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Wholesalers flex muscles

THE Council of Australian Tour Operators claims travel agency chain head offices are ignoring consumers in their push to increase the efficiencies of their operations. Last night CATO chairman Simon Hills told *TD* individual agencies are keen to have a wide range of product to sell in order to offer the best service to their customers.

However the push by chain heads to cut suppliers and promote only preferred products was detrimental to the industry as a whole. "It's high time that recognition of the role of wholesalers be understood and appreciated by those controlling the destinies of

every agency franchisee and owner in Australia," he said.

Hills pointed out that the margin earned by agents when booking a preferred product is already greater than that earned by the wholesaler.

As well as commission payments, wholesalers provide brochures, marketing support, call centres for agents, education and famils.

Hills said the distribution network in Australia is "superb", adding that for 40 years agents and wholesalers have worked "amicably and in partnership", with each understanding the others' value.

"Nowdays, it appears that the agent at the front line still wants to work with professional and knowledgeable wholesalers", but "faceless investors are intent on turning many agents into the 'bucket shops' we once derided in the UK".

Hills urged agents to recognise the value wholesalers bring.

Today's Travel Daily

TD today has five pages of news and photos plus full pages from:

- TMS Asia Pacific jobs page
- Rendezvous Hotels
- AA Appointments

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Please email your resume to Kelly Truran by email:
kellyt@worldaviation.com.au

Applications close Tuesday, 12 December. Only successful applicants will be contacted.

WTAAA blasts IATA

THE World Travel Agents Associations Alliance, of which AFTA ceo Mike Hatton is president, has accused IATA of ignoring agents and implementing new policies without discussion.

Major issues include the same day voiding of traffic documents and criteria for the purchase of insurance bonds for IATA agents.

WTAAA says the lack of consultation is "totally unacceptable" and says it's been contacted by a number of agents "who are now querying the worth of their IATA relationship and IATA accreditation".

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QF offer tomorrow

THE Macquarie Bank/Texas Pacific consortium is widely tipped to make a formal takeover offer for Qantas tomorrow.

The *Financial Review* quotes a QF source saying "we fully expect an offer by Friday and we'd probably expect to make a decision by Monday".

The bidders are expected to offer senior QF management including ceo Geoff Dixon a stake in the carrier if the takeover succeeds.

MEANWHILE, Dixon has this week formally finalised the order for the carrier's additional eight Airbus A380s, amid speculation that any private equity buyout could threaten the carrier's fleet renewal program.

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Hunter Tvl switches to Jetset

MAJOR regional agency group Hunter Travel will transfer its current Travelscene Amex member agency First Choice Travel to The Jetset Travelworld Group under a new franchise agreement.

The Hunter Travel Group is the largest locally owned and operated travel agency group in Northern NSW operating nine Travelworld shops in Newcastle, Lake Macquarie and the Hunter Region as part of the Jetset Travelworld Group franchise network since 2001.

Chief executive officer of Jetset Travelworld Michael Reed said the renewed and expanded agreements were a testament to the strength of the support offered by Jetset Travelworld to its network.

"Renewing our agreement with such a successful and driven team of franchisees speaks volumes about their confidence in our brands," he said.

Fiji may have curfews

THE Fiji military has warned that it won't tolerate any public outbursts against its effort to accommodate a peaceful transition in the country after it seized control of the govt yesterday (*TD* yesterday).

DFAT has also reissued its travel advice for Fiji this morning saying the military could impose curfews there "without notice".

Hunter md Brett Dann said the Jetset Travelworld group had "made fantastic progress in the past 18 months in terms of support for franchisees" and said marketing, PRP, *FlyBuys* and training offered were "key benefits of being part of the branded JTG network".

"Our endeavour to 'be the best' has been greatly assisted by being part of the Jetset Travelworld Group," he added.

Hunter Travel Group will now operate 12 Travelworld and one Jetset branded travel centre locations across northern NSW.

