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Travel Daily AU

First with the news

Tue 27 Jul 10

Page 1

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

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Push for Business Events

THE Business Events Council of Australia (BECA) is lobbying both political parties for a \$10m annual funding boost to improve Australia's position as a global events destination.

BECA, whose members include the Association of Australian Convention Bureaux and the Australian Convention Centres Group among others, said that Australia was "struggling to compete with our Asian neighbours," and that a National Business Events fund would enable the industry to win bids and

maximise delegate attendance.

BECA chairman Geoff Donaghy said business events delivered a range of benefits including high daily visitor spend, broad dispersal and off-peak visitation.

He said business events already deliver \$17.3b in direct revenue to the national economy.

QH simplification

QANTAS Holidays says it's simplified the booking process on its easyway online system, enabling agents to make a basic domestic booking from "11 easy steps".

The enhancements mean fare basis and ticketing time limits are now all on the same page when booking Qantas, and easyway will only display available flights.

One way domestic flights are now available to add to land content and easyway also now displays a choice of brand - Qantas Holidays or Viva! Holidays and international or domestic, and package code options have also been simplified.

Today's Travel Daily

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

- TMS Asia Pacific
- AA Appointments

Wendy Wu on TV

TODAY Travel Daily TV launches its latest collection of exclusive travel industry videos, with the first in a three-part series showcasing Wendy Wu Tours' "Wonders of China" tour.

The Travel Daily TV Youtube channel youtube.com/traveldaily is constantly gaining popularity, having attracted more than 70,000 video views since its launch late last year.

To showcase your product email lisa.maroun@traveldaily.com.au.



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- 3 Tell us in 25 words or less what you believe Hurtigruten's key selling message is. The most original answer will WIN a Norwegian voyage for two.

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Noise Ombudsman

TRANSPORT minister Anthony Albanese today announced the appointment of Ron Brent as Australia's first independent Aircraft Noise Ombudsman.

The new position, initially flagged in the Aviation White Paper last Dec, aims to give communities around airports "a better opportunity to follow up issues and complaints about aircraft noise," Albanese said.

Brent will take up his Airservices Australia-funded role on 01 Sep.

The Ombudsman will review the handling of complaints about aircraft noise made to Airservices Australia, and produce a detailed and public annual report.

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Central Coast plan

A NEW Destination Management Plan for NSW's Central Coast region was launched last night, which aims to provide a unified vision for the area's tourism industry over the next three years.

Key features of the vision include building local pride with a marketing and VFR campaign, the creation of an Events Strategy and a plan to "activate the waterfront" by reviewing planning effects on development.

Central Coast Tourism also hopes to boost its share of Sydney short breaks - visitcentralcoast.com.au.

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Globus and Cosmos North America 2011 brochures have arrived!

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To win, complete the crossword on the travel agent section of the Globus Family website before 13 August.

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Air Berlin to join oneworld

THE oneworld alliance will be the first global airline group to add a low cost carrier, with the announcement this morning that European LCC Air Berlin is set to join as a full member.

Sponsored by oneworld founding member British Airways, Air Berlin is also set to develop "co-operative agreements with group members American Airlines and Finnair," oneworld said.

Air Berlin is Germany's second largest airline after Lufthansa, which is a key member of the rival Star Alliance.

As well as an extensive European network incorporating

Germany, Austria, Bulgaria, Croatia, Cyprus, Denmark, France, Finland, Greece, Italy, Portugal, Poland, Spain and the UK, Air Berlin operates transatlantic flights from five US cities as well as from Canada, Cuba, Mexico and the Dominican Republic.

Air Berlin also operates flights to Egypt, Dubai and South Africa.

The deal will be sealed tonight, with a press conference and official launch to be held in Berlin at about 9.30pm AEST.

Air Berlin has carried almost 28 million passengers in the last year on its fleet of 146 A330, A321, A320, A319, B737 and Q400 planes.

The carrier offers a two class service and also has an extensive codeshare pact with Russia's S7 Airlines, which is also a oneworld member-elect carrier.

Air NZ Jun figures

AIR New Zealand this morning released its operating figures for Jun, with the details showing passenger numbers up 7.8% compared to a year ago.

The percentage changes in the figures have been "adjusted on a daily weighted average basis" with short haul up 8.2% and long haul numbers up 4.8%.

TT green bag claim

TIGER Airways says its new \$10 airport check-in fee for passengers without checked bags means that it's the 'Greenest Airline' operating in Australia.

