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First with the news

Wednesday 10th August 2011

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Hahn Air to Walshe

THE Walshe Group is set to take over as the new Australian representative for interline e-ticketing provider Hahn Air, with the appointment following the demise of HR's former gsa Aerius Travel (**TD** 01 Aug)

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UK downplays riot effect

VIOLENT riots, arson and looting in London, Birmingham, Manchester, Liverpool and Bristol have not affected major tourist attractions or transport services, according to VisitBritain.

Despite widespread coverage of of the unrest, now in its fourth day, VisitBritain claimed the incidents were "isolated," and the rest of Britain remains unaffected, meaning that int'l visitors "can continue to enjoy the UK as per usual".

DFAT has reissued its travel advice for the UK with details of the unrest, but the level remains in the second-lowest 'exercise caution' category - despite warning Aussie travellers to avoid

Discount fares lower

THE latest Australian Domestic Air Fare Index shows the lowest fares, or Best Discount fares, were cheaper in Aug 2011 by 1.4 points compared to last month, despite Tiger Airways' grounding.

However, the Aug Best Discount level was over 11 points higher than the same time in 2010.

All other fare types measured in the index (Business, Economy and Restricted Economy) increased marginally month on month.

Eight pages of news

TDaily today has eight pages of news, plus full pages from:

- AA Appointments jobs
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all protests and demonstrations.

The UK capital's London & Partners agency issued a statement saying it's still too early to anticipate the effect on tourism.

"Past experience tells us that London recovers very quickly from such events, and we will focus on recovery activity as soon as it is viable to do so," it said.

The claims are in contrast to media coverage of the rioting, which includes an account of heroic staff at upmarket Notting Hill Michelin-starred restaurant The Ledbury - run by Australian chef Brett Graham - using rolling pins to fight off masked looters who smashed the windows and demanded guests hand over their wallets and jewellery.

CZ to launch Perth

CHINA Southern is set for its WA debut, with the 09 Nov launch of triple weekly A330 flights from Perth to Guangzhou (**TD** 10 May).

CZ area gm Henry He told **TD** the route would capitalise on the growing business and tourism traffic between WA and China.

China Southern was one of several airlines visited by Tourism Australia md Andrew McEvoy and chairman Geoff Dixon during a visit to China last week.

Tiger to fly again?

CASA is today expected to lift the grounding of Tiger Airways, with a 2pm announcement flagged.

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Olsen departs Carnival

SANDY Olsen, who's been Carnival Australia director of corporate affairs since 2007, has departed the company and is believed to be set to take up a new role within the newly formed Infrastructure NSW.



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MAS, AirAsia form alliance

THERE'S been a huge development in Asia-Pacific aviation overnight, with a new "comprehensive collaboration framework" announced between Malaysia Airlines and its low-cost rival, AirAsia (**TD** breaking news).

The deal was mooted earlier in the week when shares in both airlines were suspended (**TD** Mon) and includes a significant cross-shareholding.

Under the five-year pact, MAS, AirAsia and AirAsia X will "respectively focus on business segments in which they are capable of developing the most value," with a wide ranging MAS network review expected.

The deal will include partial interlining and flights to new destinations currently not served by any of the carriers.

It will also cover immediate synergy opportunities such as potential savings on aircraft purchasing, engineering, ground support services, cargo services, cargo and training.

Jetstar is also involved with AirAsia, having launched a strategic purchasing alliance early last year (**TD** 06 Jan 2010).

But the MH deal goes much further, foreshadowing major cooperation after a full anti-trust review is completed.

MH ceo Azmil Zahrudin will step aside tomorrow, taking up a senior role with the Malaysian govt's investment arm which will

take a 10% stake in AirAsia.

AirAsia founders Tony Fernandes and Kamarudin Meranun will also hold a 20.5% stake in MH, and will be part of a new "executive committee" which will direct MAS operations while a new managing director is recruited.

There's speculation that the deal could pave the way for the long-rumoured debut of AirAsia flights between Sydney and Kuala Lumpur, which have been steadfastly resisted by MH.

The alliance between the Malaysian airlines comes just weeks after Zahrudin and Qantas ceo Alan Joyce jointly announced that QF would sponsor Malaysia Airlines' entry into the oneworld alliance (**TD** 06 Jun).

