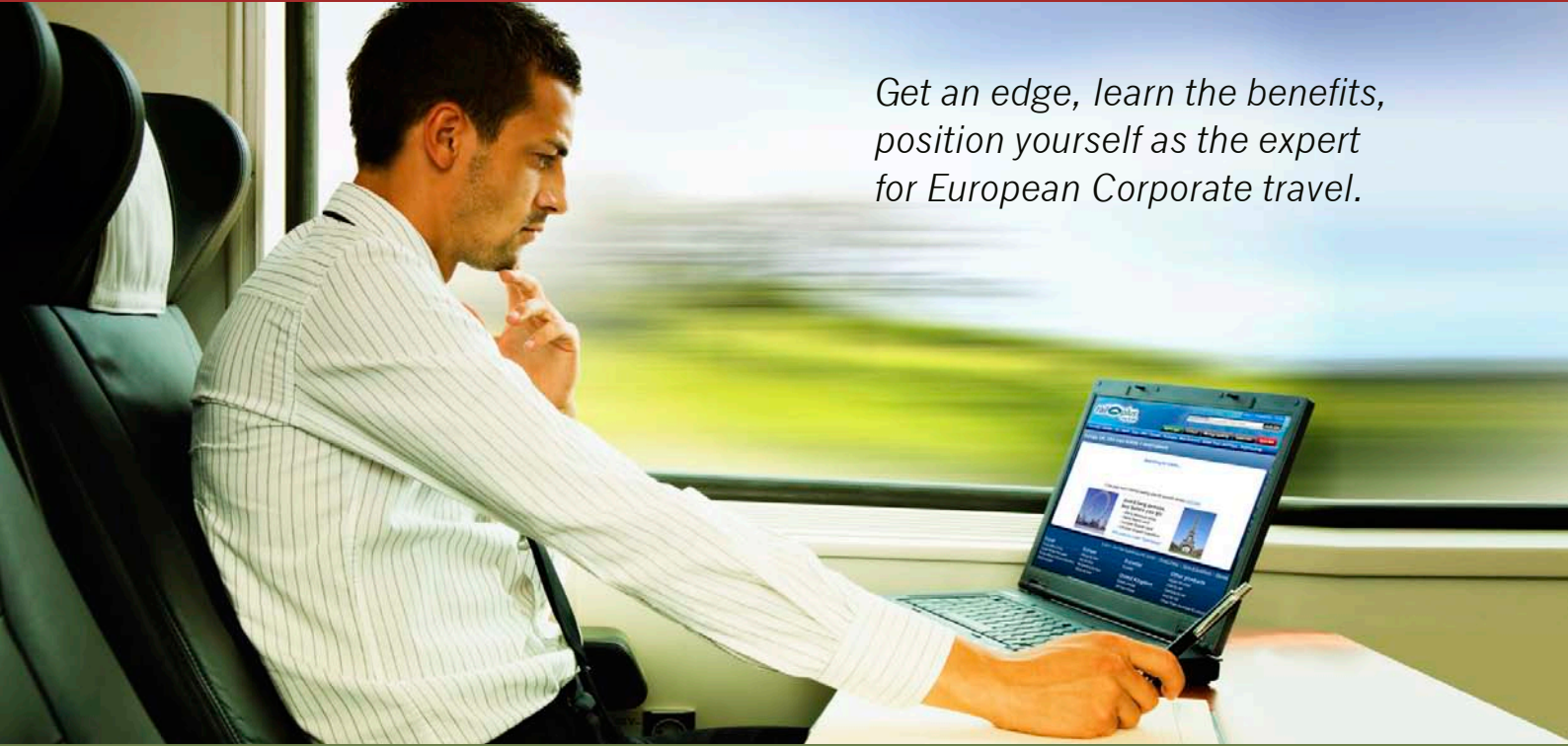


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What's in it for you?

*Small participation fee applies to Famil. ** Airfare & Accommodation only applies if winner is from another state.

- The Dux of the class will receive 2 x Economy class airfares to Europe, 2 x Eurail Global Passes for 15 days travel in 2 months and 2 x Standard Premier class Eurostar tickets. They will also receive advertising in a business related magazine, organized by Rail Plus in conjunction with the winner & their office.
- The 5 graduates with the highest Emirates and Eurostar sales during the 6 week program will each receive a place on an exclusive 10 day Rail Plus Famil including Airfares courtesy of Emirates, and full Famil itinerary in Europe, including a Eurostar workshop.*
- All graduates will receive an invitation to a **Cocktail party** held in Melbourne and Sydney upon course completion, a **framed graduation certificate** and a **special gift** to display in their office.
- 2nd highest graduate (not attending the Famil) will receive a ticket to the 2012 AFTA awards in Sydney including accommodation and airfares from their nearest capital city.**
- 3rd highest graduate (not attending the Famil) will receive a ticket to the 2011 Christmas TraveLeague Luncheon on Wed 14th December in Melbourne including accommodation and airfares from their nearest capital city.**
- All graduates will receive a Eurail Global Flexi Pass for 15 days travel within 2 months to experience rail in Europe first hand.

Top 5 reasons for your corporate clients to travel Europe by high speed train:

- 1) City centre to city centre – Avoid congested motor ways.
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- 3) No down time, work on your laptop, make phones calls for the entire journey.
- 4) If 3 or more people travelling together they can hold meetings on the train as they will be facing each other. Power sockets are in-seat.
- 5) Arrive at end destination for meetings in a relaxed state, as there is plenty of space to move around and stretch your legs.

Program Outline: Successful applicants will complete 1 online module of 20 questions, each week for 6 weeks.

