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**Travel Daily AU**

First with the news

**Fri 26 Feb 10** **Page 1**

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

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### HKG comp closing

DON'T forget those last minute entries in our fantastic Hong Kong competition, in which six lucky agents will get to take their child (aged 5-12) on a Virgin Atlantic trip to Hong Kong in Apr. Entries close at 5.30pm on Sun.

### QF boosts Japan

QANTAS yesterday announced it was increasing capacity on the Sydney-Tokyo route by 1256 seats per week from 05 Jul (*TD* breaking news), by utilising a 747-400 instead of an A330-200 for six of its daily flights each week.



### Hamilton Island

Great Barrier Reef **BONUS** getaways on sale now!

Offer ends: 31 March 2010



qantasholidays.com.au/agents

## Review consultation call

THE firm appointed to conduct the government's review of consumer protection in the Australian travel industry this morning issued a call to travel agents and consumers to make submissions to the process.

PricewaterhouseCoopers (PwC), which was given the job by the Ministerial Council on Consumer affairs last month (*TD* 28 Jan), says feedback received will give the opportunity for interested parties to "influence consumer protection regulation of travel and travel related services."

PwC has released an "issues paper" covering the review, which comprehensively identifies a range of issues and demonstrates how wide-ranging the investigation will be.

The paper highlights a number of questions to be canvassed, covering agent licensing, the overlap of licensing and TCF regulations, regulatory cost burdens on travel agents and even the qualifications required for consultants.

Trends to be examined include

### Today's Travel Daily

*Travel Daily* today has six pages of news, plus full pages:

- AA Appointments
- Consolidated Travel

the "growing number of transactions in which the consumer bears no risk from travel agent insolvency" with the rise of credit and debit card payments, as well as the possibility (raised by AFTA in its discussion paper) of a scheme for the private sector to provide supplier insolvency protection.

Also up for discussion is the adequacy of the Trade Practices Act and state-based Fair Trading Acts in relation to the supply of travel, as well as the possibility that self-regulation measures outlined in the Aviation White Paper could be extended to travel agents.

The review will also look at the behaviour of travel agents and possible sanctions in the event of misconduct, as well as the AFTA and ATEC codes of conduct.

PwC said the review is timely given the evolution of the industry including the increasing use of the internet, credit and debit cards, and "changes in the travel agent industry including the growth of franchised businesses."

The issues paper can be downloaded by clicking below, with submissions due by 09 Apr to [pwc.economics@au.pwc.com](mailto:pwc.economics@au.pwc.com).

[Click here for issues paper](#)

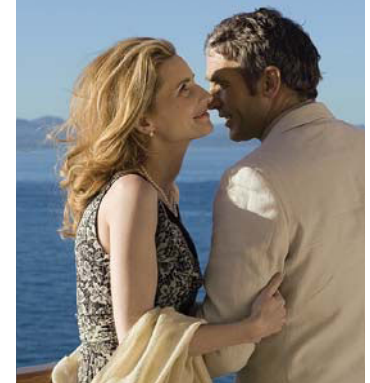
### VS drops World Aviation as NZ gsa

STELLA Travel's World Aviation will no longer be the New Zealand general sales agent for Virgin Atlantic from next Mon 01 Mar, after the carrier decided to switch the operation to operate via its local office in Sydney.

VS spokesman Nick Larkworthy told *TD* this morning: "We feel we have the online trade tools and resources here to manage the NZ trade relationship."

"We'll be working closer with Air New Zealand too," he added.

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# Travel Daily AU

First with the news

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Page 2

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See somewhere  
**NEW**

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## Johnson to leave Cox & Kings

THE general manager, national contracting for Cox & Kings Australia, Mark Johnson, has resigned from the company and will leave the business next week.

Johnson has been in the travel industry for 34 years, and joined Tempo Holidays as National Sales Manager in 2005, moving to the national contracting role after last year's Cox & Kings takeover.

Johnson's travel career also includes time at TAA/Australian Airlines, Hertz and Jetset Tours.

He's bought a bicycle business with a partner, so says he will still be "loosely travel related".

Johnson's son, Stephen, is a champion mountain bike rider, so the new business "fits the bill perfectly," he said.

"The best thing about the industry, and the biggest thing I'll miss, is the many wonderful people I've met along the way," he told *TD*.

