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Travel Daily

First with the news

Thursday 20th October 2011

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ISSN 1834-3058

Vale Keith Williams

THE Australian tourism industry is mourning the death of pioneer Keith Williams, aged 82, whose amazing career saw him create Sea World, Hamilton Island and other major Qld tourism developments.

Excite comm on group deals

ONLINE wholesaler Excite Holidays is claiming a major breakthrough in travel distribution with the introduction of commissionable "flash deals" allowing agents to take part in the rising tide of group buying offers.

Rather than a pure "coupon model," Excite says it will confirm availability for the service prior to the sale, followed by issuing the agent with an Excite voucher.

As well as offering bargains for their clients, agents benefit by

booking other components such as flights, transfers & insurance.

"Providing these unique deals is in line with our company mission of empowering and supporting the travel agent," said Excite md George Papaioannou.

The deals are offered via his separate business Biggest Travel Deals, and will "help agents compete in the fast growing group buying daily deal sector which has enormous potential within the travel trade," he said.

The first Excite Flash Deal is 7 nights at Koh Samui's five star KC Resort for just \$999 (66% off) - with 7% commission payable.

The offer will expire 5pm Thu 27 Oct; for more info on the program email deals@exciteholidays.com.

WTP grabs Swaysland

WORLD Travel Professionals has appointed former Travelforce ceo Wayne Swaysland as its new general manager.

WTP ceo Michael Chase-Smith said the move would allow him and md Lisa Story to devote more time to strategy and pursuing growth opportunities.

Swaysland has been helping manage the Travelforce transition following its takeover by Expedia-owned Egenia (TD 06 Apr).

More appointments **page five**.

Next Top Model tkts

TRAVEL Daily is today giving two lucky readers the chance to win a double pass to the live final of the *Next Top Model* final being filmed at the Sydney Opera House next week, courtesy of Dubai's Dept of Tourism & Commerce Marketing.

The prize is for tickets to the show only, so entrants will need to be based in Sydney.

To win, be the first of 2 readers to email us the correct answer to the following question by email to topmodel@traveldaily.com.au.

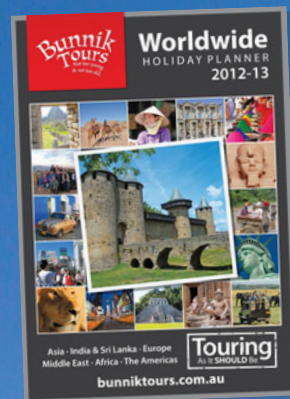
Question: *Which US A-list celeb recently stated she'd like to open a hotel in Dubai in the future?*

Lacaze right for TIME

JETSET Travelworld Group ceo Peter Lacaze will be the guest speaker at the graduation of the fourth intake of mentees for the Travel Industry Mentor Experience.

The graduation is being held on 29 Nov in North Sydney.

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A STAR ALLIANCE MEMBER

Nine pages of news!

Travel Daily today has nine pages of news and photos, a page of photo's from Rail Plus, and full pages from: (click)

- TMS Asia Pacific
- AA Appointments
- Consolidated Travel

Fiji Spring Sale

Fantastic packages on sale now!

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*Offer ends 6 Nov 11 unless sold out prior.
^Travel on selected travel dates. Refer to the Trade advice for full terms and conditions.



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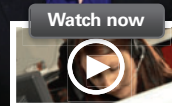
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Virgin to fill Qantas gaps

VIRGIN Australia may operate its long-haul V Australia 777 aircraft on domestic routes to help mitigate the drop in capacity due to Qantas grounding aircraft because of strike action.

In an announcement yesterday afternoon (**TD** breaking news), DJ ceo John Borghetti said the carrier was in discussions with alliance partners Etihad and Air New Zealand about "providing extra capacity from November" - which would allow DJ to redeploy its aircraft domestically.

