

Want to go to Europe?
Join the eXperts Academy famill!



Sell any two LH or OS tickets to EU by 31 July. Enter on eXperts for your chance to participate. It's that simple!

www.lufthansaexperts.com



Travel Daily

First with the news

Wednesday 3rd August 2011

Corporate Travel Account Manager - Sydney

- Great Salary package with travel benefits
- Manage client business relationships
- Implement integrated business programs

Contact **Brendan Grant**
at **TMS Asia Pacific** T: 02 9231 6444
E: brendan@tmsap.com

TMS
ASIA-PACIFIC
BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN

ISSN 1834-3058

Win a trip to Argentina & Chile!

AUSTRALIA SALES MISSION 2011
ARGENTINA AND CHILE



AUGUST

15th. | **BRISBANE**

THE SEBEL & CITIGATE
KING GEORGE SQUARE
(Cnr Ann & Roma Streets.)

17th. | **SYDNEY**

THE MENZIES SYDNEY
(14 Carrington Street)

18th. | **MELBOURNE**

ZINC AT FEDERATION
SQUARE -STUDIO 1-
(Cnr Flinders & Swanston Street)

from 5.30pm to 8.30pm

All shows are supported by
leading Australian tour operators.



CLICK HERE TO RSVP BY
DEADLINE OF AUGUST, 4TH. 2011

Another CTM acquisition

FRESH from finalising its purchase of Travelcorp (**TD Mon**), Corporate Travel Management today announced another deal in which it will pay up to \$12.6 million for Melbourne-based TMC etm group (**TD breaking news**).

CTM md Jamie Pherous said the move was an ideal fit, with etm using the same software platform to ensure a seamless transition for staff and clients.

He said etm's Melbourne presence would also "complete CTM's national footprint for long term sustainable corporate growth in Australia".

And etm's expertise in business events will merge with the CTM Event Travel Management division, with both operating under the single brand of etm.

etm currently has an annual turnover of about \$70 million,

and the companies said the base purchase price of \$8.5 million in cash represents about five times the firm's FY11 net pretax profit.

The money will be paid in four tranches over the next year, with an additional \$4.1 million payable for above target earnings.

etm directors Jan Upton, Leon Burman and David Hummerston will continue to work in the business, with the corporate and leisure divisions to undergo a name change to Corporate Travel Management effective 01 Oct.

Cali ski supplement

TODAY'S Travel Daily comes with a special bonus supplement covering three top ski resorts in California's spectacular Lake Tahoe region.

Heavenly, Northstar-at-Tahoe and Squaw Creek are all included in the feature which is being distributed as a separate attachment to make it easy for agents to hand out to their clients.

The California Ski supplement is also available on our website at traveldaily.com.au/features.

Nine pages of news

Travel Daily today has nine pages of news and photos, plus full pages from: (**click**)

- AA Appointments jobs
- inPlace Recruitment jobs

Trip

Travel rewards & incentive program

Cool Trip

EARN 500 BONUS TRIP POINTS
on every
Canada booking
you make with

Holidays



Bookings must be made and deposited
01 - 31 Aug 2011 for departures 01 Oct 2011 -
31 March 2012. Conditions apply.

Not a **Trip** member?
[Join today!](#)

ezeego

The Website Who Loved Me

Win a **\$1000** Travel Voucher by making a booking now

Find out more!



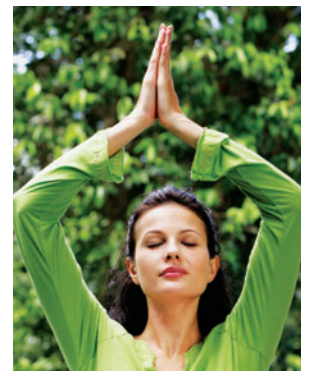
Waiting to be enlightened?

Wait no longer. If you are a travel agent based in Australia, we are giving away copies of our Consumer Research Survey which reveals the changing face of today's travel consumers and the influences behind their decision making process

[Click here](#) for your copy and if you are really lucky, you might win an Apple iPad 2.

How good is that?

www.travelport.com



Travelport

TALKABOUT
Tasmania
ROADSHOW

WIN AN ESCAPE TO
SAFFIRE FREYCINET

BALLARAT 8th August MELBOURNE 9th August
NEWCASTLE 10th August PARRAMATTA 11th August

For more information, click here or visit www.tassietrade.com.au

A world apart, not a world away.



Temp & Contract

- ▶ Beecroft NSW - 9 mth mat leave
Retail, Sabre CRS adv, Aug start
- ▶ Homebush NSW- Month of August
Leisure, Amadeus (not essential)

Call Sandra Chiles
02 9278 5100
sandra@inplacerecruitment.com.au



Travel Daily

First with the news

Wednesday 3rd August 2011



CLICK HERE

Costa for CruiseCo

THE CruiseCo consortium is now set to offer Costa Cruises, after being named as one of ten Preferred Sales Agents for the cruise line in Australia.

The move follows Costa's split from Carnival Australia's Complete Cruise Solution (**TD** 01 Jul) which became effective this week.

More details of the new Costa PSAs in tomorrow's **Cruise Weekly** - sign up at cruiseweekly.com.au.

Live booking on new SA site

THE South Australian Tourism Commission has launched a new southaustralia.com website, with a 'Search & Book' function offering live rates and availability.

"Online booking is the favoured approach by the vast majority of tourists and this new website places SA at the forefront of tourism marketing in Australia," said tourism minister John Rau.

The back end of the site is powered by the Australian Tourism Data Warehouse, and unlike other govt sites, filters results to give priority to products

Canada comp winner

CONGRATULATIONS to Louise McCarthy from Epping Travel in NSW who will be heading off to Canada after winning last month's Rocky Mountaineer competition.

