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# Travel Daily

First with the news

Tuesday 30th August 2011

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## 61st Magellan member

**THE** Magellan Travel Group will add its 61st member agency, with the addition of Unique Group Travel, effective 01 Sep.

The new member is located in Hunters Hill, Sydney and specialises in out-of-the-ordinary travel experiences for high end corporate, groups, special interest and leisure travellers.

## Ecotourism, dive expo

**THE** travel industry is being invited to attend the upcoming Oceania Dive & Ecotourism Expo (ODEX) in Brisbane from 07-09 Oct - details on **page ten**.

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## JTG reports \$30.7m profit

**JETSET** Travelworld Limited ceo Peter Lacaze says prior period comparisons of the annual results reported by the company late yesterday (**TD** breaking news) "don't show the full picture" because of the complexities of the Sep merger with Stella Travel.

The company reported an overall \$30.7m pretax profit on total transaction value of \$5.2b, but the "underlying comparable profit," which includes the figures from the combined JTG and Stella businesses showed a 6% increase in TTV to \$5.8 billion and earnings of \$54.9 million, up 26%.

He said the second half performance had been strong with a pretax outcome of \$24.3m, reflecting the merger benefits.

"The process of integrating the two businesses has proceeded

smoothly and has exceeded our expectations with regard to the ease of integration and the financial results achieved," he said.

Shareholders will receive a 3c per share dividend, with the merger still on track to deliver \$10m in pre-tax benefits by 30 Jun 2012.

Lacaze also said demand for travel had improved in leisure and corporate sectors despite unsettled consumer markets.

The company is forecasting demand for outbound and domestic travel to grow 5% in the next year, with JTG "strategically well positioned" to benefit.

## Flight Centre holes out

**FLIGHT** Centre today launched a range of travel packages for the upcoming Australian Open Golf in Sydney and the PGA Championship on the Sunshine Coast, as part of its role as the Official Travel Agency Partner for the PGA of Australia.

Offers for the Open lead in at \$519ppts incl four nights at the Marque Hotel Sydney, breakfast daily and a four day event pass.

## Seven pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs
- Odex ecotourism expo

## 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

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# Travel Daily

First with the news

Tuesday 30th August 2011



## AFTA webMAIL to close

AFTA this morning announced the closure of its long-running webMAIL system (**TD** breaking news), which has been used by suppliers for the last decade to communicate product updates to agents across Australia.

CEO Jayson Westbury said the move was due to a "sharp drop" in the number of suppliers using the system over the last year, with many instead sending info via their own email databases.

Ironically, the system was relaunched with a fanfare as webMAIL 2.0 just 18 months ago - at a cost of \$120,000 (**TD** 19 Mar 10) - and at the time AFTA said the upgrade would "ensure that both agents and suppliers continue to have access to this service for the next decade and beyond".

It was estimated that the platform would have paid for itself within three years, with other plans including syndication of content to agent websites and the potential of providing an income stream for AFTA.

However now the system is "no longer viable" and suppliers have been given until 5pm on 28 Oct to advise agents of alternatives.

## Constellation portfolio sold

SINGAPORE-based private equity firm Nadathur Fareast has purchased the Constellation Hotels group for an undisclosed price (**TD** breaking news).

The company operates over 60 properties across Australia and New Zealand including the Chifley, Country Comfort and Australis Hotels & Resorts brands, along with Sundowner Motels.

Founder Darryl Courtney-O'Connor, who established Constellation 25 years ago, said the deal had secured a "strong future for Constellation Hotels, its

people, brands and unique business platform".

He said the new owner would help to boost the growth of the "uniquely scalable" business across the Asia Pacific.

"Constellation Hotels has become a trusted partner for local owners and operators through its delivery of high returns and hotel brands that span the accommodation market," he said.

Courtney-O'Connor said the company's ceo John Wooller and his executive team will now manage the growth strategy for the company based in Singapore while continuing to "strengthen the operating platform in Australia and New Zealand".

Earlier this month Constellation's new owner Nadathur entered into a joint venture agreement with SriLankan hospitality firm Sunshine Travels & Tours to develop and manage several new hotels in Sri Lanka.

## Outrigger agent rates

OUTRIGGER Hotels & Resorts has released new rates offering bona fide travel agents up to 70% off standard prices at its Bali, Thailand and Qld properties.