Borghetti also announced a fifth daily return MEL-PER service from 20 Dec and said there would be

Luxperience DJ deal

THE organisers of next year's 'Luxperience' expo (**TD** 08 Sep) have announced that the "luxury and experiential travel business exchange" will now take place in Sydney rather than Melbourne.

The inaugural event will be on 10-12 Sep 2012 at the Overseas Passenger Terminal, and Virgin Australia has also been named as its official airline partner.

no change to DJ's pricing strategy despite the tighter capacity.

MEANWHILE Qantas' industrial woes roll on, with the TWU late yesterday rejecting a new pay deal and flagging one hour stop work meetings in Brisbane and Melbourne next Tue 25 Oct.

The carrier today stressed its commitment to reaching a deal with engineers, saying a previous offer is "still on the table".

CTM turnover soars

CORPORATE Travel Management this morning announced a 37% increase in Jul-Sep TTV to \$154.3m.

MD Jamie Pherous said much of the growth was due to "continued success in winning new clients combined with strong retention of existing clients," with client activity remaining solid "despite economic headwinds".

Jetstar+Tourism Aust

TOURISM Australia and Jetstar are set to make a "significant announcement for the benefit of international inbound tourism to Australia" next Mon.

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Departures from 01Nov11 to 26Nov11 - From \$799* pp return plus taxes.

Conditions Apply. Taxes Approx. \$605-\$713*pp.

CLICK HERE for further details

\$4m 'Vitamin Me' Queensland promo

TOURISM Queensland will roll out a new \$4m campaign this weekend (**TD** yesterday) aimed at attracting Australians to the Sunshine State over summer.

The 'Vitamin Me' campaign promotes Queensland as "the quintessential destination to recharge the batteries", TQ says. "Vitamin Me is the name given to that feeling of relaxation you get from a Queensland holiday,"

according to Queensland Tourism Minister Jan Jarratt.

The promo features a range of holiday deals, varying from short breaks and experiences, 'stay pay' special offers, to longer vacations "to help maintain your Vitamin Me levels," she added.

It will be pushed aggressively through cinema, print, online and outdoor channels.

TQ ceo Anthony Hayes said the latest campaign sets out to bring Tourism Queensland's brand platform *Queensland. Where Australia Shines* to life.

Hayes said with 2011 drawing to an end and most people's energy levels are "pretty depleted and the campaign is designed to hit the domestic market in the lead up to the summer holiday booking period."

Travel Daily TV today is showcasing TQ's fun Vitamin Me campaign.

View the 60-sec cinema ad by clicking on the logo above or see www.traveldaily.com.au/videos.

Park Hyatt Syd 2012?

PARK Hyatt Sydney yesterday announced it has started taking reservations for stays from 01 Feb following an extensive renovation that's lasted most of 2011.

The iconic property is aiming to reopen by year's end.

Bargain Business fare

EVERGREEN Tours has Business Class fares to Europe for \$3785pp when booking a French balcony on any 2012 river cruise over 21 days (priced from \$9,760ppts) by 15 Nov - evergreentours.com.

Insight specialists

INSIGHT Vacations has launched a new global specialist program offered to agents to assist them sell the tour operator's products "effectively and confidently."

Consultants completing the six module course have the chance to win an Insight tour of up to 10 days duration of their choice to either Europe or the USA, the first to be selected in Jan & then in Jul.

Other benefits to agents who complete the course in full include eligibility for up to 50% off selected trips as well as priority space on any famils, and 500 bonus World Rewards points.

On completion, consultants receive a certificate and after booking 10 passenger sales they are granted qualification into the 'Rising Star' recognition program.

For more details go online at specialist.insightvacations.com.

explora reno over

SOUTH American eco-adventure operator explora has completed a multi-million dollar renovation of its five-star Hotel Salto Chico, located in the Torres del Paine NP in Patagonia, Chile.