SIA orders 8 777-300s

SINGAPORE Airlines has today announced an order for eight more Boeing 777-300 aircraft, with deliveries to commence from 2013/14.

The US\$2.3b list price order will see the additional planes join 19 777-300s already in service (including on the Melbourne-Singapore route), with the aircraft to be configured in a three class layout featuring SQ's "latest cabin product and service offerings".

CEO Goh Choon Phong said the deal was in line with the airline's "longstanding policy of operating a young and modern fleet."

WIN TICKETS TO THE RUGBY SEVENS WORLD SERIES



Travel Daily has teamed up with **Qantas Holidays** this week and is giving one lucky travel consultant the chance to win a double pass to the Gold Coast Rugby Sevens World Series 25-26 November.

Sixteen teams from around the globe will battle it out in a carnival of fun, fast and furious entertainment.



Book your Rugby Sevens package through Qantas Holidays today!

For your chance to win, simply send in an answer to the question below to: rugby7s@traveldaily.com.au

In 25 words or less, tell us which team do you think will win the Rugby Sevens World Series and why?

The most creative entry will win the tickets and their name will be announced in **TD** on Tue 16th Aug.

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Sunlover Ambassador

FORMER Australian Crawl drummer and *Getaway* presenter David Reyne has signed on with Sunlover Holidays and Travelpoint Holidays as brand Ambassador.

The move is part of a change in direction for the firm's branding, which also incorporates a new tagline - Love Australia.

GM Leanne Chard said Reyne will "help highlight the variety of amazing Australian holiday destinations and experiences available through the Sunlover and Travelpoint brands."

She said that Sunlover hopes the Australian focus will divert the spotlight which has been shining on overseas travel.

Reyne will endorse marketing campaigns in print, TV, radio and digital platforms, and he'll be involved in industry events.

Bunnik signs TravelManagers deal

ADELAIDE-based tour operator Bunnik Tours has signed its first ever preferred agreements, amid a major push to offer travel agents "Touring as it should be".

The new tag line - complemented by a website and a special agent brochure - aims to highlight the significant differences between the Bunnik product and tours offered by larger companies.

TravelManagers and Magellan are the first groups to sign preferred arrangements with Bunnik, which has been growing at about 30% a year and was named in the BRW Fast 100 Companies index in 2009.

MD Dennis Bunnik told *TD* yesterday that he had chosen to deal with TravelManagers and Magellan because "they get it - it's all about customer service."

Unlike some other operators, Bunnik packages include air, making it much easier for agents and passengers - particularly when arrangements change due to unforeseen circumstances.

And they're all based on small groups, with a maximum of 20 for European departures.

"At the end of the day we'd make a lot more money if we put 40 or 50 people on a coach, but we don't think that makes for a great holiday," Bunnik said.

Bunnik Tours pricing also includes all of the must-see sightseeing which travellers on other operators pay extra for.

"We don't cut corners," Bunnik said, with the company aiming to provide excellent value, no phone queues and personalised service.

The new agent website at www.touringasitshouldbe.com.au highlights the differences which certainly seem to appeal to clients given Bunnik's extremely high repeat factor.

He said the concepts had been developed following market research which had revealed why Bunnik Tours were so successful.

"Consumers already get it, so this campaign is all about positioning ourselves with the trade too," Bunnik added.

Bunnik will shortly release its new brochure offering Asia, the Middle East, South America, Africa, India, Sri Lanka, North and Central America and Europe.



Window Seat

A GROUP of students at Cornell University in the USA has made a big breakthrough for the hospitality industry - software which can spot fake reviews on TripAdvisor.

The website now carries more than 50 million hotel reviews which are a strong influence on booking preferences - despite widespread suspicion that some hoteliers write their own glowing reviews, or even slam their competitors online.

Research conducted by the students found that human testers could spot fake reviews about 50% of the time, compared to their system which had a 90% success rate.

TripAdvisor hasn't responded to suggestions that it could use the software to analyse and remove fake reviews on the site.

YOU'D have to wonder what the second prize was.

A Canadian man is set to live at Vancouver International Airport for almost three months after being chosen as the winner of a social media contest.

29-year-old Jaeger Mah will be provided with a camera and editing equipment, and will spend his sojourn at the terminal "uncovering stories and sharing his experiences of living at an airport full time".

