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Travel Partners to buy CTHQ

JEFF Hakim's Travel Partners has stepped in to rescue Travelscene Amex agency Corporate Travel Headquarters, which is currently trading under administration.

Sydney-based CTHQ was founded by Neil Dodd, and the company appointed accounting firm BDO Business Recovery as voluntary administrators last week.

Since then it's continued to trade, closely monitored by the TCF according to gm Glen Wells.

Travel Partners finalised the purchase of the company this morning, and will retain all of the staff along with maintaining their entitlements.

TCF records indicate that as well as its CBD office, CTHQ has remote locations in the Sydney suburbs of Arncliffe, Bilgola and

Mount Saint Thomas.

Corporate Travel Headquarters focused on the business market, and has six staff in its head office as well as seven external travel brokers, making it a good match for the fledgling Travel Partners organisation.

easyway Flight Link

THE easyway online booking system offered by Qantas Holidays and Viva! Holidays has been enhanced with new Flight Link capability which provides a more efficient flight search via Build Your Own Itinerary.

It also now allows international Flight Link bookings to be created.

For Qantas Holidays the Flight Link carrier available is Jetstar only, while Viva! Holidays also offers Virgin Australia capability.

Another great issue

TD today has nine pages of news, plus full pages: **(click)**

- AA Appointments jobs
- AA Appointments temp jobs
- inPlace Recruitment jobs
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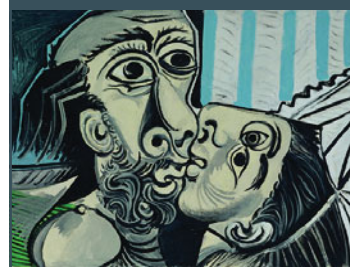
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The exhibition is co-organised by the Musée National Picasso, Paris, the Art Gallery of New South Wales and Art Exhibitions Australia.



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Penang industry deal

THE upmarket Parkroyal Penang Resort in Malaysia is offering special travel trade rates from RM240 (about A\$75) nett per room per night.

The offer is valid for stays from 06 Jan-31 Mar 2012 (apart from 20-28 Jan), for new bookings which must indicate the code 'TravelTD' and require industry ID on check-in.

See www.parkroyalhotels.com.

a What do Amadeus agents and 112 airlines have in common?

- The same reservation system
- The same PNR
- Both of the above

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EK married segment logic

EMIRATES has advised the travel industry of significant changes to its reservations policy, including a US\$200 per segment penalty for inventory violations.

The move follows an upgrade to the system which aims to provide better inventory access by focusing on the actual fare paid rather than the booking classes used.

Agents are being told to always check availability for an entire routing (eg London-Sydney instead of London-Dubai and Dubai-Sydney), with availability now based on point of sale and origin/destination fares.

Flights for a particular port will show availability only if all the participating flight segments in the fare class are available for the requested date of travel.

The system now allocates seat inventory based on the entire itinerary, and when a flight is shown in an availability display as part of a connection, the "entire

connection or travel option must be sold together".

This 'married segment' logic will be enforced, with EK warning that partial ticketing of married segments "will be subject to review and cancellation".

Emirates said that over recent months it had identified some misuse in order to circumnavigate the requirements, as well as some incorrect booking procedures.

Where this is detected, non-ticketed PNRs will be cancelled but ticketed bookings will have an ADM raised for the fare difference between the actual Origin/Destination pair used for booking and that actually used for ticketing, plus the US\$200 ADM.


Become a NSW guru

QANTAS Holidays has partnered with Destination NSW to reward Trip loyalty scheme members who complete Module One - *Introduction to NSW* - the chance to earn 500 bonus points, when completed by 30 Nov.

To be in the running register at - triplinetraining.com.au.

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Travel Daily

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Wednesday 23rd November 2011



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New Air NZ multi-function loyalty card

AIR New Zealand has launched a new membership card for its Airpoints loyalty scheme, which has been enhanced to include an optional Prepaid Debit MasterCard which can store travel cash in up to four currencies.

Dubbed OneSmart, the card also includes ePass technology which will allow users to quickly check-in for Air New Zealand domestic flights.

More than 700,000 New

Zealanders will receive the new card in the next few weeks, with Air NZ head of loyalty, Simon Pomeroy, saying the innovation "is more functionally capable than any other New Zealand banking or loyalty card".

The card has been developed in conjunction with MasterCard and combines a range of features including PayPass allowing instant purchases of up to NZ\$80.

New Zealand dollars loaded onto the card can be used to top up Airpoints accounts when redeeming flights, and OneSmart doesn't charge for international ATM withdrawals or commissions on foreign currency loads.

Users will be able to transfer money to another OneSmart account using a mobile phone, while eligible purchases made using the card will also earn Air NZ Airpoints Dollars.

Amazing Race star Phil Keoghan has been enlisted to demonstrate the features of the new card - see traveldaily.com.au/videos.

APT domestic revamp

APT has announced a significant change to its Australian coach touring program, in response to the changing travel patterns of Aussies due to the strong dollar.

GM Marketing Debra Fox said there was also stronger demand for "value-based product," with APT's existing coach programs in Queensland and Western Australia to henceforth operate under the TravelMarvel brand.

APT's small group 4WD tours to Cape York, Cairns and Outback Queensland will now stand alone under the Outback Wilderness Adventures brand, reflecting "a move toward adventure-style discoveries of Australia's landscape", Fox said.