Window Seat

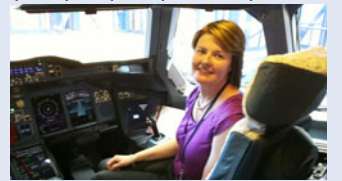
EMIRATES has the Rugby World Cup, Qantas has the Wallabies, Air NZ has the All Blacks and Air Asia has...the World Paintball Cup.

The Malaysian low-cost carrier has been named the official airline for the event which will take place in Langkawi in Nov.

AirAsia's sporting ceo Tony Fernandes has also agreed to "bear arms" and will be part of a team competing in the paintball challenge.

TRAVEL agents are in the drivers seat when it comes to the Qantas A380 - literally.

Louise McCarthy from Epping Travel in NSW sent us the photo below, showing her set to take a QF superjumbo for a spin during an inspection of the A380 at Sydney Airport yesterday.



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2012/2013 brochures out now!

Best Snapshots!

Congratulations to the winners of our week 2 challenge!

Check out Facebook for the winning entries & for this week's challenge!

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Let's have some fun!

The World tourist site

THE developer of Dubai's 'The World' man-made collection of islands resembling a map of earth is considering offering tourists day tours to visit the attraction.

Nakheel is reportedly in early talks to create a new tour and cruising business of the islands from Palm Jumeirah.

The World is made up of over 300 islands but at this stage Lebanon World Island Beach Club is the only island where ongoing construction is taking place.

 **Supplier Updates**

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

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

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

FJ gets new wings

AIR Pacific has taken delivery of its new Boeing 737-800 aircraft as part of the carrier's fleet renewal process that will also see one of its two 767s retired in Jan.

Dubbed 'Mamanuca', the jet will enable Air Pacific to increase its Sydney frequencies from Jan, up from 7 to 13 weekly (**TD** 15 Jul), 10 of which will use the 737.

It's FJ's first new jet since 2003.

WA smartphone app

THE West Australian govt has launched its Experience WA app for smartphones, packed with over 7,000 listings such as accom, attractions, events and more.

Developed by Tourism Western Australia, the free app is available for iPhone, iPad and Android platforms and is designed for locals and visitors to the state.

Visitors can also now take advantage of free wifi access at the WA Visitor Centre.

737 production surge

BOEING says its ramped up its rate of production of the highly popular Next Generation 737 from 31.5 aircraft per month to 35 to meet worldwide demand.

The rate will be boosted again to 38 by Q2 2013 and to 42 by the first half of 2014.

MH A330 Business educational



MALAYSIA Airlines and Creative Holidays took nine WA agents on a seven day trip to Hong Kong & Kota Kinabalu to experience the carrier's A330 Business class product recently.

The group spent time relaxing in Kota Kinabalu and enjoyed a visit to Hong Kong Disneyland.

Pictured at the Shangri-La Hotel in Kowloon from left are: James Sitters, state sales manager Creative Hols; Zoe Hayward, Flight Centre Carousel; Sonia Tjung, Travel Practice; Therese Glover, Creative Holidays; Rachael Underwood, Flight Centre South; Boe Lynch, Flight Centre Ellenbrook; Kara Rogowski,

Travelworld Bullcreek; Emma Asplin, Flight Centre Midland; Matthew Hillhouse, Flight Centre Inglewood; Robyn Breadsell, Travel Success and Scott Hosking, Malaysia Airlines.

2nd QF 747 A380-ises

THE next Qantas Boeing 747-400 to be reconfigured with the A380-style product (**TD** Tue) has this week arrived in Avalon where it will begin being retro-fitted.

The latest aircraft to get the fit out -VH-OJU - is unlike its Extended Range (ER) sister jet, in that it has Rolls Royce engines rather than General Electric.




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Hyatt New Orleans

HYATT Regency New Orleans has reopened following a US\$275m redevelopment of its 1193 guestrooms, state of the art event space and F&B offerings.