Deals include 50% savings at Outrigger Koh Samui Resort and Spa costing THB3,280 (A\$106) including breakfasts, or 70% off at Outrigger Little Hastings Street Resort & Spa in Noosa Heads, now costing \$159/night - details at [outrigger.com.au/agentsrates](http://outrigger.com.au/agentsrates).

## CX confirms Premium Economy product

CATHAY Pacific will offer pax "a real upgrade over economy" after confirming its plans to introduce a premium economy product (**TD** breaking news) as foreshadowed last week (**TD** 22 Aug).

CEO John Slosar said the seat will be more like a regional business class seat, with "great recline and plenty of leg space" along with an upgraded meal service and other extras.

The new premium product will be implemented starting from the second quarter of next year on CX's long-haul routes, ultra long hauls to Europe and North America, plus medium haul flights to Australia, Middle East and other destinations.

He said aircraft would be fitted with the new cabin at the same time as being upgraded with the new business class seats, as exclusively revealed by **Travel Daily TV** at [www.traveldaily.com.au/videos](http://www.traveldaily.com.au/videos).



## Sales In The Information Age

### Breakfast Bites 08:00-10:00



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First with the news

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Fuel surcharge is now included in the fares!  
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**Travel Daily**  
on location in  
**Honolulu, Oahu**

**TD is coming to you today from Honolulu, on the island of Oahu, courtesy of Hawaii Tourism Oceania and Hawaiian Airlines**

**ALL 4 groups involved in Hawaii Tourism Oceania's mega faml have now converged in Oahu.**  
Last night the 40 participants discovered one of Honolulu's hidden gems, the Queen Emma Summer Palace, which is located just 10 minutes from the city.  
Agents also got to sample some local Food Truck (mobile vendors) meals, which are one of the US mainland's latest crazes, and has its roots established in Hawaii - see [www.streetgrindz.com](http://www.streetgrindz.com).  
Today is the business-end of the eight-day faml, with the group attending a workshop at the Hawaii Convention Centre.  
The workshop which will give consultants and wholesalers the chance to learn more about the diverse product Hawaii has to offer visitors, with hoteliers, tour operators, Hawaiian Airlines and island tourism boards involved.

## Gold Airways plans listing soon

A NEW domestic airline is proposing an Initial Public Offer in the third quarter of 2011, and is opposing the Virgin Australia-Singapore Airlines deal which it believes will eventually see Virgin

Australia join the Star Alliance.

Gold Airways, which advertised for non-executive directors earlier this year (TD 21 Nov) has made a formal submission to the ACCC probe into the SQ/DJ pact.

The aspirant airline says that while the deal will benefit pax utilising SQ or DJ, it's likely to "grossly unbalance alliance choice in the region".

Gold Airways also says it plans to compete directly on fares with Tiger Airways Australia, and says SQ's minority ownership of TT is a "conflict of interest" which could see higher fares if Tiger "finds itself compelled not to compete aggressively on routes flown by the alliance members".

## AA service upgrade

AMERICAN Airlines has announced upgraded inflight offerings for premium passengers, including a First Class "turndown service" with pyjamas, slippers and high-end toiletries.

Initially launching on selected flights between the US and London Heathrow Airport, the enhancements also include more luxury perks for business class pax.

The carrier said the move provides "the comfort our premium customers have asked for, and that are not available onboard other US carriers".

## QF Optus 737

QANTAS will later this week unveil a new Optus-branded 737 aircraft, as part of its new frequent flyer pact with the phone company (TD 17 May).

## New ConTgo platform

INTELLIGENT mobile travel service provider ConTgo has launched a new version of its Mobile Travel Assistant platform, which allows more customisation by TMCs and corporate users.

The system can aggregate data from a range of sources, creating a "single version of the truth" to allow quick decision making in times of crisis.

A consolidated view of travellers is provided via a dynamic map and two-way communication is available via mobile devices "enabling organisations to effectively fulfil duty-of-care obligations for their corporate travellers," the company said.

The extensible platform also allows easier connection to other data sources, including the recent joint venture with Lanyon (TD 23 Aug) to deliver preferred hotel program information to travellers.



## Window Seat

GUESTS planning to stay at Marriott's upmarket Waikiki Edition hotel in Hawaii may be a little confused, after a midnight coup overnight which saw the hotel's locks changed, new management installed and a complete rebranding.

