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# Travel Daily AU

First with the news

Tue 20 Jul 10

Page 1

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

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## Travel Daily AU

First with the news  
on location at the  
**Farnborough Air Show**

Today's issue of **TD** is coming to  
you from London, courtesy of  
**Qatar Airways**

**THE** first day of the Farnborough Airshow yesterday saw Boeing and Airbus announce major orders, with Emirates ordering 30 777s from Boeing (**see p2**) while Airbus won an order from new US-based leasing group Air Lease Corporation (ALC) for 51 A320s.

Qatar Airways also announced a US\$90m order for two Bombardier Global 5000 business jets to help it tap the fast-growing Middle Eastern corporate charter market via its Qatar Executive offshoot.

Corporate hospitality flowed, with major suppliers operating 'chalets' welcoming invited guests to share food and drink as well as enjoying views of the airfield.

The day finished with a spectacular airshow, with a wide variety of aerial stunts including high speed aerobatics, huge jets such as the A380 and A400M showing off their capabilities and a number of fighter jets including the amazing Raptor swooping, diving and looping the loop over the crowd.

Tomorrow Etihad is expected to make a big announcement in conjunction with Airbus.

## Expedia fires up on fees

**ONLINE** travel company Expedia has slammed its main rival Webjet along with other un-named travel websites, who it says are charging "unacceptably high booking fees" for flights that "deliver little or no value."

Expedia gm Australia & NZ Nicolas Chu singled out Webjet as one online agency that currently applies a booking fee of up to \$50, and also charges for change and cancellations.

"We believe there is significant benefit in the long term by abolishing fees, and that increased volume will benefit our financial position over time," Chu said.

"Travellers should be concerned about the amount of money they pay in fees with other travel websites and they will soon wake up to the fact they are just being taken advantage of for no real value," he stated.

He said that Expedia has saved

its customers in Australia and New Zealand around \$1.8 million since eliminating its own booking fee last year (**TD** 04 Sep 09).

Responding to the comments, Webjet md David Clarke told **TD** today that Chu's statement was "superficial and immature".

Clarke said Webjet's growth rate has accelerated at up to 10 times the industry standard, indicating people will pay a fee when it covers services and values that Expedia can't provide, such as 'Deal Finder' & 'Stay Then Pay'.

"Customers buy a service from us which Expedia is not in a position to offer," he said.

"The evidence is categorically to the contrary of his assertion."

Last Sep Clarke said Webjet had no intention of following Expedia or Zuji in removing booking fees.

### Today's Travel Daily

**Travel Daily** today has seven pages of news and photos, plus full pages from:

- TMS Asia Pacific
- AA Appointments
- Territory Discoveries

## Supplement popular

**TRAVEL Daily** has received lots of positive feedback to our exclusive Business Class Guide which was distributed to subscribers yesterday.

Many agents say they plan to use the guide regularly with their clients, while travel.com.au even sent out a Twitter 'tweet' saying "we're loving the Business Class guide you guys sent out today... if only we were flying somewhere in business class soon!"

The guide is available free from [www.traveldaily.com.au](http://www.traveldaily.com.au).



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## Celebrity returns

**CELEBRITY** Cruises has confirmed that it will once again deploy a vessel in Australasian waters, with the announcement overnight that *Celebrity Century* will operate a series of voyages down under in 2011/12 (**TD** breaking news).

The 1814-passenger *Century* will operate five 12- and 13-night trans-Tasman cruises between Sydney and Auckland, as well as a 36-night circumnavigation through two combinable 18-night sailings.

More information in *Cruise Weekly* - subscribe free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

## Anantara giveaway

**OVER** the next two weeks **TD** readers will have a chance to win a fabulous five night stay at the luxurious Anantara Phuket, just by answering a series of questions.

For details on how to enter, and for question two, see page five.

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**Travel Daily AU**  
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ETIHAD

## 30 777s for Emirates

EMIRATES has signalled plans to further grow its network, confirming an order for 30 Boeing 777s at the Farnborough Airshow in the UK overnight (TD Mon).

CEO Sheikh Ahmed bin Saeed Al Maktoum said the move "demonstrates our commitment to operating a modern fleet that not only enhances the passenger experience but our operational efficiency as well".

Just last month Emirates placed an order for 32 Airbus A380s, which was the biggest ever order in civil aviation history.

## MEL passengers rise 6%

MELBOURNE Airport says a 6% rise in passenger numbers over the 2009/10 financial year is a "testament to the city's standing as a growing tourism and business destination of significant international importance".

The airport this morning confirmed its figures for the year, with international passenger numbers expanding strongly, up by 13% with key growth markets including Indonesia (up 36%), Malaysia (+26%), China (+14%) and India (+10%).

Domestic passenger numbers rose about 4% over the year.

Airport ceo Chris Woodruff said the performance was also a sign of the close relationship with airlines, with MEL working closely with carriers to keep costs "significantly lower than other Australian airports".

Other factors cited include the airport's round-the-clock operations, proximity to the CBD and the single terminal precinct allowing for easy connections.