VS head to the movies

SYDNEY movie goers will be seeing a lot more of Virgin Atlantic over the next few months following the release of a new cinema ad campaign to promote its Premium Economy seats.

The new cinema commercials will run in Syd cinemas for four months starting from today predominately prior to the new James Bond flick *Casino Royale* which features VS aircraft and a cameo from chairman Sir Richard Branson.

The campaign will focus on the benefits of the VS mid-level class which Gia Acitelli, manager sales and marketing for the airline said is now recognised as a "large and growing sector of the market".

MFS now over 60%

MFS now holds 61.4% of the ordinary shares in S8 up from 56.5%.

The countdown continues with only five days left now until the deadline for the takeover bid of S8 is reached.

WINDOW SEAT

YESTERDAY a new golfing record was set at the Globus Family annual golf day, held at the exclusive Avondale course in Pymble, NSW (see pic p5).

Rod Menzler of Flight Centre in Queensland hit the first ever "car in one" recorded at the prestigious course, which boasts PM John Howard as a member.

The 11th hole crosses a minor roadway and apparently Rod's wayward shot managed to whack right into a passing vehicle.

AN American Airlines flight had to make an emergency landing yesterday after a passenger with severe wind problems lit matches to mask the odour of her flatulence.

The flight from Washington landed at Nashville airport after several passengers told crew they could smell burning sulphur.

All 99 pax were searched with an unlucky sniffer dog also brought in to check the aircraft for explosives.

After intense police questioning a female passenger finally admitted to lighting matches onboard to conceal her gas, a spokeswoman for the airport said.

She wasn't charged but AA has reportedly banned her from flying with them "for a very long time".

THIS would help get the Christmas shopping done.

Shops in Berlin can now stay open 24 hrs a day during the week thanks to a senate decision.

Starting from 01 Dec stores are allowed to stay open for as long as they want from Mon to midnight Sat and up to ten Sundays a year.

Authorities said the extra hours will cater to growing tourist numbers.

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Breakaway staff break away



ABOVE: Breakaway Travelclub/World Interline staff members were treated to a Christmas Party at Club Med Cherating Beach last weekend hosted by Malaysia Airlines and Club Med.

Shown above poolside **from left;** Callista, Deanna, Belinda, Troy, Christy, Carly, Club Med Syd; Joy, Tahnee, Steve, Michael, Anthony, Tonia, Club Med Syd; Han, Club Med Cherating; Simon, Tony,

Karla, Alessandra and Justin.

The firm said for anyone else interested in enjoying Mango Daiquiri's by the pool it's offering a three night package at the Club Med resort including return airfares plus meals for \$1086 (categories A,B,C) and \$1186 (all other categories).

For details contact Breakaway on 02 9250 9400 or World Interline on 02 9250 9440.

9 more added to ADS

AN additional nine Australian inbound operators have been permitted to join the Approved Destination Status (ADS) scheme that smooths the progress of group leisure travel by Chinese tourists to Australia.

More than 55,000 Chinese tourists visit Australia each year under the scheme and Tourism minister Fran Bailey said it's expected to experience continued expansion which is "important" with a likely 15.7% annual growth in the Chinese tourism market to 2015.

YHA UK investment

BUDGET accommodation operator YHA has announced a major expansion in the UK which will see up to £50m (A\$125m) invested in its properties in Wales and England over the next 3 years.

The expansion will include the development of a new 300-bed flagship YHA London Central hostel.

YHA London Central will mirror the style of highly successful YHA Sydney Central, which includes a state-of-the-art electronic access control system and has been described as "everything a hostel should be".

Oaks discount accom

OAKS Apartment Hotels and Resorts are offering special rates at all of its properties across NZ.

The deals includes accom in locations like Wanaka, Auckland Christchurch and Queenstown with prices from \$99 a night.