Johnson's departure means that a major launch function for C&K next Tue night in Melbourne will also be his swansong.

## Travellers Choice corp push

THE Travellers Choice group is likely to significantly increase its focus on the business travel market this year, under plans to be considered at the group's upcoming board meeting in Mar.

MD Gary Allomes told *TD* this morning that "strategically we need to be in that segment," with the business push likely to make Travellers Choice more attractive to agents with a corporate focus.

He said part of this would include an expansion of the airline deals available to Travellers Choice members, which will be the subject of negotiations with carriers this year as they renew agreements with the Jetset Travelworld Group, with which Travellers Choice has a strategic sourcing deal.

Allomes said TC was continuing to grow, with a number of new members coming across from other franchise groups recently, as well as newly established agencies opting to join.

The corporate push is likely to see an expansion of the Travellers Choice Links with the Worldwide

Independent travel Network (WIN) which is a global travel "networking commercial group."

TC is the Australian affiliate of WIN, which has members in 12 countries and includes the large UK Advantage group and the Sure agency group in South Africa.

Allomes said such was Travellers Choice's confidence in the benefits of being part of WIN that it's taking a shareholding in the group, which offers a range of products and services including a corporate-focused global hotel program and airline lounge deals.

WIN also offers a 'corporate global solution' product which would enable Travellers Choice members to bid for the business of international corporates needing local support.

### Air NZ Tasman move

AIR New Zealand says its trans-Tasman competitors will be "scrambling to catch up" when it shortly announces plans to revamp its short-haul international operations.

CEO Rob Fyfe foreshadowed the changes at the carrier's results announcement this morning, which saw NZ reveal a NZ\$96m pretax profit for the six months to 31 Dec (*TD* breaking news).

It's going to be a busy year for Air New Zealand, with other changes including the launch of its new long-haul product (including SkyCouches) and the arrival of the first of 14 new A320s for the NZ domestic operation from Jan.

Strategic priorities for Air NZ also include the development of its AirPoints loyalty scheme, incl the ability to earn status points via credit card spending.

## Window Seat

IT'S not just travel agents who are no-shows at industry events.

The tables were turned at a function hosted last week at the home of Anywhere Travel managing director Barbara Whitten.

The annual exclusive event sees the Sydney agency thank its key suppliers, and Whitten says she believes it's unique in that very few agents give back to their principals - particularly a full dinner in the agent's home.

However at last week's Anywhere Travel function at least two key suppliers (who shall remain nameless but you know who you are!) were no-shows - and didn't even send an email of apology.

"Maybe the industry will realise this and make sure they are not 'no shows'," Whitten told *TD*.

THE Dubai Aquarium offers visitors the opportunity to swim with the fishes, but shoppers at the Dubai Mall almost got to do it for free yesterday when the attraction's 75cm-thick glass sprung a leak.

The huge tank is the centrepiece of the Dubai Mall and contains 33,000 fish - incl about 400 sharks and stingrays - in a 10 million litre tank.

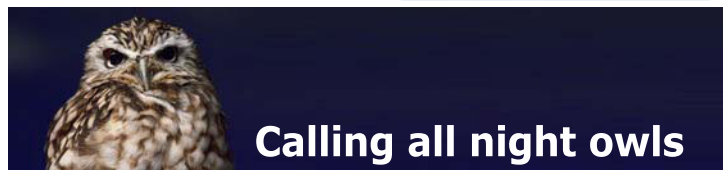
About 100 shops in the mall close to the aquarium were evacuated, with emergency services rushing to repair the leak in one of the tank's joints.

A spokesman for the mall said the leak "did not impact the aquarium environment or the safety of the aquatic animals."

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## JQ plane wearing boardies



ABOVE: Jetstar has launched a specially painted A320 aircraft with Quiksilver decals, timed to coincide with the start of the 2010 Quiksilver Pro on the Gold Coast which rolls out today.

JQ head of marketing & public relations David May said the jet is only one of a handful to receive a special livery, which will operate on domestic and int'l routes.

"Surfing represents the

Australian culture that Jetstar is all about - holidays, fun and good times," May said.

Some of surfing's best talent 'boarded' the jet yesterday to fly into the Gold Coast ahead of the event, including nine times World Champion Kelly Slater and Aussie rising-star Julian Wilson (pictured) whose image and board shorts design (made by his mother) make up the decal.