Applications are now open! Only 25 places available! Please tell us in 500 words or less why you should be given the opportunity to become a "Corporate Rail Expert?" Applications should be emailed to Jessica Pinnuto, jpinnuto@railplus.com.au by 29th July, 2011.



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Travel Daily

First with the news

Thursday 14th July 2011

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- Negotiating deals for corporate clients
- Client facing role

Contact Sally Frappe or Stacy Balderson at TMS Asia Pacific T: 02 9231 6444 E: sally@tmsap.com

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NZ opens up air services

THE NZ government has today announced plans that will enable the country's airports to begin talks with 10 countries on new and improved air services agreements.

Airport officials have been given the mandate to start negotiations with China, Brazil and another eight countries in East Asia and South America.

Auckland Airport chief executive Simon Moutter said the gateway has long been looking to expand air services to the "booming Asian markets" and now has the

potential to be a key connecting point between Asia and the Americas.

NZ's assoc. transport minister Nathan Guy said the agreements would give airlines "greater freedom and certainty" for future planning, such as allowing KLM to codeshare on China Southern's new Guangzhou-Auckland route.

The NZ initiative is good news for Australia's tourism industry, as it would enable more overseas tourists to mix New Zealand and Australia holiday itineraries.

JTB committed to FNQ

JTB Australia has consolidated its operation in Cairns (**TD** yest) and remains committed "more than ever" to Far North Qld tourism partners, says Kieran Greenhaw, National Sales & Promotional Manager Australia.

Greenhaw told **TD** this morning that JTB had closed its Cairns Int'l Airport tour desk in May 2010, and relocated its staff and office from Lake St, Cairns to a larger premises in Abbott St, with its own tour desk, a few months ago.

Tiger down, fares up

TIGER Airways' suspension from operating domestic services has had what seems to be an almost immediate effect on Best Discount index fare values in Jul.

According to government data released yesterday, the cheapest domestic fares have shot up by about 23% year on year this month, to now sit at an index level equivalent to that of Restricted Economy fares last month.

The best bargain fares in Jul are also 8% higher than those in Jun.

Att: corporate agents

RAIL Plus is inviting corporate travel agents to position themselves as rail experts in an incentive with a top prize of a trip for two to Europe including flights and rail tickets.

See the **front page** of **TD** today.

JQ 11 hour SIN layover

IN the fanfare of the launch of Jetstar's new Beijing flights (**TD** yesterday) the carrier failed to highlight the awful timing of its return sectors from China to MEL.

A sharp-eyed **TD** reader told **TD** last night that the PEK-SIN flight departs Beijing at 0250 and arrives in Singapore at 9.30am - more than 11 hours before the service continues onto Melbourne, departing at 8.50pm.

Eight pages of news

Travel Daily today has eight pages of news and photos, as well as a special front full page from **Rail Plus** along with full pages from: (**click**)

- TMS Asia Pacific
- AA Appointments
- Creative Holidays

Jet off to Hong Kong.

Jump on board our new vsflyinghub.com to win.

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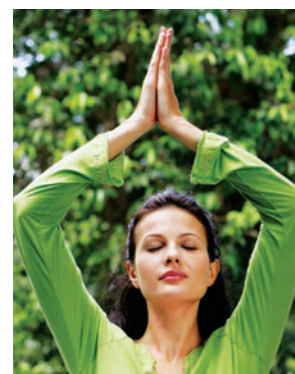
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Travel Daily

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Thursday 14th July 2011

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AIRWAYS

More QF thru fares

QANTAS has significantly expanded the inventory available for booking on its Australian domestic services when sold as part of an int'l through fare.

The change is effective for sales and ticketing between yesterday and 31 Aug, and the amended booking classes are set to be loaded into the GDS to facilitate auto pricing.

For O-type fares (fares with a fare basis commencing with O) domestic Australian sectors may be booked in classes O, Q, N or S; for Q-type fares domestic sectors can be booked in classes Q, N or S; for N-type fares, N or S class domestic sectors can be booked.

ATSB Tiger report

THE Australian Transport Safety Bureau yesterday released the preliminary report on a second Tiger Airways incident in the lead-up to the carrier's grounding.

The 30 Jun incident involved a missed approach at Avalon Airport during which the A320 descended to 1600 feet, below the minimum safe altitude for that area of 2000 feet.

Timing crucial for Jumpjet

JUMPJET Airlines will time its "modest" entry into the trans-Tasman market when conditions are right, managing director Nick Kile has told **Travel Daily**.

The value-based carrier is hoping to fly from its Wellington base to Sydney, Brisbane and Melbourne (**TD** yesterday).

"We have not settled on a planned launch date as yet for a number of reasons.

"One is adequate capitalisation, another is a running litigation case in NZ that I must win, and we are expecting another GFC before the end of the year," Kile said.

The entrepreneur suggests that the aviation industry has peaked and "is at the cliff edge", but was unable to reveal a specific date on market entry as yet.

Kile also said Jumpjet will lodge a submission to the ACCC about Virgin Aus/Air NZ's plan to reduce trans-Tasman capacity further, as also revealed by **TD**, on Mon.

Qantas Hols goes Potty

QANTAS Holidays has launched a new partnership with Destination NSW which will see it promote travel packages to the upcoming *Harry Potter: The Exhibition* which will be on show at Sydney's Powerhouse Museum from 19 Nov-18 Mar 2012.

The deal includes a promotion on QH's weekly *Today Show* and *Mornings with Kerri-Anne* segments, a four page colour flyer for travel agents and a direct email to QF Frequent Flyers.

Qantas Holidays will also feature Harry Potter packages on its website from tomorrow.

