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First with the news

Friday 15th July 2011

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Creative says thanks

CREATIVE Holidays has enlisted the services of Walter the Pig to thank the industry for its support which saw Creative win the Best International Wholesaler award at last Sat's National Travel Industry Awards - see **page 11**.

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Flight Centre profits soar

FLIGHT Centre this morning confirmed its biggest ever profit, with a forecast pre-tax result of \$243m-\$247m for the year to 30 Jun 2011 (**TD** breaking news).

The company said that unlike other retailers it hadn't seen softening demand, with ceo Graham Turner saying that "in the current climate, leisure customers are finding compelling reasons to take off overseas, with international airfares remaining highly affordable and the strong dollar delivering a secondary benefit".

For the first time Flight Centre reported profits in all ten countries where it has wholly owned operations - including the USA which has for many years been a drain on the business.

Turner said the predicted result was about 20% higher than the company's previous 2007/08 record figure of \$201m.

The strong performance comes despite the impacts of natural disasters over the last year, and includes about \$4m in one-off donations to victims.

"Results have generally

improved in both the corporate and leisure travel sectors, with strongest growth recorded in corporate," he said.

Softness in Australian domestic leisure tourism had been offset by solid growth in international ticket numbers, the ceo added.

Turner said Flight Centre was forecasting a 10% growth in profit and TTV for 2011/12, with audited accounts and further details to be provided on 23 Aug.

New UA/CO bag fee

UNITED Airlines has announced that passengers travelling in economy class on its flights between Australia and the USA will be charged for a second piece of checked luggage.

The first piece remains complimentary up to 23kg, but effective for tickets purchased from today and for travel on or after 15 Aug, the second bag will incur a US\$70 fee.

The service fee will not apply to top level UA frequent flyers, passengers in first and business class and US military personnel and their families travelling on official orders.

United Airlines said the move "follows the industry trend of providing more options to travellers so they may customise their travel experience by paying only for the products and services they want and value".

Royal events calendar

THE Royal on the Park hotel in Brisbane is inviting guests to 'Stay and Play' at a series of upcoming events in the Qld capital.

Deals include a \$170 room rate, with upgrades and bonus offers - see **last page** of today's **TD**.

Jetstar adds Vietnam

JETSTAR Asia has announced a significant boost to its flights between Singapore and Vietnam, including a new four times weekly service between Singapore and Hanoi, effective 15 Dec.

The carrier said it would also add a daily Singapore-Ho Chi Minh City service from 18 Aug, lifting frequencies between the two cities to thrice daily.

Together the expanded flights represent a huge 78% boost in Jetstar Asia capacity between Singapore and Vietnam, with a total of over 468,000 seats available each year.

Hanoi is Jetstar's 28th destination from Singapore, with Jetstar Group ceo Bruce Buchanan saying the route would appeal to "both holiday makers and business travellers keen to access alternative low fares to Vietnam."

"This year, we also intend to extend our lead as the largest low cost carrier in Singapore," Buchanan said.

Special all inclusive 'starter' launch fares on the new Hanoi route start at SG\$48 one way.

Nine pages of news

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

- AA Appointments
- Creative Holidays
- Royal on the Park

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\$150 million for USA travel marketing

THE newly formed US Corporation for Travel Promotion (**TD** 24 May) plans to unveil a new brand identity at World Travel Market in London this Nov.

According to an update following the Corporation's monthly board meeting in Chicago this week, bids from global advertising firms are currently being evaluated, with worldwide marketing planned.

The campaign itself is likely to launch at the ITB Berlin show in Mar 2012, a board member said.

The corporation has been formed by the US Travel Promotion Act, which imposed a US\$14 fee on ESTA applications from Visa Waiver countries, including Australia.

\$10 of the fee is earmarked for the corporation, as long as it is matched by contributions from the travel industry in a ratio of 2:1 in the first year.

That means that if industry contributions amount to an expected \$50m (of which \$10m must be in cash) the government will provide a further \$100m.

Key staff for the Corporation are being recruited, including vice president for operations, Bryan Lewis, who will move from his current role as chief of staff at the US Travel Association on 01 Aug.

Other roles including a chief marketing officer and head of business development are also likely to be filled next month.