MD Crawford Rix said that the majority of passengers are now electing to travel without checked luggage, with many also avoiding the fee by checking in online.

"With the majority of our customers travelling lighter, emissions are even lower with less fuel being burned," he said.

"'Travelling light' means everyone wins - the customer, the airline and the environment," Rix insisted.

Vibe scores SYD FC

TOGA Hospitality's Vibe Hotels has signed an accommodation deal with A-League Champions Sydney FC which will see the team's players, management and visiting teams hosted at Vibe Hotels during the 2010/11 soccer season.

Sofitel iPad kiosk

SOFITEL has launched its iPad application dubbed 'The Kiosk', offering a selection of daily newspapers and magazines.

Sofitel guests in Paris, London, Brussels and Munich will be the first to offered the iPads for the duration of their stay.



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IN PARIS AND LONDON



Window Seat

STAR Trek fans are likely to be flocking to the iconic Jenolan Caves west of the NSW Blue Mountains shortly, after its managers announced that it is set to become one of the first tourist attractions in the world to offer tours in the fictional language spoken by the Klingon aliens in the show.

The unusual move is due to the appearance of a space ship called the *USS Jenolan* in an episode of the Next Generation Star Trek series, according to the ABC.

Two weeks ago two so-called 'Klingon scholars' from the US flew here to tour the caves and translate a self-guided tour.

The special Klingon commentary will be available next month on a digital audio device - along with ten more common languages.

THREE Polish tourists have had to be rescued by helicopter in Switzerland after they attempted to climb the 8200-foot (2500m) tall Saentis mountain wearing T-shirts and sandals.

The trio were planning to climb the peak in the country's east on Sun afternoon, but soon lost their way and called rescue services on their mobile phones.

Although it is currently the northern hemisphere summer, the high Swiss mountains are still covered in snow.

MEAT lovers heading to the Delhi Commonwealth Games in Oct are being warned that there will be no beef served at any of the event's official catering venues.

Cows are worshipped as part of the Hindu religion in India, and the slaughter of cattle is banned in several of the country's states.

Officials confirmed that they have now ordered caterers to take cow meat off the menu.

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Airline of
the Year 2009
TTG Travel Awards 2009

QATAR
AIRWAYS القطرية

JTG awards its top in QLD

JETSET
Travelworld Group and industry suppliers came together over the weekend for the QLD Awards night masquerade ball, which recognised one of the state's newest agencies.

Jetset Ashgrove has been open just 16 months but took out three of the top awards on offer on the night, including the Qantas Holidays and Value Tours awards.

Jetset Ashgrove's consultant Claire Knox also won the award for Queensland's Rising Star, and she's pictured above showing off her award with Jetset Ashgrove's group owner Wayne Carlson.

Jetset Kenmore (sister office to Jetset Ashgrove) was recognised for innovation, taking out the Sabre Pacific award.



TD's MasterChef

CONGRATULATIONS to James Frape of CompassCorp who was the winner in TD's exclusive celebrity interview quiz with *MasterChef* judge Gary Mehigan in yesterday's issue.

Frape's family will be delighted as he takes control of the kitchen for the next month's meals, preparing signature dishes from his signed copy of the *MasterChef* Series 1 Cookbook.

Qantas leads 'on-time' for Jun

QANTAS has lead the way among Australia's major domestic carriers for on time performance in Jun, with 86.9% of its 10,011 flights getting away as scheduled.

QF subsidiary Jetstar wasn't far behind, with 83.9% of its 3,786 services departing on time, followed by Virgin Blue with 77.9% of its 11,355 on time, according to the latest govt stats.

The leading regional carrier for the month was Regional Express, which saw 86.2% of its 5,571 flights flown depart on time.

Virgin Blue also recorded the highest number of cancellations for the period, with 191 flights (or 1.7%) being cancelled.

Of the 54 routes accounted in the govt's Jun report, only seven point-to-point services achieved a perfect on time departure rating, being flights with JQ between ADL-PER, MEL-ADL and MEL-DRW; QantasLink between BNE-CBR; Virgin Blue between CNS-TSV; and Qantas between HBA-MEL and SYD-HBA.

The Adelaide-Port Lincoln route, which is serviced by both QFLink & Rex had the highest percentage of on time departures and arrivals nationwide in Jun, with 95.9% and 93.8% respectively.

On the flip-side, the worst on time performance was recorded by Tiger Airways on its Darwin-

Melbourne route, which had only 22.2% of flights on one of its newest services depart on time.