See www.theoaksgroup.co.nz

Territory Discoveries Aurora comp winner

TERRITORY Discoveries has announced that the winner of its agent incentive with Aurora Hotels is Anna Parsonson from Flight Centre Surry Hills.

Anna has won three nights accom at the \$2m refurbished *Aurora Alice Springs* including breakfast for two plus return flights and a Red Centre Dreaming Dinner and show.

Airports questioned over high parking fees

BOTH Mel and Syd airports have denied claims they have been charging excessive airport car parking fees.

The Australian Automobile Association has revealed that in 2004/5 Mel Airport had a 62% profit increase on the previous year from car parking or around \$38m.

According to the *Financial Review* a Mel Airport spokeswoman said the figures were misleading and didn't factor in the more than \$50m in construction of extra airport car parking since 2002.

She also said parking prices were benchmarked against CBD parking fees and that Mel airport's were cheaper than the majority.

Sydney Airport Corp also said the rise in parking profits are due to new product like long-term parking.

John Metcalfe from AAA said airport parking charges should actually be similar to outer suburbs fees and the fact that it is benchmarked on CBD locations "indicates airport car parking charges are too high".



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Due to our growth we have full time positions available in our Brisbane, Perth & Sydney offices.

BRISBANE - Business Relationship Executive

We are seeking a highly motivated professional with a proactive approach to Customer Relationship Management. This position is responsible for the continuing business development and relationship of a dedicated group of customers.

The successful candidate will possess excellent airline product knowledge, an understanding of retail travel agency operations and proven sales experience in the travel industry. We are looking for a demonstration of exceptional communication and organisational skills and a heightened sense of customer service.

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The consultant must have:

- International experience (SABRE trained preferred)
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If you would like to join our small team, please send your C.V. in confidence to: sales@bfirsttravel.com

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Cruise Spirit adds more Med options

CRUISE Spirit International said its revamped its Mediterranean cruise product for 2007 by including a range of Holland America Line and Celebrity products to its current offering of Costa, MSC, Norwegian and Cunard.

Marketing manager Emi Weir said the move to increase choice in the Mediterranean reflects a "rapidly growing consumer interest in cruising as a holiday option," and said there's now a cruise option to "suit every need."

The new HAL product includes itineraries sailing four ships in the Mediterranean along with other destinations including Scandinavia and Russia and the Black Sea.

The firm said it will also offer fly/cruise packages with SQ and pre and post accom in Rome and Athens.

SAT movie campaign

SOUTH African Tourism has launched details of a cinema advertising campaign to run during the Dec/Jan holiday period.

Bangu Masisi gm for Australasia said the new ads will be part of a tactical print campaign in Syd, Mel, Per and Bne promoting earlybird packages along with online ads motivating travellers to visit South Africa in 2007.

Masisi said the 60 second ads will focus on promoting tourism offerings in South Africa.

"South Africa is a larger than life destination which will be portrayed through cinema, a larger than life experience," she said.

Lufthansa orders up big

GERMAN carrier Lufthansa has ordered Airbus and Boeing aircraft worth around US\$6.9b.

The airline has placed 20 Boeing 747-800s on order plus options for 20 more, along with seven Airbus A340-600s.

LH said the orders would "ensure capacities for the anticipated growth in air traffic and also replace existing aircraft".

The Boeings will be delivered from 2010 with Airbus aircraft from 2008 and 2009.

Show us your green thumb



ABOVE: Sabah Tourism Board together with Malaysia Airlines hosted a group of Flight Centre incentive winning consultants on a trip to Sabah recently.



Whilst there, the group undertook some community work assisting with maintenance of the Australian, British and Borneo Gardens at Kundasang War Memorial in Mt Kinabalu Park.

The gardens are a living memorial to enlisted troops and local sons of Sabah who perished during World War II as Prisoners of War.

Gwenda Zappala of Sabah Tourism Board said the FC consultants were an "inspiration, lending a hand in true Aussie spirit" to assist Sevee Charuruks, Memorial Curator.