Entries have started rolling in for our new Mauritius comp too - for details see **page nine**.

which are bookable online and available for particular dates.

The SATC said it would also promote 'traditional' booking avenues, with designated spots on the site for cooperative campaigns with wholesale and retail partners.

Jeans for genes bonus

STAR Alliance will give agents a \$100 bonus this Fri (Jeans for Genes day) for every Star Alliance fare they ticket on the day.

The move is a bonus on the current Jeans for Genes incentive, with the charity also to receive a \$200 donation for each alliance fare ticketed on 05 Aug.

Star Alliance member carriers' reps will be on the road this Fri in their denim to raise awareness of the incentive and the charity.

Entry forms are on the agent section of thaiairways.com.au or at www.airnzagent.com.au.

Walshe takes Aircalin

NOUMEA-based Aircalin has appointed The Walshe Group as its new GSA for both Australia and New Zealand.

The move sees Aircalin split from its previous GSA, Jetset Travelworld's World Aviation, after a 25 year association.

Aircalin gm Australia, NZ and Fiji, Ken Triffitt, said that after a review of the carrier's needs, the Walshe proposal was clearly the best option.

"The broadened portfolio of services that will be provided best suits our strategy for growth in both markets," he said.

Phone numbers will remain unchanged, but from 09 Sep Aircalin will operate from 117 York Street in Sydney and will integrate reservations, ticketing, sales and administration into a single office.

Aircalin now offers 12 flights per week to New Caledonia from Sydney/Brisbane.

**SHOP BIG
WHEN YOU
SELL KENYA
AIRWAYS***



CLICK HERE FOR DETAILS

virgin atlantic

The new vsflyinghub has really taken off.

Visit vsflyinghub.com and see for yourself. With brilliantly enhanced tools, tailored to each individual travel agent, it's the trade website that's all about helping you give even more amazing service to your clients.

Log on today and you could even win a trip for four to Hong Kong* — including two nights at a luxury hotel, and two nights of indulgence in Macau, with \$1,000 spending money. So pretty soon you could be taking off too.

*If available these tickets will be upgraded to Upper Class. For full terms and conditions visit vsflyinghub.com

tahiti travel connection
 1300 858 305
 tahititravel.com.au
 info@tahititravel.com.au

Overwater Indulgence



from just \$2,995pp!

Travel Daily

First with the news

Wednesday 3rd August 2011

Back to Brussels
 3 return flights a week from 17 Nov '11



THAI
 Smooth as silk

www.thaiairways.com.au

New Skycity deputy

NZ-LISTED Skycity Entertainment Group has today named Adelaide-based Bruce Carter as its new Deputy Chairman.


Outgoing Chair Rod McGeoch said the next 15-months for the company is "all about our growth phase" particularly in Auckland and Adelaide.

TM inducting 10 staff

TRAVELMANAGERS is inducting 10 home based agents this week in Sydney (5 of which are from WA), its largest intake in one hit.

Contiki USA/Canada

CONTIKI has today rolled out its 2012/13 USA, Canada and Mexico program, featuring over 20 tour itineraries including a new 4-day Miami New Year trip.



Is back with amazing deals for your clients for 48 hours only

SALE ENDS 4 AUGUST

AIR NEW ZEALAND

Travel conditions and periods apply

\$4m JTG-Destination NSW deal

THE Jetset Travelworld Group this morning unveiled a new two-year, \$4 million marketing partnership with Destination NSW.

The deal (**TD** breaking news) allows the newly formed Destination NSW to tap into JTG's wholesale and retail brands across Australia and NZ, together with other parts of the JTG group incl Qantas Vacations in the USA and inbound operator ATS Pacific.

JTG ceo Peter Lacaze said it was a significant move in support of the group's travel agency networks.

"This agreement will bring focus to NSW as a travel destination across all the JTG brands, and will assist our travel agent networks in growing their businesses.

"Growth in outbound travel by Australians has had a major impact on the domestic tourism industry and this new relationship will help to promote the value and diversity of NSW destinations and experiences in comparison to international travel," he said.

NSW Tourism Minister, George Souris said the partnership would "deliver benefits to the NSW tourism industry across a range of

marketing and trade development programs."

One of the first activities will be the hosting of the New Zealand HWT Frontliners conference in Sydney for the first time this month, supported by Air NZ.

JTG wholesale gm Simon Bernardi said the agreement would allow the group to engage the tourism industry across NSW via its wholesale brands, as well as leveraging the company's "domestic and international distribution capability".

The new deal was also backed by AFTA ceo Jayson Westbury, who said it showed confidence in the Australian travel sector.

"Retail travel agents are experts in helping consumers find the right package to suit their timing and budget and there's nothing like dealing with an agent for professional advice," he said.

And Destination NSW exec dr Lyndel Gray said the relationship would create more opportunities for the state's tourism operators to access marketing campaigns, travel agents, trade education programs and trade promotion.

DISCOVER NORWAY
...With a Difference



CLICK HERE for a selection of unique cruises and tours designed to take your client deep into the heart of Norway

For bookings and enquiries, contact:
 1800 623 267 | hurtigruten@discovertheworld.com.au
 Travel Agent License: ZTA06929

HURTIGRUTEN | Discover the World Marketing Travel

Your clients SAVE \$329*pp!

Rock and Canyon SUPER SPECIAL!

5 day NT holidays from **\$658* pp**

Call 13 67 83

Territory Discoveries .com



Window Seat

A BIT of hot internet property has come on the market, and is ideal if you've got a bit of spare cash lying around.

The unique domain name 'airline.com' is up for auction on the Boxcar online marketplace, with a fairly healthy reserve price of US\$500,000.