## New Philippine fee

QANTAS has introduced a new Qantas Industry Centre service fee of \$60 per passenger for bookings for travel originating in the Philippines.

The move is effective today, and is due to a requirement by the Philippines government that tickets for all international travel originating in that country must be issued only in the Philippines.

Accordingly, if payment for a ticket is collected in Australia for travel commencing in the Philippines, a Prepaid Ticket Advice must be sent by QF in Australia to QF in the Philippines for ticket issue.

Fares must be quoted as sold in Australia and ticketed in the Philippines, and there may be additional taxes, fees and surcharges applicable.

PTAs can only be sent Mon-Fri 0900-1800, and outside those hours the passenger will have to purchase a ticket via a travel agent in the Philippines.

There's also a PHP1000 per passenger fee for ticket issue via the Qantas gsa in Manila.

## APT Intrepid JV

THE new *Intrepid Connections* joint venture between APT and Intrepid Travel is now up and running, with APT's Fleur Ulbrick appointed gm and Jacquie Burnside of Intrepid her deputy.

The pact was announced last year (*TD* 30 Sep), and Ulbrick said the Intrepid Connections product range is set to expand, along with a "major staff recruitment process to source talented professionals for both product related and operations roles."



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\*Airfares are inclusive of taxes and surcharges correct at 11th January 2010. Offer ends 8th March 2010 for travel from now until 30th November 2010. Valid on the EK409, EK415, EK425, EK433 services. Prices listed are for Perth departures. Seats subject to availability. Amendments and cancellation fees apply. Prices quoted are for the low season. Blackout period applies for Cape Town, Johannesburg and Durban between 4th June and 18th July 2010. Emirates will be flying to Amsterdam from 1st May 2010, Prague from 1st July 2010 and Madrid from 1st August 2010. For more information contact your Emirates Sales Team or the Emirates Customer Service Centre on 1300 880 599. EMI2266/A

## Visa luxury hotels

VISA has launched a premium travel offering that enables Visa Signature cardholders to find and book a selection of prestigious hotels across the globe.

The Visa Signature Luxury Hotel Collection offers users VIP guest status, room upgrades, free valet parking, free brekkie and more.

See [visasignaturehotels.com](http://visasignaturehotels.com).

## oneworld wants MU

ONEWORLD is looking at adding a Chinese carrier to its alliance, with AMR Corp (the parent firm of American Airlines) in advanced talks to sign up China Eastern Airlines (MU).

AMR's chief financial officer Tom Horton said this week discussions are part of oneworld's strategy to add more airlines to expand the alliance's global reach.

Last year MU and AA signed a codeshare agreement on flights between Los Angeles-Shanghai and Beijing, as well as some domestic China services.

Horton also indicated that oneworld was looking to add a Latin American carrier, likely to be GOL Linhas Aereas.

In 2007, competitor Star Alliance welcomed Air China and Shanghai Airlines to its network, while China Southern Airlines is part of the SkyTeam airline alliance.

Interestingly, MU acquired Shanghai Airlines this month.

MEANWHILE, American Eagle, the regional affiliate of AA, has announced it will fit out all its CRJ-700 jets with nine First Class seats for travel from 02 Jul.

## Tiger Australia now profitable

THE Australian operations of Tiger Airways have been profitable for the last six months, according to a statement issued by ceo Tony Davis today.

The carrier released its third quarter financial results, saying it's "well positioned for growth."

"Tiger Airways Australia has been profitable for two successive quarters, proving that our Australian business has exited the start-up phase at a faster pace compared to the Singapore business," he said.

The group's quarterly profit for the three months to 31 Dec was \$51.1 million - a big improvement on the \$57.7m loss recorded in the previous corresponding period.

Davis said passenger numbers were up in both Australia and Singapore, along with ancillary revenues, showing that "we have the right model in the right markets."

He said the profitable result was achieved along with a 19% reduction in average fares.

"Forward bookings for the remainder of the financial year continue to be healthy and broadly in line with the recent trend," Davis said.

## Princess drop tour

PRINCESS Cruises in the US has dropped one of its British Virgin Islands day tours following the death of a passenger on a shore excursion accident.

