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# Travel Daily

First with the news

Tuesday 17th May 2011

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## QF boosts top tier benefits

**QANTAS** ceo Alan Joyce this morning announced a range of enhancements to the QF frequent flyer scheme, aiming to shore up the loyalty of its top tier members (**TD** breaking news).

Joyce denied that the move was a 'pincer movement' against rival Virgin Australia, but the changes also include the opportunity for Jetstar passengers to earn points for the first time ever (see p3).

Effective immediately travellers in QF Premium Economy, Business and First Class will earn additional Cabin Bonus points, and for Gold and Silver members the status bonus points increase to 75% for Gold and 50% for Silver.

Other initiatives include the introduction later this year of SMS confirmations of upgrade requests, meaning travellers who ask for upgrades using points will know what cabin they're flying in before arriving at the airport.

And Joyce, along with QFFF

chief Simon Hickey, unveiled a new top tier 'Platinum One' level of membership, for Platinum members who earn more than triple the usual Status credits.

Platinum One will be introduced from the fourth quarter of 2011, with a dedicated service team and bonuses such as "money can't buy" experiences on offer.

**MEANWHILE** Qantas also unveiled plans for a "major loyalty alliance" with Optus, which is expected to see both business and personal customers of the communications giant able to earn Qantas frequent flyer points from later this year.

### Today's issue of TD

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

- TMS Asia Pacific jobs
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- Expedia agent incentive

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## The Middle East's

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## NZ, DJ joint network plan

AIR New Zealand and Pacific Blue will eliminate "wingtip-to-wingtip" flying when they launch their new joint trans-Tasman network (**TD** breaking news yest).

The release of the new schedules, which become effective from the Northern Winter scheduling period, is the next stage in the development of the carrier's alliance.

Virgin Australia group executive commercial, Liz Savage, said the carriers were now focusing on the launch of their "comprehensive product offering," which is expected to be announced in Jul.

This will include a coordinated loyalty program offering, reciprocal lounge access in Australia and NZ and similar in-flight products.

She also foreshadowed plans to expand the market, with DJ and NZ planning to "grow capacity further from March next year".

Although total capacity to Auckland remains unchanged, schedules will be altered and some markets will increase in frequencies, while others will be adjusted down to meet demand.

Air NZ will take over all Wellington-Sydney flights, while Pacific Blue will operate WLG-BNE on behalf of the alliance.

And Air NZ will also take over operation of Auckland-Cairns, while CHC capacity will drop by 14% to match lower demand following the earthquake in Feb.

### New P&O iPad app

**P&O CRUISES** is claiming a "first for a major Australian travel company" with the development of a new iPad brochure app for travel agents and consumers.

Set to be available on the Apple iTunes store in the coming weeks, the new app aims to "bring the cruise experience to life" with a range of videos, interactive deck plans and 360 degree views of onboard features such as restaurants, kids clubs and cabins.

Carnival Australia senior vp Jenny Lourey said the creation of the new app demonstrated P&O's drive to find new ways to reach travel agents and consumers.

P&O sales reps will be equipped with iPads in the coming months.

### Cash Passport bonus

**MASTERCARD** says that sales of Cash Passport cards are "going through the roof," with bonus travel agent incentives on offer following the firm's recent purchase of the Cash Passport program from Travelex (**TD** 06 Apr).

Cash Passport has relaunched its [www.scorewards.com.au](http://www.scorewards.com.au) website and is offering consultants Coles Myer gift cards worth up to \$200 for foreign currency Cash Passport sales.

"There has been no better time for travel agents to be rewarded for what they do best," said Graham Perry from Access Prepaid Australia, the Mastercard offshoot which now operates the Cash Passport program.

"The current high value of the Australian dollar is encouraging more Australians to travel abroad, and every overseas traveller needs access to foreign currency that is secure, convenient and flexible," he said.

Cards purchased or reloaded via the Score Rewards website in the five major currencies available are offered "special partner rates" and zero commission.

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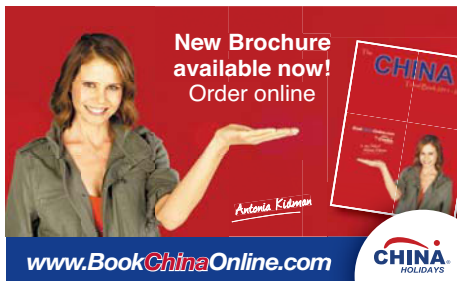


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## Jetstar revamps fare structure

JETSTAR passengers will be able to optionally earn Qantas Frequent Flyer points and status credits under a revamped fare structure announced by the carrier today (TD breaking news).