Unlike the character made famous by Tom Hanks in the movie *The Terminal*, Jaeger will actually get a bed to sleep in, with accom provided at the Fairmont Vancouver Airport.

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Virgin Aust/Air NZ flight variation nod

THE Australian Competition watchdog has shown leniency towards Virgin Australia and Air New Zealand, agreeing to vary conditions of their alliance due to Jun's volcanic ash cloud.

The phenomenon saw DJ cancel a massive 150 Australia-NZ flights and Air NZ two between 12-17 and 21-30 Jun (**TD** 11 Jul).

In its letter to the Applicants last week, the ACCC agreed that the ash cloud was a 'force majeure event' that constituted an 'exceptional circumstance' of the JV carrier's authorisations.

It said "safety implications and risks provide a reasonable basis for the cancellations."

Last month, DJ and NZ told the ACCC the ash cloud event would see a capacity reduction of 8,820 seats (1.21%) on Nominated Routes for the Northern Summer 2011, and 26,914 seats (1.1%) on trans-Tasman services in the same period.

The Australian Competition and Consumer Commission adjusted its variation to now require the carriers to operate not less than 95.9% (2.261 million seats) of the initially authorised seat capacity on trans-Tasman services.

It also enforced that they must not fly less than 98.79% of the total Nominated Routes, or 718,022 seats.

A request by the airlines to have an automatic variation rule set up was knocked back, with the ACCC saying the current variation provisions "will adequately cover any further requests related to volcanic ash activity."

Antarctic discount

BENTOURS has extended its 25% discount on selected Antarctica voyages, with the promo to now expire on 31 Aug - 1800 221 712.

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Air Pacific celebrates

AIR Pacific is celebrating its 60th anniversary with return airfares to Fiji including taxes priced from \$60 for children and \$636 per adult ex SYD, \$638 ex MEL and \$726 ex MEL, on sale until 15 Oct, for travel 01 Feb to 31 Mar 2012.

MEANWHILE, for the US market, Air Pacific has launched a 'Get Friendly Campaign' that features a 'Buy One Flight, Get the Second 50% Off' deal to Fiji and other destinations, for travel to 31 Mar.

SYD's \$51m upgrade

SYDNEY Airport has completed stage one of its \$51m upgrade following last year's \$100m runway end safety area project.

Resurfacing the runway cost \$26m with the remaining amount to be spent on installing stop bar lights, effective immediately.

Work on this project will be undertaken from 11.00pm to 05.00am to minimise disruption.

Muri Beach stay pay

THE 30-room Muri Beach Club Hotel in the Cook Islands has launched a Stay 6, Pay 4 deal, on offer from now until 31 Mar and priced from \$1335.40ppts.

Also included is daily brekkie and a couples massage.

The promo is available to book until 30 Sep - call (07) 5524 5222.

60% off Egypt trips

BENCH International has reduced prices on Nile River cruises and touring in Egypt by up to 60%, with the 11-day *Nile Explorer* now priced at \$1,725ppts.

KE A380 NY inaugural

KOREAN Air commenced A380 services between Asia and New York's JFK yesterday using its 407-seat double-decker aircraft.

Additionally, KE will begin A380 services between Seoul and Los Angeles in Oct this year.

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SQ rejigs SYD A380s

SINGAPORE Airlines will switch around its morning departures ex SYD effective 07 Sep, with the current 8.10am SQ212 A380 flight to be operated by a 777-300.

The A380 will instead operate the late-morning SQ232 flight.

Yellow Fever advice

THE Dept of Foreign Affairs & Trade says travellers entering South Africa from countries listed by the WHO as infected with Yellow Fever must have a vaccination certificate issued at least 10 days before arrival.

Those failing to do so will be refused entry.

"There is no discretion for travellers without a vaccination certificate to be vaccinated on arrival," Smarttraveller says.

The website also notes: "The South African Department of Health has noted that Zambia is not presently listed on countries from which South Africa requires a yellow fever vaccination certificate."

EY,S7 c/s expansion

ABU Dhabi's Etihad Airways has stepped up its codeshare pact with Russian carrier S7 Airlines to cover services between Moscow and Kazan, Samara, Krasnodar and Saint Petersburg.

EY and S7 began codesharing between Abu Dhabi and Moscow in Mar last year.

Berlin CityPass

THE Leisure Pass Group has added a new Berlin Sightseeing Pass that gives access to 53 top sites and free public transport.