Effective immediately the property is called the Modern Honolulu, and is managed by Aqua Hotels and Resorts - despite the owners having a 30 year contract with Marriott, reports the *Wall Street Journal*.

The hotel's owner, a company called M Waikiki LLC, isn't happy with the slow roll-out of the funky Edition brand by Marriott as well as low occupancies.

It's particularly confusing for travellers because there are now two websites both promoting the property under the different names.

HERE'S a way to develop new tourism destinations - literally.

The 43 year-old billionaire founder of PayPal has announced his vision for creating new societies - by constructing cities floating on giant platforms in international waters.

Peter Thiel said he imagined the new communities running according to "libertarian ideals" but admitted naysayers saw the ideas as a "crackpot scheme."

"We don't need to really worry about those people very much, because since they don't think it's possible they won't take us very seriously," he said. "And they will not actually try to stop us until it's too late".

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## Hawaii welcomes Strategic services

**HAWAII** Tourism Oceania has applauded Strategic Airlines (VC) on its move to begin services to Honolulu, saying the carrier will have a "significant impact" on growth from the Australian market.

Strategic's twice weekly non-stop flights to Honolulu from Brisbane and Melbourne begin from 14 Dec (**TD** 12 Aug).

Flight frequencies will be upped to thrice weekly from 25 Mar, according to agent GDS displays.

Helen Williams, HTO Country Manager Oceania said Strategic's flights would introduce many new

visitors and "avid Hawaii fans" from both Victoria & Queensland.

"The flights will make a significant impact on enabling us to continue to increase volume and value of travel to Hawaii thanks to direct access to these markets," Williams said.

She added that the HTO would work with the trade in Qld & Vic to "ensure consumers are aware of Hawaii's diverse tourism offering and agents are confident selling the destination."

Speaking to **Travel Daily** in Honolulu this morning, Hawaii Tourism Authority's Tourism Brand Manager, Mike Story said Strategic offers great potential for tourists and the MICE industry.

"What we hope, with Strategic coming out of the Queensland and Victorian capitals, is that it could spur the MICE market to consider Hawaii for their events due to the direct access available," Story said.

## Blooming Liebmann

**AVALON** Waterways' Australian Ambassador Steve Liebmann will host his seventh Avalon voyage next year, escorting guests on the eight day Tulip Time Cruise onboard *Avalon Luminary*.

The trip departs 31 Mar 2012 - more info 1300 230 234.

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## What brand are these Gap jeans?



**THE** Gap Adventures 'Culture Club' was promoting happiness and community when they hosted a Double Denim and Doughnuts day at The Outpost in its Richmond Offices recently to welcome its Road Warriors (sales team) back to town for an internal sales conference.

Pictured above getting into the

groove of things are the Gap Adventures regional and NZ sales team, back row from left: Chris Catanzariti, NSW/ACT; Julia Morgan, WA; Dan Coleman, NZ; Belinda Ward, Road Warrior Wrangler & Tenille Hunt, VIC/TAS.

Front row: Matthew Drummond, QLD/ NT and Kathleen 'Mak' Doherty, SA.



give a star performance in sales, get the star treatment in L.A.

The five travel agencies with the highest number of V Australia bookings in July and August will win one of five star-studded trips to LA for four members of staff.

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## HTA's take on Aulani

HAWAII Tourism Authority Tourism Brand Manager Mike Story says the "intrigue" of the Disney's Aulani property that's opened in Hawaii this week has the potential to pull repeat clients back for "something new".

Story said the Disney culture and flair will provide something never seen before in Hawaii, "a new kind of product offering" in a location away from Waikiki.

## Hawaii hotel rates up

HAWAII Tourism Authority says hotel rates are trending upwards, with some five-star properties in the state lifting rates by about 15% on the same time last year.

The favourable rise for hoteliers isn't being felt across the board however, but the revenue they are getting back is "fantastic", says HTA's Mike Story.

"Overall it's not 15%, but it is trending in a positive direction, which is very healthy, being driven by the dollar," Story said.

## WIN a double pass to see the Snow Flower and the Secret Fan



The Peninsula Shanghai in partnership with **Travel Daily** is giving ten subscribers the chance to win a double pass to see *The Snow Flower and the Secret Fan*.

