors for the Territory," after attending a conference in Darwin last weekend which was followed up with tours to Kakadu and Litchfield National Parks.

NT Tourism Minister Matt Conlan said Flight Centre was a very significant partner for Northern Territory tourism.

"We run two major national campaigns with Flight Centre annually, and saw 53% growth in annual sales during the last March campaign," he said.

The Flight Centre conference and Top End trip was a significant

opportunity to "showcase our stunning scenery, parks and wildlife and position the NT as a must-do destination," Conlan said.

He said the latest figures point to the beginnings of a recovery in the industry, with a 2.3% increase in international visitor numbers and a 0.8% lift in domestic visitation for the year to 31 Mar.

"While these numbers are small, they are the first increases we've had after many years of decline," he added.

The Flight Centre group is **pictured** massed in central Darwin.

PINs required in Bali

CREDIT card payments by tourists in Bali will require the use of a PIN for authorisation effective from 01 Jan 2015.

Unlike in Australia, where customers from overseas are still able to sign for purchases, "foreign visitors using credit cards issued abroad will also be required to utilise a PIN number to consummate the purchases," according to *Bali Discovery*.

Ryanair Cyprus deal

IRISH low-cost carrier Ryanair has submitted a take-over proposal for Cyprus Airways.

The loss-making target carrier is currently owned by the Cypriot Government and operates a total of six aircraft.

Ryanair ceo Michael O'Leary said he planned to put Cyprus Airways and the island's tourism "back on the path of a very much renewed and rapid growth."

Other bidders are believed to include MEA, Arkia and Blue Air.



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TTC/Virgin pick incentive winner



SIMONE Berryman from iTravel The Junction, near Newcastle has been selected as the winner of an incentive run by The Travel Corporation and Virgin Australia.

The exclusive promo was open only to agents who participated on the recent mega-famil run by TTC & Virgin Australia to the US, which departed earlier this year.

To be in the running, agents from the famil received one entry into the draw for every three pax

booked on a Trafalgar, AAT Kings, Creative Holidays, Contiki or Insight Vacations holiday coupled with Virgin Australia airfares.

Up for grabs was a \$10,000 travel voucher to use on a future holiday booked via TTC.

Simone is pictured above left flanked by Creative Holidays sales manager NSW/ACT Lisa Farrugia and Insight Vacations sales manager NSW Amy Haughey.

Five stars in Nusa Dua

CENTARA Hotels & Resorts has opened the Centara Grand Villas Nusa Dua - its first five-star resort in the south-east Bali region.

The property features 14 separate pool villas in either one, two or three bedroom layouts as well as two restaurants and bars and a general swimming pool.

Guests of the property are also able to utilise a dedicated Beach Club, Taman Bhagawan, located on the nearby Nusa Dua beach.

The new property is the third Centara brand resort in Bali.

SA walking safaris

&BEYOND has made Luxury Walking Safaris available at two of its properties in South Africa.

The walks are tailor-made for guests and range from two hours (followed by a game drive for the rest of the day), or full day treks by foot at &Beyond Phinda Private Game Reserve or &Beyond Ngala Private Game Reserve.

Luxury Walking Safaris are priced at \$649 per day and are offered for a minimum of two guests and maximum of six, all of which are accompanied by an expertly trained &Beyond guide.

Wells: education for seniors necessary

THE collapse of Victorian travel agent Australian Specialty Tours (**TD** yesterday) has seen TCF ceo Glen Wells call for consumers to be educated on the advantages of paying for travel services with credit cards, rather than cash.

Wells cited a group of AST pensioner customers who had paid in cash just weeks ago, left out of pocket \$15,000,

"The senior culture, which was brought up paying for goods and services using cash, still needs to be educated on its pitfalls, versus the chargeback options offered through credit card companies," Wells told **Travel Daily**.

Indo tourism targets

NEWLY elected Indonesian President Joko Widodo has laid down a target for the country to attract 20 million foreign tourists annually by 2019.

Indonesia Tourism Minister Mari Elka Pangestu said the goal would require the nation to achieve growth levels of 16% per year.

The Ministry said it expects to close 2014 with 9.5m foreign arrivals for the year, an 8% climb from the 8.7m visitors last year.

Prior to Widodo's election success, the department was working to a growth target of 13.5m foreign arrivals by 2019.

Topdeck investment

FLIGHT Centre Travel Group has obtained a 90% stake in UK-based Topdeck Tour in a deal that values the touring firm at a minimum of GBP£21.8 million (AU\$38.8 m).

Revealed earlier this morning (**TD** breaking news & **page one**), Flight Centre chief operating officer Melanie Waters-Ryan said the retail travel giant will invest in an "iconic and profitable business that we know well."