You have a few weeks to get your funding organised, with the auction expiring in 23 days time.

THE annual search for America's Best Restroom is continuing, with ten finalists now up for voting.

This year's dinkum dunnies include loos at the Joule Dallas Hotel in Texas, the Main Street Station Casino in Las Vegas and the Snowbasin Ski Resort in Huntsville, Utah - see the top toilets at bestrestroom.com.

TRAVELSCENE Holidays National Sales Manager Melissa Watt was in fine form over the weekend.

With her entourage of sales agents she stood on stage in front of 430 Travelscene consultants at their conference (**TD** Mon) - but her friendly staff had their backs to the group.

She proceeded to tell attendees that the agents on stage are "telephone sales consultants so we cannot show you their faces" (below).

They waved backwards - just like the dentist ad featured on television all those years ago.



EXPERIENCE INCREDIBLE INDONESIA

Sell Garuda Indonesia from 18 July to 15 August 2011 and you could

WIN AN INCREDIBLE HOLIDAY TO INDONESIA!

PLUS! RECEIVE COLES & MYER GIFT CARDS




Garuda Indonesia

CLICK HERE FOR MORE INFORMATION AND TERMS AND CONDITIONS

Australia Zoo Travel office closures

QUEENSLAND-based Australia Zoo Travel has closed its offices in Mooloolaba and Beerwah, citing a drop in travel & tourism demand.

The travel division of the popular Australia Zoo theme park ceased operating this week, and the firm's website now directs to AustraliaZoo.com.au, and its Twitter account has been cut.

An Australia Zoo spokesperson told *Travel Daily*: "In response to the delayed and slow recovery of tourism in Queensland, Australia Zoo has continued to conduct thorough reviews of the business, exploring all avenues of streamlining and consolidating business operations."

"However regretfully, due to the effects of the decline in travel and tourism, the difficult decision has been made to close our travel agency," the spokesperson said.

Australia Zoo Trvl has previously been nominated for a number of

accolades, and was a Best Travel Agency Retail Single Store finalist at the National Travel Industry Awards in 2009 and this year.

In 2010 AZT's Rebecca Duthler took out the Rookie of the Year.

Cruise training dates

THE International Cruise Council Australasia has training courses available for consultants across the country coming up.

Spaces are available at courses in Sydney (11 & 12 Aug), Brisbane (06 & 07 Sep), Melbourne (20 & 21 Sep) & Adelaide (11 & 12 Oct) - register at www.cruising.org.au.

CASA battery advice

CASA is recommending that passengers taking spare lithium batteries on flights transport them in carry-on luggage instead of checked luggage, due to the "potential to short circuit and burn under certain conditions."

QF Global Sale, BA JSA push



ABOVE: The Qantas Team in Tasmania got rugged up during their recent sales blitz to promote the Qantas Global Sale and joint QF/BA incentive recently.

QF Account Manager Stephen King and Sales Support Christopher Wren breezed into the office of Andrew Jones Travel to walk the staff through the current promotion, and explained how

their JSA sales could put them in the running for a fantastic luxury trip to London, courtesy of Qantas and British Airways.

The Qantas Global Sale wraps up at midnight tonight.

Pictured here from left are: Tamami Bullock, Andrew Jones Travel; Stephen King; Catherine Einoder, AJT; Christopher Wren; and Karen Jones, AJT.



From your chair



to Trafalgar Square.

Win a trip to London, no porky pies.

Qantas and British Airways are giving you the chance to win the ultimate luxury trip to London. You and a friend could win return Business Class flights, 5 nights accommodation at Dorchester Collection properties, West End Theatre Tickets, a traditional High Tea, a Black Cab Tour of the city and passes to the London Eye. Plus, consolation prizes of iTunes vouchers will be awarded each week of the promotion. Simply book and ticket 5 separate bookings that include Qantas or British Airways JSA flights via Singapore, Bangkok or Hong Kong between 12 July and 5 August 2011 (for departures until 30 June 2012) and complete the entry form by telling us in 25 words or less "What you love most about flying to London". For full details, and to enter, visit qantas.com/agents and click on the competition banner.

Bling is king for Travelscene

WE just couldn't resist publishing this picture of some of the glittery girls at the Travelscene National Consultants' Conference in Melbourne on the weekend (TD Mon).

Guests were encouraged to break out the bling for the gala Star Awards dinner on Sunday night, and this trio - Trish Greene, Sandra Skelton and Jaz Housden from Skelton Travel in Brisbane certainly added sparkle to the evening.



RIGHT: Paul Moran from Travelscene Hampton took home the Consultant of the Year Award, and is pictured with Travelscene bdm Dawn McKiernan.



LEFT: Some guests really went ga-ga at the Travelscene conference - including Melinda and Susan from APT, pictured with Peter Emms from Travelscene Sale and Kylie Clancy of Kumuka.



TS pushes NTIA win

TRAVELSCENE members are being strongly encouraged to use the logo from the brand's National Travel Industry Awards win (TD 11 Jul) in their local marketing.

"It's a really strong visual message to consumers," said gm Jacqui Timmins, who also outlined other marketing initiatives including boosting agency profiles via Facebook. "Your Facebook page is the same as your front window," she said, adding: "You never know when someone is going to look in."

Travelscene was also involved in Hotmail's 15th birthday hot lap around the world, which attracted more than 30,000 sign-ups to the TS newsletter as well as 2000 new Facebook fans.

A new Client Advocacy campaign to be unveiled this month will showcase AFTA's 'Without a travel agent, you're own your own' message, combining it with the "very unique benefits of dealing with a Travelscene American Express member," Timmins said.

She also told TD that sales of group members have not been affected by the recent spate of natural disasters across the world.