Air India Dreamliner to MEL

THE often-announced new Air India direct flights to Melbourne may yet materialise, with the carrier yesterday stating plans to operate its yet-to-be-delivered Boeing 787 Dreamliners to the Vic capital this year (**TD** tweet).

Air India is set to be the second carrier to receive the long-awaited aircraft, after launch customer ANA gets its first 787 possibly as early as next month.

Boeing yesterday flew one of its demonstration 787s to New Delhi and the Calcutta-based *Telegraph* newspaper quoted an AI official saying: "Direct flights to Australia are the top priority for us."

"The route will be profitable for Air India and is a key ingredient of the turnaround plan," the official added, referring to the financial straits being encountered by the Indian flag carrier.

Earlier in the year the carrier's pilots grounded flights over

unpaid wages, and at one stage it also had problems paying for fuel.

Air India has a total of 27 787s on order and will reportedly begin training pilots on the new aircraft next month.

The carrier appears confident that it will receive the first of its new aircraft on time, with plans to debut the Melbourne 787 services from Delhi in Oct.

Air India also plans to operate direct Dreamliner flights to North America, according to the official.

The report cited additional planned Air India routes to Melbourne, including from Chennai and Mumbai.

Air India's Melbourne services were first announced by the Vic govt in 2007, and then again last year (**TD** 21 Jun 2010).

LA hotel special

LOEWS Santa Monica Beach Hotel in Los Angeles is offering an exclusive LA Getaway package for Australian travellers.

The deal includes guaranteed early check-in, a 50-minute massage or facial at the hotel's Ocean Spa and, to get that shopping started, a \$100 gift card for Santa Monica Place mall.

The special offer is priced from US\$475 per night, with the 342-room property located steps from the paths and parks which run along the Santa Monica shoreline - loewshotels.com/santamonica.

TT pax compensation

THE ACCC this morning announced a "commitment from Tiger Airways Australia Pty Ltd on the remedies it will offer consumers" affected by the suspension of the carrier's flights.

The ACCC said that it, along with other regulators, had raised various concerns with Tiger about its treatment of consumers hit by the grounding of the airline.

Tiger Airways ceo Tony Davis has written to the ACCC with a range of commitments relating to the provision and processing of customer refunds and communication with consumers.

For flights booked to travel before 01 Aug Tiger will automatically provide full refunds within 20 business days from the date the flights were cancelled.

And due to the uncertainty relating to flights between 01 Aug and 31 Aug, Tiger has agreed to allow consumers to cancel these tickets without penalty, as long as they advise the carrier within 7 days after the resumption of Tiger's flights.

30 day Admiral's Club

AMERICAN Airlines has launched a new membership option for its Admiral's Club, under which travellers can pay US\$99 for a 30 day period.

One day passes are also available online, via self-service vending machines or at any Admiral's Club location for US\$50.

QR Travel roles

QUEENSLAND Rail Travel says it's boosting its links with the travel industry through two key appointments this month.

Former Flight Centre staffer Rowena Wiles has been named as QR Travel's new groups and events specialist.

And the business has also recruited Michelle Connolly, who has extensive experience with Tourism Qld and Sunlover Hols.



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NZ ski marketing steps up

THE desperately awaited first natural snowfalls in New Zealand's South Island skifields for the season have seen Tourism New Zealand launch an aggressive push touting the extra value available for NZ ski holidays.

The attractive exchange rate provides "solid savings" for Aussie skiers opting to cross the Tasman for the snow, with TNZ contrasting the prices of weekend ski passes, meals and even beer between Australia and NZ.

"Australian skiers, snowboarders and families can make big savings by opting for a short three-hour flight to New Zealand, over the long drive to their native snow fields," a statement from TNZ said.

NZ is also well-prepared to welcome visitors, as it gears up to host the Rugby World Cup 2011, according to the organisation.

North Island ski fields are well and truly open, along with Mt Hutt, an hour from Christchurch Airport which has "already attracted strong interest from Australians who are making a trip to the snow that promises better value".

Some snowfield operators are predicting that with the slow start the season is likely to be longer than usual and could possibly continue until late Oct.

And the South Island resorts are also gearing up for the 100% Pure New Zealand Winter Games,

which is claimed to be the biggest winter sports event outside the Winter Olympics, with more than 1000 athletes competing in 25 events from 13-28 Aug.