The Sydney-Melbourne route was the heaviest travelled among all carriers with 1,965 movements scheduled during Jun, of which 60 (or 3.1%) were cancelled outright.

Of the nation's major cities, Perth was the most consistent at getting flights away on time, with 87.5% of flights departing within 15 mins of their scheduled time.

TCF reinstatement

THE Travel Compensation Fund has reinstated the participation of Flight Centre Business Travel, of Moore St, Canberra, from 26 Jul.

Ski Korea program

SKIMAX has introduced a Ski Korea program to its latest Northern Hemisphere brochure, featuring ski holidays to the country's Yongpyong Resort.

The 2010/11 program also covers destinations including Canada, the USA, Asia and Europe.

Contact TIFS for more info.

New Skal website

SKAL International Australia has launched a new website which allows the 21 club sites within the country to provide instant updates and interaction.

See www.skalastralia.travel.

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QF NZ fare increase

QANTAS is bumping up the price of its New Zealand domestic fares by NZD\$5.00, for sectors sold in conjunction with QF international airfares outside of NZ.

The fare increase is effective immediately for sale on or after 02 Aug, and Rotorua fares have been removed on the Domestic Fares within New Zealand OW Instant Purchase Excursion Fares (QREDD/NREDD/SREDD/VREDD).

It also applies to Domestic Fares within New Zealand OW Instant Purchase Excursion Fares (QREDD).

Princess 20% deal

CORAL Princess Cruises is offering up to 20% off selected 10 night journeys departing in Oct on the *Oceanic Discoverer* and an offer for single travellers to cruise at twin share prices.

Details coralprincess.com.au.

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Value food and wine

VALUE Tours has released a three-day Wairarapa Boutique Wine and Food Escape to Solway Park, NZ priced from \$381ppts.

The package includes two nights at the Cophorne Hotel and Resort, brekkie, a three course lunch and dinner, wine tasting, two day car hire and a bottle of wine - see valuetours.com.au.

DXB numbers rise

DUBAI Airports has reported a 9.6% year-on-year increase in pax numbers to 3,684,192 for Jun 2010 and a 16.3% rise in year to date (Jan-Jun) traffic, to 22,544,455.

Peregrine program

PEREGRINE has released its South East Asia 2010-12 brochure which features eco lodge based holidays through to expeditions to remote areas within the region.

The 12-day Hidden Gems of Thailand leads in from \$2,145ppts and has monthly departures, ex Bangkok year round.

Other itineraries include the 20-day Beyond the Golden Triangle Expedition which visits Laos, Burma and Thailand, which is priced from \$4,250ppts.

Phone 1300 854 500 for info.

Delta Brazil push

DELTA Air Lines has requested additional capacity from the US to Brazil, wanting to lift its twice weekly service between Detroit and Sao Paulo to five weekly.

The keys to the kingdom!

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ABOVE: Gary Chan from the Four Points by Sheraton Hotel in Sydney recently won the Les Clefs d'Or 'Concierge of the Year' award at the 2010 Concierge Ball.

Chan has been at Four Points since 2003 when he started as a casual porter, rising through the ranks to his current role as

Assistant Concierge.

Chief concierge Peter Brown said: "The future of the Australian hotel industry is in good hands when young people like Gary with their commitment to providing outstanding customer service and a can-do attitude show success can be achieved at a young age".

New York rental ban

OFFICIALS in New York City in the US have approved new laws which ban apartment rentals of less than 30 days.

The legislation will become effective from 01 May next year, with enforcement based on complaints from neighbours.

The new law is aimed at apartment owners who put up temporary walls and make other illegal improvements, according to *USA Today*.

New Lufthansa ceo

STAR Alliance member carrier Lufthansa is expected to name Christoph Franz as its new chief executive officer later this year, according to reports.

The deputy ceo will succeed current ceo Wolfgang Mayrhuber.

CO self-boarding

CONTINENTAL Airlines is testing a new procedure at Houston Intercontinental Airport in the US, allowing passengers to board aircraft without a gate agent checking boarding passes.

Travellers swipe their passes themselves at a kiosk reader at the gate, which opens a turnstile giving them access to the aerobridge.

A Transportation Security Administration spokesperson said the TSA had "determined it does not impact the security of the travelling public".

It's the first time this type of system has been used by a US carrier, however other airlines such as Air NZ, Air France, JAL and Korean Air have also implemented self-boarding gates.