"Aussie travellers are resilient," she said, with agents just making bookings to other destinations.

Cover-More claims

COVER-MORE Travel Insurance has soft launched a new online claims portal, allowing customers to fill in forms and upload any relevant documentation online.

The innovation will also allow consultants to gain access to their clients' claims (if the client gives the OK) and track their progress.

Delegates at the Travelscene conference were also advised of a new policy count-based incentive in Sep which will see agents able to earn up to 30,000 Quantum pts.

The move follows a 6% drop in Travelscene's national policy count and a 7.5% drop in sales.

Cover-More is also set to launch a new website featuring stories of real claims, with a destination focus so clients can learn about the need for insurance in each country.

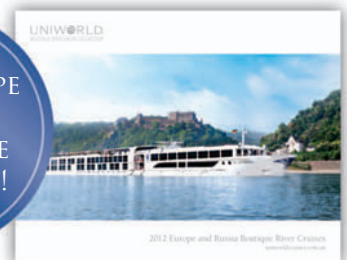
Oman's Opera House

THE Sultanate of Oman will host a grand opening for the new Royal Opera House Muscat in Oct, with the state-of-the-art facility to offer performances from 12 Oct.

Unparalleled luxury. Uncompromising value.

Uniworld Boutique River Cruises are as much about the sights within the ships as they are about the scenery beyond. As Uniworld cruises to the most picturesque destinations, your clients will be treated to award-winning service onboard ships with the finest furnishings, inspiring original art, and modern luxuries.

UNI WORLD
THE WORLD'S ONLY
AUTHENTIC BOUTIQUE
CRUISE LINE™



UNI WORLD®
BOUTIQUE RIVER CRUISE COLLECTION™
uniworldcruises.com.au

Great Earlybird Savings
of up to \$3800 per couple

Join us on facebook.com/uniworldcruisesaustralia to **WIN a European Cruise!**

Tiger adjourned again

IN what's becoming a recurring theme, Tiger Airways Australia and CASA this morning once again deferred the Federal Court action over the carrier's suspension (**TD** breaking news).

It's the fourth time the case has been adjourned, with the next hearing now set down for this Fri 05 Aug while in the meantime discussions between the carrier and the regulator continue.

Tiger's website looks to be indicating a significantly reduced Australian network once flights do eventually resume, no longer listing services to Hobart, Mackay, Canberra, Avalon or Rockhampton.

Drop-down menus only list services ex Melbourne Tullamarine to Adelaide, Brisbane, Sydney, Perth and the Gold Coast.

THL takeover fails

A **PARTIAL** takeover of NZ firm THL, owner of the Britz and Maui campervan brands (**TD** 21 Apr) has failed to give suitor Ballylinch LP the 50% of voting rights needed for the offer to be unconditional.

New HAL office 01 Sep

HOLLAND America Line has announced that its new direct representative office in Australia (**TD** 02 Mar) will open on 01 Sep.

As exclusively revealed by **TD**, the new operation will be headed up by former Creative Holidays national sales manager Tony Archbold, with Holland America transitioning from its previous Travel The World representation.

"The Australian cruise market continues to grow at a tremendous pace, and opening a dedicated office was a natural step that demonstrates our long-term commitment," said Richard Meadows, HAL exec vp for sales, marketing and guest programs.

"Holland America Line is receiving fantastic support from Australian travel sellers, and this shows that we're here to provide full service that reflects the high standards we are known for".

The new office is located in the same building as parent company Carnival Australia in Sydney, with the team including business development managers and inside support.

HAL's online Travel Agent HQ at travelagentheadquarters.com also offers the POLAR online booking engine, image library plus sales and training tools.

More info on 1300 987 321.

EK gets out the glad rags



ABOVE: Travel agents will probably feel quite underdressed when they're visited by the Emirates sales team this month.

EK is promoting its "perfect evening arrival" same-day travel to 16 global destinations, with the team donning their dinner suits to get the message home.

The recommended third daily EK415 777-300ER Sydney service, which will depart at 6am each morning from 03 Oct, means travellers could be enjoying dinner in a different destination by the end of the day.

Special fares on the new flight

are available for booking before 15 Aug, with ports on offer including London Heathrow (\$1928), Rome (\$1773), Vienna (\$1831), Cairo (\$1861), Dubai (\$1857) and Nairobi (\$2057), all return incl taxes for travel 03 Oct-31 Mar 2011.

Emirates' Nicki Keegan (second from left) and the always dapper Tim Harrowell (third from left) are **pictured** glammed up during a visit to Mary Rossi Travel in North Sydney with, from left: Esther Fraser, Claudia Rossi Hudson, Arlette de Brey and Lara Pierce, from Mary Rossi Travel.

Sydney's morning flight EK415 sale.

A perfect evening arrival from only \$1,770*.




emiratesagents.com/au

Thanks to our morning flight EK415 commencing 3rd October, your clients can start their day in Sydney and enjoy a perfect evening arrival to a range of destinations.

Destinations include:

London	from \$1,928*
Paris	from \$1,819*
Milan	from \$1,772*
Vienna	from \$1,831*
Moscow	from \$1,770*

Offer ends 22nd August 2011.

Fly Emirates. Keep discovering.

Beirut | Birmingham | Cairo | Dusseldorf | Hamburg | London | Milan | Moscow | Munich | Nairobi | Paris | Rome | Tehran | Vienna | Zurich

Air Transport World 2011 Airline of the Year. *Return Economy airfares are inclusive of taxes and surcharges correct at 14th July 2011. Offer ends 22nd August 2011 for travel between 3rd October 2011 and 31st March 2012. Only valid on EK415 outbound. Airfares are subject to availability. Low season quoted, other dates available at a higher fare. Amendments and cancellation fees apply. For full terms and conditions visit emiratesagents.com/au, contact your Emirates Sales Team or the Emirates Customer Service Centre on 1300 880 599. TM © Rugby World Cup Limited 2008. EMI 3172

California here we come...