"This investment gives us a new revenue stream, thereby enhancing our diversity & creates opportunities to develop differentiated products for customers", Waters-Ryan added.

Topdeck md James Nathan, who is Flight Centre's partner in sister-firm Back-Roads Touring (in which FCTG has a 67% stake) will hold the remaining 10% interest in the UK and Europe specialist.

Flight Centre said the youth targeted Topdeck Tours brand - which has offices in Chiswick, London and Brisbane - and Back-Roads Touring would continue to be operated as standalone businesses.

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QR boosts Madinah

QATAR Airways is introducing a second daily service between Doha and Madinah in Saudi Arabia using Airbus A320 aircraft, starting 26 Oct, due to demand.

Staff praised for NZ result

AIR New Zealand chairman Tony Carter and ceo Christopher Luxon have jointly praised the airline's staff for their contributions toward a third consecutive year of strong earnings growth.

"Our team is demonstrating their passion and commitment to ensuring that Air New Zealand is performing better than ever before. A successful Air New Zealand is good for everyone - it is a virtuous circle," Luxon said. The carrier today reported a

45% jump in statutory net profit after tax of NZ\$262 million based on \$4.66 billion operating revenue (**TD** breaking news).

Further improvement has been tipped for the 2014/15 financial year, based on expectations on market demand and fuel prices, chairman Tony Carter added.

Initiatives now in place include a newly approved alliance with Singapore Airlines to build on recent agreements with partner Virgin Australia and Cathay Pacific.

Luxon said the alliances will offer a platform for sustainable growth and allow for new routes.

Douglas joins Globus

GLOBUS has confirmed the appointment of Peter Douglas as its new national sales manager, with the appointment to take effect from late next month.

Douglas brings extensive travel industry experience to his new role, having held similar senior sales management roles at Excite Holidays and Creative Holidays.

He will be tasked with planning and implementation of sales strategies in order to maximise future sales and business targets.

Magellan into Balwyn

THE Magellan Travel Group has bolstered its Victorian presence with the addition of a 34th outlet, Balwyn Travel (formerly Jetset Balwyn) in Melbourne's east.

Balwyn Travel is owned by Melanie Ford who has over 25 years travel industry experience.

The agency extends Magellan's tally to 95 members nationally spread across 116 outlets.



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 with an image to accomupdates@traveldaily.com.au.



Wood panelling has been slowly removed at the **Radisson on Flagstaff Gardens Melbourne** and replaced with a glass-based look. Over recent months, more than 100 bathrooms have been refurbished with combined bath/showers replaced with walk-in designs, walled with black glass panels. The reception area has been fitted with silver glass panels, backed by a white glass backdrop.



Hyatt Regency Hua Hin in Thailand has put the finishing touches on a massive four-year slew of renovations which have resulted in a brand new look for the 12-year old property. Nearly 80 guestrooms have been completely refurbished along with the creation of 50 new Deluxe Rooms, each with balconies. The new category is decorated in a subtle green and brown infused colour scheme.



Two new wedding venues have been unveiled by **Conrad Bali**, one on the hotel's private beach, the other surrounded by lush gardens. The Sabbia Beach Wedding service takes place in an open-air traditional Balinese bale overlooking the Indian ocean, while the Oasis service is held on a tranquil deck which appears to be floating amid a lilypond within a cleared garden layout.

PHG Manila debut

DISCOVERY Primea hotel and residence in the Philippines capital will join the Summit Hotels & Resorts brand of Preferred Hotels Group when it opens in Oct.

The hotel portion of Discovery Primea features 141 rooms and suites on the first 17 floors of the 68-storey tower.

WestJet, CI codeshare

CANADIAN carrier WestJet is seeking approval from the US Dept of Transportation to initiate a new codeshare deal with China Airlines (CI) on flights between Calgary and Vancouver to Los Angeles as soon as possible.

Scenic Europe brox

TWO new itineraries travelling through Scotland have been unveiled in Scenic Tours' 2015 Europe & Britain program.

The collection includes an 8-day Scottish Highlands tour that is also built into the 15-day Essence of Ireland & Scottish Highlands.

Beyond Scotland, Scenic has added a 7-day ANZAC Battlefields of France tour departing on 23 Apr and 21 Jul from Amsterdam.

The Australian company has also introduced a 13-day Italian Serenade & Orient Express tour in Italy & Dalmatia and an 8-day Beaches and Ancient Empires of Greece - **CLICK HERE** to view.

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WIN A LUXURY SOUTH OF FRANCE RIVER CRUISE

Throughout August, **Travel Daily** is giving readers the chance to win a luxury all-inclusive river cruise, courtesy of **Scenic Tours**.

The all-inclusive prize includes return economy class airfares to Europe, a 13 day South of France Luxury River Cruise for two adults with private butler service, all meals, complimentary beverages all day, all tipping and gratuities and airport transfers.