A 24-year old was killed when the tour bus operating the 'Tropical Forest Hike and Beach' land tour on Tortola rolled several times when it left the road.

Several other cruise pax were also treated in hospital for other injuries sustained in the crash.

## 40 years in travel for Mary



MARY Rossi Travel is this month celebrating 40 years in the industry, with the commemorations kicking off on Wed with a luncheon at the Royal Sydney Yacht Squadron with many of the agent's clients.

Mary Rossi was of course the guest of honour, and is pictured above with her family at the event, from left: Mary Rossi O.B.E.; Sally Rossi Ford; Catherine Rossi Harris OA PSM; Claudia Rossi Hudson, md of Mary Rossi Travel; Roger Hudson, director; Sarah Hudson; Mark Hudson; Kate Hudson.

Kneeling: Alexandra Rossi Tiffin and Emma Rossi Nolan.

## QF Tourism awards

THE National 2009 Qantas Australian Tourism Awards will be held in Hobart this evening.

Finalists from each state and territory are vying for titles in 27 categories at the prestigious awards night.

## New HWT threads

HARVEY World Travel agents will be getting around in new jackets, pants, skirts, ties and scarves in 2010, with the group's uniforms designed by Australian corporate clothing makers at Daniel Lightfoot Studios now.

## Cockpit surveillance

THE US National Transportation Safety Bureau has recommended aircraft voice recordings be used to monitor pilots' conversations, to ensure the cockpit crew are focused on operating planes.

NTSB chairwoman Deborah Hersman says using 'black box' data "is essential to understand what is going on in the cockpit if we are to achieve further reductions" in plane accidents.

The call comes after the NTSB recently claimed excessive cockpit conversations were partially to blame for the Colgan Air crash in Buffalo in Feb 2009 (TD 04 Feb).

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Applications close 5 March 2010.

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## 25% off DXB pitstop

TEMPO Holidays has cut the price of its two-night Dubai stopover package staying at the Avenue Hotel by 25 percent.

The package, which includes meet and assist, airport transfers, accom, brekkie and a handling fee, is now priced at \$192ppts.

## Trafalgar incentive

TRAFALGAR Tours is giving World Rewards members booking through *iTropics* a chance to win a trip for two on one of its trips.

Every new booking made from now until 31 Mar will gain agents one entry in the draw, plus there's also 2,000 bonus World Reward points up for grabs each week.

See [www.worldrewards.com.au](http://www.worldrewards.com.au).

## CWT Amadeus pact

CARLSON Wagonlit Travel plans to give Amadeus access to some of its mid- and back-office transaction technology after the firms signed a Memorandum of Understanding yesterday.

The move would see CWT able to focus on more value-added services by freeing up its own internal resources, the business travel management firm said.

## EK keen on Canada

EMIRATES has renewed its interest in expanding operations to Canada, yesterday releasing details of a study to the Canadian Govt of the benefits the airline would bring with more capacity.

Currently, Emirates only has rights to operate thrice weekly into Toronto but the Dubai-based carrier wants to lift that frequency to as much as double daily, along with new services to Vancouver and Calgary.

EK said the economic benefit would be worth about \$480m a year to the country, create nearly 3,000 jobs and bolster cargo capacity by 27,000 tonnes.

## CO mobile passes

CONTINENTAL Airlines is claiming to be the first carrier to launch paperless boarding passes on international services between the UK and USA, after introducing the mobile option to London.

The mobile version displays a two dimensional bar code, along with passenger and flight info that can be scanned from either a mobile phone or PDAs.

## Hyatt FY09 results

HYATT Hotels Corporation has reported a pre tax profit decline of more than 40% to US\$406m for its full year 2009 result, compared to the year prior.

Net loss attributable to Hyatt was US\$43m compared to profit of US\$168m in 2008.

During 2009 Hyatt opened nine new properties.



## Travel Specials

WELCOME to *Travel Specials*, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**V AUSTRALIA** is celebrating its 1st birthday by offering some great deals on flights to Fiji, Phuket, Los Angeles and Johannesburg. Flights from SYD to Nadi are now \$199 for travel between 18 Apr-30 Jun and 19 Jul-15 Sep, and services between MEL/BNE and Phuket are now \$399 on select dates. LA airfares are priced from \$1,129 ex SYD/MEL/BNE, and from \$1,399 to JNB departing SYD, or \$1,499 from MEL/BNE. The sale is on until 11 Mar.