TOURISM to California is at an all time high with the state welcoming a record-breaking 502,000 Aussie visitors last year.

Speaking to *Travel Daily* in Sydney last night, California Travel & Tourism Commission's director - Australia, Jennifer Montero said "Australia is solidly California's number three market, just behind New York and Japan".

The 33% growth in visitor numbers compared to 2009 shows that Aussie travellers are taking advantage of the strong Australian dollar and reduced airfares to the US, "making it an ideal time to experience all that the golden state has to offer", Montero said.

Australians spent a longer period of time in California last year (approx. 9 nights), and on average total spend injected into the state was a whopping \$568m.

Whilst shopping, seeing iconic landmarks, taking a scenic drive along Highway 1, visiting theme and National Parks and food and wine attractions remain the most popular activities in California amongst Australians, Montero said niche interest travel groups such as ski, music and sports enthusiasts are on the rise with

California hosting lots more special events, e.g. America's Cup to be held in San Francisco in 2013.

To capitalise on the growing Australian market, Montero said California Tourism will continue with three more TV advertising campaign bursts this year, and combine this with online, social media and radio advertising.

A contingent of 17 Californian suppliers are in the country this week meeting with Australian trade and media over 'Happy Hour' events to promote tourism to the state and information about their products including SeaWorld, North Lake Tahoe, San Diego, Santa Barbara, Hyatt Resorts & Hotels and CityPass.

All of the latest information such as things to do, where to go, travel tips and planning tools and videos can be found on California Tourism's comprehensive website at www.visitcalifornia.com.au.

Pictured *above* at the Beach Haus in Potts Point for the media event last night is the Tourism California team represented by Gate 7 - Alison Scott, Tristan Freedman, Kristy Meudell, Jennifer Montero and Jo Palmer.

For more photos from the event see traveldaily.com.au/photos.

QF8 diverts to LA, AKL

QANTAS' newest inbound int'l route between Dallas/Fort Worth & Brisbane has suffered another diversion, with Mon's flight from Texas forced to make stops in both California and New Zealand.

A medical emergency saw QF8 re-routed to Los Angeles first, and then due to crew reaching their maximum duty hours, a staff change was required in Auckland.

A QF spokesperson told **TD** the diversions were "unfortunate but unavoidable in the circumstances."

The flight is now expected to arrive in Brisbane about six hours behind schedule.

\$260K in staff bonus

US AIRWAYS has recognised 360 staff with bonuses for exceptional customer service.

10 employees won \$10,000, 100 staff were awarded \$1,000 and 250 US Airways staff were given \$250 each as part of US' 'Above & Beyond' recognition program.

7 wonders 100 days

VOTING in the New7Wonders of nature has reached the 100 day countdown today.

Australia's Great Barrier Reef and Uluru are among the 28 finalists vying for the accolade - see new7wonders.com to vote.

Sonaisali Stay Pays

SONAISALI Island Resort Fiji has 'Stay 3, Pay 2' and 'Stay 6, Pay 4' deals available for travel up until 31 Mar 2012.

Prices start at \$888.50 (AU\$470) for two adults and two children for three nights in a standard room with buffet breakfast, a welcome cocktail drink, a Jungle Cruise and more.

Details at www.sonaisali.com.

Jetset Travel

Know the world we know

Jetset Travel Ballarat is an award winning office offering an energetic, fun and supportive work environment. We are looking for an experienced consultant who has a passion for the travel industry, has had extensive travel experience and can deliver a high level of customer service to join our team in a full time position.

Please consider the following criteria prior to applying for this position -

- Galileo and CCT knowledge an advantage
- Minimum of 2 years full time in a retail travel agency
- Excellent international & domestic destination knowledge
- The ability to problem solve, research and work under pressure
- Fantastic organisational skills and the ability to follow through with tasks in a timely manner.
- The ability to work in a team environment sharing all tasks
- Show a high level of accuracy and absolute attention to detail
- Excellent communication skills both written and verbal

To express your interest, please email a covering letter and CV outlining your skills and experience to Nicole King at ballarat@jetset.com.au

Closing date 12/8/11

1200520

TRAVELTECH

EST 1999 SYDNEY, AUGUST 29, 2011

TRAVELtech is back. Australia's original web, travel, marketing, distribution and tech event, returns to Sydney on August 29. As always, it features a topical, fast-paced program, great speakers and networking. Latest trends, issues, strategies, opportunities. Meet industry leaders and innovators. **Don't miss out - 150 already booked.**

DETAILS AT WWW.TRAVELTRENDS.BIZ

Mongolia bargain

BEYOND Travel is offering a discount of up to \$7,000 per couple on an exclusive 22-day Trans-Mongolian trip in 2012.

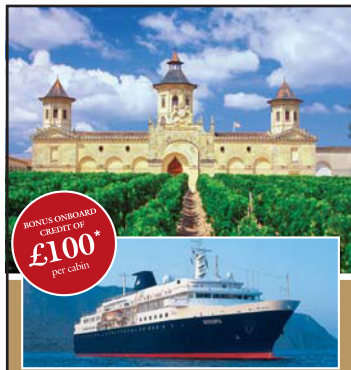
The tour departs on 16 Jul from Beijing and travels through to St Petersburg, and is now priced at \$12,495ppts if paid in full before 31 Oct 2011.

A bonus \$1,000 travel credit is being offered to couples to use on any future Beyond Travel product, for deposited tours by 19 Dec - info@beyondtravel.com.au.