Every day this month **TD** will ask a different question about Scenic Tours France River Cruises. The subscriber with the most correct entries and the most creative response to the final question will win this prize.

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

Q19: Name the tour featured on page 62 of our France River Cruising brochure, and the lunch highlight on Day 18.

[Click HERE for hints](#)



[Click here for terms & conditions](#)

 **SCENIC TOURS**

Siam refreshes rates

THAI hotel group Siam@Siam Hotels & Resorts has released a new suite of year-round room rates for its range of properties in Bangkok and Pattaya.

The rates were launched during a recent sales visit by Siam@Siam sales director Somkiat Kantawat.

Along with a variety of Stay Pay deals valid for selected periods, the rates were introduced to help rebuild the image of the Thai capital following recent unrest.

Kantawat said the city now had an "improved political situation".

Lux consumer event

INVITATIONS have been sent to elite customer bases of high-end firms to attend a special consumer-focused cocktail evening hosted by Luxperience as part of next week's roadshow.

Customers of luxury brands including Cerrone Jewellers, Commonwealth Bank & Velocity Platinum members have been invited to attend the event, to meet directly with suppliers, high-end travel agents and operators.

Hotham to turn pink

VICTORIA'S Hotham Alpine Resort will be decorated with a range of pink lady silhouettes from 06-07 Sep as part of its annual breast cancer fundraising efforts.

Portions of proceeds from every weekend pass and resort entry permits sold will be donated to Breast Cancer Network Australia.

Special events including a pink flare kids run will also take place.

MEL now up in lights

MELBOURNE Lord Mayor Robert Doyle and MEL Airport ceo Chris Woodruff have turned on the lights at a new illuminated welcome sign at the facility.

The 14-metre sign is designed as a 'Welcome to Melbourne' for arriving tourists and is positioned in the forecourt area as part of a \$2m light enhancement project.

Skyscanner in hotels

AIRFARE aggregator service Skyscanner has launched a hotels app allowing users to browse the best rates in hundreds of cities.

The app prioritises hotel photos as a core search function, with results able to be saved and compared in a side by side layout.

African tourist train

BOTSWANA is preparing to launch a new privately-run tourist train service aimed at allowing visitors to independently explore popular regions nearby.

Local business leaders say the train is in its final development stages and will operate between Francistown, Bulawayo & Victoria Falls and on to Livingstone and Kasane, near Chobe National Park.


Travel Daily
First with the news
Wednesday 27th Aug 2014

Largest FTC brochure

AN EXPANDED range of Parisian experiences and new regional itineraries highlight a new 116-page brochure released today by French Travel Connection.

Hotel selections have been significantly expanded with new apartment options near popular attractions including the Louvre, Arc De Triomphe and Eiffel Tower.

Clients can also customise three-night packages in regional areas of France, which are able to be combined with experiences including hot air balloon rides, wine tours and Ferrari self-drives.

Other additions to the new guide are a number of exclusive packages in Monaco and World War I battlefield cruises.

The giant guide is the largest ever released by the specialist France wholesaler and will be formally launched at a pair of trade workshops in Sydney and Melbourne on 02 and 03 Sep.

Order the brochure through TIFS.



The world could use a tour guide. Positions available on our Travel team.

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Are you passionate about every aspect of travel? Can you translate your passion for travel to delivering an exceptional experience for your customer? We are looking for new consultants to join our team, why not consider your next move and join our leading brand!

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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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) **F:** 1300 799 221 (+61 2 8007 6769)

Advertising and Marketing: Sean Harrigan and Lisa Martin

Email: advertising@traveldaily.com.au

Business Manager: Jenny Piper

Email: accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas

Assistant Editor: Matt Lennon

Contributors: Jenny Piper and Barry Matheson

Email: info@traveldaily.com.au

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CORPORATE IN THE TOP END CORPORATE TRAVEL CONSULTANT DARWIN – TOP \$\$ ON OFFER

Looking for your chance to jump into corporate travel? This is it! We have the rare opportunity available now for an experienced travel consultant in Darwin to join this global TMC. Handling international and domestic bookings for a portfolio of corporate accounts your exceptional customer service and high attention to detail will be the key to success. You'll love the benefits corporate travel has to offer including Mon – Fri hours, superb \$\$, work/life balance and more. All you need is min 2 years consulting experience & GDS skills.

PUT YOUR BEST FOOT FORWARD INTERNATIONAL WHOLESALE CONSULTANT BRISBANE CBD – \$55K OTE +++

The atmosphere in this office is funky, vibrant and has a serious buzz about it. You'll love stepping into this fun and supportive team each morning whilst having the chance to earn serious dollars as business is booming. This job is not for someone who likes to sit still. You will need to be motivated, passionate and hungry for success and above all, really love selling travel. In return you will earn an amazing salary, superb career progression, fun famils and more. All you need is min 12 months industry experience.