A number of the scenes of this beautifully shot movie were filmed at The Peninsula Shanghai. All you need to do to win is be one of the first two people to send in the correct answer to the question below to: [snowflower@traveldaily.com.au](mailto:snowflower@traveldaily.com.au)

## On which major thoroughfare is The Peninsula Shanghai located?

Congratulations to yesterday's lucky winners, **Christine Wei** from **Flight Centre, QLD** and **Katherin Gabathuler** of **World Travel Professionals, WA**.



## Zippering around Hawaii's islands

THE consultants & wholesalers taking part in the 2011 Experience Aloha Famil have been zooming around 3 of Hawaii's 132 islands, literally, as HTO showcases the destination thoroughly.

Two of the four groups have taken to the skies, zip lining over rainforest canopies on the island's of Kauai and Hawaii.

Big Island Eco-Adventures has recently opened a new zip lining experience out of the northern town of Hawi, which involves 8 lines and one suspension bridge.

Those groups that may have missed out on zip lining had the chance to get their thrills on other adventure activities though, with some taking a helicopter flight over Hawaii Volcanoes NP and explored the Kohala Waterfalls on Hawaii island.

The Maui group experienced a tour of the dormant volcano, Halekala, a Molokini snorkeling tour and a day trip to Hawaii's

'Most Enticing Island' - Lanai.

While the Kauai group also viewed the Grand Canyon of the Pacific, Waimea Canyon, along with mountain tubing and snorkeling on the Napali Coast.

All of these tours were only just a sample of what is available to visitors on the outer islands.

**Pictured** at the landing platform of one of the ziplines near Hawi, from left are: Leisel Donnelly, Infinity Holidays; Krystal van Somersen, STA Travel; Tom McMenemie, MyHawaii; Ashlee Galea, Hawaii Tourism Oceania; Emma Harding, Gilpin Travel Mgt; Siobhan Foley, Hols on Location; and Ally Casey, TravelManagers; with guides, Keahi and Kanika.

To view more photos of the zip lining offered on the Big Island, and other experiences (including a gallery of images from the ultra luxurious Four Seasons Hualalai and other hotels), visit **TD's** site - [www.traveldaily.com.au/photos](http://www.traveldaily.com.au/photos).

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If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view a position outline. Applications close Friday 2nd September 2011.



Tuesday 30th Aug 2011

## Aussies spending up and staying longer

AUSTRALIAN travellers are now the third highest spenders and take the second longest holidays in Hawaii, according to HTA's Honolulu-based Tourism Brand Manager, Michael Story.

"Since 2003 we've seen a steady climb in the length of stay and spending habits of Australians, with Aussies now holidaying for over 10 days on average."

Only Europeans stay longer, at an average of 13 days.

The majority of Australians are spending their time on the island of Oahu, but "more and more are staying on more than one island," which Story said was encouraging.

The favourable exchange rate is also proving a winner for Hawaii, with shopping one of the big drawcards - Australians rank third in terms of spending.

"Aussies not only enjoy the weather, especially those from Queensland, but they are big shoppers," Story told **TD**.



## Rd 25 Winner

CONGRATULATIONS

### Mario Assaf

from American Express

Mario is the top point scorer for Round 25 of **Travel Daily's** NRL industry footy tipping competition and has won a *Crusty Demons: Volume 15* DVD and a mobile phone holder, courtesy of **Travel Daily**.



## Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai & Abu Dhabi, courtesy of Emirates and Jumeirah Hotels & Resorts

**2nd Prize:** 4-night holiday to Kuala Lumpur & Penang in Malaysia, courtesy of AirAsia & Parkroyal

**3rd Prize:** Apple iPad 2, courtesy of Compass Car Rental

**DRIVEAWAY**  
Holidays sent a group from its reservations team on a famil in Shoal Bay recently to inspect and experience the fleet offered by Maui and Britz motorhomes.



Following a detailed orientation and inspection the team headed off for a weekend roadtrip. **Pictured** are some of the DriveAway Holidays res team, from left: Dee, Rita, Andrew, Romi, Cayln and Kayla.

## Wotif 3 day sale is on

**WOTIF.com** launched a three day global sale this morning with deals in Aust., NZ, Asia, Pacific Islands, and the Rest of the World. The sale is due to expire at 5pm AEST on 01 Sep.

## Utracks snow options

**UTRACKS** has unveiled a range of snowshoeing adventures in its new winter program including the seven day Mont Blanc Snowshoe Adventure & the two day Mont Blanc Weekend - see [utracks.com](http://utracks.com).