"Airlines are responding to Melbourne's growing importance and they are recognising the advantages of our airport," he said, with additional capacity introduced by Air India, Air China, China Southern, Emirates, Jetstar and AirAsia X.

MEANWHILE, Sydney Airport has reported a 13.2% year-on-year increase in traffic for Jun 2010, with int'l traffic up nearly 12%.

## Hedging crushes FJ

AIR Pacific is reportedly in the grip of a major cost-cutting campaign initiated by ceo David Pflieger, with reports that any expenditure exceeding US\$2500 will require his personal approval.

The *Fiji Times* reported the strictures on Sun, after a meeting with accountants at which Pflieger also confirmed that most of the US\$34m loss recorded by Air Pacific last year was due to fuel hedging write-offs.

MEANWHILE, Pflieger said the Fiji flag carrier is considering operating a direct flight to Sydney from Suva Nausori Airport if there was enough demand for the route.

## London bargain

THE five star Capital Hotel and the Levin Hotel next to Harrods in the heart of London are offering Aug stays for just \$300 per night in a king or twin bedded executive room.

The Australian dollar rate is exclusive of VAT at 17.5% and is a major discount to the normal rate of £285 per night. - more details [sarah@thehotelconnection.com.au](mailto:sarah@thehotelconnection.com.au).

## Window Seat

TD spotted a good example of ambush marketing at the Farnborough Airshow in the UK overnight.

Airbus probably thought it had scored a coup when it sponsored the big screen displays scattered around the show site, which usually display aircraft doing acrobatics and other manoeuvres.

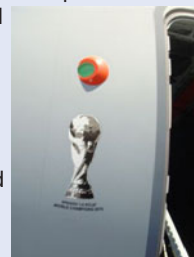
However as we walked past one of the billboards yesterday it was displaying a continuous loop of the arrival and taxiing of the show sensation - the 787 Dreamliner which is making its air show debut here courtesy of rival manufacturer Boeing.



Boeing sponsored by Airbus - or is it the other way around?

THE other aviation sensation at Farnborough this year is the debut of the long-awaited Airbus A400M military cargo plane, which is flying at an airshow for the first time ever after about 20 years in development.

The aircraft is also attracting attention because of some of its unusual livery - the Spanish-based crew of the plane have put a special sticker on the fuselage (below) celebrating Spain's soccer World Cup victory last week.



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Airline of  
the Year 2009  
TTG Travel Awards 2009

**QATAR**  
AIRWAYS القطرية

## Blondes having some fun!



ABOVE: These four lovely fair-haired ladies - or at least with blonde highlights - are pictured celebrating a great win by Teresa Szozda of Magna Carta Travel in Strathfield NSW.

Teresa, who's second from left holding a cuddly panda, was the lucky winner of a recent promotion by Stella Group, Finnair and the Helsinki City

Tourist and Convention Bureau, promoting Finnair's Helsinki as a gateway to Europe.

The \$5500 prize included two return economy tickets to Helsinki from Sydney, two nights accom at the Scandic Hotel, two 48-hour Helsinki Cards, a return overnight cruise to Stockholm and a day cruise to Tallin with TallinkSilja.

Pictured above from left: Vesna Pandza, Finnair account mgr; Teresa Szozda; Satu Raunola of Finnesse Communications representing Helsinki City Tourist and Convention Bureau; and Katy Muyt, Finnair country manager for Australia, NZ & New Caledonia.

### More seats for Mary

ICON Holidays has managed to get a new allocation of accom and reserved seats in St Peter's Square for the canonisation of Mother Mary MacKillop.

The six-day Icon deal leads in at \$1559ppts - 03 9810 7666.

## Campbell to stay with Canada

THE head of the Canadian Tourism Commission in Australia, Donna Campbell, says she's known about the planned changes within the organisation (TD yesterday) for some time.

She told TD that roles in the revamped Australian operation, which will become GSA-based, are not yet clear, with more details available by mid-Dec.

"I was not part of the process," she said, adding that she has "every intention of staying on with the GSA operation".

Campbell said the reshuffle was good news because it meant an increase in marketing funding, and although there will still be an Australian operation it will no longer be part of the government.

She also said that Australian arrivals into Canada are up 8.9% for Jan-May compared to 2009, with May up 18% year on year.

## Roamfree sale

TOURISM Holdings yesterday announced the sale of its Roamfree channel management business to Bryan Frawley, who founded Resonline in 2004.

The sale includes Roamfree Advance and Last Minute Manager with Tourism Holdings ceo David Oliver saying he wanted to focus on the Bookeasy product which is now powering more than 155 Visitor Information Centres across Australia, as well as a number of travel websites including Roamfree.com.

## Cook Is incentive

TRAVEL agents can earn a \$50 Myer gift voucher in an incentive being run through Coral Seas and Cook Island Tourism Corporation.

Every adult passenger booking made on at least one sector of Air New Zealand's direct Sydney-Rarotonga service between 04 Jul and 30 Oct will reward agents.