Extraordinary South Africa



DESPITE South Africa's beloved Springboks missing out on the Rugby World Cup grand final (or even the semis), South African Tourism's (SAT) team and its board members have been out in full force this week to promote the unique experiences the country offers its visitors.

Last night South African Tourism enjoyed an intimate dinner at Sydney's Spice Temple restaurant with its trade and consumer media partners to express their appreciation for contributing to Sydney being Australia's largest outbound market to South Africa.

This evening the team will host an event for almost 100 South African expatriates living in Sydney to "remind them how beautiful their country is and help encourage them to spread the word to their Australian friends",

SAT country manager Australasia, Lalie Ngozi told *Travel Daily*.

As the Rugby World Cup draws to a close this weekend SAT is reminding Australian and NZ agents and consumers about its competitions giving away a trip for two to South Africa.

This Sunday is the last day for entries into SAT's Facebook competition, where consumers are required to post three words that best describe South Africa.

And there's only a month left to enter SAT's *Leave Ordinary Behind* competition where consumers can create and upload their own video experiences - for more see leaveordinarybehind.com.au.

Pictured last night is SAT's Rob Gurr, Tommy Lindblad, Jabu Mabuza (board chairperson), Lalie Ngozi and Zweli Mntambo (board member).



Industry Appointments



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

Qantas Airways has announced the appointment of **Rohan Garnett** as its Regional General Manager New Zealand and Pacific Islands, based in Auckland and moving from his previous QF role in North America.

Lufthansa Group welcomes Dominique Friedrich as its Sales Manager for Western Australia. Friedrich, employed by The Walshe Group GSA, will represent Lufthansa, SWISS and Austrian Airlines as Sales Manager WA. She previously represented South African Airways in WA.

Brooke Formica has replaced **Sara Kanaan** as Marketing Manager for **P&O Cruises**, while she is on 12 months maternity leave.

Alison Quinn has resigned from the top position at **Sanctuary Cove** after two years in the role. She plans to move into a chief executive role at the Department of Growth Management Queensland from 2012.

Rydges Plaza Cairns has appointed **Lisa Kruse** to the role of general manager of the property.

Daydream Island Resort and Spa has named **Jason Winter** as its new Food and Beverage Manager.

Christoph Szymanski has taken on the role of Manager for **Mandarin Orchard Singapore**, Meritus Hotels and Resorts' flagship hotel on Orchard Road.

Qantas shop shut

QANTAS has removed the In Sky Shopping option for travellers on flights between BNE and LAX.

QF offers the service on most of its int'l flights, except on trans-Tasman routes & AKL-LAX itins.

NZ compensation

AIR New Zealand has confirmed receiving "confidential" compensation for the delay of its Boeing 787 *Dreamliner* planes.

CEO Rob Fyfe said the 787 is the right aircraft for its long haul int'l flights and NZ will continue with the acquisition of the planes, to be delivered from 2014.

Cunard weddings

CUNARD Line today confirmed new Wedding Packages onboard *Queen Mary 2*, *Queen Victoria* and *Queen Elizabeth* for the first time in 171 years (**CW** 29 Sep).

Cunard nuptial deals will go on sale in Dec for voyages from the third quarter of next year.

APT Biz fare to Europe

APT has unveiled Business class airfares to Europe priced from \$1995 plus taxes (approx \$850) when booking an Owners Suite on an APT or Travelmarvel 15 day Europe river cruise between Mar-May 2012, valid until 30 Nov.

SALE

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DriveAway Holidays

TA Fastrack webinar

TA FASTRACK will host a webinar for travel agents on how to leverage the power of Facebook, at 10.30am on 25 Oct.

The session will showcase how to: create a 'proper' business Facebook page account; claim your business name on the site; grow your fans and more.

The webinar is priced from \$99.

Qld Rail sales solid

QUEENSLAND Rail Travel says revenue for its long distance services hit an all time high during the Sep school holidays with a 16% year on year rise (up to \$2.5 million), on the previous best figure for the same time.