Mandarin keen on SYD

HONG Kong-based hotel group Mandarin Oriental has confirmed Sydney as a highly desired future destination for an opening "should a landmark site become available," Melanie Foo-Tiplady, vp sales & marketing Asia Pacific told **Travel Daily** yesterday.

New parks concept

THE former BIG4 group boss, Terry Goodall, has launched a "new approach to marketing holiday parks in Australia". Dubbed Pathfinder Parks, Goodall says the concept aims to establish a collection of unique properties across Australia which can capitalise on the changing market for tourist parks.

He's developed the strategy together with industry veteran John Dinneen, with the pair joining to improve product, deliver better marketing at a park level, provide a great experience for holidaymakers and deliver a "better measurable return on investment" for operators".

Q Bag tags for sale

QANTAS is offering its Q Bag Tag electronic baggage tags for sale at new special Vending Kiosks in the domestic check-in halls in Perth, Melbourne, Brisbane and Sydney.

The kiosks will be rolled out to Adelaide and Canberra shortly and the tags can also be bought online at the Qantas Shop.

Qantas Platinum, Gold and Silver frequent flyers continue to receive Q Bag Tags as part of their membership.

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Overseas holiday intention increases

MORE Australians are planning to go overseas on their next holiday, with the May quarter Roy Morgan Holiday Intentions Leading Indicators Report showing that 9% of Aussies intend to travel internationally.

The figure is up from 8% during the same period last year, while the domestic holiday intention index has declined 2% year on year to 55%.

Overall about 12.5 million Australians (67% of the population aged 14 or older) intend to take at least one holiday in the next 12 months, the report found.

Roy Morgan spokesperson Jane Ianniello said the increase in overseas holiday intention was due to the strong exchange rate as well as increasing interest in "new things and ideas" among Australia's multicultural society.

The report also highlighted some intriguing figures as to how 'holiday intenders' utilised different media when they were selecting travel or accom.

The internet was the most useful channel, cited by 62%, followed by newspapers at 13%.

Magazines came in next with 7% saying they were the most useful, and then the Yellow Pages and TV tied on 5%.

Catalogues were the most useful media for just 4% of respondents, while radio came in last position at 2%.

About 5000 people across Australia took part in the survey used to compile the report.

Kuoni UK revamp

A NEW British venture by Swiss travel giant Kuoni is set to bring new meaning to the term "tailor-made holidays".

The newly launched Kuoni Retail experience will offer customers the opportunity to buy designer clothing alongside a new range of "lifestyle holidays."

Clients will be invited to select from a series of cards to show what they want from their holiday and help consultants create the ideal option.

The stores will also offer clothes and luxury travel accessories by designer Osman Yousefzada under an exclusive *K by Osman* brand.

eRevMax Oz launch

HOTEL Representation Australia has been named as the local marketer for a new online hotel booking and management system offered by eRevMax, the company behind the RateTiger channel management system.

Dubbed SimpleDistribution, HRA will promote the "web-based channel manager" to properties in Australia and New Zealand, claiming it will help them "enhance visibility, exposure and revenue from the internet".

SimpleDistribution allows hotels to 'price shop' their rates against competitors, and then in real time updates the hotel's selected online sales channels with rates, restrictions and availability.

It also offers an integrated booking engine for flights, hotel rooms and other activities, and as well as interfacing with online travel agencies can also update offers via social media such as Facebook.

"Hoteliers in Australia and New Zealand need to up their game," said Craig Davies from HRA.

More info on 02 9410 3405.

Malaysian travel scam

THE WA Consumer Protection dept has warned consumers about a "glossy travel brochure" posted to homes and containing fake scratch lottery tickets.

It's the fourth time a similar scam has been attempted, with the brochures this time sent by Malaysia's VMac Holiday Group.



Window Seat

QANTAS engineers do it with their left hand - or at least two of them do.

Hot on the heels of the bizarre one-minute walkout tomorrow (*TD* yesterday) the QF engineering union has also announced that two of its right-handed senior members will only use their left hand for maintenance work as a further protest in their ongoing dispute.

The wacky action has attracted widespread mockery from around the globe, including a report in the *Wall Street Journal* which quipped that with QF international pilots also voting to strike "the engineers will probably be able to stop using their hands altogether if the pilots refuse to fly".

THE Biggest Loser is expanding - or at least a resort chain based on the popular TV show is.

Currently there are two Biggest Loser "weight-loss/lifestyle change" properties in the USA, but investors have now backed the developers of the original Loser resorts and plan to spread the concept to other locations across the USA.

They say they want to have 2500 Biggest Loser rooms within three years, saying the current properties have a "hefty rate of return guests".

STATE SALES MANAGER WA

Avis is a global leader in the tourism industry, offering a diverse range of challenging and rewarding career opportunities. Competitive remuneration, incentives, a fully maintained company vehicle and excellent staff discounts are just some of the ways we look after our valued sales team. Enjoy a supportive and fun team environment, with a focus on exceptional customer service that has seen us become Australia's most popular Car Rental Company.

Based at our WA Sales Office at Perth Airport, this senior sales position is responsible for managing the growth of profitable business within the corporate and travel industry markets in WA. The primary function of this role is the achievement of forecasted sales revenue targets by maintaining positive relationships and achieving growth from an existing customer base whilst identifying and targeting other major business opportunities for Avis.

To be successful in this role you must have excellent communication skills, as well as computer literacy skills including Word, Excel and PowerPoint. Demonstrated previous sales experience with a proven track record of achievement in service industry sales is essential. Previous successful people management experience, though not essential, would be highly regarded.