Tuesday 30th Aug 2011

## Rail Plus incentive

**RAIL Plus** launched a new agent incentive for the *Southern Spirit*, with an entry going in the draw for every booking made on the train between 01 Aug and 31 Oct. The winner and a friend will spend five nights onboard The *Southern Spirit* in a Gold Service Superior Cabin, valued at \$12,775. The *Southern Spirit* operates between Adelaide, Melbourne and Brisbane from 05 Nov to 23 Feb 2012 - [railplus.com.au](http://railplus.com.au).

## Galapagos changes

**PEREGRINE** Adventures says it's helping to reduce tourism's environmental impact on the Galapagos Islands by introducing new cruise itineraries that are in line with regulations imposed by the Galapagos National Park. The 10 to 17 day tours are aimed at reducing visitor impact at tourist sites with the new cruises taking in lesser known ports incl Isabela Island which has five active volcanic craters and more giant turtles than the rest of the Galapagos islands in total- [peregrineadventures.com](http://peregrineadventures.com).

## Tempo's new tours

**TEMPO** Holidays has released a number of new tours in Egypt including the eight day *Whispers of the Pharaohs* (from \$1247ppts) and 14 day *Hidden Egypt* (\$2457 ppts) itineraries. The additions are available for booking now, with Tempo set to release its 2012 Egypt brochure in the coming weeks. More info 1300 362 844.

**WELCOME** to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US1.063**

**THE** Australian dollar has crept up in recent days after a key speech by US Federal Reserve chairman Ben Bernanke on Fri settled twitchy finance markets. Expectations of a moderate recovery in the US has seen a boost in higher risk currencies including the A\$, which is also still soaring against the Euro. *Wholesale rates this morning:*

US	\$1.063
UK	£0.647
NZ	\$1.250
Euro	€0.731
Japan	¥81.36
Thailand	฿32.00
China	¥6.69
South Africa	R7.39
Canada	\$1.032
Crude oil	US\$87.55

## Oman for Geotourism

**OMAN** will host the third Global Geotourism Conference from 30 Oct-01 Nov, with up to 300 delegates including tourism experts and international agencies. The Muscat event is themed *Seeing destinations differently* and local authorities will launch several geotourism trails during the conference, with tour info and navigation able to be viewed on GPS-equipped smartphones.

## Strategic includes fuel

**STRATEGIC** Airlines has added fuel surcharges into the cost of its fares, with the carrier also offering industry fares ex Perth to Bali valid for travel until 30 Mar. Prices available through Breakaway Travel Club lead in at \$279+taxes - [travelclub.com.au](http://travelclub.com.au).



## AFTA UPDATE

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

**AFTER** over a decade of service to the travel industry both travel agents and suppliers, AFTA has made a decision to close down its AFTA webMAIL service.

To most who use this daily email service for product information it is known as AFTA. The daily email has been providing alerts on bookable products offered by a range of suppliers within a website search engine and was originally developed as a part of a joint AFTA/Government initiative.

Several years ago the software was upgraded due to the age of the operating system and it has continued to provide the product updates over the past two years in the new format.

Given the amount of information sharing and dissemination tools available to suppliers these days, and the fact that the agent usage has declined considerably over the years, something that we have been able to track using the upgraded software, it was become necessary to close the service down.

Those loyal AFTA webMAIL uses will, I am sure, be a little surprised and some readers may not even know what I am talking about. Either way, and unfortunately this decision has not been taken lightly.

The Board of AFTA has given this appropriate consideration and while commercial realities underpin the decision, it is also very clear that the usage is just no longer present for the system.

The official closure date will be 28th October, 2011 and the system will continue as usual until that date.

After the 28th, AFTA will continue to distribute the DFAT travel advisory notices and AFTA members will continue to receive the monthly AFTA @mail newsletter.

This is a little bit of a sad day at AFTA as webMAIL has been an important and constructive service over the years it has been in place.

In fact when it first arrived it was state of the art. But as with all things internet and distribution suppliers to their credit have found more direct ways to communicate product to agents and of course agents have found other ways of accessing the products they are looking for.

So to those loyal AFTA webMAIL users and suppliers, thank you for your years of support and I am sure that as time goes past, new ideas and new ways to disseminate product information will arrive.