JQ ceo Bruce Buchanan said the "new, simple fare options [would] give customers more choice, flexibility and lower fares".

The new structure leads in with 'Starter' fares which include the seat and 10kg of carry-on baggage - along with "customised baggage allowances" under which pax can select specific baggage limits for each passenger on each leg while keeping everything under a single booking.

Once customers have purchased a Starter fare they can add onto it with a 'Plus' or 'Max' bundle option.

'Plus' benefits include QFFF points and status credits, free standard seat selection and a change fee waiver.

'Max' also adds to this with upfront and/or extra leg room seating and refundability - similar to the former JetFlex fares.

Jetstar is also repositioning its premium StarClass, renaming it as Business Class but offering lower lead-in fares by making benefits such as frequent flyer points an optional extra.

Business fares include 30kg of checked baggage, all meals and beverages, in-flight entertainment and a comfort pack, while Business Max fares allow pax to pay extra for lounge access, refundability and Qantas Frequent Flyer points earning.

Jetstar's business push also includes a new food and beverage service with a redesigned menu and matched wine list.

All of the new fares are now online on a revamped [Jetstar.com](http://Jetstar.com), with ceo Bruce Buchanan saying the changes "give customers complete control over their travel experience with Jetstar, starting with the lowest fares".

Qantas ceo Alan Joyce said the enhancements were in response to feedback from customers who "want to earn points and credits on markets where Qantas no longer operates" - more on [p9](#).

## Drama for MSC Opera

MORE than 1500 passengers on board MSC Cruises' *MSC Opera* will be flown home from Stockholm after the vessel lost power while cruising in the Baltic Sea over the weekend.

The 10 day cruise departed from Southampton on 07 May, but was cut short on Sat due to the electrical problem which reportedly stopped most systems - including lights, heating, running water, kitchens and toilets - from working for about 18 hours, until a tugboat finally arrived.

The vessel was eventually towed to the Swedish port of Nynamshamn, with MSC staff and experts from STX Yards working to rectify the problem.

*MSC Opera's* 17 May departure from Southampton has been cancelled, with passengers on the stranded cruise given a voucher for the full value of their cruise which is valid for any future voyage through to the end of 2012.

Passengers on today's cancelled cruise will be refunded any travelling costs plus offered a 30% discount on a future cruise; those who decide not to re-book will receive a full refund.



## Window Seat

THE newly rebranded Rydges Hotel in Wellington, NZ has launched a unique promotion which will see a lucky winner live like a VIP for three months.

The former Holiday Inn property, which was taken over by Rydges seven weeks ago, is inviting Facebook users from around the globe to enter the competition which has a grand prize of a three month stay in the hotel's Penthouse Suite.

And the winner will enjoy a pretty good time, with other bonuses including a case of French Champagne, spa treatments, six month unlimited movie pass and a three month gym membership - see [facebook.com/RydgesWellington](http://facebook.com/RydgesWellington)

JETSTAR ceo Bruce Buchanan was very much focusing on the choices the carrier's new fare structure offers when he announced them this morning. "You can choose almost everything but the seat colour," he told media in Sydney.

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## A spectacular Panorama!

**WE'VE** said it before - it's a tough job, but someone has to do it.

Peter Williams from Phil Hoffmann Travel and Catherine Allison of Jetset Travelworld are two of the lucky passengers on board the inaugural voyage of *Avalon Panorama* in Germany this week.

They're pictured on a tour today enjoying the view of the Moselle River from the grounds of the Reichsburg Castle in Cochem.



### New HR partners

**HAHN** Air has welcomed three new airlines to its universal e-ticketing platform, which now offers over 240 carriers on any GDS in over 190 markets.

The additions are Australia's Strategic Airlines (VC), Air Tahiti Nui (TN) and Senegal Airlines (DN).

### TCF terminations

**THE** Travel Compensation Fund today announced the termination of Pro Travel Australia (ABN 98 095 919 234) of Mentone Vic due to the agency being abandoned.

Also terminated is Pacific International P/L (ABN 85 112 640 329) due to licence cancellation.

### Avalon heading to Indochina

**AVALON** Waterways is the latest river cruise operator to set its sights on the Mekong River, with the company's marketing manager Steve Born confirming that a new 32-passenger vessel is under construction.

Speaking on board *Avalon Panorama* on the Rhine River overnight, Born said the new ship is planned to sail between Siem Reap and Ho Chi Minh City from early 2012.