Popular attractions accessible using the pass include the Checkpoint Charlie Museum, a hop on hop off bus network and a river cruise - see berlinpass.com.

HA figures flat in Jul

HAWAIIAN Airlines has reported a 0.9% year on year decline in pax numbers in Jul 2011, down about 7,000 pax to 799,000, but year to date figures are up 3.3%.

Best West into Russia

BEST Western International has opened its largest property in the group's portfolio in the Russian capital of Moscow, the 970 guest room Best Western Vega Hotel & Convention Centre.

Graced with tasty Filipino treats

THE flavours of the Philippines are now on the menu at Sydney's Grace Hotel.

A two-week long Philippines Food Festival, sponsored by Philippine Airlines and the Philippine Department of Tourism, boasts a sumptuous buffet of authentic cuisine skilfully prepared by three chefs flown in especially from Manila.

Guests will enjoy traditional treats such as Adobong Baboy – crispy baby back ribs in soy & garlic sauce – Rellenong Bangus tuffed milkfish, and Lechon, Philippine-style roast suckling pig.

But if your clients would rather try these delectable dishes in the Philippines itself, Philippine Airlines has slashed its airfares from Sydney and Melbourne to Manila to just \$495 return + taxes.

"Our yields are down and we've had increased competition on the route," said Brett McDougall, PAL gm Australia.

The airline is celebrating its 70th anniversary with a new schedule that provides greater flexibility than ever before, with up to seven direct flights a week ex-



SYD/MEL to Manila and a choice of day or evening departures.

"We switched from the Boeing 777 to the A340, opting for frequency rather than the larger 777 aircraft infrequently," McDougall said.

The airline features a unique two-tier business class product, Mabuhay Class seating and an additional Mabuhay Plus cabin with lie-flat reclining seats.

And with its Fiesta economy class and competitive fares, the airline is proud of its warm Filipino hospitality.

Pictured above at the Grace Hotel yesterday are, from left: hotel gm Philip Pratley; PR's Brett McDougall; and Consuelo Garcia Jones, Philippine Dept of Tourism.

Great for groups.
Great for you.

Fancy winning a trip to Hong Kong? Book group travel with Virgin Atlantic between July & October for groups of at least 60 people, using 60 rooms a night with a minimum stay of three nights confirmed at the Marco Polo Hong Kong Hotel, and you could be jetting to Hong Kong with a friend to enjoy all the delights of Asia's World City, with five nights' accommodation at the Marco Polo Hong Kong Hotel included.

Contact your Virgin Atlantic or Marco Polo rep for full details. Good luck!



Skyteam welcomes MU



AUSTRALIAN members of the SkyTeam Global Airline Alliance officially welcomed China Eastern Airlines into the fold as the 14th member at the airline's Sydney office last night.

The Shanghai-based carrier regards the move as a step forward in its vision to become one of the best carriers in the Asia Pacific market.

"It's a new era for China Eastern and cooperation is the key word with our partners in this alliance," said Cathy Zhang, General Manager Oceania.

She said the fast-expanding carrier currently operates 377 aircraft to 171 cities globally.

The carrier flies daily ex-SYD and MEL to Shanghai using A330

aircraft, and also has a significant codeshare pact with Qantas.

SkyTeam Australian coordinator, Rafael Despradel, Korean Air's Sales and Marketing Manager told *Travel Daily* the alliance's family keeps growing, with China Airlines set to join on 15 Sep.

"We have Garuda coming on board next year along with Aerolineas Argentina," he said.

"In terms of online carriers, we have 5 serving Australia at present but this will increase to 6 by the end of the year and by 2012 we will have a total of 8."

Pictured above at last night's event are Michelle Kitto, Airline Marketing; Catherine Zhang, China Eastern; and Kelly Masters and Erika Haerberle, Czech Airlines.

Pilbara hotel praise

THE Accommodation Assoc. of Australia has lauded plans for a new hotel development that's been slated for Port Hedland in the WA Pilbara region.

CEO Richard Munro said the resort proposal comes at a time when accom developments in the country have "dwindled".

Munro said it was vital that local authorities "do everything in their power to ensure the new hotel is as successful as possible" and keep to a minimum any "unnecessary challenges" some other accom providers face, "such as additional charges & red tape."

He said the property "has the potential to provide a much-needed reason for domestic and overseas visitors to travel to the region."