And APT coach touring will continue in Tasmania (Premier) and New Zealand (Premier and Premier Plus).

APT said it was well positioned to adjust to the changing market, with the already well established TravelMarvel and Outback Wilderness Adventures brands.



Window Seat

THE Mantra Pandanas in Darwin is pretty thrilled at becoming the "Hotel One" home base for US President Barack Obama during his long-awaited visit to Australia last week.

TD has received lots of details about the president's stay, including the necessity to have special communications dishes installed on the hotel roof, security lock-downs on several floors of the property which will show a healthy occupancy rate this month after almost all of its 336 rooms were booked by the US delegation.

There are sure to be lots of souvenir happy snaps too - including the one below which shows Mantra Group area gm NT David Brill with Frank Urbancic from the Consulate-General of the United States.

And the priceless document they're holding is none other than President Obama's official crocodile insurance policy, specially framed after his visit to the Top End.



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STA agents look hot in Paris



ABOVE: Busabout last month hosted this group of STA travel consultants on a fantastic trip to Europe in conjunction with Etihad Airways.

Highlights of the trip included a sightseeing tour of the 'City of Lights', Lauterbrunnen in the Swiss Alps, and Munich for the main event - Oktoberfest.

While on a stopover in Abu Dhabi the group stayed in the five star Rotana Yas Island hotel.

Pictured in front of the Eiffel Tower, back row from left are: Emrys LeNayBlack, STA Vic Acland; Emma Thomason, STA Head office; Adam Fyfe, STA Marketing; Renee Bowden, STA SA Flinders Uni; Victoria Brown, STA WA William Street.

Front row: Melissa Klumpp, STA

NSW Newcastle Uni; Fiona Hoy, STA Qld Pacific Fair; Yuko Uchida, STA Vic Faraday; Georgina Davies, Etihad; Alison Wood, Busabout; and Shannon Gornall, STA NSW Chatswood.

Kids welcome Aust

A **FREE** online resource called Kids Welcome Australia launched earlier this month, offering more than 2,000 reviews of family friendly activities, attractions, places to eat and stay, events, beaches and playgrounds across the country.

The website allows parents to engage directly with users and the ability to comment, review and upload images - see www.kidswelcome.com.au.

iPads for RCCL

ROYAL Caribbean is claiming another cruise industry first, with iPads provided in all cabins on its *Splendour of the Seas* effective from mid-Feb 2012.

The iPads will detail the daily Cruise Compass of activities and events as well as allow guests to order room service and optionally access the internet.

Royal Caribbean said it will extend iPads to all Vision-class ships as they are upgraded.

CCC purchase settled

SOUTH Australia's SeaLink Travel Group has finalised its acquisition of Captain Cook Cruises (**TD** 25 Aug), with the company's chairman Giuliano Ursini saying the deal "marks the beginning of an exciting period."

"We have experienced a remarkable period of growth in 2011 and our latest purchase is not only an investment in the SeaLink Travel Group but an investment in the future of Australia's tourism industry".

The deal includes 15 vessels operating on Sydney Harbour, the CCC Murray River operation and related infrastructure, licenses and marina berths.

Ursini confirmed that the deal would expand SeaLink's revenue by around 50%, taking it to an annual turnover of about \$100m.

Hawaii comp winner

CONGRATULATIONS to Ashlee Viro from Andrew Jones Travel in Tasmania, who's been selected as the lucky winner of last week's Hawaiian Airlines comp in **TD**.

Ashlee has won a trip to Hawaii plus a year's supply of shampoo!

Tiger Airways turns 4

TIGER Airways Australia will celebrate its fourth birthday today, with the celebrations including a two day sale and the carriage of its eight millionth pax from MEL airport tomorrow.

***Click here for more details**

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Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new feature.

Today, **World Drive Holidays** is promoting its Citroën DriveEurope 2012 Earlybird deals with up to 12 free days (booking deadline 31 Mar 12).

CLICK HERE FOR FULL DETAILS

Supplier enquiries for notices: advertising@traveldaily.com.au

Trafalgar Family 2012

TRAFALGAR Tours has launched its 2012 Family Experiences brochure, comprising a total of 18 itineraries in Europe, the Americas and South Africa with family-focused experiences.

MD Matthew Cameron-Smith said more travellers were seeing the value of "having someone else take care of everything for you, to enable parents and children alike to enjoy a hassle-free holiday."

Cinque Terre update

UTRACKS is advising travellers to Cinque Terre in Italy that the upcoming season is not expected to be impacted by recent flooding.

The operator said authorities are expecting the destination "to be fully operational and ready to welcome tourists by 01 Apr."

Teams on the group reported that "very few of the walking trails used on the most popular Italian walking tours have been affected, and those that were are already being restored in anticipation for a busy 2012".

The room of the future

NOVOTEL has created a "hotel room of the future" in partnership with software giant Microsoft.

Room 3120 at Novotel Paris Vaugirard Montparnasse is a showcase for new technology, with systems which allow guests to control the room environment by body gestures and a voice recognition interface.

As well as Xbox 360 consoles, there's a 'Surface table' which can respond to users' hand gestures as well as a 'Sensorit' interactive mirror which can show multimedia content and information.

Room 3120 is open for bookings until 14 Feb 2012, costing €199 - see novotel.com/room3120.