Earlier this week Newmans Holidays released a range of new ski specials following big dumps in Queenstown and Mt Hutt.

Deals include a lead-in 7 night package from just \$1210 including flights from Melbourne to Christchurch, 7 days car hire, 7 nights Copthorne Hotel & Resort accom in Queenstown and a five day ski pass.

Newmans Holidays national sales mgr Melissa Watt contrasted this price with similar packages at Mt Buller from \$1574 and Thredbo from \$2186, saying the NZ deal offered "great value for money and an overseas holiday with longer ski runs."

Pax no's flying up 6.7%

THE number of passengers flying on Australian domestic carriers in the year ending May 2011 was up 6.7% year on year to 54.81 million according to government data released this morning.

The month of May saw a 5.5% year on year rise, up to 4.46m.

Industry wide load factors rose 2.5 percentage points to 76.4% in the month due to passenger traffic growth exceeding capacity.

Melbourne-Sydney was the most popular route again.

Strategic on Scoopon

AUSTRALIAN internet-based discount site Scoopon has picked up its first air travel partner, with deals from Brisbane to Phuket with Strategic Airlines being offered for \$599 through the site.

"The airline industry is one area we can help the Aussie shopper get better value and we are really shaking things up," Scoopon GM Jon Beros told *Mumbrella*.

The deal also give Strategic the chance to promote its inclusions compared to low cost rivals, such as complimentary meal & drinks, luggage allowance and IFE.

SLH Club relaunch

SMALL Luxury Hotels of the World has unveiled its enhanced membership program.

The Club allows clients the chance to earn complimentary nights, free upgrades, special rates and late check out.

The new tier structure splits members into three categories 'Special', 'Loved' and 'Honoured' with the more guests travel the bigger the rewards offered.

To obtain a complementary membership go to slh.com/club.

VX to Puerto Vallarta

VIRGIN America is planning to add a third Mexican destination to its network, with the low cost carrier lodging an application with the US govt for services from Puerto Vallarta to San Francisco.

VX wants to operate a five times weekly service on the route from 02 Dec, competing with United Airlines and Alaska Airlines.

3-nts of Daydreaming

THE Whitsundays' Daydream Island Resort & Spa has a three night package, including a free half day tour to Whitehaven Beach, priced from \$581pts.

Offered over select dates from 01 Aug-31 Oct, the deal is based on an Ocean Balcony room, and includes brekkie and a \$50 spa voucher, when booked by 27 Oct.



Window Seat

YESTERDAY members of the travel industry celebrated all things French with a series of Bastille Day functions.

Patrick Benhamou from Atout France hosted one of his characteristically lavish affairs at the trendy Felix restaurant in Sydney, and as befits such an occasion was formally attired in a powdered wig.

He's pictured **below** enjoying the moment with another guest at the function - an obligingly saucy French maid.



RIGHT: The Atout France event featured these patriotic macaroon trees, with tasty delights in Red (Pinot Noir), White (Vanilla) and Blue (Blue vein cheese!)



SAMOA Tourism has officially launched a major initiative to boost visitation - the National Lavatory Competition.

Announced in the regular Samoa Tourism Circular yesterday, the hotly contested event aims to seek out the Best and Worst toilets in the country, via random inspections by some members of Samoa's National Beautification Committee.

"The inspections are carried out unannounced so that the truest condition of the lavatories is seen," the circular warned.

Toilets are graded on a scale of cleanliness, availability of supplies and "odour and ventilation".

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CONGRATULATIONS BLAKE MUIR

Blake Muir started with Topdeck in 2006 as a Europe trip leader and is now Topdeck's NSW South & ACT Sales Manager. He's extremely honoured to win this award and is proud to represent Topdeck in such a prestigious category.

For training and support contact Blake on blake.muir@topdeck.travel

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Friday 15th Jul 2011

Snow conditions

THIS column provides a snapshot of the current snow falls, the depth and the number of lifts operating across Australian and New Zealand ski-fields.