To find out more about these exciting opportunities please submit your resume to john.purnell@avis.com.au

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Thursday 14th Jul 2011

Angliss expansion

WILLIAM Angliss Institute has expanded its NSW operation with the introduction of a new base in Surry Hills dubbed the Angliss Industry Training Centre, effective immediately.

The foods, tourism and hospitality training centre is at 26-32 Waterloo St, Surry Hills.

agoda goes mobile

ASIA's global hotel booking site, agoda.com has launched a free iPhone application offering its 150,000 properties worldwide to customers to search hotels by city or their current location.

The app also has a last minute bookings function and maps.

Sunshine giveaways

THE Sunshine Coast will give away a holiday to the region every day for 40 days during its 'Spin to Win' campaign starting today at the Wheel of Brisbane.

Free tickets to ride the wheel, games and prizes are on offer by visiting naturallyrefreshing.com.au.

Formule 1 Cocoon

ACCOR Hotels has introduced a new 'Cocoon' room concept into its budget brand, Formule 1, that is scheduled to be rolled out at all 20 properties in Australia over the next few years.

The refurbishment includes a bunk bed style configuration with a single bed elevated over a double, to allow up to three people to stay in a single room.

Tiger Jun stats up

TIGER Airways yesterday reported an 18% year on year rise in passenger numbers, up to 6.2 million for the 12 months to Jun.

Load factors also increased marginally by one percentage point to 86%.

Relais Gourmet trips

RELAIS & Chateaux has Gourmet Getaway Packages on offer in Aus and NZ featuring local cuisine, priced from \$1200/night per couple, when booked by 31 Aug.

Cheaper to fly in LA

US LOW carrier JetBlue sold out almost instantly today of a special \$4 fare it was offering from Burbank -Long Beach & vv this Sat, offered to avoid roadworks on the 405 freeway near Los Angeles Airport.

Mandarin Oriental black in Oz



ABOVE: Mandarin Oriental has resumed its annual trade updates to Australia in 2011 with a team of representatives from seven Asia Pacific hotels dropping into Sydney and Melbourne this week, visiting key industry partners.

The luxury group is in the midst of an aggressive expansion plan, not limited to just Asia, with new properties to come online in the Middle East, Americas & Europe.

A few weeks ago the 138-room Mandarin Oriental Paris opened on rue Saint-Honore, in the heart of the French capital's fashion district, and near the Louvre.

Next year Mandarin Oriental will add locations in Taipei, Milan

and Guangzhou, and from 2013, other properties will launch in Shanghai, Abu Dhabi, Doha, Moscow & Beijing, to name a few.

Pictured in Sydney from left are the Mandarin Oriental Hotel reps: Paul Jackson, Sanya; Frank Zwarteven, sales & marketing rep Aus/NZ; Diane Curtis, Dhara Dhevi, Chiang Mai; Melanie Foo-Tiplady, vp sales & marketing Asia Pacific; Sally de Souza, Group PR Manager; Michael Ziemer (back) The Excelsior, Hong Kong; Robert O'Kennedy, Bangkok; Sheorna Lau, The Landmark, Hong Kong; Suzette Deveau, Singapore; and Peter Hession, regional director of sales Australia & New Zealand.



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.

The Dorchester COWORTH · PARK

QANTAS **BRITISH AIRWAYS**

QFG0244_Press

Thursday 14th Jul 2011

MU adds to SIN

QANTAS codeshare partner China Eastern Airlines is set to operate a fourth daily service between Singapore and Shanghai from 30 Oct, according to GDS.

Guess what this train is called?



ABOVE: Bench International recently hosted this group of top agents on a South African fam, with the trip taking in a ride on the iconic Blue Train.

They also spent a few days travelling along the Garden Route to Cape Town as well as staying at a private game reserve in the Eastern Cape.

Pictured about to board, from left are Anne Peirce, Harvey

World Travel Bacchus Marsh; Nancy Alvarez, Flight Centre Springwood; Cara Hansen, Flight Centre Mackay; Barbara Gray, Harvey World Travel Chatswood; Gideon Cheilyk, Bench International; Giverny Baggott, Pulse Travel; Craig Mathieson, Travelscene Jan McSweeney; Greg Cooke, Jetset Waurin Ponds; and Leisa Davis, Harvey World Travel Biloela.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

The Unique Tourism Collection has appointed Jessica Rae to the position of Business Development Manager. Rae moves from her previous role with World Aviation Systems.

TMS Asia Pacific has appointed **Brendan Grant** to the company's Sydney Team. Grant moves from his previous role with Sabre Pacific.

Deanne Atkinson has been appointed to the position of onsite manager of the **Aspire Alpine Gables Motel** in Jindabyne.

Marriott International has named **Neelima Chopra** as Chief Sales and Marketing Officer, Asia-Pacific. Chopra's appointment follows an international search, with her previous experience including senior roles with the Oberoi Group and InterContinental Hotels Group.

Patricio Aylwin has been appointed as the new General Manager Australia, New Zealand and Asia for **LAN Airlines**. Aylwin moves to Sydney from his previous position as LAN's manager of Long Haul Revenue Management, and replaces Rodrigo Contreras who is LAN's new International Sales Manager for Chile, based in Santiago.

Sophie Foot has moved across from her role with Scenic Tours to be the new product and marketing executive for **Jetset Travelworld Network**, effective immediately.

Mantra Group has named **Colin Stevenson** as gm of Mantra Broadbeach on the Park. He replaces **Peter White** who is now gm of Mantra Heritage, Mantra on the Inlet and Mantra in the Village in Port Douglas.