No doubt about Roundabout



ABOVE: The Star Alliance raised more than \$20,000 for the Childrens' Medical Research Institute (CMRI) as part of the Jeans 4 Genes incentive which was promoted through *Travel Daily* in Jul and Aug.

Star Alliance pledged \$100 to the vital charity cause every time a travel consultant sold an Alliance fare product during the promotional period.

Star Alliance steering committee chair, Alison Espley from United Airlines, said the incentive had seen an outstanding result, thanking travel agents who took part from across the country.

"You have helped support a wonderful Australian organisation undertaking world-class medical research to help prevent and treat childhood diseases," she said.

As well as this year's incentive, the Star Alliance is a key supporter of the CMRI on an ongoing basis, with a PhD researcher chosen annually to receive a Star Alliance scholarship which includes a round the world ticket, allowing him or her to attend conferences and events to further research knowledge and skills.

The Alliance and its member airlines also contribute to other Jeans 4 Genes fundraising activity.

Pictured above with Singapore Airlines sales manager SA Maurice Baggio (left) and Air NZ sales manager SA Karen Koval (right) are the crack team from Roundabout Travel in South Australia, which was the nation's top performing Star Alliance agency during the incentive: Hilda Szeto, Katalin Magyar, Mark Trim, Amy Trim and Michelle Kerr.

Wholesale Travel Consultants



Located in the Sydney CBD, we require experienced travel consultants to join our team.

Reporting to the reservations supervisor, you will be responsible for answering telephone calls, e-mails and faxes from retail travel agents requiring general information on our brochure, asking for quotes, making new bookings, amendments to existing bookings and or cancelling existing bookings.

The position requires:

- Knowledge of Italy and Europe
- Minimum 2 years experience in Wholesale or Retail Travel
- Excellent telephone and customer service skills
- Salary based on experience
- Immediate start would be an advantage.
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All I want for Christmas is a new job!

Consultants - looking for a fresh start in 2012 or need that change of scenery now? Great consulting opportunities are available now and over the next few months nationally. Start today and have any summer leave already planned approved.

Like to know more? Applications/enquiries in strictest confidence to: andrew_gould@travelctm.com
(Recruitment Manager)



corporate travel management
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Spot the TravelManagers

RIGHT: Beachcomber Holidays and Air Mauritius recently hosted these lucky TravelManagers members on an exclusive famil in Mauritius.



The six night trip saw them stay at Beachcomber's five star Shandrani, Paradis and Trou aux Biches Resorts, as well as seeing lots of wildlife, snorkelling and a whale watching cruise. It was TravelManagers' fifth educational for 2011, and the 12th since the group commenced its own fam trip program two years ago.

Pictured above with an obliging cheetah during the "Walk With

The Lions" experience are, back row from left: Erryn Morris, Gooseberry Hill WA; James Trotter, TravelManagers head office; Julie Napier, Illawong NSW; Carl Lemnell, Air Mauritius; and Jill Wilkinson, Hamilton Hill WA.

Front row: Marietta Mandl, Hillary's WA; Jane McLoughney, Elrington NSW; Gail Hughes, Beachcomber Holidays; and Lee-Anne Talbot, Blue Bay NSW.

Business Development Manager



STA Travel has a fantastic new opportunity to join the Commercial team for a driven, results focused Business Development Manager. The Business Development Manager will take responsibility for growing the customer base of a newly created sales unit. You will deliver the STA Travel proposition to potential customers and convert them to customers.

Key Accountabilities:

- Work with the Commercial Director to develop the strategy for growth
- Implement the strategy to deliver growth in customers
- Lead generation for new customers within key market segments
- Work with Sales Manager to ensure best practice on process between client and STA Travel and ensure that all revenue opportunities are presented to customers.
- Track and measure all leads, follow ups and conversions.
- Work with the marketing dept to develop marketing communication strategies and implementation
- Completion of a monthly report

This is a fantastic opportunity to work in a professional and progressive environment and make an impact on bottom line results. Some interstate travel is required.

The successful applicant will have:

- Proven track record in a BDM role for a service related industry
- Self-starter and self-motivated, with the ability to work autonomously
- Strong verbal and written communication with the ability to communicate at all levels within an organization.
- Key understanding of relationship building to achieve sales results
- A disciplined approach to the sales process
- Driven to achieve sales targets
- Strong commercial acumen
- Experience in the travel industry a benefit but not essential

In return, you will be rewarded with attractive salary, progressive company culture, professional development and fantastic travel discounts and benefits.

To apply for this opportunity, visit www.statravel.com.au/workforus and click on the link at the bottom of the page. Applications close 30th November.

New Egencia leader

EGENCIA has announced the appointment of Christophe Peymirat to the position of senior vice president of Europe Middle East & Africa and Asia Pacific.

Travel Daily
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Wednesday 23rd Nov 2011

QF international pax share down 15.6pts

QANTAS Airways' share of int'l passenger traffic has fallen by about 45% over the past decade, according to government figures released earlier today.

The Bureau of Infrastructure, Transport & Regional Economies report on int'l movements showed QF's slice of traffic between the 2000/01 FY and 2010/11 FY period has plummeted 15.6 percentage points, from 34.3% to just 18.7%.

Over the same time, Singapore Airlines share of traffic fell 1.4 points, from 10.5% to 9.1%, while Air New Zealand's stake was cut 2.6 points to be 8.3%.