### Travel Daily winners

**CONGRATULATIONS** to the two latest weekly winners of our special [www.traveldaily.com.au](http://www.traveldaily.com.au) launch competition, which offers a major prize of a trip for two to Abu Dhabi courtesy of Etihad and Anantara Resorts.

The weekly winners, who each get a double movie pass, are Fiona Cogar of Flight Centre and Tourism Technology's Abigail Pinili.

Travel Daily  
on location in  
**Cochem, Germany**

Today's issue of TD is coming to you from *Avalon Panorama*, courtesy of the Globus Family.

**AFTER** visiting the romantic village of Rudesheim, which included the musical instrument museum and a tasting of the local liqueur coffee, travel agents from Australia and New Zealand sailed through the Rhine Gorge to view dozens of mountaintop castles.

Arriving in Koblenz, some agents hit the town's bars while others enjoyed an onboard concert by a classical music trio.

In the morning, guests were finally able to see inside a castle – the magnificently rebuilt Reichsburg, on the Moselle River.

And after sightseeing there's been plenty of relaxation on board *Panorama* in its luxury lounges, onboard hair salon and gym.

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## HA A330 to SFO

HAWAIIAN Airlines will operate its new A330 aircraft on the Honolulu-San Francisco route from 06 Nov 11, with SFO becoming HA's fourth A330 port.

## Disney TV ads debut in Australia

THE launch of the first ever ads on Australian commercial TV for Disneyland Resort has received applause from local consumers and the travel trade.

The campaign has been run by Disney Destinations International, with local Sales & Marketing Manager, Sean Harrigan, saying initial feedback to the campaign has been "very positive".

"We're extremely pleased to be able to showcase the appeal of Disneyland Resort in California to the broader Australian marketplace," Harrigan told *TD*.

The 30 second spot has been shown on Channels 7, 9 & 10 and their digital offshoots in Sydney, Brisbane and Melbourne, and highlights the offerings at Disneyland Resort, including the two theme parks, hotels and the Downtown Disney precinct.

The key message of the campaign aims to boost length of stay, advising that guests should allow at least three days to explore the Californian resort "to really get the most of your holiday experience," he said.

The initial four week burst of commercials refers consumers to contact their local travel agents or to visit the [disneyland.com.au](http://disneyland.com.au)

website as its call to action.

"We feel the website is the best source for the public to find out more information about what to see and do at the Disneyland Resort, and travel agents are best versed on Disneyland and the greater California area," according to Harrigan.

A second wave of Disney TV commercials will be launched next month, promoting a range of new Disney offerings.

Further promotions for Disney are also on the cards later in the year, based on interest received and the market response to the current campaign.

"Overall, the Australian market is one that is benefiting from some great influencers to travel - strong Aussie dollar, competitive airfares and of course the appeal of visiting Disneyland is always very much in the mind of the Australian family," Harrigan said.

Other upcoming Disney activity includes major promotions for two blockbuster movies - *Pirates of the Caribbean on Stranger Tides* this week, and *Cars II* in early Jun.

To view the debut Australian Disneyland Resort TV promotion see [traveldaily.com.au/videos](http://traveldaily.com.au/videos).

## Korean snow on show



ABOVE: The Snow Travel Expos in Melbourne and Sydney this month are for the first time ever featuring exhibitors from the fabulous ski fields of Korea.

Craig Hunt of Skimax (centre) is pictured at last weekend's Melbourne expo with Dong-Soo Shin and Kyu Min Choi from

Korean Tourism.

Skimax is one of the Australian based wholesalers offering holidays in Korea's world class snow playgrounds, with Hunt saying that a steady stream of enquiries at the Korean stand show strong interest from Aussie skiers in the new destination.

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- Sophia Cave, ST KILDA VIC
- Belinda Young, TOOWOOMBA QLD
- Kylie Oconnor, NERANG QLD
- Tammie Ethell, SPEARWOOD WA
- Thomas Stockdale, PERTH WA
- Joshua Mitchell, KINGSTON TAS
- Jillian Doris, UNDERWOOD QLD
- Ingrid Antoni, CAROLINE SPRINGS VIC
- Anita Gupta, PARRAMATTA NSW
- Sophie Culbert, WARNERS BAY NSW
- Jess Kennedy, COLLINGWOOD VIC
- Joshua Landy, CHADSTONE VIC
- Meaghan Wolf, WANTIRNA SOUTH VIC
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- Kirsten Everett, ERINA NSW

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Tuesday 17th May 2011

# Yee ha! QF arrives in Texas



A TEXAS-sized welcome greeted the arrival of the Qantas inaugural flight to Dallas-Fort Worth today.