***NEW* CORPORATE AT ITS BEST CORPORATE TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE UP TO \$65k**

This is an exciting opportunity to move into corporate travel. Reclaim your weekends and work in a Monday – Friday role. Our client is a global leader in corporate travel management and you will experience working on some blue chips accounts. This company prides themselves on excellent customer service and striving to achieve excellence for the clients. If you have 2 years' experience in the travel industry, strong GDS skills and airfare knowledge, apply for this amazing opportunity today.

***HOT* FLY INTO A NEW ROLE WHOLESALE TRAVEL CONSULTANT SYDNEY – SALARY PACKAGE UP TO \$70K OTE**

Have you always dreamed of working as a wholesale consultant? Want to move away from retail travel and face to face? This is the perfect opportunity for you. Working in excellent offices in the CBD, you will be looking after one key account and booking all their wholesale travel needs. With excellent bonuses on offer + a wide range of famils. If you have 2 years travel industry experience, are well travelled and have a passion for travel, apply for this exciting role today and you will be flying off in no time.

GROW YOUR KNOWLEDGE WITH THIS ROLE GROUPS CONSULTANT MELBOURNE - SALARY PACKAGE UP TO \$65K (OTE)

We have an exciting new opportunity working in a dedicated Groups Department. Booking everything from large family reunions in Italy to beach weddings in Thailand, every day brings something different. You will be rewarded with uncapped commission, amazing famils, career progression opportunities and be a part of a fun team. If you have international travel consulting experience and want to make groups your next career move, then we want to hear from you. Call us today to find out more!

AA IS EXPANDING – COME JOIN THE A-TEAM TRAVEL RECRUITMENT CONSULTANT LOCATION: BRISBANE & SYDNEY GENEROUS SALARY PACKAGE & BONUSES

Having just won a major national account, AA is recruiting two talented travel professionals in Sydney and Brisbane to service the recruitment needs of our top client accounts. Your role will involve interviewing candidates and assessing their career opportunities, short-listing talent for senior vacancies, reference checking, account management and business development.

You will enjoy an excellent salary plus bonus structure, full training, the opportunity to work with the best names in the industry and long term career prospects; as well as access to our annual 5 star conference & other team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent client account management experience, strong communication and interpersonal skills and the ability to work well in a team.

*** SOMETHING TO SMILE ABOUT * RETAIL TRAVEL CONSULTANTS PERTH - SALARY PACKAGE UP TO \$55K (DOE)**

We have a fantastic opportunity for a retail travel consultant to work for a very successful agency and be welcomed as valued member of the team. Booking mid to high end leisure travel, you will be assisting loyal repeat and referral clients booking their dream holidays to worldwide destinations. Work 5 days per week, with rotating Saturdays and earn an exceptional salary. In order to apply for this sensational role you must have a minimum of 12 months previous consulting experience. Don't delay and apply today!

Interested? Apply directly on apply@aaappointments.com.au
Want to know more? Contact our MD today 02 9231 6377



Exciting Career Opportunities Available

Why do we think we're great?

Because our staff here at Excite Holidays tell us so. They're a happy, motivated, valued, and respected bunch of people with great knowledge, expertise and, of course, sparkling humour. Our office in Bondi Junction offers a dynamic start-up culture within a mature, stable and rapidly expanding global business.

Luckily for us, it's not just our team that believes we're great, the travel industry likes us too. Excite Holidays leads the way when it comes to online wholesale travel with brilliant representation across Australia and New Zealand.

What do we do?

Excite Holidays uses cutting edge technologies, built by our brilliant in-house global software engineers, offering a vast array of travel products including over 250,000 hotels and properties worldwide. We provide our reservation teams and the global travel trade with intuitive and efficient booking tools. Our advanced hotel distribution platform has been successfully designed to deliver access to quality travel products at the touch of a button, in line with our company philosophy "automation is salvation".

So, why do we need you?

Due to strong growth, global expansion and natural attrition we have exciting career opportunities available.

We have an outstanding opportunity for a **National Sales Manager** to join our Excite Holidays team. This opportunity will suit an individual who understands the importance of sales growth and strategy and has what it takes to proactively deliver, drive and provide exceptional service to our new and existing agents.

We are also looking for highly motivated and energetic individuals to join our Reservations Team as an **Agency Support Consultant** and Sales Team in the newly created role of **Inside Sales Coordinator**.

If you are interested in any of the positions above, please send your cover letter and resume as well as your salary expectations to careers@exciteholidays.com. Alternatively, you can apply via seek.com.au.