Carriers holding a considerable share of Australia's international traffic that weren't around 10 years ago, or at least weren't major players, include Qantas' subsidiary Jetstar (8%), Emirates (7.9%) and Virgin Australia (6.3%).

International scheduled pax traffic in 2010/11 was 27.55m, a rise of 7.5% on last year's figure, and around 10 million more pax

than the year ended 30 Jun 2001.

The busiest overseas route in 2010/11 was between Auckland and Sydney, accounting for 5.1% of all int'l air operations, with an uplift/discharge of 1.4m pax.

Next was the Singapore-Sydney route (4%) with 1.1m pax, then Singapore-Melbourne (3.6%) with 996,500, followed by Los Angeles-Sydney (3.5%) with 968,000 and Hong Kong-Sydney (3.4%) with 948,000 movements.

Of the top 10 int'l city pairs, the Denpasar (Bali)-Perth route had the highest percentage positive change year on year, up 21.5% to make up 3.8% of int'l capacity, and moving 770,000 passengers.

STA/RoamingSIM JV

STA Travel offices around the country are now offering clients prepaid roaming SIM cards for travel abroad with RoamingSIM.

The firm says the SIM can save up to 90% on global roaming costs.



E-Commerce Sales Support Coordinator Sydney Office

Emirates, the International Award winning Airline of the UAE, wishes to recruit a dedicated and motivated E-Commerce Sales Support Coordinator.

Reporting to the E-Commerce Manager, the role is directly responsible for the local commercialization of the Airline's E-Commerce effort for communication, interaction and purchasing services via the internet. This includes the development of a local Strategic Business plan to support and achieve the Company's commercial e-commerce objectives, the implementation of the plan and ensure adequate customer service is delivered across a defined area of market responsibility.

Minimum Requirements:

- Minimum of 3 years experience in a sales/e-commerce or similar administration position.
- Knowledge of the sales environment of the airline industry, including an understanding of the Internet, E-Commerce, Direct Sales and Marketing is strongly desired.
- Strong computing skills are essential.

We offer an attractive salary package and benefits associated with the airline industry. For further details of the position, and on-line application process, please visit our website www.emiratesgroupcareers.com

Telephone and postal applications will not be entertained.

Applications close 27 November 2011.

Only candidates that meet the minimum requirements will be considered and contacted.

Keep discovering.

Hahn Air Beach Pack giveaway



Travel Daily has teamed up with **Hahn Air** this week and is giving one lucky reader the chance to win a Beach Pack, valued at over \$200.

The Beach Pack contains a 2.2m beach umbrella, 2 beach towels, flip flops, a cap & lots more.

For your chance to **WIN** this great pack, **in 25 words or less answer the question below:**

In your opinion tell us what are the advantages of using Hahn Air

Email your answer to:
hahnaircomp@traveldaily.com.au

The most creative entry will win this fantastic prize, with the winner's name published in **Travel Daily** next week.

G Adventure's face

G ADVENTURES is searching for the face of 2013 with candidates being called on to submit their 'unforgettable travel moment' via video, writing or photo to the youllneverforgetit.com site.

The new search follows the success of its 'You'll Never Forget It Campaign' launched two weeks ago & will allow the lucky winner to travel to one of the destinations G Adventures operates to.

All submissions need to be in by 31 Dec 2011, and candidates must be able to travel between 01 Mar and 31 Aug 12.

Travelport/AA ruling

A TEXAS judge has dismissed all but one count of American Airlines' anti-trust case against Travelport, giving the carrier 15 days to amend its complaint.

The three claims that were thrown out by the court were that; a) Travelport entered into a conspiracy with travel agencies to monopolise distribution; b) its agreement's with airlines & travel agencies unlawfully restrained trade; and c) that its actions were illegal under Texas state law.

The AA claim which was allowed to proceed was that Travelport monopolises access to its current travel agency subscriber base.

Travelport said it was pleased with the ruling and will continue to defend itself "vigourously".

Accor 40% off hotels

ACCOR is reducing prices across its brands globally by up to 40% for stays between 11 Dec and 12 Feb and booked by 25 Nov, during a three day "Global Super Sale".

Jetsetters found in Flinders

RIGHT: This group of Jetset Travelworld Network agents experienced South Australia's Flinders Ranges on a post famill after the group's conference in Adelaide late last month.

The consultants stayed at the Eco Villas where they were even able to see the stars from their bedrooms.

Pictured at Rawnsley Park Station back row down from left are: Marysia Hock, Contal Travel; Colin Ferguson, Cloncurry Travel; Don Tindall, Jonkers Travel; Kaye Pridham, Jetset Hyde Park; Kylee-Ann Ferguson, Cloncurry Travel;



Laurel Jones, Denmark Travelworld; Anastasia Tindall, Jonkers Travel; Alana Malone, South Australian Tourism Commission and Max Jones, Denmark Travelworld.

Business Development Manager - WA

Due to planned maternity leave, we are looking for a permanent, full-time Business Development Manager to join our WA team.

The successful candidate will possess:

- A proven track record in a sales environment, preferably in a travel/tourism and/or customer focussed environment
- Motivation to achieve both individual and team sales targets and objectives
- Experience in the preparation of reports, submission and relevant correspondence
- Effective negotiation skills and strong communication skills
- A passion to build relationships within the industry & a fun, positive attitude!