The Boeing 747-400ER pulled into the DFW terminal on time after a 15hr 30min non-stop flight from Sydney.

Fire engines turned on their hoses in a "Shower of Affection" as it taxied in - and waiting at the gate to greet the 300 passengers was none other than iconic movie star and Qantas Ambassador, John Travolta (inset).

Wearing his Qantas pilot's uniform, Travolta personally shook hands with the excited travellers and gave them a Yee-Haw as they deplaned.

Speaking to **Travel Daily**, Travolta said the flight marked a "great moment in aviation history," being the longest scheduled 747 flight in the world.

"I love inaugural flights because they're a new beginning, a new adventure," he said.

"And since the Oprah thing, there's a lot of excitement in America to go to Australia, and now they have a new opportunity to fly directly from the mid-west".

For Wally Mariani, Snr Exec VP for the Americas for Qantas, it was the end of 10 years of hard negotiation to get QF to Dallas.

"It's one of the best functioning airports in the U.S., and we've doubled our code-share flights with American Airlines", he said.

"In addition, we've also just filed a joint business agreement with AA, and with these two things, I believe it will guarantee the success of the new service".

Kim Beasley, the Australian Ambassador to the United States was also at DFW to welcome the first flight, and is pictured above in Western style with Mariani.

Beasley said the service "builds



a new bridge of partnership...and will be of great benefit to businesses both in the United States and Australia."

CONGRATULATIONS

**Mark Lacy**

from *Show Group*

Mark is the top point scorer for Round 10 of *Travel Daily's* NRL industry footy tipping competition and has won two bottles of wine, courtesy of **Compass Car Rental**.



## 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**



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Today's issue of TD is coming to you from Destination Britain & Ireland in Bangalore, India courtesy of VisitBritain

**DESTINATION** Britain & Ireland, the platform used by VisitBritain and Tourism Ireland to showcase all things new and wonderful about the region, is this week for the first time being hosted in India. Bangalore was chosen not only because of its home country's importance to the UK and Irish market, but to show to the world the city is capable of hosting big business events to the world.

The Asia Pacific Middle East & Africa leg of Destination Britain & Ireland has attracted around 200 buyers and sellers, including a contingent of Aussie buyers.

It's the biggest B2B event that VisitBritain handles each year.

Over the next two days, buyers will meet with sellers from a collection of UK/Irish suppliers to arrange new deals and establish business ties.

The theme of this year's event is based on the celebration of Britain, the invitation to come and see Britain, as well as celebrities and personalities.

Keeping with that theme, VisitBritain yesterday named its first Asian Goodwill Ambassadors - see right for more details.

## UK's Australian market value gains

**AUSTRALIA** was one of the two fastest growing long-haul inbound markets and the most lucrative for the United Kingdom over the past decade, according to figures released by VisitBritain.

Provisional data from the Office for National Statistics indicate that just a fraction under 100,000 million Aussies travelled to the UK last year.

The result kept Australian inside the Top 10 inbound markets for the UK, and second only to the

United States in long-haul terms - but it only accounted for 3.3% of the UK's key source markets.

Aussies spent £941m (AU\$1.4b) in the UK in 2010, the fourth largest market by value, with only Americans, Germans and the French spending more.

Australia was the only one of the five fastest growing markets, measured in absolute growth in value, to not be located in close proximity to the UK, peaking at £424m (AU\$650m), and only bettered by France on £456m.

The fastest declining markets were the USA and Japan.

Two in five international arrivals travelled to the UK for a holiday, one fifth for business and the remainder were either VFR, studying or not specified.

The figures also show that the length of stay by overseas visitors has dipped by around half a day over the past 10 years, from 8.1 to 7.6 days duration.

Foreign visitor numbers have deteriorated by over 3 million from highs of around 32.7 million four years ago, to 29.6m in 2010.

### British Goodwill icons

**VISITBRITAIN** has named three Asian personalities as 'Goodwill Ambassadors' for the destination in a bid to lure more visitors to the country as part of its 4-year 'Britain, You're Invited' promo.

Chief executive Sandie Dawe announced in Bangalore yesterday at the Destination Britain & Ireland summit, that Chinese Olympian Alex Hua Tian, Malaysian based TV host & actor, Asha Gill and Bollywood filmmaker, Karan Johar, would be key to steering international visitors to the UK.