Here's the latest snow reports from across the region:

- Falls Creek - 1.1m / 15 lifts
- Perisher - 1.6m / 47 lifts
- Thredbo - 1.6m / all lifts
- Charlotte Pass - 1.6m / 6 lifts
- Mt Selwyn - 63cm / 10 lifts
- Mt Hotham - 1m / 13 lifts
- Mt Baw Baw - 36cm / 5 lifts
- Mt Buller - 65cm / 19 lifts
- Coronet Peak - 75cm / 3 lifts
- The Remarkables - 50cm / 3
- Cardrona - 67cm / 6 lifts

Getaway on Sat night

TOMORROW night's episode of Channel Nine's dedicated travel program, *Getaway*, features stories on a hot air ballooning over Cappadocia in Turkey, islands in Sydney Harbour, day trips less than 2-hrs from Brisbane and Adelaide, & cruising the Danube.

New Fantasea facility

FANTASEA Adventure Cruising plans to open a new ferry terminal at the Port of Airlie on the Great Barrier Reef before Christmas.

The move aims to centralise the firm's operation, with the facility to feature a new bus terminal and car park too.

Hahn Air iPad winner

HAHN Air has congratulated the winner of its highly successful 'Your Rooster' trade competition which featured exclusively in *Travel Daily* in late Mar.

Michelle Pearson of Harvey World Travel, Tuncurry NSW won an Apple iPad 2 for her creative tag line - 'On the crest of an ADM revolution'.

Pearson is **pictured** below (left) being presented with her prize by Nathalie Weber, Hahn Air's Marketing Manager Australia/NZ.



Rocky joins the ICCA

CANADIAN rail operator Rocky Mountaineer has signed on as an associate member of the Int'l Cruise Council Australasia.

Joining ICCA enables the iconic Canadian company to provide members with details about what rail options and packages are on offer to the Rockies for clients cruising the Inside Passage, said Cruise Council GM Brett Jardine.

China Air up TPE/SYD

TAIPEI-based China Airlines is increasing frequencies to Sydney from 28 Nov, according to travel agent GDS, with a new 5th weekly service to operate on Mondays.

40% off for HHonors's

HILTON Worldwide's HHonors members are being offered up to 40% off stays at select properties across its 10 brands in 82 nations, for stays through until 05 Sep, when paid in full by 22 Aug.

Bulgari on Silhouette

CELEBRITY Cruises will debut a Bulgari Boutique outlet on the new *Celebrity Silhouette* when the 2,850-passenger ship launches later this month.

The store will sell a range of jewellery, watches and sunglasses.

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.



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AIR NEW ZEALAND 

 **australia**
group of airlines

Friday 15th Jul 2011

Club Med promotion

CLUB Med has expanded on its all inclusive product to now offer a second adult stays free deal when staying at the group's Bali and Phuket properties.

The promo runs until 28 Aug and is valid over select dates - more info at clubmed.com.au.

BNE confirms 20m pax

BRISBANE Airport Corporation has confirmed its 20 millionth int'l and domestic passenger movement during the 12 months to the end of Jun (**TD** 30 Jun).

Domestic passenger numbers were up 6% and international arrivals surged 3.6% year on year.

The New Zealand market is the biggest overseas source for BNE, followed by the United States.

Adventure Tours open

ADVENTURE Tours has begun operating its Top End itineraries following the beginning of the dry season and the opening of Jim Jim Falls, Twin Falls and Maguk.

See - adventuretours.com.au.

Icy Peregrine bargain

PEREGRINE Adventures has a range of earlybird savings on new High Arctic adventures, incl its 14-day East Greenland Explorer and 14-day North Pole Cruise.

Bookings on the Greenland trip departing 16 Sep next year, made before 30 Sep 2011, will save \$955 with the tour on sale, now priced at \$6,795ppts.

The \$24,950 North Pole cruise on 25 Jun and 06 Jul 2012 is discounted by \$1,725 if booked before 30 Sep.

Wildlife Safari brox

PERTH-based safari company Wildlife Safari has launched its latest Indian Ocean brochure - see www.wildlifesafari.com.au.

VA/SQ submissions?

SUBMISSIONS to the Australian Competition & Consumer Comm., in favour of or opposed to the Virgin Australia/Singapore Airlines Alliance Framework Agreement close today.

At this stage, no submissions have been made public.

Potter deals delayed

QANTAS Holidays says its Harry Potter packages (**TD** yesterday) will not go on sale until 19 Jul.