Alaska Facebook app

ALASKA Airlines has launched a 'FlyingSocial' Facebook application that allows travellers to plan their journey from the Americas to a destination in the US, Canada and Mexico, using AS flights.

35% off Adventures

ADVENTURE Association has savings of up to 35% for bookings made before 31 Oct on select dates on its 11-13 day Antarctic Peninsula and 15-day South Georgia voyages.

5 more Flight Centres

FLIGHT Centre has opened four new branches in Mackay, Buddina, Maryborough and Rural View in Qld, as well as a Student Flights outlet at Macquarie University in NSW.

A Travel Compensation Fund update this week also details eight new head office agencies across the country - four in NSW (Loyal Travel Merrylands, Far Horizons Tours in Cammeray, Grafton Travel Agency and JC Travel in Baulkham Hills); two in Vic (Star Travels & Tours Dandenong and Travel Bug Wantirna); one in Qld (Resource Travel in Eagle Farm); and one in SA (Victor Tours in Victor Harbor).

MEANWHILE, seven head office agent locations have voluntarily withdrawn from the TCF, including Intrepid Challenges of Mount Eliza, Vic which ceased trading as a travel agent.

An ownership restructure has also seen YHA Adventures (ABN: 39 112 851 117) pull out of the fund, along with two branch locations in Cairns & Airlie Beach.

NRMA Travel Pty Ltd has also surrendered the branch licence for its North Sydney office.

Drive a motorhome

DRIVEAWAY Holidays has unveiled a revamped motorhomes website offering rental options in Australia, Canada, France, Germany, Ireland, Italy, Namibia, Netherlands, NZ, Portugal, South Africa, Spain, UK and USA.

To see the current offers visit driveaway.com.au/motorhomes.

2011 Peregrine Awards Night



ABOVE: Peregrine and Gecko's Adventures held their annual Awards Night recently which recognises the biggest contributors in its team throughout the past year.

The winners on the night will

spend a few days in Bali for their 'drive and excellence', the tour operator said.

Pictured at the event back row from left are: Andrea Millar, Karly Hillas, Peter Miers, Patrick Brophy, Tia Latiss, Sarah Wallace, Bronwyn Lintott & Louisa Virgato.

Middle row: Danielle Silburn, Tristan Love, Georgia Philactides, Mel Healey, Anna Gaukrodger, Steve Wroe, Rod Griffith and Jill Blunsom.

Front: Nathan Ward, Karolina Remboska, md Glenyce Johnson, Michelle Harvey and Patricia Krezel Donaldson.

SIA Week 2 winners

CONSOLIDATED Travel Group has announced the Week 2 winners in its Singapore Airlines incentive (see **page 12**) as: Coopers Travel, Yarra Valley Travel and Trans Global Travel, in Vic; Renaissance Tours, Solve Travel Management and Trans Global Travel in NSW and Peregrine Travel in SA.

Britz, Tourism NZ JV

BRITZ Campervans and Tourism New Zealand are enticing Aussies to travel to the South Island (**TD** 21 Aug) by offering discounts of up to 52% on collections between 01 Nov and 31 Mar 2012.

Daily rentals start at \$69 based on a five day minimum hire for all bookings made by 30 Nov.

Fairmont Moscow

FAIRMONT Hotels & Resorts will soon expand its portfolio with the addition of Moscow's Pekin Hotel, branded as the Fairmont Pekin.

MH confirms takeover

MALAYSIA Airlines Group has confirmed its takeover of Firefly's jet operations following heavy losses (**TD** 22 Aug).

MH's rationalisation program will see the Subang and Penang based turboprop operation remain as usual.

Two extra turboprop aircraft have been added to Firefly's fleet which will see it reinstate return services from Subang to Kuantan.



TOURISM TRAINERS

Seeking motivated and dynamic professionals to join the Tourism Department of our College. We are looking for tourism trainers who may be working part-time in the tourism industry.