See [gocookislands.com.au/trade](http://gocookislands.com.au/trade).

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## Money Talk

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At [www.visa.com.au/gotravel](http://www.visa.com.au/gotravel) you can learn more about the range of traveler-friendly products available from Visa, to help you take the worry out of holidays for your customer.

more people go overseas with Visa.



## Ed's Bar no more

POPULAR Nadi tourist landmark, Ed's Bar has gone up in flames in Fiji after it was gutted by a fire on Sun night.

The venue was renowned in the travel industry as being the place to go to network after hours.

## Chifley appoints

CONSTELLATION Hotels has named Adrian Teh as the general manager of the new Chifley Wollongong, set to open in Sep.

Teh has moved across from his role of GM of the Travelodge Mirambenna Resort in Darwin.

## 1Car1 USA winners

CONGRATS to Phil Hoffmann Travel Unley and Travel Focus in WA who were 1car1's weekly winners of 2 x Gold Class Movie tickets in its USA promo.

All USA car rental bookings made in Jul go into the draw each week for 2 x Gold Class Movie tickets for agents, while clients can get free upgrades on vehicles.

## Disney on Amadeus

AMADEUS Cruise Distribution Solutions is now offering inventory on Disney Cruise Line for US and Canadian markets.

## Winterbeatz tickets

LAST week's Macau Govt Tourist Office comp which featured in *TD* was a massive hit, with hundreds of agents keen to land themselves tickets to the Winterbeatz concert at Sydney's Acer Arena.

Congratulations to the following seven agents who have won a double pass to attend the show on Wed 28 Jul, courtesy of MGTO - Karren Chummun, Macquarie Group Travel Centre; Marni Whittington, Jetset Tours Rose Bay; Rebecca Cushing, FCM Travel Solutions; Reshma Patel, World Travel Professionals; Stacey Collyer, FCM Travel Solutions; Tamara Naylor, Flight Centre Engadine and Mareesa Florek, Travel Counsellors.

## Philippine fares

PHILIPPINE Airlines has launched special economy fares on flights from Australia to Manila, priced from \$754 ex MEL.

On sale until 30 Jul and for travel 20 Jul to 17 Sep, flights are also available from Sydney from \$774 and \$776 ex Brisbane.

For more info call - 1300 888 725.

## KLM luggage tags

KLM is offering guests from Singapore, Indonesia, Australia and New Zealand to 'Design Your Own Free Luggage tag with KLM', via the carrier's local website.

Pax can go online and create two tags per email address which feature their personal details and a creative design of choice that's then posted out - see [klm.com.au](http://klm.com.au).

## 30 years at TG!



THAI Airways International is this year celebrating its 60th Anniversary - and the airline's Commercial Manager for Australia has been with TG for half of that.

Bubniw last Thu celebrated thirty years of services with the carrier, after starting with the company as a sales representative in 1980.

She moved up the ranks to Sales Manager VIC/TAS/SA before progressing to her current role as Commercial Manager Australia.

Bubniw has been based in Melbourne for the last eight years, and is pictured above in the heady days of the 80's.

[emiratesagents.com/au](http://emiratesagents.com/au)

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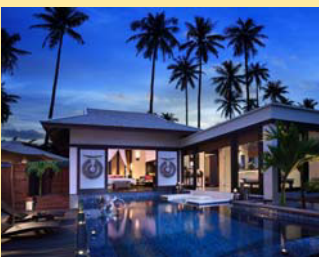
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## WIN A 5-NIGHT STAY IN PHUKET



**Travel Daily** has teamed up with **Anantara Phuket** and over the next two weeks is giving one lucky reader a chance to win a 5-night stay in one of their luxurious pool villas. The prize includes daily breakfast for two and return airport transfers via Mercedes E220.

Located on the remote and pristine Mai Khao Beach, Anantara Phuket is the **only luxury resort** in Phuket with **private pool villas located on the beach** and is only 15 minutes north of the airport.

All you need to do to be in the running to win this stunning prize and be the envy of your office colleagues is to answer all 10 questions featured in **Travel Daily** for the next two weeks, the final question being on Friday 30<sup>th</sup> July.

Q.2: What is the name of Anantara's beachside dining experience?

Send your answers each day to:  
anantaracomp@traveldaily.com.au

**Hint! Visit**

[www.phuket.anantara.com](http://www.phuket.anantara.com)

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## MAS website error

MALAYSIA Airlines advises that its website address which featured in **Travel Daily's** Business Class Airline Guide should be [www.malaysiaairlines.com](http://www.malaysiaairlines.com).

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## Travel Daily AU

First with the news

Tue 20 Jul 10 Page 5

EDITORS: Bruce Piper and Guy Dundas  
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## TA Fastrack shows

TA **FASTRACK** Group is offering travel agents the opportunity to attend workshops on 'How to beat the Internet', with the first session starting 28 Jul in Brisbane.

Adrian Caruso, Fastrack ceo says "the internet is a long way behind being able to offer the same level of service as an agent when booking complicated itineraries."