A competitive salary package, including a fully maintained company vehicle and generous bonus scheme will be offered to the successful candidate. If you want to be part of a progressive organisation, please email your expression of interest to:
ciarar@covermore.com.au

Applications close 2th December 2011

Melbourne Sales and Marketing Manager – Eastern Region



Aspen Parks is an Australian based unlisted property fund with a portfolio of holiday destinations across Australia. We are one of Australia's largest resort park operators with a national network of twenty-five (25) properties.

Aspen Parks invites applications from Sales and Marketing professionals with a tourism sales and marketing background with successful experience and results covering multi-faceted marketing disciplines including strategic planning, commercial and customer outcomes, research, product development, advertising, promotion and corporate communications.

Applications for this career opportunity are invited from Australian citizens or residents with the right to work in Australia by sending your resume to Jan Potter via email janp@aspennparks.com.au or telephone (08) 9220 8484 .

Aspen Parks thanks all applicants for their interest in this career opportunity and advises applicants progressing with an interview will be issued an invitation by Tuesday 29th November 2011.

Accommodation Updates

WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



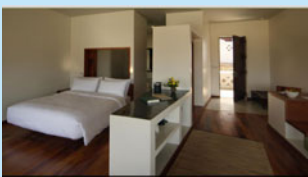
Song Saa Private Island in Cambodia will open shortly as the country's first environmentally planned island resort. It offers 27 luxury villas built from sustainable materials that reflect the natural surroundings. Room types include overwater, beach or jungle villas that offer uninterrupted sunrise or sunset views and feature their own private pools. The resort also offers a 'world class restaurant and lounge', activities and a spa and wellness centre. It's now open for bookings for stays from 13 Feb 2012 - see www.songsaa.com or email reservations@songsaa.com.



B-Lay Tong Phuket is a resort in Patong Beach, Phuket and is the newest member of Accor's M Gallery Collection. A total of 123 rooms and suites are available: Deluxe rooms offer either an outdoor Jacuzzi or direct lap pool access while Suites have views of the Andaman Sea.

Wi-fi internet is available in all rooms and public areas including the five food and beverage outlets - B-Restaurant, 198 Lobby Bar, Drop Pool Bar, Oyster Bar and Beat Club. The property also has a B-Spa, a library and function rooms that can host up to 80 people.

The **Shinta Mani Luang Prabang** in Laos is a luxury 54-room and villa estate, and is unveiling a "refined take on Lao cuisine" based on a regal menu personally designed by Prince Panya, a member of the royal family.



Gourmands travelling to Luang Prabang will be pleased to know that this unique culinary experience is available in the hotel's JARS Restaurant from this month.

CLIENT RELATIONSHIP MANAGER

Would you like to join Australia's favourite travel publication? **Travel Daily** and its associated titles are looking to appoint a new client relationship manager. This is a key role within our organisation - not only will you be strengthening relationships with our existing advertising partners, you will be helping to grow new business as well as being an ambassador for us.

We are looking for a creative multi-skilled individual who can be involved with marketing and business development along with managing a small dedicated team.

Requirements:

- Excellent written and verbal communication skills.
- Travel industry experience.
- Ability to work to deadlines, with an eye for detail.
- Willing to engage with and cultivate new contacts.
- Friendly, well presented and outgoing.
- Knowledge of desktop publishing would be beneficial.
- Sales and marketing experience is an advantage.

The position is based in our office in Epping, NSW. An attractive salary package is on offer including a company vehicle. Join the fun and friendly team at the travel industry's leading stable of publications.

Applications in writing to jobs@traveldaily.com.au by Fri 25th November 2011.

Travel Daily
First with the news

BEN

CRUISE
WEEKLY

Unique Sydney tours

SYDNEY Tall Ships owner Dynamic Experiences group is offering historic cruises to Goat Island onboard *Mulgi*, Syd's 2nd oldest working ferry priced from \$89pp.

JTG ramps up web strategy

THE Jetset Travelworld Group is to push more funds faster into its online strategy to enable the group to compete at a higher level than ever before.

CEO Peter Lacaze said one of the "key competitive challenges" for the travel juggernaut came from internet-based companies.

He said that ignoring the online sector altogether "wouldn't be a good idea for us."

Speaking at last weekend's Travelscene American Express conference in Singapore, Lacaze confirmed JTG would be ramping up its investment in one of its two existing online firms, BestFlights.

"I think what we've come to

understand is that we can't take traditional businesses and try and take them into the online space, and then turn them into trading companies - you'd ruin them."

Lacaze told TSAX delegates that if JTG attempted to modify the Travelscene business model "we'd just mess it up."

"So we're going to invest in BestFlights at an accelerated rate, but not at an irrational or irresponsible rate," he said.

The JTG big-wig emphasised what was important was that the group's online focus "doesn't disrupt the bulk of where our activity is," adding "it must flow back into our revenue contracts."

At the recent Jetset Travelworld conference, Lacaze admitted JTG was a long way behind web-based competitor Wotif.com in terms of room nights booked.

Pullman Jakarta

ACCOR has debuted its Pullman brand in the Indonesian capital with the opening of the Pullman Jakarta Central Park hotel.

The property features two restaurants and pools, a sunbathing terrace, gym and a rooftop Sky Terrace Garden.

2nd TEE conference

THE VICTORIAN Tourism Industry Council together with Tony Charters and Associates will hold its second annual Tourism and Events Excellence Conference over two days from 16 Jul 2012.