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AFTA UPDATE

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



Well we know that the winner of MasterChef on Sunday night was Adam, with some 3.9million people tuning in to see the show. But there appears to be a little inconsistency around who won the "Leaders Debate" between Prime Minister Gillard and the Opposition Leader Abbott.

For those avid loyal political watchers; and I know there are many of you in the travel industry, I think you would agree that it was worth the hour of your life to watch the leaders debate.

Clearly not as many watched the debate as the finale of MasterChef but who is counting. These two things are important but for two very different reasons.

The Leaders Debate goes without saying that it was an important evening in this election campaign. It gave both leaders a chance to put out some serious thoughts and answer (or not) around some tricky pre determined questions put forward by the journalists.

All in all an interesting and even a little entertaining hour of television.

But MasterChef is important for a totally different reason. How many kids, mums, dads, grandparents and others are talking about cooking and becoming a chef. The entire series of MasterChef has taken the marketing of an industry to a new level.

The hospitality industry has been talking about the shortage of chef's and the need to find ways to motivate people to become chefs and join the world of cooking for years. What an amazing way to make that happen.

For a while now I have been toying with the idea of how AFTA could work on creating the concept of a reality TV show about travel agents. It's a dream. Maybe a dream that is simply too big, but if cooking can create such excitement and an audience of 3.9million views - a record in Australian television history, then how good would a show about travel agents be.

From little ideas big things can grow and this is something that is on the AFTA "to do" list. There are a number of other things I hasten to add, but it is on the table for discussion.

It potentially has the added benefit of dealing with some of the other issues that have been raised once again in recent times around getting consumers to use travel agents.

Stay tuned for this idea; it could be a huge success or may not see the light of day, but after watching the success of MasterChef, you have to wonder.



ZQN consortium

AIR New Zealand Group has said it is proposing an airline consortium allowing airlines to invest in Queenstown Airport, aimed at keeping the cost of travel to the destination down.

Should the consortium go ahead it will "ensure one of New Zealand's most important tourism infrastructure assets had the financial strength to grow alongside the rapid rate of capacity being injected by the national carrier Air New Zealand as well as Pacific Blue, Qantas and Jetstar," said Bruce Parton NZ Group gm Australasia.

Insight availability

INSIGHT Vacations says it only has limited spaces remaining on a number of premium escorted tours in North America, available for sale until 31 Jul.

BW keynote talkers

NEXT month's Best Western Annual Convention will feature keynote speakers "who aim to inspire with their motivational stories of tragedy, adversity and success," the hotelier says.

The event, being held in Mel from 01 to 04 Aug, will feature Allana Corbin, David Staughton, James Castrission and Justin Jones.

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E-mail: info@traveldaily.com.au

Canada 2009 stats

AUSTRALIAN travellers to Canada were one of the highest spending markets to the country in 2009, according to a 'Year in Review' report from the Canadian Tourism Commission released overnight.

188,000 Aussies visited Canada last year, which was the sixth largest source market, and spent on average CAD\$118 per night.

The average length of stay for Australian travellers was two weeks, seven days longer than the national average.

The report says Aussie travellers injected CAD\$310m into Canada's economy over the year, down 14% relative to 12 months earlier.

The majority (62.5%) of Aussies travelled during the Canadian spring and summer period, while British Columbia was the most popular province to visit, with more than twice the number of visitors than Ontario.

RJ's 787 engines

ROYAL Jordanian has signed an agreement with GE Aviation for six GENx-1B engines to power the three Boeing 787 Dreamliner jets the airline ordered last week at the Farnborough Air Show.

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 30th July.

Q.7: Where can your guests enjoy Thai fusion tapas and cocktails from a lofty height around an old Banyan Tree at Anantara Phuket?

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

Hint! Visit

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Orion NZ freebie

ORION Expedition Cruises has extend its 'Experience Australia' accom offer to include NZ. Under the deal a three night stay pre or post cruise at the Queenstown Sofitel is available to cruise pax at no additional cost.

JQ credit card

JETSTAR credit cards are giving away a flight voucher and refunding the first year annual fee when Jetmail subscribers apply for the Jetstar MasterCard (\$45) or Platinum MasterCard (\$149).

A \$100 or \$200 voucher will be given to MasterCard/Platinum card holders when applying by 16 Aug, and a refund of the annual fee will be provided when \$1,000 is spent by 31 Oct on the \$49 card or \$2,000 on the \$149 card.

For info - jetstar.com/cards.

American app.

AMERICAN Airlines has released an iPhone app. to offer customers a means of staying connected to the airline while travelling.