### Sales Assistant - MELBOURNE

Malaysia Airlines State Sales Division requires the services of an experienced Sales Assistant. Primary responsibilities include: providing administrative support to the Sales Manager and Sales Representatives, arranging familiarizations and promotional materials for events, telemarketing for new or existing business, production of reports and assist with telephone enquiries from the travel trade.

**Please email your application to the HR/Administration Manager at [sydh@malaysia-airlines.com](mailto:sydh@malaysia-airlines.com) Applications close 06 September 2011.**



## QBT change official

**QANTAS** Business Travel Pty Ltd changed its name to QBT Pty Ltd on 05 May 2011, according to the Jetset Travelworld Limited full year accounts released yesterday.

## STB/SQ cement WA relationships



**SINGAPORE** Tourism Board and Singapore Airlines met up with key Western Australia travel wholesalers during a lunch to further cement relationships with the major players in WA travel.

The biggest Australian state has been identified by STB as a key market due to its proximity to Singapore, with the organisation focusing a significant part of its PR, marketing and trade activities

on Western Australia.

Guests at the function included representatives of STB and SQ as well as Infinity, Asia Escape Holidays, Creative Holidays, New Horizons, Viva! Holidays, Travel 2, SIA Holidays and Wildlife Safari.

**Pictured** above from left at the event are James Sitters, Creative Holidays; Nicole Brotton, Travel2; and Sandra Leong, Singapore Tourism Board.

## \$1m Memo winner

**TOURISM** Queensland will announce the winner of its Million Dollar Memo challenge in Port Douglas tomorrow, at the completion of its incentive challenge that started in the Gold Coast on 24 Aug.

20 companies from 11 countries are in the running, with the lucky winner being offered the money to spend on Queensland travel incentive rewards for their staff.

## Red Centre record

**TOURISM** Central Australia has reached a milestone this week, welcoming the three millionth visitor to the Alice Springs Visitor Information Centre since its inception 25 years ago.

## Back-Roads savings

**BACK-Roads** Touring is discounting a range of regional tours in England, Italy and Spain by 10% for departures in Sep/Oct - details available online at [backroadstouring.com.au](http://backroadstouring.com.au).

## SkiMax Whistler bonus

**SKIMAX** Holidays is offering agents \$5 per room night booked at the Fairmont Chateau Whistler hotel between 29 Aug-31 Oct and for travel 01 Nov 11-30 Apr 12.

There's no minimum length of stay to qualify for the deal which applies to all guest rooms and suites at the upmarket ski hotel.

The rewards are payable in Westfield shopping vouchers - more info 1300 136 997.

## LAST DAYS TO ENTER TO WIN A HOLIDAY TO MAURITIUS!!!

Today we feature a selection of photo entries for our fabulous Mauritius competition that has been running throughout August.

There are only two days left to send your entries in for your chance to win a spectacular Mauritius holiday package for two, courtesy of **Mauritius Tourism Promotion Authority, Air Mauritius** and **Beachcomber Tours**.



**LEFT: Ooh la la... Krystle Trueman of World Travel Professionals** is in fine form, having dressed up in all things French.

Here's a snippet of a poem she wrote to accompany her fabulous photo, with the full version available on the *Travel Daily* website:

"...My name is Krystle, a girl with dreams,

Dreams of Mauritius, the sand & sea.

Air Mauritius just landed in all its gleam,

Krystle on board keen and free..."

**RIGHT: Pheobe Luong** from **Travel Managers** has sent in a photo of herself dressed as Marie-Antoinette, the Queen of France.

To enter this great competition, simply 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 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.



Au revoir la France!...  
Mauritius is zee tie of my drim!  
I can loose my head thinking of you... M.A

**Email your entries to: [mauritiuscomp@traveldaily.com.au](mailto:mauritiuscomp@traveldaily.com.au)**

**CLICK HERE** for terms & conditions and to view other photos for entry into the competition.



**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](http://www.traveldaily.com.au).

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# Matching Top Companies with Top Talent!