Airbus's record levels

AIRBUS has recorded its highest level of overall orders ever, with up to 4,039 aircraft backlogged.

145 new jetliners were ordered in Jul by international customers bringing the year to date total to 785 across Airbus's 40 jet types.

Among the carriers placing orders in Jul were American Airlines and Garuda Indonesia.

Virtuoso Travel Mart

OVER 50 Australian and New Zealand members of the Virtuoso network will attend the group's Travel Mart at the Bellagio Hotel & Resort, Las Vegas between 14-19 Aug, the highest participation count ever from this region.

World Cup to Qld

QLD Premier Anna Bligh has announced the ICC U19 Cricket World Cup 2012 will be held in Brisbane, the Sunshine Coast and Townsville in Aug next year.

Avis deadline nears

TRAVEL agents have until COB 22 Aug to submit applications for this year's Avis Scholarship of Excellence, with finalists named on 27 Sep - avisscholarship.com.

New Egypt numbers

DFAT this morning reissued its travel advice for Egypt, with details of new contact numbers for the Australian Embassy in Cairo.

Aussies in Egypt requiring emergency consular assistance can call the Embassy directly on +202 2770 6600 or the Consular Emergency Centre in Canberra on +61 2 6261 3305.

The advice for Egypt overall remains at the second highest 'Reconsider your need to travel' level, while the Red Sea Resorts, Luxor and Aswan are in the mid-range 'High degree of caution' category.

Allianz, not Alliance

VIRGIN Australia has partnered with Allianz Global Assistance, not Alliance (*TD* Mon).

Garuda \$1 J Class fare

GARUDA Indonesia is offering \$1 Business Class companion fares to Asia, the Middle East and Europe, for travel 08 Aug-19 Sep.

The accompanying passenger need only pay taxes.

Return fares from Sydney to Amsterdam start at \$7,158 for the first adult and \$159 for the second passenger.

The sale runs until 31 Aug.

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If you meet the above criteria and would like the chance to show your strategic thinking and sales skills within a global company, please apply by forwarding your cover letter and resume to employment@sabrepacific.com.au or call Scott Paton on 02 8204 2624 for a confidential discussion. Applications close 19th August.

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Aussie eXperts off to Germany



EIGHT lucky Australian travel agents will be off on an all-expenses paid trip to the prestigious Lufthansa Training Centre in Seeheim near Frankfurt in Nov.

They are the winners of the eXperts Awards Incentive program introduced by Lufthansa a year ago to reward agents who are the top sellers of Lufthansa and Austrian Airlines.

The agents will go to Europe to experience the product first hand, experiencing Lufthansa's new A380 aircraft which will start flying from Singapore to Frankfurt on 01 Nov.

The trip will also include visits to the fabulous Christmas Markets in Berlin as well as in Vienna.

The winners were announced last night at the Austrian Winterfestival in Sydney where over 100 agents were treated to exciting and colourful night of German cuisine, music and traditional dancing.

Kai Peters, outgoing General Manager for Lufthansa and Austrian Airlines told **TD** over 1,000 Australian travel agents have signed up to eXperts Awards program in the past 12 months.

"We expect more agents to join

UNITED Jul pax drop

UNITED Continental Holdings, the parent firm of UA and CO, has reported a 1.6% dip in int'l pax loads in Jul, down to 85.9%.

IHG disaster costs

THE InterContinental Hotels Group says natural disasters in Japan & New Zealand and unrest in the Middle East will cost the hotelier up to US\$20m this year.

in the near future, as the more flights they sell on Austrian and Lufthansa, the more points they earn with their eXperts Plus Visa card," he said.

The lucky winners were: Anne Gurney, Anywhere Travel, NSW; Brian Skilling, HWT Epping Vic; Lesley Shepherd, Select World Travel, Carrara, Qld; Pamela Grill, Jetset Travel, Rose Bay NSW; Michael Putner, RAA Travel Adelaide; Violeta Trajkovska, MP Travel NSW; Brendan Collins, Best Flights, Leederville WA; and Ian Pryer, Goldman Travel NSW.

Pictured above at last night's event are a dirndl-dressed Carmen Jurczyk, LH Marketing & Sales Mgr Australia; Violeta Trajkovska, MP Travel Sydney; and Kai Peters, GM Lufthansa & Austrian Airlines.