50 Degrees nears black

MELBOURNE-based Nordic travel operator 50 Degrees North says the firm has received "an amazing reception" from the Australian trade since launching nine months ago.

Founder Tietse Stelma says the business is now "just marginally short of turning a profit".



A FRENCH ACCENT
15 DAY CRUISE DEPARTS 5 JULY, 2012
FARES FROM \$3,440*
PER PERSON
Portsmouth to Portsmouth

SHORE EXCURSIONS INCLUDED

Explore treasures including Amsterdam, Bruges and beautiful French ports. Discover famous artists and the landscapes that inspired them, learn about the history, both ancient and modern of France, and enjoy the city centre berths of St Malo and Bordeaux.



*TERMS & CONDITIONS APPLY

WWW.SWANHELLENIC.COM.AU

RJ gets 3rd A330

ROYAL Jordanian has added its third A330 aircraft to its fleet, to replace two A310 planes, and join the 32 existing aircraft.

Strategic paperwork

STRATEGIC Airlines appears to be getting closer to announcing a launch date for its Brisbane-Honolulu services, with the airline this week providing the US gov't with more important information on its intended operation.

On Mon, VC filed its Family Assistance Plan and International Passenger Manifest Information Plan with the US Department of Transportation.

The FAP outlines steps Strategic would take to inform the family members of passengers in the event of an aircraft accident that results in a major loss of life.

The IPMIP provides details on how VC will collect and transmit pax manifest data to the US gov't following an aviation disaster.

C&K 20% commission

COX and Kings is offering travel agents 20% commission on new bookings deposited in Aug across its entire product range of small group journeys and private and tailor-made touring.

ZQN competition

DESTINATION Queenstown is offering visitors to the region a chance to win 300 free hotel room nights, during a week long Spring sweepstake in celebration of the 2011 Rugby World Cup.

The competition will allow 150 winners plus a partner to stay for two consecutive nights at one of 19 participating hotels.

Full competition details online at www.queenstownNZ.co.nz.

Austria's unique event



AUSSIES can get a real taste of Austria over the next week or so, with award-winning chef Werner Pichlmaier - from Vienna's famous Hotel Sacher - in Sydney to cook at the Shangri-La Hotel's stunning Altitude restaurant.

Austrian wines are also on offer, with the hotel last night featuring a fabulous 'Taste Culture - Austrian Wine Dinner hosted by Willi Klinger, md of the Austrian wine marketing board.

And Austrian Tourism is making the most of the *Vienna: Art & Design* exhibition at Melbourne's National Gallery of Victoria, hosting a special 'Unique Like You' Travel Symposium in conjunction with the event.

Senior ANTO executives - including ceo Petra Stolba - will attend the Symposium, with top selling Austria wholesalers and agents to gather in Melbourne next week to take part.

Presenters will include delegates from Vienna, Innsbruck, Salzburg, the Altstadt Hotel, the Kunst Historisches Museum and the Arlberg region.

And in a unique move,

attending wholesalers and agents will be invited to provide feedback on current tourism offerings in Austria, with a view to operators changing their products to suit the needs of Aussie travellers.

Pictured above at an Altitude function yesterday are, from left: ANTO's New York-based regional mgr Michael Gigli; Astrid Mulholland-Licht; Austrian Ambassador to Australia, Dr Hannes Porias; and ANTO chief executive officer, Dr Petra Stolba.



\$55-\$60k – Part time 3 ½ days !!

This is not a mis-print!
Bayside Melbourne
Permanent Part time Position

One of Melbourne's premier travel companies servicing the travel demands of an exclusive clientele, is seeking to add to its complement of highly successful part time travel consultants.

We are seeking applicants from candidates with extensive travel consulting experience, consultants who have the highest professional standards who aren't intimidated by big ticket bookings.

In return you will be rewarded with an extraordinary hourly rate and entitlements, the best families and educationalists being offered, plus easily attainable targets to earn hefty bonuses.

To apply for this position in complete confidence contact Richard Kellaway on 03 94194399 or email richardk@crctraveljobs.com.au

Trusted travel with the destination experts

VALUE TOURS

Ski one of the most unique destinations in the world...

Includes 1 FREE NIGHT

HEAVENLY AT LAKE TAHOE

7 nights from \$759* pp

For travel: 1 Nov – 15 Dec 2011
Book by: 30 Nov 2011

Spectacular Views,
9 Mountain Peaks, Terrain Parks,
Great Après Ski, Winter Activities

CONTACT VALUE TOURS
1300 361 322
www.valuetours.com.au

Value Tours (Aust) PTY LTD.
Travel Agents LIC No. TA003190
*Conditions apply.

QF outbound UK/Europe loads soar

SHOULD Qantas be considering ditching its German hub as part of its international restructure, it will be sacrificing its second most popular outbound int'l route.

Frankfurt has been flagged as one of the Qantas routes that may be on the chopping block (**TD** 21 Jul) as the airline attempts to swing around the profitability of its mainline product.

According to the Australian govt's May 2011 Airline Passenger Capacity and Utilisation report issued last week, QF's outbound flights to Frankfurt operated with a load factor of 88.2%.

That's close to 13 points higher than QF's average seat utilisation across all its int'l routes.

9,987 of the 11,322 seats available on the 31 flights to FRA over the period were occupied.

The route was only trumped by Qantas' other UK/Europe service to London Heathrow, which scored a 91.4% seat factor.

Of the 45,000 seats Qantas operated to London using A380s and 747-400s in May, there were just 4,000-odd seats vacant.

QF's inbound flights from FRA also proved to be extremely popular in May, with load factors at nearly 80% making it the third busiest Qantas route.

Last month Qantas watered

down speculation that Frankfurt flights would be cut, telling **TD** "no decisions have been taken about individual routes."