The application sends flight details to the home screen, parking reminders can be set, stand-by lists checked, mobile boarding passes viewed and terminal maps can be accessed.

The hand held 'travel guide' can also check flight status, schedules, and access AAdvantage member account info - www.aa.com/app.

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.19: Which is the largest island in Vanuatu?

Hint! Visit www.vanuatu.travel

Email your daily answer to: vanuatucomp@traveldaily.com.au

For further information on Vanuatu please see: www.vanuatu.travel

Click here for competition terms & conditions



Seashells free stay

SEASHELLS properties in Yallingup and Mandurah WA are offering a free holiday voucher for the same number of nights booked at the same property.

The offer is valid for stays in Aug, with prices starting from \$199 per night.

Vouchers are valid until 15 Dec, and can be transferred to family and friends - phone 1800 800 850 or visit www.seashells.com.au.

Turkey earlybird

TRANSGLOBAL Destinations is offering earlybird deals on its 14 Day Glories of Turkey 2011 tours, when booked by 31 Dec.

The tour is priced from \$1,349ppts, - phone 1300 552 848.

Tassie deals ending

AAT Kings' is reminding agents that its Tasmania Early Eagle deals are due to expire on 31 Jul, offering savings of up to \$400 per couple - visit aatkings.com.

DL red-eye to MSY

DELTA Air Lines is launching a daily 'red-eye' service from Los Angeles to New Orleans from 01 Oct, according to DL's website.

QantasLink sale

QANTASLINK is offering sale fares from Sydney to Albury, Coffs Harbour and Port Macquarie priced from \$69; and Townsville to Rockhampton from \$99.

Travel dates vary by season - for info see qantas.com.au.

Fare maidens at the Fair



ABOVE: Travelscene American Express members attended an event in Sydney as part of the 'Stay Connected' program.

The event was a 'Fare at the Fair Day' where more than 20 airlines were represented.

Pictured above *from left* are: Krystle Trueman, BBT Corporate; with Lynell Reid and Belinda Walsh of TSAX at Martins, Albury.

Radisson expands

CARLSON has announced the opening of its 30th hotel in India, the Radisson Hotel Indore.

The 201-room hotel is the 12th Radisson property to open in India under Carlson's badging.

Expedia recruits

EXPEDIA has announced Reddy Kalluru as its new Director of Online Partner Marketing.

Reddy moves across from management roles with Pan Pacific Hotels Group and Zuji.

Starwood's new six

STARWOOD Hotels and Resort says it will open six new hotels in New York City under its brands, by the end of 2010.

The W New York - Downtown and Aloft Harlem are planned to open in Aug, the Sheraton Tribeca New York Hotel with launch in Sep, followed by the Sheraton Brooklyn NY Hotel while the Four Points by Sheraton Long Island City will open during the US summertime.

The firms announcement will see a further 1712 new hotel rooms added to its NYC portfolio.

Amtrak upgrade

AMTRAK has said it will spend US\$298.1 million to replace its aging fleet with 130 new rail cars.

The US railway company will add 25 sleepers, 25 dining and 25 joint baggage-dorm cars, along with 55 baggage cars.

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- Attraction Travel Benefits
- 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** at TMS wendy@tmsap.com
T: **02 9231 6444** or **apply online now!**

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Travel Consultant - Part Time Temp – Melbourne - Elsternwick

- Ongoing temp assignment
- Flexible work and hours

Are you a retail travel consultant looking for some flexibility in your role and in your hours? This agency in Elsternwick is seeking an experienced travel consultant to help them one or two days per week doing all office duties and consulting where needed.

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

Business Development Manager - Melbourne

- \$60 - \$65k base plus super and commission
- Luxury Hotel

This well known luxury accommodation is seeking a driven and experienced business development sales manager to target corporate clients directly. A proven track record in developing sales from corporate market from the hospitality industry or travel industry is required.

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

Strategic Corporate Account Manager - Sydney

- Global TMC
- Large Market

A global travel management company is seeking an experienced corporate account manager to be responsible for the management of a portfolio of large market clients. Experience in client management at large market required or at least 3 years mid market required. Travel industry experience essential.

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

Corporate Business Development Manager - Queensland

- Corporate Travel
- 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 or **apply online now!**

National Account Manager - Melbourne

- Corporate Travel Management Company
- \$75 - \$80k base plus super

A well known and respected midsized corporate travel agency is seeking a National Account Manager to join their team. You will be required to manage a portfolio of accounts across the country from small to mid market size. Ability to travel regularly to meet with your clients is required. A minimum of at least 1 year experience in Account Management or similar within a TMC is essential for this position. More details available on request for candidates that meet the criteria.