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Download the brochure at www.greecemedtravel.com

Passport to Rewards winner

PASSPORT to Rewards has awarded Derek Yardy from Flight Centre Maroochydore with a seven day Taste of Danube Avalon Cruise onboard *Tapestry* for being the winner of its Avalon Waterways e-learning incentive.



Consultants were asked to learn all the key features of Avalon's new Suite Ships with 500 passport to reward points up for grabs to agents who scored at least 80% of the first try and the chance to go in the draw for the

River Cruise if a score of 15 out of 15 was achieved.

Yardy is **pictured** receiving his prize from Globus Family of Brands Regional Sales Manager QLD, Greg Morris.

MEL int'l pax up 10%

MELBOURNE Airport has today reported a 10% year on year growth in overseas passengers for the first quarter, up to 1.668m.

Int'l growth was strongest from China and the Philippines, up 26%, and Japan (+12%).

Domestically there was a 5% drop in pax numbers to 5.334m.

Malaysia travel scam

AN ELABORATE travel scam is tempting Western Australian's to divulge personal information and a \$7,000 government tax release fee in order to claim a US\$130,000 travel prize to Malaysia.

The WA Consumer Protection last night issued a warning to residents in the state to not respond to the mail-box drop from Greenery Tourism that contains two fake scratchies.

Commissioner for Consumer Protection Anne Driscoll said the eight-page brochure is just the latest in a series of scams over the past two and a half years.

The Greenery Tourism scam requires people to send a copy of their passport and bank details for payment to agents in Asia.

TA targets Germany

TOURISM Australia has teamed with tour operators and Aussie Specialists to launch its *There's nothing like Australia* campaign to the German market, with phase two planned to roll out in Dec.

Odyssey Jubilee tour

ODYSSEY Travel is offering a seven-night tour to celebrate the Queen's Diamond Jubilee in London on 30 May 2012.

Highlights include visits to the Queen's Gallery, Windsor Castle, Kensington Palace, Westminster Abbey and viewing of the largest flotilla on the Thames in 350 years as part of the Jubilee.

The trip is priced at \$3,750ppst excluding international airfares - more at odysseytravel.com.au.

QH Fiji Spring sale

QANTAS Holidays has kicked off a Fiji Spring Sale offering a range of packages on sale until 06 Nov.

Deals include a Sonaisali Island Resort Stay 5 Pay 3 deal based in a Standard hotel room, return economy flights with Air Pacific ex SYD, brekkie and transfers priced from \$975ppst, for travel 10-29 Nov, 01-12 Dec & 01 Feb-31 Mar.

Other specials are available at Westin Denarau Resort and Spa, Shangri-La's Fijian Resort and Malolo Island Resort.

Hard Rock expands

HARD Rock International has announced it will boost its profile in Mexico following a deal with Palace Resorts to rebrand three properties in tourist destinations.

The 601-room Hard Rock Cancun, 348-room Hard Rock Puerto Vallarta and 489-room Hard Rock Riviera Maya are all beachfront locations and will open in 2012.

Luxury PR firm for Oz

NEW York-based public relations firm The Brandman Agency has opened an office in Australia, and is now representing a number of luxury brands including Wiltrans International which is the local gsa for Crystal, Regent Seven Seas and Paul Gauguin cruise lines.

Other clients include the Thompson Hotel Group (10 properties in North America), The Chatwal New York and EDITION Hotels in Istanbul.

Thursday 20th Oct 2011

Oz up on brand index

AUSTRALIA has moved a step higher in the annual Anholt-GfK Roper Nation Brand Index, switching spots with Switzerland to be ranked 8th in 2011.

The USA, Germany and UK were at the top of the Overall Brand Ranking, which measures the global image of 50 countries.

Tauck famil blog

TRAVEL the World is giving agents a chance to be part of a Tauck river cruise famil through Europe taking place now via an online blog written by TTW's Sharon Hando - bit.ly/TTWblog.