"Qantas' review of its international business is ongoing and the results will be announced on 24 Aug," a QF spokesman said.

It's understood the Australia-flag carrier has been mulling flights to Frankfurt due to a new 11:00pm curfew that's to be adopted later this year.

Currently, QF6 from Frankfurt to SYD, via SIN, departs at 23:50pm.

Adjusting the time would result in a longer layover in Singapore due to Sydney's arrival curfew.

MEANWHILE, also on UK routes, Virgin Atlantic appears to have had a less than satisfying May, with load factors on outbound flights sitting at 55.7%, and the return leg to Australia at just 45.6%.

British Airways on the other hand had strong loads of 85.9% outbound and 63.3% inbound.

EY MAN double daily

ETIHAD Airways added double daily services to Manchester, UK from its Abu Dhabi hub, on Mon.

The carrier has also downplayed suggestions at the Travelscene conference that it was planning to boost MEL and SYD capacity.

Aussie TC's top scorers

TRAVEL Counsellors says its Australian members have gained a "world class" customer service score, ranking more than 90% using the Net Promoter system which is used to measure customer loyalty.

Two weeks after booking, clients are asked how likely they would be to recommend their Travel Counsellor to others, with each member able to find out their own personal Net Promoter score via a link on the TC intranet.

The ranking system is also used by a range of major brands incl Nike, Nokia and United Airlines.

Laguna new rooms

OUTRIGGER Laguna Phuket Resort and Villas has unveiled 19 new self contained suites.

The one- two- and three-bedroom suites offer 90sqm, 150sqm and 550sq of space respectively.

The rooftop three-bedroom penthouse apartments feature their own private pool.

WIN A HOLIDAY TO MAURITIUS



Throughout August, **Travel Daily** is giving readers the chance to win a fabulous Mauritius holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius** and **Beachcomber Tours**.

The prize includes: Air Mauritius return economy flights for two from Sydney, Melbourne or Perth to Mauritius; five nights twin share accommodation in a luxurious Junior Suite at the 5-star Trou aux Biches Resort & Spa and daily breakfast & dinner for two.

All you need to do to enter the competition is to **send in a picture of yourself dressed in a French theme and showing how you imagine yourself escaping winter for the warmth of Mauritius**.

The first photo entry (right) for the competition has been sent in by **Nicole Ballard of Infinity Holidays** who's pictured with her friend wearing a matching beret.

Nicole says she'd love to go to Mauritius for her second honeymoon.



Email your entries to: mauritiuscamp@traveldaily.com.au

[CLICK HERE](#) for terms & conditions





Corporate Consultant

Goldman Travel Corporation, a leading travel management company located in Sydney, is looking for an experienced Corporate Consultant to join our dynamic team in our Bondi Junction office.

Applicants must have the skills to work autonomously and be totally focused on customer care. Sabre/Tramada is an advantage, but not essential.

Very attractive salary and working conditions guaranteed.

If you believe this role is right for you or request further information, send through your resume or contact David Goldman at david@goldmantravel.com.au or (02) 8333 7700.

All applications and contact will be treated as confidential.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

PO Box 428, West Ryde, NSW 1685
Phone: 1300 799 220 Fax: 1300 799 221

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Contributors: Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

Travel Daily Group:





AA APPOINTMENTS
RECRUITMENT CONSULTANTS



**HOT JOBS DELIVERED DAILY!
REGISTER ONLINE WITH AA TO
ACCESS ALL THE LATEST ROLES.**

CONTACT US @ www.aaappointments.com

SYDNEY : (02) 9231 6377
MELBOURNE : (03) 9670 2577
BRISBANE: (07) 3229 9600
ADELAIDE & PERTH: (03) 9670 2577

apply@aaappointments.com.au
recruit@aaappointments.com.au
employment@aaappointments.com.au
recruitsa@aaappointments.com.au &

8/6 O'Connell St, Sydney
1/167-169 Queen St, Melb
13/97 Creek St, Brisbane
recruitwa@aaappointments.com.au

****HOT JOB OF THE WEEK ****

SAIL THE GREEK ISLANDS & GET PAID FOR IT!
TRAVEL & EVENTS CONSULTANT
NORTH SYDNEY – SALARY PKGE TO \$60k + BONUSES

This is once in a lifetime opportunity to join this boutique company, specialising in booking small luxury, worldwide sailing journeys. Your role will involve organising group travel for up to 50 pax on private yachts & then ESCORTING the event yourself. Imagine sailing the Mediterranean for 4 weeks a year & getting paid for it! Benefits include an amazing base salary, top incentives & working in a fun team. Don't delay as this dream role will soon set sail.

**LUXURY ON THE NORTH SHORE!
HIGH END LEISURE TRAVEL CONSULTANT
SYDNEY – SALARY PACKAGE TO \$60k +**

Want to work closer to home but don't want to sacrifice your career? This is your chance to have both! An outstanding agency in Mosman is searching for an experienced consultant to join their team. Specialising in luxury, high end journeys you will bring your expert knowledge and great sales skills gathered from at least 5 years industry experience and share in the success of this busy team. Receive a generous salary package plus bonuses – don't delay apply for this role now.

**BENEFITS & BONUSES JUST FOR YOU!
MULTI SKILLED CORPORATE CONSULTANT
MELBOURNE (CITY FRINGE) – SALARY PACKAGE TO \$66K**

Would you like to get something back in return for all your hard work? This boutique TMC understands the importance of a happy employee & as such offers additional employee benefits including a day of on your birthday, breakfast everyday & a great cash incentive structure. A friendly & social team is just an added bonus! Join this employee of choice today & put your career in first place. Sabre skills highly desirable.