**EXPEDIA.COM.AU** has some 5-night packages to Fiji on sale, with options including flights from SYD/BNE or MEL starting at \$535ppt staying at the Novotel or \$721 at Mana Island Resort & Spa. There also bargains at Warwick Fiji Resort & Spa which lead in at \$798, or Sofitel Resort & Spa priced from \$895. See [travelzoo.com.au](http://travelzoo.com.au).

**WESTIN & SHERATON RESORTS FIJI** have launched an Ultimate Spa Package which includes a night's accom and a 60min Heavenly Massage, 45min Manicure and 45min Pedicure. Guests also receive 20% of additional spa treatments. The package is priced from \$222 per room per night, valid at The Westin Denarau Island Resort & Spa or Sheraton Fiji Resort. It's also available for \$276 in a one-bedroom villa suite at Sheraton Denarau Villas. Call +679 675 0000.

**INTERLINE RESERVATION SERVICE** is offering travel industry deals on a number of Orion Expedition Cruises, including the six-night Tropical Reefs & Culture voyage sailing on 28 Apr from Cairns to Thursday Island. The trip includes visits to Lizard Island, Stanley Island, Orion Reef and Cape York and is priced from \$2,360 ppts. For info see [www.interlineres.com.au](http://www.interlineres.com.au) or call (02) 9700 8711.

## ANA to Munich

ALL Nippon Airways is planning to launch a daily direct service from Tokyo Narita to Munich from 01 Jul, and a twice daily Tokyo Haneda-Taipei service on 31 Oct.

## GA up excess fee

GARUDA Indonesia has raised its excess baggage charges to \$15 per kilo on services between PER - Jakarta/Denpasar, and \$25 from MEL/SYD - Jakarta/Denpasar.

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**AIME next week**

THE 18th Asia-Pacific Incentives & Meetings Expo (AIME) will be hosted in Melbourne on Mon and Tue next week, showcasing some of the country's best destinations, products and services on offer.

**Marriott Loves You**



ABOVE: Melbourne Marriott Hotel joined with other Marriott properties across the country to celebrate Feb as the Valentine

**Seadream bonus**

AGENTS booking a European cruise with Seadream Yacht Club between now and 15 Mar are being offered an extra US\$200 commission per stateroom.

The deal applies to voyages of seven-days or more on *SeaDream I* or *SeaDream II*, cruising from 29 May to 25 Sep 2010.

What is more, guests will also receive a US\$200 per stateroom spa credit for their cruise.

**More AOT brochures**

AOT Holidays has released its 2010/11 New South Wales Holidays 'Sydney' and Travelpoint Holidays 'Perth and the West Coast 2010/11' brochures - see tifs.com.au.

month with their hotel guests.

The 'Marriott Loves You' promo had four properties design a range of special packages for their loyal clients, providing special group rates and discounts for events.

Guests staying at the Melbourne Marriott Hotel were also treated to heart-shaped cookies during the month.

The hotel's sales & marketing team also conducted a sales blitz in the city's CBD, handing out cookies and red balloons in offices.

Pictured *from left* are the Melb. Marriott Hotel's Michael Middleton, Grant Gray, director of sales and marketing; George Varughese, general manager; Desmond Morilly, Carine Leong, Chris Ford, Gemma Garcia, Daniel Payne, Neha Singh, Rachana Bangara and Jayelene O'Callaghan. In front: Rosalind Theobald and Natalie Davis.

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LAST WEEK TO ENTER

To celebrate the start of the New Year, Rail Plus is giving *Travel Daily* agent readers the opportunity to win some sensational prizes during the months of January and February.

To enter this fabulous competition, subscribers will simply have to correctly identify what country the train featured below is from and come up with a creative caption to accompany this image.

There will be a major prize awarded at the end of the competition period of a place on the 2010 Rail Plus European familiarisation being held from 28 Apr to 08 May 2010, visiting Northern Italy, Switzerland, France and the UK\* - for the best caption overall!

A weekly prize of a Eurail Select Pass for 5 days in 3 countries will also be up for grabs for the cleverest caption received each week, as decided by the Rail Plus judging panel.