The marketing campaign has each Ambassador share his/her own views and insight about how Britain inspired them in their respective fields.

See photos of the Ambassadors at [traveldaily.com.au/photos](http://traveldaily.com.au/photos).

### Irish visa reforms

**IRELAND** is preparing to launch a pilot 'visa waiver' program for citizens from around 15 countries aimed at making it easier for movement of tourists and business travellers between it and the United Kingdom.

Travellers from the UAE, Qatar, Russian Federation, India and China are some of those to benefit from the reforms, which include a proposed new multiple entry visa.

The pilot program will be tested between 01 Jul this year and Oct 2012, with Tourism Ireland hoping to capitalise on visitors coming to Britain for the London Olympic Games.

Last week, the Irish government said it was planning to ditch its controversial 'air travel tax' and decreased the rate of VAT on some tourism charges (**TD** Fri.).

Tuesday 17th May 2011

### JTG shareholding

**SHARES** in Jetset Travelworld Limited (JET) are being used as security for "performance undertakings" by the Stella UK group, according to a stock exchange release this morning.

The company advised investors that it's been informed that the UK Civil Aviation Authority and the Trustees of the UK Air Travel Trust now have a relevant interest in 19.99% of the company, as a result of Stella UK taking out Air Travel Organisers' Licences in accordance with British law.

The shares being used as security are held by major JET shareholders UBS Australia and Europe Voyager NV.

Jetset Travelworld emphasised that the UK businesses are "unrelated to JET".

### Money

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

### \$1AUD = US1.055

**THE** Australian dollar has dipped in recent days, but is expected to remain relatively strong with an expected foreshadowing of tighter monetary policy to be revealed by the Reserve Bank today.

The relative strength of the Aussie economy has been highlighted by the overnight €78 billion bailout of Portugal.

Wholesale rates this morning:

US	\$1.055
UK	£0.650
NZ	\$1.346
Euro	€0.744
Japan	¥84.96
China	¥6.71
South Africa	R7.28
Canada	\$1.023
Crude oil	US\$97.11

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## AFTA UPDATE

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

**THIS WEEK** the tourism export industry will come together at the wonderful Hamilton Island, Queensland.

The Australian Tourism Export Council has been running its symposium for 34 years and it is the one conference in the calendar that brings both sides of politics to the table, as well as a large number of Australian tourism operators, many of whom are also members of AFTA.

It also brings key Tourism Ministers and Shadows, plus a number of the key bureaucrats to talk about the tourism industry, tourism exports and tourism policy in Australia.

ATEC has been fully supportive of AFTA over the entire consumer protection review process and is with us on the proposals that will come before the Consumer Ministers early in June.

Attending for my fifth year in a row, there will also be a discussion about the way the word "travel" is to be implanted into the tourism industry training agenda.

AFTA has been working hard to get more recognition for the travel industry in the wider tourism sector. As I have said on many occasions, there is no Minister for Travel, so the travel industry is involved with our friends in the tourism industry and this allows a broader and greater debate to take place with the policy makers.

Service Skills Australia has been doing a terrific job in engaging more with the travel industry to understand the very fundamental differences between tourism and travel and equally as importantly, that some people only want a career in travel.

You may recall that last year SSA, AFTA and ATEC undertook an extensive round of consultation to talk about training, careers and how to best ensure that the system works for the travel industry.

This builds on our efforts via Rick Myatt (AFTA Education and Training) to ensure that the content of the courses being delivered to travel agents and new entrants to the travel industry is fit for purpose as well as being interesting and attractive to people considering a career in travel.

The ATEC symposium will be another important part of this process in talking with educators and training companies about how to best connect training content with careers in travel.

I congratulate Felicia Mariani, the ATEC MD and her team on bring symposium to Queensland and look forward to a very successful conference this year.



## Travel Counsellors gm

**HOMEWORKING** network Travel Counsellors has today named Deb Duncan as its new General Manager for Australia.

Duncan's long industry career includes roles as a consultant for travel agents as well as with TSAX as its BDM for Vic.

The appointment comes more than a year after the departure of TC Australia's founding gm Peter Watson (**TD** 10 May 10), and six months after the previous short-lived gm Samantha Hutton took up the position (**TD** 13 Dec 10).

Tuesday 17th May 2011

## Fuel still hitting QF

**QANTAS** is still not recovering the full extent of recent fuel cost increases, despite the oil price dipping in the last two weeks.

This morning ceo Alan Joyce said the carrier was still carefully monitoring the oil price and the possibility of further surcharges.