Corporate travel specialist **Voyager Travel** has created a new role for **Stuart Hunter** who has taken on the role of National Chief Operations Officer. Hunter will be based in the Melbourne head office and be responsible for managing operations in Melbourne, Sydney and Perth.

UnderWater World at Mooloolaba has named former Blue Lagoon Cruises gm **Tim Stonhill** as its new general manager.

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One New Caledonia voice!



NEW Caledonia has a heart - a Pacific Heart.

This is the new tag line for the French-island nation in a rebranding exercise launched in Sydney by New Caledonia Tourism (**TD** yesterday).

And to celebrate, there are big savings on airfares, \$100 duty free vouchers and a new video website offering all the latest deals for tourists.

"We are starting afresh, highlighting the idea that New Caledonia is not a mass market destination, but that it reaches a human dimension, the heart", explained Jacqueline Riahi, head of the country's Northern Province Tourism.

She said that all international communication on New Caledonia Tourism will now be centred on the "heart".

Until now, New Caledonia's three provinces, the North, the South and the Loyalty Islands, all competed for tourists separately, but under the new "Pacific Heart" logo will now speak with one voice.

And tomorrow, it will launch a new www.newcaledonia-tv.com website that will showcase a total of 64 high-definition videos highlighting the country's diverse natural attractions and

accommodation options.

The new portal is user-friendly, appealing and multilingual.

In another important feature, operators will be able to advertise their packages and deals of the moment on the website.

The national carrier, Air Calin was quick off the mark with its own special deal to celebrate the rebranding by offering super savings on its mid-winter airfares from Australia to Noumea.

Now on sale, the fares are valid through major wholesalers until 26 Jul, with all travel to be completed by 04 Dec 2011.

As a special gift, New Caledonia Tourism is offering travellers \$100 duty free vouchers for seven-night stays, or \$50 vouchers for three or more nights.

"We're a small full-service airline offering friendly service on our 9 weekly Airbus flights ex-SYD and 3 ex-BNE", said Triffitt.

Pictured from left at yesterday's launch event are Ken Triffitt, GM Aus/NZ. AirCalin; Jacqueline Riahi, Northern Province; Lean Jacques Ajapuhnga, Loyalty Islands; Jean Michel Foutrein, Manager New Caledonia Tourism; Sonia Lagarde Southern Province; William Le Grand, AirCalin; and Brett Walsh Sales Manager AirCalin.

Travel Consultant

24x7 Solutions is an afterhours solution to travel management companies nationally.

We are looking for a competent experienced Travel Consultant. You must have a minimum of 5 years' experience preferably in Corporate Travel.

You will be operating in 3 GDS's and will need to have extensive fares and ticketing skills, as well as Tramada.

This is a great role for someone that wants flexibility as the role is based on a Roster.



Please send your resume to menaj@24x7solutions.com.au

Travel Daily

First with the news

Thursday 14th Jul 2011

Etihaad revenue up 28%

ETIHAD yesterday afternoon reported a record first half, with revenue up 28% to US\$1.72b.

And the carrier says the result also marked a milestone, for the first time ever delivering a profit before taking into account the costs of interest, tax, depreciation amortisation and rentals.

"The results mark continued progress towards the airline's goal of breaking even this year and moving into sustainable profitability in 2012," according to an official statement.

Samoa crime alert

THE Department of Foreign Affairs and Trade yesterday reissued its travel advice for Samoa, adding a new warning about increasing crime including sexual assaults.

"Females, in particular, should avoid going out alone at night or alone to isolated locations, including beaches," the alert says.

WIN CAMILLA FRANKS' 'SINGAPORE WEEKENDER BAG'



This week, *Travel Daily* is giving away Camilla Frank's

'Singapore Weekender Bag' to one lucky reader, courtesy of Singapore Tourism.

Australian fashion favourite Camilla Franks has created her first ever bag, inspired by her self-confessed "home away from home", Singapore. The stylish travel bag, called the 'Singapore Weekender Bag', offers enough room to pack all your essentials for at least a 96 hour break, along with some extra space for all your Singapore shopping treasures!

For your chance to win, email your answer to the question below by COB on Friday to: singapore@traveldaily.com.au

In 50 words or less, tell us what your perfect trip to Singapore would involve?

The most creative entry will win this fantastic prize and their name will be announced in *TD* on Monday 18th July.



MARKETING COORDINATOR Australia, New Zealand & Asia

Maternity Leave Contract until March 2012

World Aviation Systems, GSA for LAN Airlines, is seeking an organised, dynamic and self motivated individual to join our Sydney office.

You will be responsible for supporting the Marketing Manager in the development and implementation of LAN's promotional campaigns, branding strategy, sales and email campaigns. You will work closely with designers/printers to manage brochure and ad production; assist with organisation of trade events, expos and other events; coordinate the writing of brochures, web pages, letters and email communication; liaise with media to place online and print ads; maintain marketing tracking documents and reports with online/offline campaign activity and other duties as required.

The role requires a minimum of 2 years marketing coordination experience, strong communication and organisational skills, attention to detail, strong computer skills (MS Office and GDS) and appropriate travel qualifications. Fluency in Spanish is highly desirable. Salary range is mid \$40,000.

Please email your resume to vesna.ilic@worldaviation.com.au by close of business on Friday, 20th July 2011.

Only successful applicants will be contacted.

Thursday 14th Jul 2011

QF tops satisfaction

83% of Qantas domestic passengers said they were 'very' or 'fairly' satisfied during the 12 months to 30 Apr, according to a new Roy Morgan report.

QF domestic came in ahead of Virgin Australia at 80% - the same satisfaction rating as scored by QantasLink.