The other eight workshops will be held on the Gold Coast, Sydney, Melbourne, Adelaide and Perth - see [tafastrack.com.au](http://tafastrack.com.au) for info.

## NRL tipping winner

**CONGRATULATIONS** to James Ellis of Moves Travel who was the top point scorer in Round 19 of **TD's** exclusive travel industry NRL Footy Tipping Competition.

James has won himself two great DVD's, courtesy of **TD**.

There are now only six rounds remaining in the comp, which is currently being headed by Marina Knezevic of TravelManagers, who is four points clear of her nearest rival, Sarah Clark of Flight Centre Bowral, NSW.

Deborah Clarke of Show Group Enterprises and William Little of Virgin Atlantic are a further four points behind, in equal 3rd place.

All tippers are playing for the major prize of a trip for two to Penang, staying at Park Royal Penang, flying with AirAsia.

## AA/JetBlue FF pact

**AMERICAN** Airlines and JetBlue Airways have announced they will begin a frequent flyer relationship later this year enabling members of AAdvantage and TrueBlue to earn miles/points on select routes of each carrier.

The airlines say the deal will benefit customers by providing improved connections on some of their int'l and domestic services.

## Relais iPhone app

**RELAIS** & Chateaux has released an iPhone app. offering easy geolocations to the best places to dine or stay around the world - [relaischateaux.com/appstore](http://relaischateaux.com/appstore).

## Emelias run rampant in SYD

LAST week Expedia sent out a group of 'Emelias' as part of a sales blitz in Sydney for its Travel Agents Affiliate Program (**TD** 12 Jul).

The online travel firm said the promo had received a phenomenal response, with more than 500 members across Australia.

Expedia says TAAP offers access to a range of travel inventory, competitive commissions, great rates and advantages.

For new members who join by the end of Jul a bonus \$100 will be earned on the first \$1000 booked - [expediaaccess.com/AU](http://expediaaccess.com/AU).

Pictured above are Stuart Udy, Manager Trade Distribution Expedia; and the 'Emelias'.



## Accor promotion

**ACCOR** has announced the appointment of Neil Paterson as the new Director of Sales for Victoria and Tasmania.

He has held previous roles with Accor as Director of Sales and Marketing, Sofitel Gold Coast.

## Jetstar Hot Fares

**JETSTAR** has introduced a new 'Hot Fares' option which provides a limited number of seats on select routes at discounted prices.

The Hot Fares are based on **JetSaver Light** fares and are distinguishable by a special sash with the same name.



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Email Address: [arobertsbrown@aviareps.com](mailto:arobertsbrown@aviareps.com)

Closing date: 26<sup>th</sup> July 2010



## WIN 1 of 5 iPads

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## AFTA UPDATE

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



*Firstly I would like to thank the industry for all of the wonderful emails, cards, letters and phone calls of congratulations for the successful NTIA held just over a week ago. The team really have appreciated all of the support that has come into the office.*

*Clearly, everyone had a great night and the format has been extremely well received. So thank you to everyone for your involvement, participation and support. The challenge ahead now is to make 2011 even better.*

*Now for the new exciting thing going on in Australia - election 2010. Clearly with two candidates, neither tested as Prime Minister in any real terms the stage is now set for a showdown in 5 weeks.*

*I don't recall any election having the degree of coverage in the newspapers, TV and radio to the extent that this one is getting. It would appear that the media is lost in the excitement of it all.*

*For the record, and you may recall reading this, I called the 21st August as the date many months ago (TD 12 Jan). Just wish I had put some real money on the date as it now turns out to be correct.*

*This is going to be a close race to the finish and as we start to see policies roll out, I hope that travel and tourism is not forgotten.*

*AFTA, via our membership of the National Tourism Alliance, continues to make the case for the broader tourism industry to both parties and this is important to ensure that when election promises start to roll out, that travel and tourism is not swept away in the excitement of it all.*

*As for our review on consumer protection, we will all have to park this for a while and await two things. One, the election and which party will be running the country and two, due process with the various bureaucracy and ministerial meetings.*

*Meanwhile, AFTA will continue to make the case at every opportunity that the industry needs changes to the various levels of legislation and this pause will provide time for this lobbying process to take place.*

*So to take a few words from both party campaigns, "We are moving forward - with an action contract".*

*We shall see how much of all of these words actually result in good policy that delivers for the Australian people and the travel industry.*



## TCF terminations

THE Travel Compensation Fund has today announced the non-voluntary termination of *Pacific Journeys* (ABN: 51 118 384 740) of Avalon NSW, effective 19 Jul.

The agent was removed as its licence has been cancelled.

MEANWHILE, the TCF has voluntarily withdrawn the branch offices of *Latitude Cruise and Travel* (ABN: 77 273 408 429) in Capalaba and Victoria Point, QLD following their closure.

The Travellers Choice agent's Cleveland head office is still operating as normal.

## Thomson 787 plans

UK charter holiday operator Thomson says the debut of its 787 aircraft will allow it to offer a new range of long-haul holiday destinations from the UK.