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Brisbane - 07 3221 9916 - [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth - 02 9231 6444 - [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions - 02 9231 6444 - [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive - Alex and Jane - [Sally Frape](mailto:Sally.Frape@tmsap.com)



**JOB OF THE WEEK!**

## National Sales Manager Australia

- Rapidly expanding travel technology company
- Manage sales teams across Australia
- Drive growth in the Australian marketplace

Our client is currently looking for an experienced Sales Manager. You will be responsible for creating and driving growth in the Australian marketplace. You will be responsible for managing a team of Business Development Executives across Australia, driving sales and reporting on sales activities, developing and maintaining a new business strategy in co-operation with Manager. You will need proven sales management experience, IT knowledge and travel industry experience, previous business development or sales experience, demonstrated capability to develop a sales process and manage it through to closure. This position plays a key role in achieving annual leads, presenting to prospects, developing proposals and closing deals that comply with the organisations objectives on acquiring profitable new customers

Contact Stacy or Sally on +612 9231 6444 or email [stacy@tmsap.com](mailto:stacy@tmsap.com)



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### Ticketing Consultant - Perth

- Back office role
- Competitive salary and supportive working environment

On behalf of our client we are now recruiting for a Ticketing role. Our client - a respected Consolidator - is currently looking for a talented new member to join their busy team. The duties will include ticketing airfares to ensure ticket deadlines are met, assistance with air related enquires coming to Ticketing Department, actioning of queues through Galileo, Sabre & Amadeus to ensure all bookings are updated in a timely manner. Also submitting BSP on a weekly basis, actioning refunds and re-issues, issuing ACM/ADMs and checking of air quotes completed by Customer Service staff. The successful candidate will have experience in a similar role, knowledge of a GDS, ability to work towards deadlines in fast paced environment, ability to communicate with travel agents and public. Tourism and Travel qualifications are highly desirable. Ability to work in a team is a must. In return for your hard work, our client offers attractive salary package and ongoing training.

Contact Anna Wachowiak T: +612 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

### Wholesale Reservations Consultant

- Sydney CBD Location
- Exciting international product

Come and join this leader in wholesale travel and be part of this dynamic reservations team. This company is renowned for its funky culture and 'family' feel. With a large array of destinations and tours to sell, this company is constantly evolving and expanding to meet client demands. A rare opportunity exists for an experienced wholesale reservations consultant to be part of this winning team. On a daily basis you will be liaising with travel agents and direct passengers on all aspects of promotion of this product. You will utilise your strong customer service skills and outgoing personality to convert quotes into bookings and build long standing relationships internally with staff and externally with clients. To be considered for this role, please bring your previous CRS experience and Wholesale Reservations background; outgoing personality and friendly nature; strong customer service skills and self motivation and commitment. Competitive salary and exciting travel benefits are on offer for the right candidate.

Contact Anna Wachowiak T: +612 9231 6444 E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or apply online now!

### Corporate Travel Consultant - Western Suburbs - Hills District

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end domestic travel management for corporations. This is a great opportunity for a experienced r corporate consultant .To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office .If you have stong customer service skills this is the role for you.

Contact Brendan Grant T: +612 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

### Business Development Mangers - Corporate Travel SYD CBR

- Great earning potential
- Large travel company with fantastic management and support

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, strong work ethic, be confident and highly self motivated.

Contact Brendan Grant T: +612 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

### Wholesale Reservations Consultants

- Sydney Location
- Great salary
- Immediate start

Are you looking for a new challenge? Our client, a Sydney based forward moving travel business is seeking experienced wholesale reservations consultants to join their expanding team. Applicants must have the ability to work flexible hours and have knowledge of working with worldwide destinations. In return our client offers an attractive salary package and travel incentives. For more information about these exciting opportunities

Contact Jane Dearden T: +612 9231 6444 E: [jane.dearden@tmsap.com](mailto:jane.dearden@tmsap.com)

### Area Sales Manager x 2. SYDNEY & AUCKLAND

- Work for a Leading Global Organisation
- Generous Salary Package
- Global Career Progression and Training Provided

Our client is a global powerhouse in the serviced office and professional services space. With over 200 locations worldwide, they are the leaders in providing serviced office solutions, business centre capabilities and advanced integrated teleconferencing facilities. We are currently seeking two full time sales manager roles based in Sydney and Auckland. You will be responsible for targeting, attraction and securing of clients in the corporate sector for the provision of these services. An ideal background would involve sales experience in hospitality, real estate or procurement of corporate services or office products. The ideal candidate must be a positive-minded individual who can sell a solution to a wide range of discerning clients; from PAs to CEOs you can't have any fear in cold calling or networking to build your portfolio.