VTIC conference

THE Victorian Tourism Industry Council is partnering in a new Tourism and Events Excellence conference which will be held in Melbourne next month.

The 05-07 Sep event aims to help the industry deal with rapid change, including the prospect of soaring visitation from China and increasing trends to VFR travel due to Australia's multicultural and mobile population.

The conference is being convened by Tony Charters, who is also behind the regular Tourism Futures conference in Qld.

See www.tteeconference.com.

New KE ICN lounge

KOREAN Air has unveiled a new Prestige Class Lounge at Seoul Incheon International Airport.

The 160-seat area is located adjacent to the existing lounge which can accommodate 290 pax.

KE said it also plans to upgrade its current First Class Lounge along with the KAL OAL Lounge which is provided for its SkyTeam partner carriers and other airlines operating from ICN.

Spin to Win success

SUNSHINE Coast Destination's 'Spin to Win' promo (**TD** 14 Jul) has attracted 97,000 entries and over 160,000 visits to its website since its launch.

The naturallyrefreshing.com.au site is giving away holiday prizes.

Shinju Festival deal

BROOME and The Kimberley Holidays has released packages for the Shinju Matsuri Festival being held over nine days starting on 10 Sep, priced from \$599pp.

The deal includes five nights Broome accom, brekkie, airport transfers, lunch at Matso's Broome Brewery - more details see broomekimberley.com.au.

CZ Premium air offer

CHINA Southern's First Class fares have been slashed by up to 17% for travel until 31 Dec, with prices now starting at \$5,200pp when booking two or more pax.

CZ has also reduced Business Class companion fares by 15% per seat, taking prices to \$3,450, ex SYD, BNE or MEL.



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- preparing and delivering financial reporting to key accounts across the territory

We seek applications from individuals with 2+ years' experience in a territory sales role (ideally in travel) who demonstrate:

- a passion for cruising and 'being on the road'
- proven account management and new business development skills
- strong relationship building and influencing skills
- excellent communication skills, with an engaging and impactful presentation style, and proven ability to present to a large audience
- the ability to work in an autonomous manner, prioritising workload and call plan to have maximum impact
- a willingness to travel frequently and attend functions on evenings or weekends as required

Note: Previous applicants need not reapply.

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Qantas FF ticks off the Wishlist

THE Qantas Frequent Flyer scheme looks to be set for a push into the fast-growing online retailing sector, with the purchase of Australian internet retailer Wishlist Holdings.

Wishlist, which launched in 1999, is one of the most popular online shopping sites, particularly during the peak Christmas period and "works with offline retailers by providing them with a new avenue of distribution".

The new QFF acquisition also operates a range of corporate loyalty programs under the voucher.com.au and accumulate brands - with accumulate also providing the back end of the Qantas Holidays Trip program.

QFF ceo Simon Hickey said

Wishlist turned over \$30 million last year, with the deal providing "managed growth in areas that leverage our capabilities and current position in the market," according to a report in today's *Australian Financial Review*.

The Qantas Frequent Flyer program is a key earnings driver for the carrier, and in fact was a key factor in helping the Qantas Group survive the 2008-09 global financial crisis relatively unscathed.

Hickey said QFF is continuing to look for acquisitions in the online retail space, with the aim of boosting options for points redemption among the scheme's more than 8 million members.

NCL bans cabin ciggies

NORWEGIAN Cruise Line has become the latest cruise operator to prohibit smoking in cabins, with the company saying the move "reflects changing guest preferences".

Passengers will still be allowed to light up on stateroom balconies - but only cigarettes.

Smoking will still be permitted in NCL's on-board casinos and cigar bars as well as other designated outdoor areas.

Nepal runway repairs

THE Department of Foreign Affairs and Trade this morning reissued its Nepal travel advice, adding details of ongoing repairs at Tribhuvan International Airport.

Work on potholes has resulted in flight delays, and "further delays may be possible," DFAT said, with the advice remaining at the mid-range 'high degree of caution' level.

the aotgroup Product Coordinator

A rare opportunity exists for you to join one of Australia's leading inbound, wholesale and online travel distribution businesses as a Product Coordinator - Inbound.