Thomson is owned by European travel giant TUI, with ceo Peter Long saying "we are entering into a new era of long-haul travel with this aircraft, making it accessible and affordable to all.

"We will take the pre-eminent position in the long-haul charter market," he added, with destinations mooted including Hawaii, Malaysia, Vietnam and Madagascar.

## InterCon MICE move

INTERCONTINENTAL Sydney is aiming to increase its meetings, conference and events business, today announcing the appointment of Ken Penney as the hotel's new conference services and catering manager.

## WTAAA in Sydney

THE World Travel Agents Association Alliance will hold its board meeting and annual general meeting in Sydney next month.

The organisation brings together travel agent representative bodies from South Africa, Europe, the US, Canada, India, New Zealand and Australia, and the 09-10 Aug event will be the first time the WTAAA has met in Australia.

The meeting will also see the election of a new chairman, with former AFTA ceo Mike Hatton set to retire from the WTAAA.

## ACE Abacus deal

SINGAPORE-based GDS firm Abacus has announced a new partnership with Ace Insurance, which will see its travel insurance products distributed to all Abacus-connected travel agents across the Asia region.

The first phase will include agencies in Malaysia, Indonesia, Vietnam, China and Thailand, with agents able to access the content via Abacus TravelSecure which allows the processing of travel insurance transactions within the same PNR.

Abacus says the integration is forecast to see a 20% increase in insurance bookings across the initial five markets.

**Thank you for voting  
Hertz #1.**

**Again.**



**Hertz®**

For the fourth consecutive year, Hertz has been named Australia's Best Car Rental Operator in the National Travel Industry Awards. Thank you for your continued support.



## WIN A HOLIDAY TO VANUATU



During July, **Travel Daily** subscribers can enter to win a fabulous Vanuatu holiday package for two, courtesy of **Air Vanuatu, Mangoes Resort, The Havannah** and **White Grass Ocean Resort**.

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila and Tanna; two nights accommodation at Mangoes Resort, Port Vila; two nights at The Havannah on the island of Efate; two nights at White Grass Ocean Resort Vanuatu on the island of Tanna; daily breakfast and airport transfers.

Each day **Travel Daily** will ask a Vanuatu-related question – just read the issue and email us your answer.

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

**Q.14: The world famous land-diving (pictured right) features on which Vanuatu island?**



Hint! Visit [www.vanuatu.travel](http://www.vanuatu.travel)

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

For further information on Vanuatu please see: [www.vanuatu.travel](http://www.vanuatu.travel)

Click here for competition terms & conditions



## STN A380 friendly

LONDON Stansted Airport has been granted approval to take on Airbus A380s and other 'Code F' aircraft, should they be forced to divert from their scheduled destination for any reason.

The move also paves the way for STN to bid for A380 operators, such as Emirates, Singapore Airlines or Qantas, to consider the airport as an alternative to fly to rather than London Heathrow.

## Great Escaper deal

PACIFIC Blue has released 'Great Escapers Sale' with cheap fares from New Zealand to the Pacific Islands, Australia and Bali.

Fares are priced from \$149 from Auckland to Tonga, and Christchurch to Sydney, \$389 from Auckland and Christchurch to Perth, plus many more deals.

Travel periods vary depending on location and are on sale until 08 Aug - see [flypacificblue.com](http://flypacificblue.com).

## Ocean Road centre

PARKS Victoria is developing plans for a \$150m Great Ocean Road interpretive centre at Loch Ard Gorge, according to *Fairfax* media reports yesterday.

Funding has not been finalised for the project, which will reportedly be linked with the nearby shipwreck of the British sailing vessel Loch Ard, which ran aground on nearby Muttonbird Island in June 1878, killing nearly everyone on board.

The centre would encourage Great Ocean Road tourists to extend their visit to include an overnight stay and explore more of what the region has to offer, according to Bruce Anson of the Barwon South-West Regional Development Australia group.

## Carnival Punchliner

CARNIVAL Cruise Lines says it will introduce Carnival Punchliner Comedy Clubs across its fleet of 22 'Fun Ships' by the end of the year following its debut on *Carnival Dream* last year.

The comedy venues will be used to host five 35-minute acts by at least two comedians on multiple nights during each voyage.

Carnival will offer an early evening show for families and an adults-only act later at night.

## AA SAGE advice

AMERICAN Airlines is reminding travel agents that its automated firming tool, SAGE, will not allow dupe sectors on PNRs.

In the event of a double up on a sector, SAGE will automatically cancel the oldest sector or PNR held without prior notice, regardless of what is ticketed.

AA advises that its Reservations team will not be able to reinstate any cancelled flights and are unable to be rebooked, and that the ticket will need to be upgraded to the next available fare.

Agents are recommended to hold a new flight as a passive sector (Galileo or Amadeus) or desired sector (Sabre) if pax are not committed to a change.

## Gisborne to step down from DTCM

PETER Gisborne has resigned as the Australasian representative of the Dubai Department of Tourism and Commerce Marketing.