Bastille Day celebrations



ABOVE: The French Tourist Office was in fine form yesterday as it celebrated its national day in Sydney with around 120 guests, including the French Consul.

Other VIP guests Atout France invited to the France themed soire included travel industry and corporate partners, such as Air Austral, Peugeot, Sofitel, Vittoria, SBS and other TV networks.

Head honcho at Atout France in Australia, Patrick Benhamou, was in typical fine form on Bastille Day (complete with his French flag bow tie) and told attendees of Australia's ever increasing passion of all things French.

Figures show that over 264,000

Aussies visited the Eiffel Tower last year, while 250,000 visited the Louvre Museum and 180,000 toured Chateau de Versailles.

Aside from Bastille Day, Benhamou and Atout France also celebrated the 10th anniversary of the Vive la France publication (**TD** 04 Apr), with the 140+ page travel magazine jammed pack full of fashion, news and reviews, incl 1-on-1 chat with Nicole Kidman.

Pictured here at the trendy Felix french restaurant, from left are Atout France's Claire Kaletka-Neil, Marie Boyer, Patrick Benhamou, Aurelie Besnard (Air Austral), Lucie Podeur, Julien Ginailhac and Lea Granado.

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Oh what a feeling.. Rotorua!



ABOVE: Destination Rotorua Tourism hosted another fam to the region recently, giving a group of travel agents the opportunity to experience the more extreme side of the country.

During the long weekend the NZ

specialists sampled the Freefall Xtreme, as well as flying lessons with Agroventures, bungee jumping, Schweb racing, the Agrojet sprint jetboat ride and the Swoop.

Pictured above ready to fly, from left are: Matt Wood, Kirra Holidays; Joelle Brodie, Goway Travel; Kristy Wedding, Infinity Holidays; Cassandra Jones, Value Tours; and Amy Hayes, Tourism New Zealand.

Gippsland visitor site

FEDERAL Tourism Minister Martin Ferguson has officially opened the \$743,000 Tarra Valley Day Visitor Area facilities in South Gippsland, Victoria.

Funds for the project came out of the \$10m tourism industry recovery package, established by the Commonwealth and Victorian Governments, following the devastating 2009 bushfires.

Hahn signs LK & BH

RUSSIAN carrier Continent Airlines (LK) and Canadian airline Hawkair (BH) are the newest additions to join the Hahn Air e-ticketing platform, effective now.

Vandeven with BAC

EX-VIRGIN Australia public relations exec Leonie Vandeven has taken on a temporary position at Brisbane Airport Corporation as Acting Corporate Relations Mgr.

Friday 15th Jul 2011

Air Pacific to boost SYD frequencies

FJI's national flag carrier has outlined a range of fleet and schedule changes which will see more frequencies to Australia and more seats to Hong Kong & NZ.

Air Pacific announced early last week that it will replace its ageing leased Boeing 767-300ER with an extra "almost new" 737-800, due to be in service by Nov.

The airline's B747 jumbo will operate services to Hong Kong, adding 22% more capacity each week "to this fast growing route," said md and ceo Dave Pflieger.

However, frequencies will be cut from three to twice weekly, but when demand picks up, FJ will look to increase this number.

Flight frequencies to Sydney will almost double, from seven to 13, with 10 weekly 737 flights and 3 weekly 747-400 flights.

Re-scheduling will see flights out of Sydney offered in the morning and afternoon.

The new 6:30am departure will give passengers the ability to connect with services to outer

islands and hotels.

"Our schedule changes are in direct response to requests from our customers and travel industry partners," Pflieger said.

He said the changes will make travel much more convenient to get to the Yasawa and Mamanuca Islands.

FJ will also lift 747-400 services on the Auckland route from one to thrice weekly, when the new timetable launches next Wed.

Indonesia expo call out

TOURISM Indonesia has announced its will hold its Mart Expo (TIME) on 12-14 Oct at the Novotel Hotel, Bandar Lampung, Sumatera Island.

A limited number of places are available for Australian travel companies to be sponsored for the event, with a 'first in best dressed' policy.

To submit an application email Tracey Taibe at Visit Indonesia Tourism at ttaibe@aviareps.com.