The conference will offer operators, destination mgrs & policy makers business tools, trends and ideas "to be more competitive" - see teeconference.com.

EK Americas fares

EMIRATES has launched economy class fares to American destinations priced from \$1400 to Los Angeles or San Francisco ex Brisbane, Sydney or Melbourne.

New York, Houston and Toronto fares are priced from \$1500, while prices to Buenos Aires and Rio de Janeiro start at \$1800.

The gross fares carry 7% commission and one free stopover is permitted in Dubai in each direction, with the X class fares on sale until 30 Apr 2012.

Travel Daily
First with the news

Wednesday 23rd Nov 2011



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<http://trade.canada.travel/corroboree>
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Canada
2012 Corroboree

An extreme comp entry



ABOVE: You have to wonder what onlookers thought when this creative photo was being taken on the beachfront in Broome last weekend.

Victoria Gardener from Travelworld Broome sent in the pic as her entry in this month's **TD** competition (right), in which Qantas Holidays is offering a prize of \$5000 in travel vouchers.

She's all set up for some extreme action - but not with the sort of board that you'd expect to see on the WA sand.

Victoria said that despite having the famous Cable Beach on her doorstep, "I'd love to experience the opposite extremes, hot to cold, orange to white, relaxation to adventure".

Jamaica accom advice

THE Department of Foreign Affairs and Trade has reissued its travel advice for Jamaica, advising travellers to ensure their accom has adequate security "such as guards or security fences, particularly if you are staying in villa-style accommodation."

Vail opens for skiers

THE USA's Vail Mountain has officially opened its first chairlift for the 2011/12 ski season.

This year Vail is offering the next generation EpixMix Season Pass with photo, giving unrestricted access to Vail, Beaver Creek, Breckenridge, Keystone, Heavenly, Northstar & Arapahoe Basin.

\$50,000 Spirit tweet

US CARRIER Spirit Airlines has been fined \$50,000 by the US Department of Transportation for deceptive pricing on air travel.

The ultra low cost carrier was charged for advertising \$US9 fares via Twitter that didn't list taxes and fees, and for promoting other fares on billboards that neglected to advise of extra fees.

Skilled support guide

THE govt yesterday launched the *Guide to the 457 program for the tourism & hospitality industries* (**TD** 14 Oct), designed to help businesses recruit skilled labour from overseas, at bit.ly/skillsguide.

The program will be backed up by special information sessions.

Hahn Air refund policy

HAHN Air has unveiled a new refund procedure which guarantees a 14 day turn around on the unused part of a ticket from 01 Dec 2011.

No additional fees will be charged for the speedy service, but agents must follow refund rules of the respective fares as airlines may apply some charges.

Refund applications must be submitted within two years of original issue - bit.ly/hrrefunds.

Win \$5000

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Using our extensive brochure range in 25 words or less, tell us where in the world you would go with **Qantas Holidays and a \$5,000 travel voucher?**

Submit an imaginative photo of yourself with one of our brochures to accommodate your reason. The most imaginative response will be the **lucky winner of a \$5,000 travel voucher** to use towards your next holiday with us.

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View terms & conditions and sample image: [CLICK HERE](#)

PROMOTION PERIOD
1 NOV - 30 NOV 2011.



ADMINISTRATIVE ASSISTANT

Travel Daily is looking for an office assistant to work part time 9am-1pm five days per week. You will be assisting our team with a range of duties including reception, banking, post, accounts receivable, coordination and other administrative tasks.

The successful applicant will have a sound knowledge of Microsoft Office, good verbal and written communication skills and an outgoing friendly demanour.

The position is based in our office in Epping, NSW.

Applications in writing to jobs@traveldaily.com.au by Friday 25th November 2011.



*TERMS & CONDITIONS: Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells product offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

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Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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TRAVEL RECRUITMENT CONSULTANT

SYDNEY & MELB– TOP \$ALARY PKG + PERKS

Love being a part of the Travel Industry but hungry for a new challenge? Why not start 2012 in a brand new direction? Due to unprecedented national demand from our prestigious clients and talented candidates, AA Appointments, the industry’s leader in recruitment services, is searching for two talented individuals to service our key accounts.

As part of our successful, friendly teams, you will be responsible for managing the day to day recruitment needs of our clients and also assisting candidates to achieve career progression.

Fantastic perks include an uncapped salary package, up to 5 weeks paid annual leave and amazing team rewards including monthly shopping vouchers; a luxury annual conference & more!

This is your ideal opportunity to use your travel industry knowledge, passion, sales ability and customer service skills in a whole new career direction!

Interested? Contact our MD on 02 9231 6377

Or send your CV to apply@aaappointments.com.au

There has never been a better time to leave consulting behind!

**ALL ABOARD! WE HAVE CRUISE ROLES GALORE
CRUISE CONSULTANTS X 6**

SYDNEY - SALARY PACKAGE TO \$60K DOE

The cruise season has begun and as predicted it is going to be a monster! We have cruise lines, wholesale cruise agents and boutique cruise agents all over Sydney requiring specialized cruise agents to join them now. Move into a specialist role of one of the industry’s fastest growing areas and be rewarded with excellent salaries and your chance to specialize in your passion. Call AA today to find out more!