He will step down and retire from active work after the completion of his current contract on 31 Aug, after almost a decade in the role which has seen Australian visitor numbers in Dubai climb from 29,800 in 2000 to an expected 200,000 this year.

His replacement will be Julie King, who is currently the general manager of the Dubai-based Mohamed Al Geziry consultancy.

Gisborne said he is "very optimistic about strong future growth" in Australasian travel to Dubai, and will be assisting with the handover process until his departure.

## Delta's \$549m profit

DELTA Air Lines has reported a US\$467 million net income for the Jun 2010 quarter, with passenger revenue increasing 19%, or US\$1.1b, compared to the same period in 09.

## FCm JV Biblos

FCm Travel Solutions has signed a partnership agreement with Argentina based Biblos Travel, strengthening its global network.

Biblos Travel has 30 years experience in the corporate and leisure industries, and has a reputation for its strong customer orientation, staff experience and proficiency.

Maren Hanschke, FCm Latin America partner network manager said the new alliance was a strategic move for FCm as the company pushes ahead with plans to grow the network across Latin America and other global regions.



## Senior Consultant required Full-Time

Harvey World Travel Miranda and Cronulla are seeking a **Senior Consultant** with previous experience to join our fun loving team. Our office is located in a major shopping centre and mall, so you need to be able to work at a busy pace and during shopping centre hours. Prefer knowledge of CCT & Galileo.

Please email resumes to  
[gselim.miranda@harveyworld.com.au](mailto:gselim.miranda@harveyworld.com.au)  
**Confidentiality ensured.**

## Director of Sales

HAYMAN

Hayman, Australia's most celebrated 5-star private island resort destination, is seeking a dedicated and talented Director of Sales.

Based in the Sydney Office, this role reports to the Executive General Manager of Sales & Marketing and is responsible for management of trade sales strategies, development of the sales team, key account management and strategic sales planning.

You will have at least three years experience in a similar role, with proven leadership ability, trade partner relationships, a strong focus on short and long-term planning and high attention to detail. The role also involves some international and domestic travel.

To apply for this position, please forward an application to  
[careers@hayman.com.au](mailto:careers@hayman.com.au) by Tuesday 27 July, 2010.

# Reach New Career Heights

Job Opportunities for High Achievers



Hot Jobs (Australia) - July 2010

JOB OF THE WEEK!

## Sales Development Manager

- **Luxury Corporate Market**
- **Base plus Car Allowance and Travel Concessions**

Our Client's product is designed for up market experience travelers. The key focus of this role is to identify and develop high growth accounts within Australia and New Zealand. You will be responsible for the continuous assessment of sales and marketing opportunities across all distribution channels. You will mostly be seeking new business from Corporate Travel Agents and increasing business from existing agents. To apply for this role you will have extensive experience in an 'on the road' position targeting luxury travel agents and/or corporate travel agents.

Contact **Wendy Stearn** at TMS [wendy@tmsap.com](mailto:wendy@tmsap.com)  
T: **02 9231 6444** or **apply online now!**

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## Human Resources Assistant Manager

- **Leading Global Travel Company**
- **Great Sydney CBD location in new offices & competitive salary**

Our client, a leading global travel company is currently seeking a HR Assistant Manager to manage their HR functions across the Pacific, whilst reporting into Asia. The main purpose of the role is to provide timely, effective, and business aligned generalise HR consultancy for the teams within the region, focusing on employee relations, recruitment, compensation and benefits, organisation development and training for 150 staff. You must be able to deal with and build relationships with staff at all levels within the organisation. You must keep abreast of legislative changes, deal well under pressure, performance manage staff, keep up to date on HR issues.

Contact Tara Hamilton T: **02 9231 6444** E: [tara@tmsap.com](mailto:tara@tmsap.com) or **apply online now!**

## Business Development Manager - Melbourne

- **Corporate Travel**
- **Base, Super, Car and Commission**

A well known and major business travel company is seeking the "Cream Of The Crop" corporate sales professionals. Endless opportunities to progress your career within this company to the very top! You will be responsible for the acquisition of corporate clients through a consultative B2B solution sales approach. In return you will receive generous commissions along with growth and development. Applicants with a proven track record in gaining new business from the corporate market is essential for this role. Travel Industry experience not necessary.

Contact Wendy Stearn T: **02 9231 6444** E: [wendy@tmsap.com](mailto:wendy@tmsap.com) or **apply online now!**

## Operations Manager for Global Corporate Travel Company

- **Melbourne CBD Location**
- **Attractive salary**

Our client is a global corporate travel company looking for an experienced Operations Manager with excellent leadership and relationship building skills. The company has a fantastic work environment and outstanding company values. You will be responsible for the day-to-day operational activities of the profit centre and monitoring performance levels of reservations staff. The ideal candidate must have at least 4 years experience in the travel industry.

Contact Tara Hamilton T: **02 9231 6444** E: [tara@tmsap.com](mailto:tara@tmsap.com) or **apply online now!**

## Groups Consultant - Melbourne St Kilda

- **Global company**
- **Excellent incentives**

This groups role is a very exciting yet busy position. With proven experience in both domestic & international groups you will be assisting groups in size from 10 to 400 passengers. To be considered for this role in addition to having previous groups experience you will be highly organised, have great attention to detail and have experience with Galileo and Excel.