Shown **above left, from left:** Skye Kirne, Hardware Lane FCI; Joanne Heenan, Infinity Downtown Melbourne; Simone Pennington, Infinity Mel Central; and Stacey Moffitt Malvern, FCI and **above right from left:** Emma Lucas, The Pines Flight Centre; Tynneale Rimmer, Mel Flight Centre; and Kristyne Bonnefoy, Camberwell Flight Centre.

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CS LAX relocation

CHINA Southern Airlines has announced that its operations at Los Angeles Airport will move to the Tom Bradley International Airport effective from tomorrow.

CS said the move would enable it to offer easier connections through North, Central and South America.

Insight photo competition!

TODAY'S entry in the TD Nov/Dec Insight competition was sent in by the team from Jetset Norwood in South Australia.

This office is obviously keen on all things Canadian!

The prize this month is a trip for two to the UK, incl return airfares and a nine day Focus on Britain tour, all courtesy of Insight.

The tour travels the length and breadth of Britain, including visits to Stratford, Loch Ness and Edinburgh Castle.

To enter the comp all you have

to do is send us a photo of yourself (or even your whole team as below) dressed up in an outfit that has something to do with an Insight Vacations destination.

Extra points will also be given for photos that contain one of Insight's 2007 brochures.

Entries can be emailed to insightcomp@traveldaily.com.au with full terms and conditions at www.traveldaily.com.au.

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Globus golfing glory



Thanks for the music

UP TO 500,000 people a year are expected to visit a new museum planned for Stockholm dedicated to the extraordinary worldwide achievements of pop group ABBA.

Dubbed *ABBA the Museum*, the organisers say it will be filled with ABBA's music, original clothes, history, images, instruments and "much more that captures the group's heyday in the 1970s and 80s".

BA slams Heathrow price rises

BRITISH Airways says it's "extremely disappointed" over a proposal to allow operator BAA to increase charges at London Heathrow airport by inflation plus 4-8% each year between 2008 and 2013.

BA gm airport policy Paul Ellis said the charges would increase by 50% during the current five year charging period "yet passengers have yet to see an improvement in facilities and services."

ABOVE: The winning team at the annual Globus Family golf day held yesterday at the Avondale Course in NSW were the lucky recipients of a top quality golf bag each.

Globus md Stewart Williams is pictured left at the presentation with the winners Brock Parker, Parker Travel Collection; Fiona Altman, Altman & Cherry; Peter Cooney, Globus and Neale Herridge, Accor, who proudly led the team to their historic victory.

Dozens of other prizes were also awarded to participants who enjoyed a great day of networking in the stunning bushland setting.

AC November stats

AIR Canada has recorded a load factor of 77.2% for Nov 06.

Overall capacity for the carrier increased 3% with 81% of seats filled year to date compare to 80% last year.

AC's revenue passenger miles for Nov were 3 billion up 4% and its available seat miles grew to 3.9 billion.



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Remuneration package commensurate with experience

Virgin Atlantic is seeking a dynamic individual with the ability to maximise sales in the Australian Corporate market.

This position will be responsible for generating revenue from the Corporate arena, prospecting new business, capturing market share, retaining and developing existing commercial business and achieving ambitious sales targets.

You should have at least 2 years corporate travel industry experience, including established contacts with the Corporate travel trade.

You will be required to negotiate, win and manage new corporate business and existing national and global accounts.

The candidate will be self motivated, enthusiastic and be results driven.

If you have the fire in your belly and wish to be considered for an opportunity to work for a fun, innovative international airline, which is part of the growing Virgin group, please send your application, including CV and cover letter outlining your suitability for this position, in confidence to the Human Resources Manager at stephen.dean@fly.virgin.com by close of business

Wednesday 20 December 2006.

Applicants not responded to within two weeks have not been considered for the second stage of interviews.