This role will see you responsible for assisting our inbound clients in product selection relating to rates & advice and new products to give them the best product range and service available. You will maintain confidential tariffs ensuring client deadlines are met & displayed online, whilst further actioning queries from our inbound clients, organizing bonus offers. Development of strong business relationships with overseas & domestic suppliers to ensure the best service & rates are provided is crucial to this role. To be successful in this role you will have a strong understanding of the Wholesale & Inbound Travel industry with high level knowledge of inventory & tariffs. The ability to work autonomously, strong excel skills along with high level negotiation & influencing skills will see you succeed in this role.

Please send your cover letter and resume through to careers@aotgroup.com.au

Orbitz profit slumps

US online travel giant Orbitz Worldwide has announced its results for the six months to 30 Jun, with an adjusted EBITDA figure of US\$56m, down 29% on the same period last year.

The company's gross bookings for the period came in at US\$5.97 billion, down 1%.

CEO Barney Harford said the figures reflected a "challenging period in which we have been making major technology and product investments".

He cited highlights in the firm's private label distribution channel, including the recent deal with Virgin Australia (**TD** 12 Jul) under which Orbitz' HotelClub powers standalone hotel bookings on DJ's Australian websites.

Petite Paris apts

TRAVEL agents are being offered a new option for clients wanting to have a truly French experience in Paris - home-stay B&B accommodations.

Petite Paris is a special website catering to Aussie travellers, and currently offers about 70 apartments in the French capital.

The company's founder, Regina Ferreira, said the site allows travellers to "immerse themselves in a truly French experience".

See www.petiteparis.com.au.

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 - set in a tropical garden and fronted by a pure white sand beach
- ◆ 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**.

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

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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.

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IMAGINE YOURSELF SAILING ON A LUXURY YACHT?

TRAVEL & SPECIAL EVENTS CONSULTANT

NORTH SYDNEY – SALARY \$55-60k +

This is once in a lifetime opportunity and a truly unique role. Work for a boutique company who specialise in sailing journeys worldwide. You will be responsible for groups of up to 50 people, from costing, brochure production, sales, invoicing and docs PLUS attending the event; up to 2 weeks sailing on a luxury yacht. This is an amazing opportunity that provides not only great travel benefits plus an excellent salary package and amazing incentives all within a fantastic working environment.

BREAK THROUGH TO THE OTHER SIDE

DOMESTIC CORPORATE TRAVEL CONSULTANT

NORTH SYDNEY – SALARY \$45k- \$55k +

Are you sick and tired of working on a quote only to have to rearrange it 15 different ways? Make the switch to corporate travel and work with clients who know exactly what they need to do. Work for a global travel company that will provide the training and development to make your career a standout. If you have min 1 year travel consulting experience, knowledge of a CRS and great customer service then don't delay – start your new career and new life today.

GATHERING IN GROUPS

LEISURE/GROUPS TRAVEL CONSULTANT

VICTORIA (GEELONG) – SALARY PKG TO \$55K (DOE)

Looking for a role which will offer a little variety in your day? This reputable leisure agency is seeking a senior consultant to service their long standing clients with exciting leisure holiday itineraries, whilst creating unique group itineraries to market! You may even have the opportunity to lead these travel groups overseas! If you have a min 3 yrs international travel consulting experience & possess impeccable attention to detail, apply now!

ENJOY YOUR DAYS AT WORK

CORPORATE TRAVEL CONSULTANTS

PERTH (CBD) - SALARY PACKAGE TO \$65K+ (OTE)

AA Appointments has numerous job opportunities within the corporate travel sector that could see you earning a salary many will be envious of! This award winning TMC is one of Australia's fastest growing corporate travel companies & they currently have openings in a number of teams within their City Centre. If you possess a min 12mths travel consulting experience & would like to step up to the plate, apply now!

BEST IN THE BUSINESS

WHOLESALE RESERVATIONS CONSULTANT

MELBOURNE (INNER) – SALARY PACKAGE TO \$70K+ (OTE)

This growing in-house wholesale travel company is expanding dramatically, & as such, require experienced travel consultants to become apart of their growing team. If you enjoy the construction of leisure travel itineraries, however are tired of the general public wasting your time, move across to wholesale travel & deal with agents that know what they want! Great salary structure on offer, not to mention the perks of famils!