**EARN THE DOLLARS YOU DESERVE!
ONLINE TRAVEL SPECIALISTS
PERTH (CITY) – SALARY PACKAGES TO \$80K+ (OTE)**

You may hear negative feedback about commission based positions, however do not dismiss the opportunities & salary potential these positions provide. This web based travel company has stolen the retail travel market & are providing employee with numerous kick backs for their dedication & sales abilities. You will be amazed with the number of benefits on offer together with the great working hours.

**HIGH PRODUCING STORE = HIGHER COMMISSIONS
RETAIL TRAVEL CONSULTANT**

MELB (SOUTH EAST) – SALARY PACKAGE TO \$55K+ (OTE)
Tired of twiddling your thumbs wondering when your next client will walk in the door? This busy & highly successful agency has no issue with enquiry, meaning your opportunity to earn is increased! With your strong consulting skills & passion for travel, you will slot straight in to this friendly office. If you have a minimum 12 months retail travel consulting experience & would like a higher base salary, apply now!

**CROSS OVER TO THE GOOD LIFE
CORPORATE TRAVEL CONSULTANTS x 5
PERTH (CITY) – SALARY PACKAGE TO \$70K++ (OTE)**

Wondering why this organisation is continuously hiring? It's not because staff are leaving, it's because this TMC is winning more accounts than consultants can handle!! In order to earn this amazing salary, all you need to do is process business travel requests efficiently & accurately, it's that easy. If you have a minimum 12 months international travel consulting experience, step over to this amazing company today!

**ESCAPE WINTER - HEAD NORTH!
LEISURE TRAVEL CONSULTANTS**

MKY, ROK, TSV, CNS - SALARY PACKAGE \$50K OTE
Are you thinking of making a sea change? Want to enjoy cool sea breezes and warm winter days? Then this is your chance. We currently have a number of opportunities for experienced retail travel consultants in Central & North Queensland. Earn a stable base salary along with the opportunity to increase your \$\$ with the incentive scheme in place. Top famils & travel discounts are on offer. You will quickly make a support network working in these fun and friendly offices.

**ONLY THE BEST WILL DO
VIP CORPORATE CONSULTANTS**

BRISBANE CBD – SALARY PACKAGE \$70K OTE +
If you have top notch consulting skills, provide an exceptional level of customer service and able to thrive under pressure – this is for you. Working within this leading global travel company you will be responsible for handling the travel arrangements of VIP corporate clients including CEOs & top management. On offer is an unbeatable salary package along with Mon-Fri hours and fabulous career progression opportunities. Min 2 years corporate consulting exp needed.



Start your Job search here



Ben Carnegie

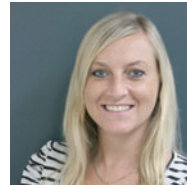
Conference Manager- Syd CBD

This well established events agency is expanding and seeking an experienced conference and seminar manager to join the team. There will be a heavy focus on the pharmaceutical market as well as a variety of other industries to work within.

An attractive salary package will be offered to the successful candidate along with a stable & positive work environment.

- ▶ Must have a strong network of supplier contacts
- ▶ Australian domestic venue knowledge essential
- ▶ Events pro an advantage

Click here for more details or call Ben.



Liz Vibert

Team Leader - Worldwide Cruise

We have a great opportunity for individuals looking to take that next step within their travel career. Whether you are working within a retail or wholesale travel organisation within reservations preferably with some cruise experience, then we want to hear from you today. You will be working within the cruise department supporting the Operations Manager.

- ▶ Min 2 years cruise reservations experience preferred
- ▶ Sydney location
- ▶ Competitive salary + incentives + super

Click here for more details or call Liz.

Travel Consultants- Sydney

Do you love servicing your clients and their travel needs, but you're looking for a new work place that removes you from face to face sales? Our client is seeking experienced retail consultants with a passion for Fiji & the South Pacific to join this incredibly successful company. Market leaders in their field and offering competitive base salary with uncapped earning potential for commission based sales.

- ▶ Happy motivated team environment
- ▶ Immediate start, Sydney CBD
- ▶ Top consultants are earning over \$100K

Call or email Ben for more details.

Corporate Travel Consultant - Northern Beaches

Have the best of both worlds while offering personalised service to the VIP clients. This company is part of a much larger organisation offering you all the resources, career progression and incentives that only a large company can offer yet at the same time have that supportive, personal work environment that make us happy each day! In this role you will offer exceptional service and travel solutions to your clients.

- ▶ Develop your corporate travel career
- ▶ Sydney Northern Beaches
- ▶ Salary up to \$55K pro rata + super

Click here for more details or call Liz.




Kristi Gomm

Travel Temps are in Demand!

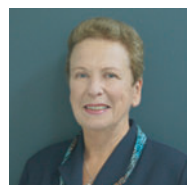
Retail Temp - Homebush

- ▶ Leisure Travel Consultant
- ▶ 3rd August - 2nd September 2011
- ▶ Amadeus (not essential)

Maternity Contract - Retail Travel Consultant

- ▶ Up to 12 month contract
 - ▶ Northern suburbs of Sydney
 - ▶ Good destination & product knowledge, Sabre required
- Travelling to the U.K. Ask us about temp roles. 

Call or email Kristi for more details.



Sandra Chiles

International Incentives Manager

Our client is a well established events and sales company that is really going places. They are now expanding the International Incentives Team and need to hear from you!! As an experienced International Incentives Manager

you will have 4-5 years experience with a focus on corporate & incentive based clientele. Flexibility to travel is required in this role.

- ▶ Events Pro & Advanced Excel essential
- ▶ Sydney based
- ▶ Salary starts from \$65K + super

Click here for more details or call Sandra.

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.