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!


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UK airport security overhaul

OFFICIALS in the UK have released a consultation report which proposes a range of measures to make travel through the country's airports easier.

Under the proposals, airport operators will have the flexibility to offer "more tailored, innovative and passenger-friendly processes" - rather than following measures specifically prescribed by the government.

The consultation document "offers a new partnership between Government and the industry dedicated to maintaining the highest standards in aviation security whilst also improving the passenger experience," according to the UK Secretary of State for Transport.

It proposes the replacement of the current 'direct and inspect' regime with a differing 'outcome focused, risk-based' approach.

In particular the report encourages consideration of the "passenger experience" while going through aviation security processes - in contrast to the current system which adds unnecessarily to the industry's costs while also failing to "sufficiently incentivise the industry to innovate or improve security."

British newspapers have interpreted the report as likely to lead to a range of changes including removing the necessity to remove belts and shoes while passing through security, as well as the relaxation of restrictions on the carriage of liquids.

MEANWHILE a separate major report also released overnight in the UK looks at improving the reliability of London Heathrow, Gatwick and Stansted airports.

The three gateways play a "vital role in supporting the UK economy," according to British aviation minister Theresa Villiers.

The document recommends a range of proposals to improve punctuality, including "a set of operational freedoms to allow certain tactical measures to be applied to anticipate, prevent and mitigate disruption and to facilitate recovery".

CX/Dragon Air stats

CATHAY Pacific and Dragon Air's combined pax numbers show a 2.4% year on year rise, up to over 2 million, for the month of Jun.

Pax load factors dipped 3.9 points to 81.5%, while the number of pax carried has risen 1.7% between 01 Jan-30 Jun 2011.

TCF terminates GZL

THE TCF has today non-voluntarily terminated the participation of GZL International Travel of Darlinghurst NSW (ABN:37 130 132 884) after the agency was abandoned.

Sabre's Great Race for CTM



SABRE was in character to help drive the corporate sales team in the right direction at the CTM Conference yesterday.

The Great Race event was set up with stations (catapult, archery, wine tasting, shooting and putt putt) that encouraged

teams to build on their skills in - team participation, strategy and technology.

Pictured above in full uniform at the conference, from left are: Chris Wilks, Chris Head, Adam Tulich, Vanessa Dal Busco, Craig Smith and Glenn Cusack.



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St Regis on course

THE 401-guestroom St Regis Sanya Yalong Bay Resort on Hainan Island in China is on schedule to open its doors in Nov, the Starwood property says.

US-Macedonia open skies agreement

THE USA and Macedonia have reached an open skies agreement that will allow airlines from either country to commence direct flights between each other.

Macedonia is the United States' 103rd open skies partner.

Woes for Thai Tiger

TIGER Airways has been dealt another blow with the Thailand Transport Ministry saying it will not approve plans for budget the Thai Tiger carrier proposed with Thai Airways (**TD** 02 Aug 2010).

The Thai government said details of the low cost carrier's operation were unclear.

Tiger yesterday said it will be meeting with Thai Airways executives as planned in the coming weeks, as its had not been "formally advised of any developments" in Thailand.

DL nod for DJ c'share

THE International Air Services Commisison has today permitted Delta Air Lines (DL) to codeshare on Virgin Australia Airlines (DJ) flights between Australia and New Zealand.



maui



Sales Executive NSW / ACT

Location: Mascot, Sydney

Status: Full time

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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 11: In 2012, the Coastal Passage route will allow passengers to travel by Rocky Mountaineer train between Seattle and which Canadian city?



AIR NEW ZEALAND



Travel Daily
First with the news

Click here for more information

Virgin, Jetstar seek new allocations

VIRGIN Australia has requested rights to operate codeshare services with Singapore Airlines and/or SilkAir on routes from Singapore to Mumbai, New Delhi, Kolkata, Chennai, Bangalore and Hyderabad.

The application is part of the planned Alliance Framework Agreement between the carriers which was announced last month (**TD** 07 Jun).

In its application today to the International Air Services Comm. Virgin is seeking an allocation of

1,625 seats, which it intends to fully utilise by 31 Jan 2012.

MEANWHILE, Qantas has today also lodged a request with the IASC for an allocation of 7,350 seats per week on the Indonesia Route for subsidiary Jetstar.