Contact Stacy Balderston T: **02 9231 6444** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

## Managing Director - Sydney

- **Major Wholesale Travel Company**
- **Rare Opportunity**

An exciting and rare opportunity has arisen within a major wholesale travel company for a Managing Director. You will lead the company to remain competitive in the market place and oversee the successful operations of the business whilst identify opportunities to further develop the company. This role requires a seasoned yet dynamic Executive from within the travel industry with proven ability to drive a business from the top. A good understanding of the complexity between wholesale to retail is essential.

Contact Wendy Stearn T: **02 9231 6444** E: [wendy@tmsap.com](mailto:wendy@tmsap.com) or **apply online now!**

## Corporate Business Development Manager

- **Queensland**
- **Attractive Salary**

A Worldwide TMC requires a strong experienced Business Development Manager to continue to position their premier service as a corporate travel agency. This is an analytical role with a view to finding business solutions for new clients. The ideal candidate would be from the Travel, Airline or Hospitality industry with a proven track record in achieve new corporate business.

Contact Wendy Stearn T: **02 9231 6444** E: [wendy@tmsap.com](mailto:wendy@tmsap.com) or **apply online now!**

## Air & Sea Specialist

- **North Sydney**
- **Small Team Leader Position**

A specialist in the luxury travel market has created a new department in Air and Sea. You will be managing an Air and Sea Coordinator in this newly created position. As this is a new position you will need to be flexible in changes to this role and open minded in making this role your own and developing it with your manager. This is a great opportunity for an experienced Retail Travel Consultant wanting to work for a luxury thriving product. To apply for this role you need to have experience in managing a team, ability to demonstrate flexible and adaptable nature in a start up business or similar. In addition it is essential that you have a good working knowledge of a GDS, preferably Amadeus, Fares & Ticketing 1 and BSP experience.

Contact Wendy Stearn T: **02 9231 6444** E: [wendy@tmsap.com](mailto:wendy@tmsap.com) or **apply online now!**

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**MELBOURNE – 1/167-169 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)**

**RETAILERS – IT DOESN'T HAVE TO BE SO HARD...**

**RETAIL CONSULTANTS x 3**

**SYDNEY – SALARY PACKAGE TO \$45k + BONUSES**

Are you over the monthly struggle to make cost of seat? Tired of a low base salary and struggling to make a decent wage? Join a company that respects your hard work with a generous salary and real opportunity for progression. If you have 2 yrs consulting experience in the travel industry and CRS skills, as well as excellent geographical knowledge and top customer service skills we need you! You will receive a fantastic salary with great opportunity for training & career progression.

**BE YOURSELF - NOT JUST A NUMBER!**

**SENIOR CORPORATE CONSULTANT/ SUPERVISOR**

**SYDNEY – SALARY PACKAGE TO \$65k +**

Our client, a boutique travel company based in North Sydney is looking for their perfect match. As part of a small and highly successful team, this is a rare opportunity to take on more responsibility and be recognized for your efforts, whilst servicing purely corporate accounts. Essentially, you will have min 3yrs corporate travel experience, CRS and ticketing knowledge and a strong customer service focus. Rewards include a superb salary and no weekend work!

**NO MORE BORING BITS!**

**TRAVEL /CUSTOMER SERVICE CONSULTANT**

**MELBOURNE (INNER) – SALARY PACKAGE TO \$60K**

This fast growing world wide online travel agency requires new customer service consultants to their fun team today. If you have the ability to provide exceptional service to clients, you will enjoy working in this vibrant call centre and will be provided with great perks such as monthly and quarterly incentives that can take your salary up to \$60K! You must be able to commit to shift work including public holidays and 1 in 3 weekends.

**YOUR TIME TO SHINE**

**SPECIALIST TRAVEL CONSULTANT**

**MELBOURNE (INNER) – SALARY PACKAGE TO \$60K**

Show off your fantastic travel consulting skills and exceptional knowledge of snow holidays in this truly unique role. Based in a friendly office, you will be part of a team that live and breathe skiing/snowboarding and look forward to sharing their passion with their clients on a daily basis. Amazing educationals and a top salary package is on offer so what are you waiting for? Send your CV to us TODAY!

**A RARE FIND**

**CORPORATE TRAVEL CONSULTANT – IMPLANT ROLE**

**PERTH – SALARY PACKAGE TO \$55K**

We are currently searching for exceptional an international corporate consultant to join this implant office located in the southern suburbs. Based in the client's office, you will start to feel at home as you get to know your clients and focus on building a rapport with them. Corporate consulting experience is essential as you will be required to deal with senior level travel enquiries. These roles don't come up often – apply now.