So put on those thinking caps and email your caption and contact details to [railpluscomp@traveldaily.com.au](mailto:railpluscomp@traveldaily.com.au).

Full terms and conditions available at [www.traveldaily.com.au](http://www.traveldaily.com.au).



\*Itinerary subject to change.



**\$181m AirAsia profit**

KUALA Lumpur-based AirAsia has announced a net profit of 549 million Malaysian ringgits (A\$181m) for the year to 31 Dec.

CEO Tony Fernandes said AirAsia had bucked the industry downturn, with an 11.5% increase in revenue and a healthy 24% in overall passenger numbers for its operations in Malaysia, Thailand and Indonesia to more than 22.7 million passengers for the year.

"We have successfully grown market share in every market we serve," he said.

Fernandes said the current industry conditions gave the carrier an opportunity to "review, re-evaluate and restructure its internal operations," including fine-tuning routes and fleet.

"In addition, AirAsia's joint collaboration with Australia's Jetstar (and Jetstar's parent, Qantas) in operational aspects such as procurement, engineering and ground handling is expected to contribute substantial savings," he said.

**Singles brochure**

NZ luxury coach tour operator Grand Pacific Tours has released a dedicated Single Travellers Luxury Coach Holidays brochure for 2010-11, with the move following the success of three special solo traveller departures last year.

The new program includes guaranteed departures on GPT's 19-day Grand Tour, 16-day Highlights Tour and 10-day Ultimate South Island Escapes, and budget-conscious travellers can also avail themselves of a 'single to twin' option in which individuals are paired up according to age.

For more information phone 1800 622 768.

**CX/AC cargo pact**

CATHAY Pacific and Air China have announced a deal to establish a cargo airline joint venture, based on the existing Air China Cargo Co Ltd (ACC) which is wholly owned by Air China.

CX will sell four freighters to ACC, with JV operations to commence in northern summer.

**Kingfisher Bay Resort Group – Fraser Island**

The Kingfisher Bay Resort Group on World Heritage listed Fraser Island is seeking a highly motivated and skilled Sales and Marketing Coordinator for its office in Sydney.

The successful candidate will be responsible for actively selling all the KBR Group accommodation and touring products as well as inbound and domestic sales administration.

**The candidate will be required to demonstrate:**

- proven experience in the travel industry, preferably leisure with an understanding of the different distribution channels
- proven sales experience
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**MELBOURNE – 1/167 Queen St – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)**

**BRISBANE – 13/97 Creek St – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)**

**ADELAIDE & PERTH – (03) 9670 2577 – [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au) & [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au)**

### AA IS GROWING AND WE NEED YOU!

#### TRAVEL RECRUITMENT CONSULTANT

**SYDNEY – SALARY PACKAGE CIRCA \$65K + BONUSES**

Passionate about the travel industry but tired of reservations? Here's the rare chance to join the AA team and never look back! Our staff enjoys being part of an energetic, fun team, where each day is different including assisting candidates, developing hiring strategies for clients & designing marketing campaigns! You will have the opportunity to earn an amazing salary package, work Mon-Fri hours with up to 5 weeks paid annual leave, exotic conferences & so much more! Call today!

### COME FLY WITH ME

**AIRLINE RESERVATIONS - 2 MONTH CONTRACT  
SYDNEY BASED – TOP HOURLY RATE**

Come work for the best of the best! We are searching for a highly skilled Airline Reservations Agent who is highly proficient using CALYPSO and has exceptional domestic and international product knowledge. You will bring something special to this temp role, including a fantastic friendly can do attitude, a professional outlook and a wealth of travel industry experience. Your commitment and dedication is paramount.

### STRONG RETAILERS WANTED! TEMP NOW!

**SYDNEY**

**3 MONTHS CONTRACT**

**EXCELLENT HOURLY RATE + SUPER**

Temps are in hot demand right now! We NEED YOU NOW! We have several retail consulting roles to fill ASAP which are located all over Sydney CBD. Fantastic hourly rates plus temp to perm options are available. If you have excellent customer service, a passion for the travel industry, strong GDS skills and a flexible, can do attitude - then you must apply with AA today!