JQ is wanting to operate single-class A320 and dual-class A330s between Australian hubs and Indonesia from Nov 2012.

This month the Aus govt almost doubled the number of flights permitted to fly between Australia & Indonesia (**TD** 04 Jul).

Travel Managers



Melbourne

The Corporate Traveller team are highly experienced travel experts, with exceptional product knowledge - making them the best in the business. We currently have fantastic opportunities for **Travel Managers** to join our successful Melbourne teams.

This is your chance to move away from pure retail and into the challenging world of corporate travel management. You'll enjoy **uncapped earnings** plus benefits including **discount travel, health & financial services**. Best of all, you'll discover first hand why we're continually recognised as one of Australia's favourite employers.

To apply, please visit <http://applynow.com.au/jobF145861>

Another year, another triumphant NTIA.

Friday 15th Jul 2011

TODAY Travel Daily features a final selection of photos from last Saturday's annual National Travel Industry Awards.

There's hundreds more snaps available for viewing on our website at www.traveldaily.com.au.

And don't forget to watch our highlights video from the event featuring the lucky winners at traveldaily.com.au/videos.

One behalf of the team at **Travel Daily** we'd like to congratulate all of this year's finalists and winners on their outstanding achievements.



LEFT: Empowered!
Sabre Pacific's ceo, Gai Tyrrell and Greer Krige with the company's newest brand ambassador and Channel 7 personality, James Tobin.

BELOW: Aloha ladies.
The lovely Janaya Birse, Ashlee Galea and Rebecca Wall from Hawaii Tourism.



ABOVE: Come fly with me.
South African Airways sales executive NSW Graham Ware shows Tracey Goodall of Travelforce just why SAA is part of the Star Alliance network.

BELOW: Just what are these three gentleman discussing?
We think that Jules is still trying to convince Mike (after another year) that a Polar Bear gaol and hospital does really exist in Manitoba, Canada.
No stranger to the travel industry is NTIA's emcee, Jules Lund with AFTA Chairman Mike Thompson and AFTA ceo Jayson Westbury.



BELOW: The National Travel Industry Awards - always a great night to mingle with industry colleagues.
Travel The World's Melissa Millmore catches up with Tracey Nelson and Simone Yee of Bayview Travel.



LEFT: Winners are grinners.
Kerry Anderson of Tourism QLD (Best Tourist Office - National) and Russell Carstensen of Air Tickets (Best Agency Support Service) accept their awards from RCCL's Adam Armstrong.



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

THE GRAVEYARD SHIFT - 6 MONTHS &/OR PERM CORPORATE/LEISURE – SABRE TRAINED TRAVEL AGENT. SYDNEY (CBD) – DOE UP TO \$35/HR + SUPER

Our VIP travel client is searching for 2 experienced and qualified corporate and leisure travel consultants either on a full time, temporary or contract basis. The role is Monday to Friday and you have the choice of selecting the shift that works for you. The shifts are as follows:

7PM - 5AM OR 10PM - 8AM OR 11PM - 7AM. There are plenty of shifts to choose from and this client will accommodate the hours that YOU need and WANT to work!

NORTH SYDNEY 3 DAYS PER WEEK! GALILEO AND CROSSCHECK TRAINED AGENT SYDNEY (NORTH) - EXCELLENT HOURLY RATE + SUPER

This is a unique opportunity for someone either studying full/part time or perhaps a parent looking to return to work and would love a part time role working 3 (flexible) days per week. You will be a qualified, friendly, knowledgeable and professional travel consultant with proficiency in both Galileo and Crosscheck (preferred). Part time roles do not last long, so be the first to apply to avoid disappointment!

DO YOU LOVE AFRICA? WHOLESALE/RETAIL CONSULTANT

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

Fancy yourself an AFRICA encyclopedia? If you know all about this area of the world and want to package together unique holiday itineraries across the continent, this is the role for you!!

Located in Geelong, this unique African Travel Company is looking for somebody with at least 2 years experience. You will be part of a boutique environment putting together exciting itineraries, all whilst still working close to home!