## Ducking for cover in Rotorua



**ABOVE:** The latest travel agent faml hosted by Destination Rotorua saw nine Aussie New Zealand specialists enjoy an exhilarating tour in a converted amphibious "army duck" vehicle.

The participants on the Rotorua Duck Tours trip learnt about the nearby landmarks via informative commentary from the onboard con-Duck-tor, with details on Rotorua's history, geothermal activity, Maori culture and spectacular duck's-eye views of Mount Tarawera.

The tour also included some exciting "splash-downs" (not of the *Kenny* variety) into two of the local lakes.

It's understood that several of the consultants on the trip said it was "certainly everything it was quacked up to be".

The group travelled to Rotorua on Air NZ's twice weekly direct flights from Sydney.

Pictured above from left: Tara-lee Thompson, ANZCRO; Joey Rihari, Destination Rotorua; Vanessa Bertram, Infinity Holidays; Colleen White, Stella Leisure; Chris Craddock, Goway Travel; Danielle Pagano, Travelocity; Claire Franks, ANZCRO; Milissa Petkovic, Creative Holidays; Lila Peach, AAT Kings; and in front, Lauren Littlestone, Infinity Holidays.

## Century agent promo

**CELEBRITY** Cruises is promoting *Celebrity Century* Australasian sailings with an incentive in which agents can win a two night inaugural cruise on the new *Celebrity Silhouette* from Rome.

Every *Century* booking made 15 May-30 Jun on Australia, NZ or South Pacific departures for 2011-12 will be entered in the draw for the 30 Jul *Silhouette* inaugural.

## Viator activity apps

**VIATOR** has today launched new Apple iPhone and iPad Apps, allowing travellers to book tours and experiences around the globe.

The release coincides with a new back-end system from Viator which allows operators to load last-minute inventory, with App users able to quickly check what's available right now and most tours able to be booked in under 24hrs.

## TRAVELVIEW

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## Travel Managers



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



**Tok Tok 2011 venue**

**VANUATU** Tourism this morning announced that its annual Tok Tok trade show will this year be held 26-26 Aug at the Warwick Le Lagon Resort & Spa in Port Vila.

**QFFF's first Platinum Ones**

**RIGHT:** It's a bit big to fit into a wallet, but QF Frequent Flyer head Simon Hickey this morning awarded this giant novelty Platinum One card (see p1) to three of Australia's top road warriors.

Hickey is pictured left with Rebecca Norton of Bravura Solutions, David Wood of Merrill



Lynch and Justin Grieg of Ernst and Young - all of whom have taken over 60 QF flights in the last 12 months.

**JQ move all about boosting ancillaries**

**JETSTAR'S** new fare structure (see p3) is part of a concerted effort by the carrier to lift its ancillary revenue while maintaining the lowest lead-in ticket prices.

JQ ceo Bruce Buchanan said today that the changes are projected to lift the ancillary revenue per passenger to above \$30 - from the current level of around \$23-\$24 a head.

"Our new fares and options give Jetstar the ability to tailor our offering in each of our international markets," he said.

Jetstar is also still maintaining its 'Price Beat Guarantee', under which it undertakes to beat any competitor's price by 10%.

**WIN A HOLIDAY TO HAWAII**

During May, *Travel Daily* is giving one lucky reader and their partner the chance to win a fantastic five-night holiday to Hawaii, courtesy of **Hawai'i Tourism, Hawaiian Airlines and The Waikiki EDITION.**

This amazing prize includes two return economy airfares to Honolulu from Sydney with Hawaiian Airlines, five nights accommodation at The Waikiki EDITION and return airport transfers for two people with Lei Greeting.

Each day *Travel Daily* will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.

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



**Q.12: What is the newest aircraft used by Hawaiian Airlines on the Honolulu - Los Angeles route?**

Hint! Visit [www.hawaiianairlines.com.au](http://www.hawaiianairlines.com.au)

Click here for more information



**SIA green flights**

**SINGAPORE** Airlines has launched new regular 'green' flights between Los Angeles and Singapore, under the Asia and Pacific Initiative to Reduce Emissions (ASPIRE) partnership.

Effective yesterday SQ37 will use "enhanced gate-to-gate air traffic management operational procedures to reduce fuel burn and carbon emissions in all phases of the flight".

**Backpackers love Oz**

**A SURVEY** released by the Australian Tourism Export Council today has found that Australia is still top of the 'bucket list' for backpackers around the world.