Regional Express came in at 76% while 68% of Jetstar passengers said they were satisfied with the carrier's services.

Perennial last-runner Tiger Airways continued its dismal performance, with a 46% satisfaction rating.

Anantara agent rate

TRAVEL industry professionals are being offered 50% off the Best Available rates at Anantara Hotels & Resorts in Thailand, Indonesia, Maldives, the UAE and Vientam, for stays until 20 Dec.

Blackout dates apply - to make a reservation type in TIR as the preferential code at anantara.com.

PAL bargain MNL fare

PHILIPPINE Airlines has reduced fares to its hub in Manila, starting at \$869 return ex MEL and \$887 ex SYD, when purchased by 31 Aug and travel before 30 Nov.

To book, phone 1300 888 725.

CBR tuk chop opens

THERE'S a new dining outlet at Canberra Airport, with an Asian-inspired menu now available at the aptly named, Tuk Chop.



Sales Executive NSW / ACT

Location: Mascot, Sydney

Status: Full time

Are you passionate about the travel industry and looking for that next step forward?

Are you someone who loves driving new market opportunities?

thl are the leading provider of self-drive holidays in Australia and New Zealand through our rental brands Britz, Maui, Backpacker, and ExploreMore. We also operate Kiwi Experience, Waitomo Glowworm Caves and Black Water Rafting attractions in New Zealand.

We are seeking a professional Sales Executive for a full time position at our premises in Sydney. The successful candidate will be a fun loving, business savvy, passionate sales person to work with a portfolio of established agents.

The role will involve generating new clients while managing existing clients in the NSW and ACT regions. Your territory will include key retail, wholesale and inbound agents with the challenge of continuing these long term client relationships while seeking new opportunities to drive sales.

The role will suit someone with strong sales skills demonstrated by proven sales success in the past. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience.

The remuneration includes a base salary, annual bonus, fully maintained vehicle, laptop and mobile phone. Salary is negotiable depending on experience. You will report to the Australian Sales Manager located in Melbourne, with regular intrastate and interstate travel required.

Please email your resume to:
Jackie.costello@thlonline.com



ROCKY MOUNTAINEER

To celebrate the release of Rocky Mountaineer's 2012 brochure we are giving one *Travel Daily* reader and a friend the opportunity to win a trip to spectacular Western Canada.

The prize includes two return economy airfares from Sydney to Vancouver flying Air New Zealand and a Classic First Passage to the West vacation including two days on board the Rocky Mountaineer with GoldLeaf service and pre and post accommodation in Vancouver & Banff.

For the first time, the Rocky Mountaineer brochure includes pricing in Australian dollars. To order your copy of the 2012 brochure, visit: www.rockymountaineer.com

To enter, compile all 21 answers and send by July 31, 2011 to: RockyMountaineer@traveldaily.com.au.

Reader with the most correct answers and the most creative response to the final question will win this fantastic prize.

Question 10: The Whistler Sea to Sky Climb is the shortest Rocky Mountaineer journey running between Whistler and Vancouver. How long is the journey?



AIR NEW ZEALAND

Travel Daily
First with the news

Click here for more information

2nd A380 for Korean

KOREAN Air has taken delivery of its second A380 from Airbus, the 53rd superjumbo to be handed over so far to six airlines.

More than 13 million pax have flown on the A380, on 38 routes to 25 destinations, Airbus says.

Tahitian 7-nt package

TAHITI Travel Connection has a 7-night Tahiti Breeze deal with Air Tahiti Nui flights (ex SYD or MEL), that includes two nights free at the Sofitel Tahiti Resort, brekkie & transfers priced at \$2,095ppts, for stays until 20 Dec & 20 Jan-31 Mar.



Sales & Marketing Account Manager

Gate 7, a destination marketing company representing Las Vegas and other destination clients seeking a sales and marketing account manager.

The appointed person will:

- Have a naturally positive and energetic presence
- Be open minded with an ability to think both logically and creatively
- Be flexible, reliable and determined
- Enjoy and be motivated by challenge
- Enjoy relationship building with a range of personality types
- Able to motivate via both written and verbal communication
- Have an understanding of the principles of marketing

We are open to a range of experience levels. Salary will be commensurate with experience and will range from \$45 - 60k.

For a full person profile and job description, please email jo@gate7.com.au.

The smiling industry faces of the NTIA

Travel Daily
First with the news

Thursday 14th Jul 2011

THERE was lots of exuberant people throughout the Westin Sydney last Sat night when the travel industry came together to celebrate the annual National Travel Industry Awards.

A fabulous night was had by all - finalists, winners, suppliers, sponsors & guests who enjoyed the opportunity to network over great food, wine and entertainment.

Here's a selection of photos from the evening with hundreds more on **Travel Daily's** website at www.traveldaily.com.au.



LEFT: It's ladies night.

Cassandra Kerr, Virgin Atlantic; Rashelle Toms, Jetset Travelworld Network; Michelle Kerr, Qantas Holidays and Sandy Osborne, JTN.

BELOW: Check out these stunners!

The lovely Liz Glover from Scenic Tours with the ravishing Rob Gurr from South African Tourism.



ABOVE: Gents...want to know what was going on in the ladies bathroom on Sat night?