SET THE WHEELS IN MOTION

**MULTI SKILLED CORPORATE TRAVEL CONSULTANTS
SYDNEY, MELB, BNE – SALARY PACKAGE TO \$80K (OTE)**

Join one of Australia’s most successful corporate TMC’s and you will soon see why their staff retention rate has been impeccable of late! Not only will you enjoy the fun working environment, you will be amazed by the huge earning potential together with the never-ending employee benefits & great career progression opportunities. If you have solid international travel consulting experience (Australian industry

GIVE THE TRAIN DELAYS THE FLICK!

LEISURE TRAVEL CONSULTANT

MELBOURNE (SOUTH) - SALARY PACKAGE TO \$49K + COMM

Are you tired of spending your mornings and evenings stuck on the train? Looking to gain a better work life balance? This extremely well established travel company requires an experienced consultant to join their mature team in Melbourne’s Outer South East. Working Monday to Friday business hours, with the occasional Saturday morning, you will be Amadeus trained & have strong European knowledge

NOT TO BE MISSED

RETAIL TRAVEL CONSULTANTS

PERTH – SALARY PACKAGES TO \$60K+ (OTE)

Perth currently has on offer a number of retail travel consultancy positions available for enthusiastic & motivated individuals. No matter what your requirements, we are sure to have the position most suited to you. If you possess a minimum 12 months retail travel consulting experience and would like a new environment that will offer a new challenges, this is your time to call AA Appointments!

HAVE YOUR CHRISTMAS CAKE & EAT IT TOO!

PERMANENT - PART TIME TRAVEL JOBS

BRISBANE CBD & INNER SUBURBS - TOP SALARY PACKAGE

Want to reduce your current hours to combine lifestyle with a great career whilst still earning top \$\$\$? Or looking to return to work after having a break? Here at AA Appointments we have the solution, in the form of fabulous part time vacancies:

Fares & Ticketing gurus x 2 days per week

Corporate Consultant 1 day per week (Tues) and

Corporate Implant Consultant 3 – 4 Shifts per week

Min. 12 months Industry exp & strong CRS skills.

AUSSIE PROUD!

**DOMESTIC WHOLESALE CONSULTANT
BRISBANE – SALARY PACKAGE UP TO \$45K OTE**

Are you passionate about Terra Australis? Then stop being taken for granted in your current role and grab yourself a bite of this Australian pie by joining this dynamic industry leader.

Go where you will be appreciated and rewarded for your efforts, not only with a generous salary, but other fantastic benefits. So if you love to sell the land you live in, have min. 12 months exp & have exceptional customer service then by crikey do we want to hear from you!



FOR ALL THE LATEST NEWS ON TEMP ACTIVITIES – CALL AA!

TOP TEMP BENEFITS INCLUDE

Best industry rates; paid weekly
Referral vouchers
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Temp of the Month/Annual rewards
Flexible working hours/days
Full conversion training where required

GROUPS, FILM & TV PRODUCTION - CORP TRAVEL. ASAP START – WEEKLY PAY BEFORE XMAS. SYDNEY - HOURLY RATE + SUPER + REWARDS

Are you ready for this? Exceptional corporate travel consulting role with a difference!! Come and temp for leaders in corporate travel and work on corporate accounts booking film and TV production and major corporate group travel. GALILEO + TRAMDADA absolutely necessary for this role. Temp now until the NEW YEAR. You might even go permanent! Are you a MULTI-SKILLED travel consultant? Get in quick and snap up the temp role of the week!

CALYPSO TRAINED GEMS x 2! - RESERVATIONS WORK FOR ONE OF THE BEST IN THE TRAVEL BIZ! INNER SYDNEY – HOURLY RATE + 9% SUPER.

Calling all passionate wholesalers! A fantastic opportunity is now available for retail or wholesale travel agents to secure a temp role where FULL training and GDS conversion training will be provided. This is not just any temp role! You will play an important part in this travel team selling worldwide travel packages and booking tailor-made itineraries. Street parking available and close to public transport. Get in NOW and secure a role before the Christmas silly season!

ENSURE YOU HAVE XMAS OFF TRAVEL CONSULTANT

MELBOURNE (WEST) – \$21.00 - \$25.00 PH + SUPER

Calling all animal lovers! We have a new and exciting travel temp assignment with a difference which is due to start soon! You will be responsible for assisting the travel consultants with the daily tasks, so previous travel industry experience is required. This role is due start ASAP and will run until the end of January. Working full time hours you will earn a fantastic hourly rate and will also ensure you have Christmas/New Years.

HOT TICKETING TEMP ROLE IN MELBOURNE TICKETING CONSULTANTS X 4

MELBOURNE (CBD) – \$21.00 - \$25.00 PH + SUPER

Are you experienced in domestic and/or international ticketing and can start work immediately?! This large corporate travel company located on Melbourne's city fringe requires ongoing assistance from some dedicated and hard working temp consultants. You will be responsible for all ticketing requirements including refunds, revalidations and re-routings. Register today to find out more!

TERRIFIC TICKETER NEEDED GALILEO TICKETING TEMP

BRISBANE NORTHERN SUBURBS– UP TO \$25/HR + SUPER

Are you able to start temping immediately? Have fabulous Galileo skills and a whiz at ticketing? Then we have an assignment for you. Located in the northern suburbs this specialist wholesaler needs an experienced travel consultant to assist them in ticketing. You will be required to work 2-3 days/week, let us know what suits you best. Earn a strong hourly rate with the possibility of temp to perm. Recent ticketing experience will be essential.