**MOVE AWAY FROM FACE-TO-FACE**

**ONLINE TRAVEL CONSULTANT**

**PERTH (INNER) – SALARY PACKAGE TO \$80K OTE**

Say goodbye to walk-ins and time wasting enquiries and hello to money, money and more money!! Based in a call centre, you will enjoy a steady flow of enquiries coming in for both international and domestic travel. You will find yourself selling luxury accommodation, cruises and adventure tours just to name a few so no day will be the same. Experienced retail travel consultants with CRS skills are required.

**CAVIER AND CHAMPAGNE TASTES?**

**HIGH END LEISURE CONSULTANT**

**BRISBANE CBD – SALARY PACKAGE \$50K OTE**

Enjoy the finer things in life? Love five star & first class travel? If so, this role is made for you! You will enjoy every minute of working in this modern office with unbeatable city and water views. Catering to the travel needs of high end leisure clientele no two days will be the same. You will be working with the best in the industry and have the support of management... You will need a min 4 years consulting experience and a strong sales ability. Roles with this company are rare so apply today before this one vanishes.

**GET YOUR PIECE OF THE PIE**

**CRUISE CONSULTANTS**

**BRISBANE CBD - SALARY PACKAGE TO \$55K OTE**

Looking to specialise in the fastest growing niche of the travel industry? Look no further. Now is the time to make the jump to work in the cruising dept with this global company. This team believes in having some fun in their day and supporting each other to reach their goals. Some of the great benefits you will enjoy include uncapped commission, free cruises, discounted holidays, top industry training and more. Min 12 mths travel consulting experience and a positive attitude a must. There has been no better time to join the cruise market!



# Virgin Blue Rocks the Rock! Win a Red Centre Getaway!!!

**The Centre is Red  
Virgin is Blue  
And now DJ fly  
Direct to Uluru!**

Flights start on  
3 August from just  
**\$199\* one way**

To celebrate the launch on August 3 of Virgin Blue flights to the heart of the Outback, Territory Discoveries, together with Virgin Blue, Voyages Ayers Rock Resort and Tourism NT offer you the chance to wing your way to Uluru!

Every Virgin Blue+Voyages holiday sold between June 30 and July 23 goes into the draw to win one of 4 amazing prizes. The Top Seller wins a holiday for 2 people to Uluru, including flights, accommodation and \$1000 of touring, courtesy of Virgin Blue, Voyages Ayers Rock Resort, Territory Discoveries and Tourism NT. 3 lucky runners-up will also walk away with some fantastic prizes!



**NORTHERN TERRITORY**  
travelnt.com

## Virgin Blue Rocks the Rock! 3 days from \$524\* per person twin share

The Voyages Sounds of Silence Escape Package allows you to have the experience of a lifetime, complete with 2 nights at Ayers Rock and the must do Sounds of Silence dinner.

**INCLUDES:** Voyages Sounds of Silence Escape Package - Includes 2 nights 3.5 star accommodation at Voyages Lost Camel, Sounds of Silence Dinner & return seat in coach airport transfers

**BOOKING CODE:** TDC0VV1

**Ask the NT Experts at Territory Discoveries about accommodation upgrades & extended stays.**

\*Price per person twin share, inclusive of GST, in Australian Dollars and is Land Only. Prices are subject to change without notice and limited availability. Valid for sale until 23Jul10. Valid for travel 03Aug10-31Jan11. Uluru, Kata Tjuta Park Fee of \$25 per person has been included in the advertised package price, however this is payable direct. Return Virgin Blue Airfare Sydney to Ayers Rock is based upon a wholesale blue saver fare, travelling in economy class, inclusive of all taxes & one piece of hand luggage up to 7kg. Checked baggage up to 20kg is at an additional cost.

## ADD ON'S

Prices  
per person

Return economy flights from Sydney to Uluru with Virgin Blue	<b>\$398*</b>
Kings Canyon Day Tour Flight	<b>\$570*</b>
15 minute scenic Ayers Rock Helicopter Flight	<b>\$144*</b>
Camel to Sunset Tour	<b>\$99*</b>
Uluru Base Tour & Sunset Drinks	<b>\$110*</b>
Uluru Aussie BBQ Dinner	<b>\$98*</b>
Dot Painting Workshop	<b>\$87*</b>

Wildlife, wilderness, outback skies, Aboriginal art & culture. We know what goes with the Territory.

**Agent Reservations: 13 67 83 | Book online [www.calypsonet.com.au](http://www.calypsonet.com.au)**



**Katherine**



**Uluru / Ayers Rock**



**Kakadu**

Incentive Conditions: Every agent booking of a complete Virgin Blue/Voyages package holiday booked through Territory Discoveries and paid in full between June 30 and July 23 will count as one entry into the draw. Winner of the Grand Prize will be awarded to the agent with the most sales of Virgin Blue/Voyages packages. In the event that more than one agent achieves the highest number of bookings, a winner will be drawn at random from those agents. Runners up will be drawn from all remaining agents. Any costs associated with the prize, travel to/from airport of departure, personal expenses, incidental charges and any FBT costs/charges are the responsibility of the winning agent(s). Prize will need to be taken by 31 March 2011 and is subject to availability and blackout dates.