GET IN THE MIX

CORPORATE LEISURE TRAVEL CONSULTANT

ADELAIDE (INNER) – SALARY PACKAGE TO \$60K (DOE)

It's not often you are presented with the opportunity to join a boutique conference & incentive company within their successful travel team. Servicing predominately corporate travel clientele, your experience will lie within this sector of the industry. Ideally you will possess Amadeus skills, however this is not essential. Monday to Friday business hours only, together with a friendly & relaxed working environment.

THE BEST IN THE BIZ!

HIGH END LEISURE CONSULTANT

BRISBANE INNER CITY – SALARY PKGE UP TO \$50K

Fancy yourself one of the best in the business? Comfortable in selling the world and a range of products? Then don't let this opportunity pass you by. Handling the travel needs of the discerning traveler this agency prides itself on going above and beyond for their clients. You will focus on tailoring itineraries to your clients needs' and interests, there are no cookie cutter itineraries working in this office. Enjoy Mon – Fri hours and earn a strong set salary. Work with the best – apply today!

WORK CLOSER TO HOME

RETAIL TRAVEL CONSULTANTS x 2

WESTERN SUBURBS –SALARY PKG TO \$49K + BONUSES

Sick of the daily commute into the city? Dream of arriving home before dinner? This is your chance. Located in western suburbs this fast paced agency has the opportunity for two experienced consultants to join them due to continual growth. You will cater to the international & domestic travel needs of a range of clientele. In addition to cutting down on your commute you will earn a strong salary and enjoy educational leave, travel discounts and more.



Your new Job could be here!



Sales & Account Manager

Our client is an innovative and energetic events & catering company that oozes with creativity. There is a huge variety of products for you to sink your teeth into and these can vary from fun corporate team building days to entertainment services to offsite catering for private or corporate parties. If you have a 'foodie' background you'll love it.

- ▶ Min 3yrs hospitality sales or account management exp ess.
- ▶ Central Sydney location
- ▶ Salary up to \$65K

Click here for more details or call Ben.



Senior International Corp Cons - ADL

Sick of being treated like a number? Looking for a small friendly team that offers the career potential of a global company? Keep reading... Our client is forward thinking and doesn't just follow suit. In this role you will be servicing their business travel clients mostly over the phone, arranging 80% international & 20% domestic itineraries.

- ▶ Excellent airfares knowledge ess, Galileo an advantage
- ▶ Adelaide CBD
- ▶ Salary up to \$55K + super

Click here for more details or call Liz.

Business Development Executive - MICE & Hotels

This role is a great opportunity to launch the next step in your MICE & Hotels business development career. Supporting the Regional Director of Sales & Marketing, you will be working at a group level in a large chain of hotels and resorts. 1-2 yrs in a similar role will be ideal although experience in conference & events sales will also be highly regarded. Flexibility to travel to regional areas within NSW & your own vehicle is required.

- ▶ Develop new business within the existing client base.
- ▶ Sydney based
- ▶ Salary up to \$60K + super

Click here for more details or call Ben.

Wholesale Travel Consultants

Are you wanting to make some real cash on uncapped commission? Our client, a successful wholesale company is looking for an experienced Travel Consultant to work within their dynamic travel team. Based in Homebush you will have the option to drive to work and get out of Sydney's busy CBD or still travel by public transport, your choice! You will be looking after your clients over the phone & online, from start to finish.

- ▶ A travel reservations background & good English is ess.
- ▶ Sydney Homebush location
- ▶ Salary up to \$60K pro rata + super

Click here for more details or call Liz.



2 week Temp Assignment - Sydney

Our client, a leading Travel Management Company located in Bondi Junction is in need of a fantastic temp to alleviate their workload. As a highly regarded medium sized agency they are getting busier and busier and need your help to assist them to service their valued clients like they are your own. Exceptional customer service & fares & tktg skills ess.

- ▶ 2 week assignment, Bondi Junction, immediate start
- ▶ Sabre and Tramada preferred
- ▶ Top hourly rate on offer

Click here for more details or call Kristi.



Domestic Corporate Consultant - MEL

Not only is this company a leader in its field, winning an array of awards each year globally and has networks throughout 120 countries, it also has a dedicated Business Technology Team who strive to provide the best possible online booking solutions for their clients. In this role you will service a range of clients with all aspects of their business travel requirements.

- ▶ Good fares & tktg & a high level of accuracy is essential
- ▶ Melbourne CBD, close to transport
- ▶ Salary starts from \$45K + 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.