NEED SOME EXTRA \$\$ THIS SILLY SEASON RETAIL TRAVEL TEMPS

BRISBANE CBD & SUBURBS– TOP HOURLY RATE

Need some extra \$\$ to cover the Christmas gifts and expenses? Also looking for flexibility to enjoy the beautiful summer weather? Then travel temping with AA may be just the key. We currently need experienced retail travel agents across Brisbane to assist local agencies. You'll enjoy the flexibility to name your hours whilst earning a top hourly rate and weekly pay cheque. All you need is min 2 years travel consulting experience with strong GDS skills.

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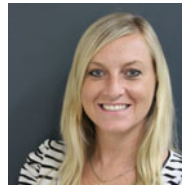
Ben Carnegie

Assistant Mgr - Information Centre

Our client is leading the way in national tourist information centres. The centre offers information on tourist attractions, merchandising and the ability to book domestic travel arrangements, including land, air, accommodation and tours.

We are seeking a 2IC to run the day to day operations for the company across two busy Sydney CBD locations.

- ▶ **Innovative business with real career opportunities**
 - ▶ Sydney CBD
 - ▶ Salary starting from \$47K + super + monthly bonus
- Click here for more details or call Ben.**



Liz Vibert

Business Travel Team Manager - MEL

No consulting! This is a pure management role for the highly motivated and driven travel professional. This highly respected global corporate travel company is located in East Melbourne and has offices around Australia &

throughout the world. They offer state of the art travel solutions to their extensive client base & customer service that is second to none.

- ▶ Manage performance and quality of service in this role
- ▶ Melbourne East location
- ▶ **Salary up to \$100K + super**

Click here for more details or call Liz.

Hotel Partnership Manager - Sydney

Our client is a player in the online accommodation and destination services market. They are currently expanding the team based in Sydney with a number of roles. One in particular is the Hotel Partnership Manager. There are also opportunities for Yield Management and Contract Management roles within the same business. If you have strong negotiation skills and a background in hotel sales then click through for more information.

- ▶ **Online hotel distribution services**
- ▶ Sydney based
- ▶ Salaries range between \$65K - \$85K

Click here for more details or call Ben.

Cruise Consultants - Perth

We have a great opportunity for individuals looking to take that next step within their travel career. If you are working with a retail or wholesale organisation within reservations and preferably have some cruise experience, then we want to hear from you! You will be joining a well established travel company, working within a busy but friendly team and dealing with enquiries for all worldwide cruises. Also booking flights, tours & transfers.

- ▶ **A major CRS along with Calypso an advantage**
- ▶ Perth
- ▶ Salary to \$42K+ super + incentives

Click here for more details or call Liz.



Kristi Gomm

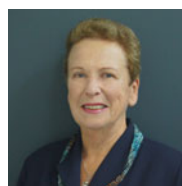
Domestic Corporate Travel Cons

Make the most of your Christmas holidays with a January start! Boutique travel agency seeks an experienced, motivated, switched on person to handle all the domestic and trans Tasman corporate itineraries in the office. You

will be working in the Corporate section of the office alongside the Office Manager. Galileo or Cross Check an advantage.

- ▶ **Apply today for a January 2012 start!**
- ▶ Sydney CBD
- ▶ Salary \$40K + super + incentives neg.

Click here for more details or call Kristi.



Sandra Chiles

Online Customer Service - Night Shift

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an online booking tool, servicing calls & emails from the public and travel agents. Extensive international product knowledge is essential.

- ▶ **Have half the year off!**
- ▶ Working hours 11pm - 8am, Sydney CBD
- ▶ Salary up to \$46K package

Click here for more details or call Sandra.

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2011 End of Year DACIA DEALS!



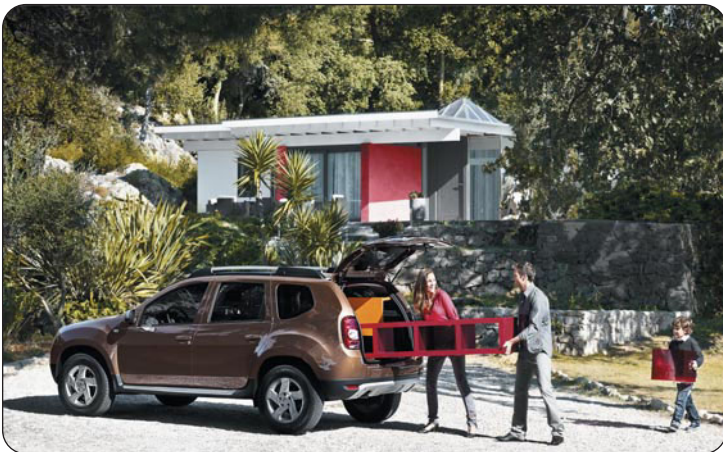
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*Prices applicable for delivery and return from all Renault Eurodrive French locations - Rates for other depots available on request

Dacia Sandero

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- ✓ 6 Speed Manual, 1.5 Diesel
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Laguna Coupe 2.0 Diesel Manual GPS (2 door)

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Laguna Berline 2.0 Diesel Manual GPS

Pay only **\$1799** (21 days) and \$33 extra days



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Laguna Estate 2.0 Diesel Manual GPS

Pay only **\$1999** (21 days) and \$36 extra days



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Espace 2.0 Diesel Manual GPS or

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