A TEC md Felicia Mariani said the survey of 1000 backpackers showed that Australia was a key part of a multi destination trip - but also found that NZ is outperforming Australia in terms of exceeding visitor expectations.



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### Hot Jobs (Australia) - May 2011

Sydney – 02 9231 6444 – [nswjobs@tmsap.com](mailto:nswjobs@tmsap.com)  
Melbourne – 03 9602 1809 – [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
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 Sharon  
– Sally Frape

### JOB OF THE WEEK!

#### Corporate Travel Team Manager - Brisbane

- Global Corporate Travel Brand
- Senior role managing team of 20
- Mon - Fri operation CBD operation

Our client is an international corporate travel brand well known for handling large corporate companies across Australia and the globe. We are seeking someone who understands a team environment and how to lead within a team for their busy corporate client division based in Brisbane. These guys are the best of the best, and manage many hundreds of millions in travel transactions every year. Sabre GDS knowledge required with min 3 yrs TL exp.

Contact Fujio Shibata T: 02 9231 6444 E: [fujio@tmsap.com](mailto:fujio@tmsap.com) or apply online now!

#### Domestic Corporate Travel Consultant – Lower North Shore Sydney

- 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 an experienced retail 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 strong customer service skills this is the role for you.

Contact Brendan Grant T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

#### International Travel Consultants – Brisbane City and Melbourne City

- 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 and international travel management. This is a great opportunity for an experienced retail or domestic travel 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 strong customer service skills this is the role for you.

Contact Brendan Grant T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

#### Corporate Team Leader – Brisbane City

- Large travel company with fantastic rewards and recognition
- Corporate and High end leisure
- Great earning potential

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for mentoring and supporting international corporate consultants and manage the day-to-day business operational activities. You will need to have proven sales experience, excellent leadership qualities, strong work ethic, be confident and highly motivational.

Contact Brendan Grant T: 02 9231 6444 E: [brendan@tmsap.com](mailto:brendan@tmsap.com) or apply online now!

#### Retail Travel Consultant - Sydney

- Solid base + commission + super
- Fun team, great working environment

This successful and well established travel company is looking for experienced travel consultants who can contribute to their growth. To be considered for the role you must have experience in retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. You will be rewarded with a generous base salary, commission as well as exclusive famils and incentives.

Contact Stacy Balderston T: 02 9231 6444 E: [sally@tmsap.com](mailto:sally@tmsap.com) or apply online now!

#### New Sales Executive – Corporate Travel, Sydney

- Global Travel Management Company
- Great career opportunities

Are you seeking a brand new opportunity within a global organisation where your success will be recognised and your career will flourish? Be part of a high performance culture. The Sales Executive will focus on generating new opportunities for corporate travel offerings within and serve as the lead advocate for nominated clients. You will be responsible for identifying opportunities and working with the client throughout the full sales/implementation cycle as appropriate. This is an ideal opportunity for driven, sales focused individuals to work within the dynamic and integrated environment, where you will have access to a broad support structure and subject matter experts who will enable your success.

Contact Stacy Balderston or Sally Frape at TMS Asia Pacific T: 02 9231 6444 E: [sally@tmsap.com](mailto:sally@tmsap.com)



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Have you been searching high and low for an implant travel role? We have it now at AA Appointments.

Our client, one of the worlds leading Global travel companies, requires an inhouse travel consultant, managing the travel needs of their Australian based employees. You will be a skilled corporate consultant with a minimum of 2 years exp at a multi skilled level. Call today to hear all the amazing benefits this position offers, this will not last long.

**ITS ALL BUSINESS!**

**CORPORATE CONSULTANTS – ALL LEVELS  
SYDNEY CITY – SALARY PACKAGE TO \$65k +**

Looking to move to into corporate but never had the opportunity? Our client is a leading TMC recruiting for domestic, multi skilled and international consultants. If you have at least two years experience in the travel industry from a retail or corporate background you will be considered for this great opportunity. Career progression on offer and a fantastic salary to go with it, interviewing this week!

**NICEST WORKING ENVIRONMENT IN PERTH  
CORPORATE LEISURE CONSULTANT**

**PERTH (INNER) – SALARY PACKAGE TO \$66K (SET SALARY)**

It is absolutely amazing this role is still on the market, as they have all the benefits & more! Bright friendly office with amazing Managers, great clientele, fantastic reputation in the market, Monday to Friday business hours, SENSATIONAL salary package & potential free car parking bay! If you have solid leisure travel consulting experience, are proficient on Galileo & would love to join this amazing company, apply now!