THE CHOICE IS YOURS

MULTI SKILLED CORPORATE CONSULTANTS

MELBOURNE (VARIOUS) –SALARY PACKAGES TO \$60K

We urgently require multi skilled consultants in and around the Melbourne area. Take your pick of the companies you would like to work for! All you need to secure one of these fantastic roles is strong organisation skills, international travel consulting experience, strong international fares knowledge, and of course a great attitude. Working in a fun & energetic environment you will love coming to work again!

FROM CHINA TO EGYPT - BOOK IT ALL! WHOLESALE CONSULTANTS

MELBOURNE (SOUTH) - SALARY PACKAGE to \$44k +

This fantastic wholesale company located in SE Melbourne is looking for experienced consultants to join their organisation in one of many departments including flight desk, reservations and documentation. All you need is a minimum 6 months experience & a can-do attitude! Located in a brand new building & 5 star educational on offer as part of the package, you can't go wrong! What are you waiting for?

ONLINE BLISS

ONLINE CONSULTANTS

PERTH (INNER CITY) – SALARY PACKAGE TO 70K + OTE

Are you an experienced travel consultant looking for change? We have a fantastic role which will see you booking exciting itineraries & hot destinations. This online agency will not only make your days exciting, but you will also have access to amazing benefits and fantastic educational! You will finally be earning what you are worth. Apply today to kick start your new career in online travel.

LOVE A GOOD CHALLENGE? PRODUCT SUPPORT CONSULTANT

BRISBANE (CBD) – SALARY PACKAGE to \$52K

Do you have sensational time management skills and enjoy problem solving? Then this may be the role for you. Based in Brisbane CBD this leading product dept is looking for an experienced travel consultant to join their support team. You will be responsible for assisting consultants with system and product contract queries. A strong understanding of the travel industry will be a must along with demonstrated problem solving skills. Fantastic salary package and sensational benefits.

JOIN A MARKET LEADER

CORPORATE TRAVEL CONSULTANTS

BRISBANE (CBD) – SALARY PACKAGE TO \$50K

If you are sick of being taken for granted and want to work for a company that puts their staff first? This innovative TMC believes in rewarding their staff with a strong set salary, incentive programs, ongoing training and development opportunities and a supportive working environment. You'll love stepping into this bright and modern office each morning with stunning city views. All you need is a min 2yrs corporate consulting experience and you're ready to go.



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NOTHING TO DO WITH WALTER THE PIG
BUT HE'D LIKE TO SAY THANKS**

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2011 - 2012
*Brisbane
Events*



Stay & Play

Event	Date	Venue
Surrealism: The Poetry of Dreams	11 Jun 2011 - 2 Oct 2011	Qld Art Gallery/Gallery of Modern Art (QAG/GoMA)
Disney on Ice presents Worlds of Fantasy	30 Jun 2011 - 3 Jul 2011	Brisbane Entertainment Centre
Belong: Bangarra Dance Theatre	1 Jul 2011 - 9 Jul 2011	Qld Performing Arts Centre (QPAC)
Doctor Zhivago	6 Jul 2011 - 11 Aug 2011	Qld Performing Arts Centre (QPAC)
Cirque du Soleil: Saltimbanco	8 Jul 2011 - 17 Jul 2011	Brisbane Entertainment Centre
Brisbane Exhibition - EKKA	11 Aug 2011 - 20 Aug 2011	RNA Showground's
Mercedes-Benz Fashion Festival - Brisbane	20 Aug 2011 - 26 Aug 2011	South Bank Cultural Forecourt
Brisbane Boat Show	25 Aug 2011 - 28 Aug 2011	Brisbane Convention & Exhibition Centre (BCEC)
Brisbane Festival 2011	3 Sep 2011 - 24 Sep 2011	Various venues
Brisbane International Film Festival	3 Nov 2011 - 13 Nov 2011	Various venues
Good Food & Wine Show 2011	4 Nov 2011 - 6 Nov 2011	Brisbane Convention & Exhibition Centre (BCEC)
Matisse: Drawing Life	2 Dec 2011 - 4 Mar 2012	Qld Art Gallery/Gallery of Modern Art (QAG/GoMA)

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*Subject to terms, conditions and availability. Package rates start from quoted amount - different rates may apply for different days.
Price excludes tickets to event. Max. of 2 adults per package - valid to 30 December 2011.