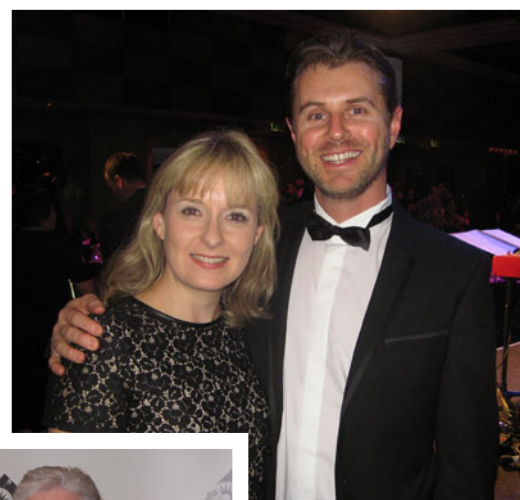
The Qantas Credit Union team was on hand offering 'star treatment' to the women of the travel industry.

Pictured here is Qantas Credit Union's Kelly Davenport with make-up artist Eden Baradinsky.

BELOW: Another successful NTIA for Phil Hoffmann Travel.

PHT took out the awards for Best Travel Agency Retail - Multi Location and Best Innovation in Marketing - Retail Agency.

Phil is pictured below with Joanne McLaren, Joanna Ohlmeyer and Alison Hoffmann.



BELOW: What a sparkling night for Harvey World Travel Lane Cove.

Debbi Ashes (in glittering red) is pictured here with her team celebrating their win once again for Best Travel Agency Retail - Single Location.



LEFT: NTIA - a roaring success.

Manny Tzafaris of Carlson Wagonlit Travel is pictured here with Thevan Krishna and Tracy Thomas from South African Airways, sponsors of the Best Conference & Incentive Travel Agency category.



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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CRUISE
WEEKLY

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Pharmacy DAILY

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Find a role that actually fits you...

Get a new job with TMS

Hot Jobs (Australia) - July 2011



Sydney – 02 9231 6444 – nswjobs@tmsap.com
Melbourne – 03 9602 1809 – vicjobs@tmsap.com
Brisbane – 07 3221 9916 – qldjobs@tmsap.com

Adelaide & Perth
– 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 02 9231 6444 – sally@tmsap.com

Temp or Contract Executive – **Alex and Sharon**
– **Sally Frape**

JOB OF THE WEEK!

Corporate Solutions Manager NSW

- Do you have experience in new business generation the B2B sector?
- Do you know car rental or a related industry?
- Salary \$80K + super + commission + company car

On behalf of our client - a well-known globally present company - we are currently looking for an experienced BDM to grow the business. This role is suitable for a real hunter - someone who has the drive, motivation and passion for Sales. You will have solid experience in new business generation ideally in car rental or related industry and a proven track record of reaching and exceeding KPIs. You must be comfortable with cold calling. You will have superior negotiation and communication skills. You also must be available to travel in designated territory – NSW. Our client is offering very competitive salary package including a company car. Interviewing now!

Contact **Anna Wachowiak** T: 02 9231 6444 E: annaw@tmsap.com or apply online now!

Team Leader Corporate Travel, Sydney

- Corporate and High End Leisure
- Manage team of 6 experienced VIP consultants
- Great management team

Our client, an Award Winning boutique corporate and high end leisure travel company is currently seeking an experienced Team Leader to join their Management Team. You will be responsible for the day to day operations of the department, whilst maintaining consistent levels of performance within the team to improve individual and team performance, you will lead the team by example and develop team business plans that have action items to improve performance, reduce errors and costs. This is a great opportunity for an experienced team leader / manager looking at working for a leading well respected leader in corporate / high end leisure travel.

Contact **Sally or Emmie** T: 02 9231 6444 E: sally@tmsap.com

Customer Service Consultant – Sydney

- Online Company
- Excellent Team Environment

Our client is an online travel company who provide daily support to customers in Australia and New Zealand. This role will suit a travel consultant who is looking at entering the world of online travel, or somebody working in a similar role. You will need at least 2 years travel agency experience in using a CRS, have fares and automated ticketing skills and excellent customer service skills. The company you will be working for has an excellent management team, who knows how to look after their staff.

Contact **Stacy Balderston** T: 03 96021809 E: stacy@tmsap.com

Retail Travel Manager – Brand New Store !!

- Work Close to Home – Northern Beaches SYDNEY
- Generous SALARY PACKAGE

Our client, a well established travel company has been expanding for years and operates a number of travel related businesses in Australia. They are now seeking a senior travel consultant or an experienced store manager to manage a small team in their retail store on the Northern Beaches. In return, you will receive support of a stable and growing travel company, travel benefits and excellent salary package.

Contact **Emmie** T: 02 9231 6444 E: emmie@tmsap.com or apply online now!

Business Development Manager – Melbourne

- Leading Global Travel Company
- Base, Super, Car and Commission

The key focus of this role is to identify and develop high growth accounts. You will be responsible for the continuous assessment of sales and marketing opportunities across all distribution channels. You will mostly be seeking new business as well as increasing business from existing agents. To apply for this role you will have extensive experience within the travel industry.

Contact **Stacy Balderston** T: 03 96021809 E: stacy@tmsap.com

Senior Quality Analyst – Contract Role

- Sydney CBD location
- 6 month contract
- Travel Industry Knowledge essential

Are you an experienced quality analyst who has tested travel and back office applications? Can you drive a testing process and report on defects? The successful candidate will have experience with Cross Check Travel, Galileo, Apollo and Quality Centre testing tools. Excellent working conditions, immediate start.

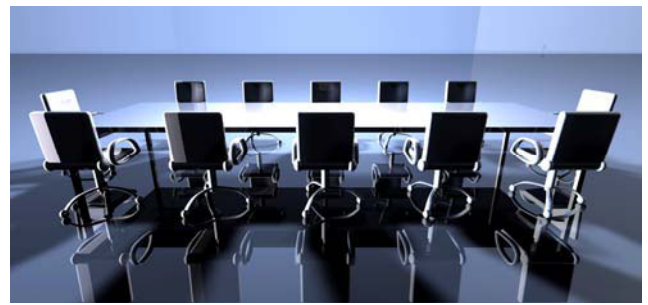
Contact **Jane Dearden** T: 02 9231 6444 E: jane.dearden@tmsap.com or apply online now!