**BOUTIQUE VIP FEEL MAKES THIS COMPANY NO. 1**

**CORPORATE TRAVEL CONSULTANT  
PERTH (CITY) – SALARY PACKAGE TO \$60K**

Are you tired of your calls being monitored & your toilet breaks timed?! This national boutique travel management company offers, not only a flexible & friendly working environment, but also the opportunity to join one of Australia’s largest independent TMC’s! Provide you clients with VIP service & say goodbye to the structured corporate call centre. Amadeus preferred however not essential.

**NO MORE FINANCIAL STRESS  
ACADEMIC TRAVEL CONSULTANT**

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

This role will offer you more variety & experience in the industry that is highly regarded! Working Monday to Friday hours, you will be responsible for servicing the academic sector with all international & domestic business arrangements, together with the occasional high end leisure requests. Construct itineraries to destinations you never knew existed & broaden your skill set at the same time! Galileo skill essential.

**AFRICA, SOUTH AMERICA, EUROPE & MORE  
WHOLESALE TRAVEL CONSULTANT**

**MELBOURNE (CBD) – SALARY PACKAGE TO \$54K (OTE)**

Are you one of those consultants who need to have an international holiday planned the moment they return home from one?! This adventure wholesaler will see you constructing amazing overseas holidays & even hand you a FREE international adventure tour EVERY YEAR! Great employee benefits on offer together with an environment most can only dream of. Do not miss this opportunity!

**SET YOUR CAREER ON FIRE  
WHOLESALE CONSULTANTS – INTERNATIONAL & DOMESTIC  
BRISBANE CBD - \$55K OTE**

Sick of working for the minimum wage? Want to work for a company that is only going upwards and onwards? Here is your chance. Whether international or domestic travel be your thing there is a place for you. Working in one of these teams will see your travel career flourish. You will be assisted in paving your career into management or whatever avenue you desire. Amazing \$\$, educationals and top training programs are also on offer. Set your career on fire today!

**TAKE YOUR PICK – FULL TIME OR PART TIME  
MULTI SKILLED CORPORATE CONSULTANT  
BRISBANE INNER SUBURBS- SALARY PACKAGE \$50K +**

Are you looking for a company where you are no longer seen as a number and really rewarded for your hard work? This is it! Based the inner city suburbs this boutique agency is looking for an experienced corporate consultant to join them to assist on a strong portfolio of accounts. Enjoy every minute of working in this supportive team where management always put their staff first. Part time hours are also an option for the right candidate. Don’t let this one pass you by.

# I'M OFF TO HAWAII!

EXPEDIA – SIMPLY THE BEST FOR THE U.S.

**YOU CAN WIN A SPECIAL ASSIGNMENT TO HAWAII.**



Expedia TAAP agents are in the running for a super assignment this May. We're sending a worthy agent to Hawaii to check out "**Expedia is simply the best for the U.S.**" The Winner will be sent to Hawaii courtesy of "**Hawaiian Airlines**".

including:  
2 Return Economy class tickets to Honolulu, courtesy of **Hawaiian Airlines**.

4 nights' Accommodation courtesy of **The Waikiki EDITION on Oahu**.

2 Exciting Tours - WWII Pearl Harbour Heroes Adventure and 1 day Volcano Adventure courtesy of **Gray Line Polynesian Adventure Tours**.

Competition runs from 9 May until 3 June 2011.

Winners will be announced on 6 June.

Flights

Hotels

Packages

Car Hire

Activities

The agent selected for this fantastic trip will be selected from the following criteria:

- Must have registered for the assignment:
  - ~ Send us an Email entitled "I'm off to Hawaii" to [expedia-au@discovertheworld.com.au](mailto:expedia-au@discovertheworld.com.au).
  - ~ Include:
    1. Consultant's Name
    2. Agency Name
    3. Expedia TAAP Tracking Code
    4. Your email address - used for making Expedia Bookings.
    5. In 25 words or less tell us why you should be "Off to Hawaii".
- To qualify, you will need to make at least 5 confirmed ESR transactions booked through Expedia and 1 international HA flight (through any source) from 9 May to 3 June.
  - ~ Register now and Email a list of Itineraries once you reach 5 bookings to [expedia-au@discovertheworld.com.au](mailto:expedia-au@discovertheworld.com.au).
  - ~ Agents can enter as many times as you like with 5 unique bookings each application.
- Your Assignment in Hawaii will be - "Write a 500 word story on your great adventures in Hawaii, possibly to be published in the Trade Press."
- Winners will be notified by Email on 6th June. Judges decision is final.