QLD SALES MARKETING MANAGER

Royal Brunei Airlines requires a Business/Marketing graduate with minimum 5 years experience in the travel industry, preferably airline. Position will be based in Brisbane. Responsibilities will include:

- Developing marketing strategies for passenger sales in Queensland.
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- Compiling and analysing sales statistics.
- Planning and organising advertising/promotional activities and PR events.
- Support the Area Manager with co-ordination of national marketing activities.

Successful applicant will require:

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- Excellent written and verbal communication skills.
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Please note only successful applicants will be contacted for an interview.

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Candidate 1

– Travel IT Product Manager

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This candidate is a highly capable and experienced Global Product Manager who has had full responsibility for various global IT products. The candidate is customer focused and processes international experience when dealing with complex supplier negotiations and/or development teams. With a vast array of strengths in product strategy and with the ability to set and forecast global product budgets this candidate has proven management skills.

Candidate 2

– Marketing/Promotions/Advertising Manager

- Innovative, dynamic & enthusiastic marketer
- Exp in press, radio and television & ONLINE campaigns
- Outstanding negotiation skills

Our candidate has outstanding exp in marketing and promotions within the travel sector. Having worked in this arena for over 10 years she has worked with all sectors of the advertising world from brochures to national television productions. Should you be seeking an innovative, 'new ideas' person to increase the awareness of your brand, or if you require a professional negotiator to manage your marketing division our candidate would be highly suitable.

Candidate 3

– Corporate Operations/Account Manager

- Extensive Travel Operations Experience
- 4yrs Corporate Account Management
- Well respected by their peers

An outstanding candidate with a vast array of travel Industry experience with proven Management skills. Overseeing a team of fifteen staff and being responsible for all aspects of management from training, recruiting, managing, mentoring, and reporting to performance management and change management.

From Operations to Corporate Account Management, this candidate is able to build relationships and negotiate at Director level with full confidence.

Candidate 4

– CEO – Retail Travel, Tourism, Start Up

- Outstanding track record of success
- Highly experienced leader
- Capable and sound decision making skills

Our candidate has over 20yrs experience in a diverse range of companies across the travel and tourism sector. With past responsibility for up to 1500 staff at one given time, global experience at the highest levels of management. Has a thorough understanding of travel and tourism practices and a talent for recognizing and growing successful start-up operations, we feel his skills would be hugely beneficial to any company seeking new growth, direction and results.

Candidate 5

– Strategic Business Consultant/Manager

Our candidate has 22 years experience in the travel industry, including key international markets. She has worked in all channels and readily moves between managing high level corporate/business strategy, driving complex sales from positioning through to negotiation, and leading tier one customer account management strategies. She has general management experience in market development and multi-million dollar sales, and director-level management experience in all areas of the broader commercial mix. She has a highly analytical mind, excellent business acumen and an acute sensitivity to the broader market condition.

Candidate 6

– Global Product Manager

- Wholesale, airline and corp product mgt experience
- Staff management expertise
- Well respected

A results driven team player with proven ability to successfully negotiate travel supplier contracts. Demonstrated understanding of key business drivers and proactively identifying opportunities. Develops and effectively presents well structured negotiating positions. Professionally establishes rapport to develop successful relationships and provide outstanding service to business partners at all times. Exhibits a true passion for the travel industry.



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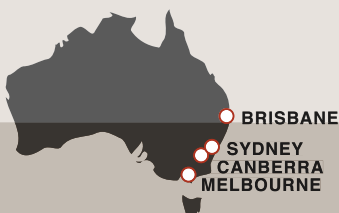
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The Marque Hotel Melbourne

35 Fitzroy St, St.Kilda, VIC Australia 3182 / (03) 8530 8888 / reservations@marquehotel.com.au

* Rates valid from 27 Nov 06 – 31 March 2007. Subject to availability. Conditions and blackout dates apply. All rates in AUD\$.

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