Contact Emmie T: +612 9231 6444 E: [emmie@tmsap.com](mailto:emmie@tmsap.com)



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

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

### 100% CORPORATE TRAVEL - TEMPS X 20!!

SABRE/GALILEO AGENTS WANTED – 3-6 MONTH CONTRACT  
CBD MELB/SYD/PERTH – TOP HOURLY RATE + BONUSES

Don't delay! We are recruiting now for a team of contractors to join this exciting corporate TMC. Not only will you earn a top hourly rate and have the chance to try before you buy, but you will also be in the running for temp rewards, and many other incentives! You will require a minimum of 12 months consulting experience and be available to start Fri 2 SEP for approx 3-6 months. FULL training and support is provided Aussies and Working holiday makers are both welcome.

### MOVE TO PARADISE –FREE FLIGHTS & ACCDN! LEISURE TRAVEL CONSULTANT

NORFOLK ISLAND - LIVE TAX FREE - TOP HOURLY RATE

Want to move to paradise? Now you can.

Our client is looking for a mature, professional and qualified travel consultant with a min of 2 years travel industry experience preferably trained in Galileo & Crosscheck. You will have a strong work ethic and be the sort of person who can live happily in a small community. Amazing bonuses include free accommodation, car AND return airfares! NORFOLK ISLAND IS ALSO TAX FREE!

### REWARDS, INCENTIVES AND MORE WHOLESALE CONSULTANTS

MELBOURNE AND PERTH – SALARY PACKAGE TO \$70K OTE

Looking for that excitement to come back into your work life? Sick of dealing with clients face to face? We have a fantastic opportunity on offer with one of the world largest wholesalers. Work behind the scenes creating the perfect itinerary and reap the benefits. This global company offers discounted gym memberships, financial planning, lots of social events, rewards and incentives! There is no limit on how much you can earn!

### HIGH ACHIEVERS ONLY

CORPORATE TRAVEL CONSULTANTS!

MELBOURNE (CITY) – SALARY PACKAGE \$75K OTE

Are you an experienced consultant looking to finally make the move and start earning the money you are worth? We have a rare opportunity for you to get into the academic market and finally be creating itineraries that challenge your mind. No more price beats to Thailand! Build and manage intricate itineraries and be proud of your work. Minimum 12 months experience in the industry required.

### BEAUTIFUL BOUTIQUE AGENCY CORPORATE CONSULTANTS

ADELAIDE – SALARY PACKAGE TO \$55K

Calling all Adelaide travel professionals..... We have the best role in town! If you want the opportunity to join a company that provides ongoing training and support, and allows you to work in a fun team with no weekend work, then this is it! This exciting corporate role won't last long, so if you have a minimum of 12 months international corporate travel experience then we want to hear from you! APPLY today!!!

### WORK ONLY 4 DAYS – BUT BE PAID FOR 5! HIGH END TRAVEL CONSULTANT

PERTH (NORTH) – SALARY PACKAGE TO \$62K DOE

We have the role that everybody dreams of! You can work only 4 days per week but be paid for 5! Located north of the river, this beautiful boutique agency is offering a HIGHLY experienced consultant a fantastic salary, all whilst working in a mature suburban agency. What more could you ask for? Galileo & CCT experienced preferred. This is the most sought after role, so don't delay APPLY NOW!

### SOAK UP THE SUNSHINE RETAIL TRAVEL CONSULTANT

SUNSHINE COAST – SALARY PACKAGE TO \$50K

Passionate about travel and providing exceptional customer service? Stuck in a routine and need a change of not just jobs but scenery too? This is the sea change you have been waiting for. This luxury travel office is offering an excellent salary, educationals and other top benefits. Essentially, you will need to have demonstrated a high level of customer service and worked towards sales targets & extensive personal travel. Apply now and take your place in the sun.

### LIVE THE DREAM – EVERY WEEKEND OFF! CORPORATE CONSULTANT X 3

BRISBANE INNER SUBURBS - SALARY PACKAGE TO \$60K

Are you tired of time wasters & doing price matches? Over working weekends? Feeling unappreciated? Want more work/life balance? Don't dream it, live it! This is a fantastic opportunity to join this leading TMC in their bright, modern office. Work in a supportive & rewarding environment with a brilliant and energetic Team whilst earning a great salary. If you have min.2yrs exp, a good team ethic & ability to deliver top service, this is your role! Call now!



# ODEX

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