Contact Wendy Stearn T: **02 9231 6444** E: wendy@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 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 or **apply online now!**

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MELBOURNE – 1/167-169 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

******SENIOR JOB OF THE DAY******

**BUSINESS DEVELOPMENT MANAGER – LEISURE PRODUCT
PERTH – SALARY PACKAGE TO \$55K + \$15K Car Allowance**

Love being on the road? Understand how to network within the Perth Region? If you're experienced industry sales BDM you will love working for this large operator who is rapidly expanding. Being ahead of their competition, this will be an easy sell for you to be behind such a big brand. Being solely responsible for the WA territory you will be motivated, driven and be able to grow regional sales in the West. Don't delay as interviews commence this week!

ARE YOU A GALILEO USER?

DOMESTIC CORPORATE CONSULTANT

PERTH (NORTH) – SALARY PKGE TO \$53K (DEP ON EXP)

Looking for a top new opportunity right in your suburb? Then you will love this role! Staff retention in this office is tremendous and the feedback extremely positive! As a domestic travel consultant with Galileo skills, you will be required to service a number of corporate accounts with domestic travel arrangements. You will enjoy great benefits including working only Monday to Friday 8.30am to 4.30pm only. Previous domestic corporate experience is essential.

LIVE THE HIGH LIFE!

MULTISKILLED CORPORATE CONSULTANT

SYDNEY (EAST) – SALARY PACKAGE \$55K-\$65K +

Our client, an award winning TMC, has just won two new accounts so things are heating up, despite the weather. As such, we are searching for 2 talented multi-skilled corporate to join their fantastic existing team. You will be rewarded with a generous salary package plus bonuses! Essentially, you will have a min of 2 yrs international consulting experience with excellent fares knowledge and fantastic customer service.

VIP LEISURE – THERE'S NOTHING BETTER

VIP LEISURE CONSULTANT

SYDNEY CITY – SALARY PACKAGE \$45K-\$60K AVAILABLE

Do you love booking high end products, first class tickets, 5 star hotels and luxury cruises? Why not sell this every day? Our client requires consultants with at min. 2-3 years travel experience to join their prestigious team based in the CBD. You must have exceptional customer service skills, have sold high end product and have used Sabre or Galileo. You will be rewarded with a fantastic salary, great benefits & progression.

VARIETY & CLOSE HOME

LEISURE TRAVEL CONSULTANT

MELBOURNE (SOUTH) – SALARY PACKAGE TO \$45K

This well established travel company has been operating for over 20 years & prides themselves on their level of service & professionalism. Working Monday to Friday business hours only and servicing leisure & corporate clientele, this position offers variety! If you are an experienced travel consultant looking to move close to home, this is a great opportunity with a fantastic team environment. Galileo skills preferred.

HIGHER SIDE OF LIFE, PART TIME!

PART TIME SENIOR LEISURE CONSULTANT

MELBOURNE (EAST) – SALARY PKGE TO \$55K (PRO RATA)

Do you enjoy the boutique office environment and prefer servicing high end clientele? This successful leisure agency in Melbourne's Eastern suburbs is seeking a senior part time travel consultant to join their professional office. Working 3-4 days per week, you will bring with you a minimum 4 years international travel consulting skills, Galileo experience, together with experience servicing luxury high end clientele.

FLAIR FOR FARES?

FARES AND TICKETING CONSULTANT

BRISBANE CBD - \$42K OTE

Have the retail/selling side down pat but lacking ticketing expertise? Consider yourself a fares expert and wanting to round out your skills? We have a great opportunity for an experienced retail consultant to make the jump to a fares and ticketing role. You must have strong CRS experience, preferably Fares and Ticketing 1&2 and thrive on attention to detail. Sound like you? Make the change from face to face retail and become the specialist you want to be! Apply Today!

THE NUTS AND BOLTS OF TRAVEL

PRODUCT SUPPORT CONSULTANT

BRISBANE CBD - \$42K OTE

Sick and tired of retail consulting? Wonder how the wholesale industry actually works behind the scenes? If so this is the role for you. This global product team is looking for an experienced travel consultant to join their support team. You will enjoy assisting consultants with booking queries and questions, along with maintaining. You will also love your access to top industry training and development opportunities as well as educational. Call now.