Corporate Sales Appointer - Nth Sydney

- Monday – Friday only with inhouse travel benefits
- Great Career progression and training

A large and established travel company is seeking a sensational and dynamic sales appointer. This company has a wide portfolio of clients including top companies and major global brand names. You will be responsible for setting appointments for business development managers. Great career opportunities in corporate travel and client relationship building.

Contact **Brendan Grant** T: 02 9231 6444 E: brendan@tmsap.com or apply online now!



THERE'S NEVER BEEN A BETTER TIME TO MEET THE AA EXECUTIVE TEAM

RECOGNISE YOUR TRUE POTENTIAL

MANAGING DIRECTOR

PERTH – SALARY PACKAGE TO \$185K

If you want a role that recognizes your true skills this is the role for you. You are capable of providing strategic direction to a team, developing and managing the business to ensure sales targets and overhead budgets are achieved to deliver profitable results. This senior role requires an experienced MD with a proven track record in driving a business to achieve ongoing success. This is a brilliant organization in which to grow.

ENGAGE YOUR CONTRACTING TALENTS HERE

GENERAL MANAGER – CONTRACTING

BRISBANE - SALARY PACKAGE TO \$95k + (NEG FOR EXP)

This integral part of the business will see you involved in all contracting functions including negotiation of allotments, rates, setting pricing strategies and implementing campaigns for exclusive deals within the market at certain times of the year. You will be an inspirational leader who can demonstrate a sound knowledge of wholesale contracting particularly in the domestic market.

A ROSE AMONGST THE THORNS

CORPORATE ACCOUNT MANAGER

MELBOURNE – SALARY PKG \$80k + BONUS

Love account management but feeling prickled by your current role? Working for a name you can trust you will be effective in your ability to service clients with impeccable standards delivering over and above their expectations. Your knowledge of corporate travel account management strategies will be required for these key clients along with your negotiation skills and client relationship management.

HIGH LEVEL ACCOUNT MANAGEMENT

SENIOR ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$120K

Are you at the peak of your game? If you're a talented Account Manager with an understanding of large corporate travel programs this role will allow you to spread your wings with a select group of VIP clients. You will effectively manage key client relationships and add value through the provision of analysis & recommendations, supplier negotiations, service delivery resolution and market knowledge.

GET CREATIVE WITH YOUR TRAVEL MANAGEMENT

RETAIL TRAVEL MANAGER

SYDNEY – SALARY PACKAGE \$70K + BENEFITS

This exciting 12month contract role is available NOW for a hot travel manager with great Australian product knowledge and a flair for local area marketing. Leading a small team you will still be hands-on with repeat clients but also responsible for marketing & advertising activities which will give you great variety. This is your chance to experience a unique, successful business that may lead to ongoing opportunities for you.

TRAVEL TECHNOLOGY WITHOUT THE TECHY BITS

BUSINESS SOLUTIONS MANAGER

SYDNEY – SALARY PACKAGE TO \$95K+

This unique role needs your behind-the-scenes experience in technology solutions combined with client relations and project management. Through your understanding of customers' business processes you'll be supporting key clients in providing them gap analysis and recommending new products, working alongside the sales team in optimizing commercial agreements to ensure ongoing success.

PROMOTE THIS ELEGANT PRODUCT

BUSINESS DEVELOPMENT MANAGER – RETAIL MARKET

PERTH - SALARY PACKAGE TO \$63k + CAR ALLOW + BONUS

Searching for a new challenge? With this great role on the market you won't want to miss out. You must be able to follow a monthly call cycle and present to agents with your friendly and outgoing personality. With your love of being on the road you will know how to service the retail agency market and provide support to them. This sales focused role is incentivized on reaching targets and achieving growth.

A MIX OF CULTURE AND FUN

PRODUCT MANAGER – EUROPE

MELBOURNE - SALARY PACKAGE TO \$65k

Looking for a challenging new destination to focus on? This thriving wholesale company requires the skills of an adaptable Product Manager to contract with suppliers and develop new & unique products for their Europe program to give a competitive edge. You'll be well organized, creative, and have a flair for identifying opportunities. Proven product management experience is essential for this great role.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis

Linda Green

Carmen Pugh

Kathryn Heberton

MANAGING DIRECTOR

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QLD & NT

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Ph: 02 9231 2825

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Ph: 03 9670 2577

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EARN MORE ON BALI

Double World Rewards Points[^]

Sell Creative Holidays and Garuda Indonesia in July* and be rewarded with Double World Rewards points. That's right DOUBLE! Every sale for Bali using Garuda Indonesia and Creative will earn you more. Simply book and deposit your sales to Bali using the current GA wholesale fare together with Creative Holidays land product between 1st and 29th July 2011 and you will earn DOUBLE World Rewards points. Easy!



i-CREATE[®]
earn more

Contact Creative Holidays on:
Products available through i-CREATE

131 222

*Based on all booked and deposited sales to Bali using the current GA wholesale fare together with Creative Holidays land product between 1st July to 29th July 2011. ^Refer World Rewards for further terms and conditions. Double points awarded for all booked and deposited Bali using the current GA wholesale fare together with Creative Holidays land product between 1st July to 29th July 2011, departures before 31st December 2011. 9004CRSD