### EXCITING NEW OPPORTUNITY WITHIN PRODUCT

**WHOLESALE PRODUCT ASSISTANT  
MELBOURNE (INNER) – PKG TO \$45K**

Looking for a role that is behind the scenes but also has variety? If you have travelled to destinations such as Africa, South America, Canada, Alaska, Middle East or Indian Sub Continent this company can use your skills. Working within their product department, this is a varied role that requires a high level of travel industry experience along with strong attention to detail and admin skills. Apply today!

### TAKE THE TOP POSITION

**MANAGER – RETAIL TRAVEL**

**MELBOURNE (CBD) – PKG DEP ON EXP**

Our client is part of a well established national retail chain network. They currently require an experienced retail travel manager for one of their busiest stores located in Melbourne's CBD. Your focus will be your staff and you will be responsible for training, monitoring productivity, setting targets and providing support and guidance to the consultants. GDS skills are required along with the ability to confidently lead a team.

### THE WINNER TAKES ALL

**CORPORATE TRAVEL CONSULTANT  
PERTH (INNER) – PKG TO \$70K + OTE**

Land this outstanding role and your winnings will include a vibrant work environment and one of the highest salaries in the travel industry today! This global TMC is seeking an experienced and motivated international travel consultant to join their corporate division based in the Perth CBD. Only sales focused and dedicated consultants should apply. Potential for future progression into a leadership role.

### ARE YOU THE PROVERBIAL SKI BUNNY?

**WHOLESALE POSITION**

**BRISBANE CBD**

**\$45K SALARY PACKAGE**

Do the words "powder, slalom, off piste, tubing" mean anything to you? If so, you're the person we need to talk to! We have a brilliant opportunity to join this leading wholesaler, specializing in ski markets both internationally and domestically. A passion for skiing and enthusiasm to burn will see you succeed. Amazing families are on offer with this fun and dynamic company. Looking for a change and the chance to specialize in an exciting product call today!

### WHEN ONLY THE BEST WILL DO

**LUXURY TRAVEL CONSULTANT**

**BRISBANE CBD - \$60K OTE**

Do you have experience selling to the discerning traveller? Love selling quaint villas in France or boutique river cruising in Europe? We have a fantastic opportunity for an experienced international consultant to join this knowledgeable and friendly team. Having some repeat client base would be an advantage as this isn't a shop front location with a lot of walk ins, and client visits are by appointment. Based in the CBD you will be working Monday to Friday. Don't miss this fabulous chance.

# Rewards on Q with Consolidated Travel



**Simply sell Qantas in the month of February and be rewarded!  
The top 3 sellers will win the following:**

**First Prize: 2 Business Class tickets to Los Angeles on the A380**

**Second Prize: 2 Premium Economy Class tickets to Singapore**

**Third Prize: 2 Economy Class tickets to Hong Kong**

**But it doesn't end there... You can also earn yourself some shopping vouchers...**

**\$50 voucher awarded per ticket in Business/First Class\***

**\$40 voucher awarded per ticket in Premium Economy Class\***

**\$25 voucher awarded per ticket in Economy Class\***

**Conditions:**

- Valid for tickets issued by Consolidated Travel or via Quikticket on the Consolidated Travel IATA between 1 - 28 Feb 10 on QF International itineraries ex Australia plated to QF (081) ticket stock.
- This promotion is valid to all full time consultants in Australia.
- Infant, Child, Group Sales, Cancelled or Refunded tickets are not eligible.
- Consolidated Travel and Qantas reserve the right to alter or withdraw the promotion at any time.
- Winners will be advised and prizes will be distributed after completion of the promotion.
- Prize winning tickets include taxes.
- \* Vouchers are capped.

To receive your vouchers, please complete the below & fax OR email to the Consolidated Travel Sales Team no later than Friday 5 Mar 10

Agency Name: \_\_\_\_\_ Consultant: \_\_\_\_\_

Ticket Numbers: \_\_\_\_\_

Claim Date: \_\_\_\_\_



Melbourne  
Telephone: 03 9251 5044  
Facsimile: 03 9663 2095

Sydney  
Telephone: 02 9394 1402  
Facsimile: 02 9247 7907

Brisbane  
Telephone: 07 3334 2000  
Facsimile: 07 3221 3771

Adelaide  
Telephone: 08 8203 8001  
Facsimile: 08 8231 1220

Perth  
Telephone: 08 9442 6000  
Facsimile: 08 9481 0590