SWISS city shake-up

SWISS International Airlines has made a number of changes to its 2011/12 winter timetable which includes a new daily service from Zurich to Beijing and double daily Geneva to Nice service.

LX will add a 7th daily Zurich-London Heathrow service, prop up its Geneva-London City flights from four to five daily, bolster its Geneva-Moscow route with a 2nd daily offering, and add a 3rd daily Geneva-Madrid flight.

Zurich-Sofia is to be delinked due to "economic reasons."

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PRODUCT MANAGER

Tempo Holidays (a member of the Cox & Kings Australia brand range), is one of Australia's most respected travel wholesalers, specialising in tailored travel arrangements to over 40 countries in Europe, the Middle East, North Africa, India and Latin America.

We are now seeking an experienced Product Manager who will be primarily responsible for developing an innovative and exclusive product range which is reputable and yields results in the market place.

If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view a position outline.

Meet the Rail Experts class of 2011

RAIL Plus celebrated another successful year of training travel agents this week (**TD** yesterday), with the graduation ceremony of its first ever group of Corporate Rail Experts.

The event in Sydney saw 25 participating agents from across the country celebrated for their efforts, with the cream of the crop set to head off to Europe shortly for a fabulous rail famil.

Rail Plus sales mgr Greg McCallum said the program had previously focused on leisure agents, but the wholesaler believes there's huge potential in the corporate market.

The launch of the Rail Plus 'Smart Tab' on the Amadeus GDS (**TD** 26 May) is part of a wider strategy to make corporate agents aware that rail is generally a faster and more convenient option for trips of less than four hours within Europe, avoiding airport delays, luggage restrictions and allowing work to continue on board.

TD took these photos at the celebration on Tue night, including the one above of the graduating class as they celebrated their expertise - more on our website traveldaily.com.au and at facebook.com/traveldaily.



ABOVE: Rail Plus sales manager Greg McCallum with Ivette Velasco from Emirates, which was one of the major sponsors of the Rail Experts program.

BELOW: Sue Graham (right) and Dan Penner from Jetset Travelworld Group attended the event to support the large proportion of JTG members taking part in the program.

They're pictured with Jessica Pinnuto from Rail Plus.



RIGHT: Peter Kollar from Flight Centre with APT's Walter Nand.

BELOW: Three lovely ladies from Atout France: Claire Kaletka-Neil, Emilie Hess and Sophie Alain.



BELOW: The Dux of the class was Jennie Dicker from Travelworld Nowra, who's pictured below right with Geoff Currie and Julia Enders of Travelforce Private.



RIGHT: Larissa Mackenzie from the Hunter Travel Group (centre) with Trina Patterson (left) and Melissa Pinton from Concierge Business Travel.



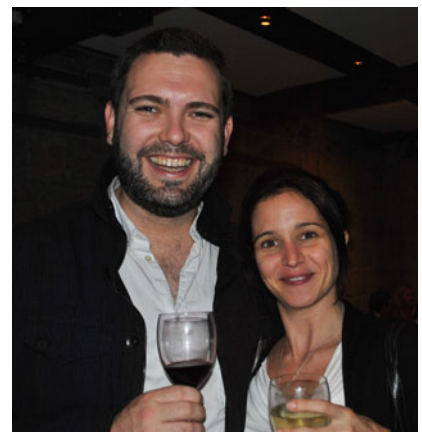
RIGHT: Chris Waite and Michelle Allen from Rail Plus smart tab GDS Amadeus.



ABOVE: Tara Sullivan of French Travel Connection with Nik Young and Steve Thompson, both from Trailfinders which will close its Sydney Travel Centre next week (**TD** 27 Sep).



BELOW: Susan Singh, Travelworld Revesby; Julie Simpson, APT; and Melissa Devlin, Travelworld Peshurst.



Skal's past Perth presidents



THE Perth branch of industry networking club Skal International hosted its past presidents to a lunch at the Duxton hotel last week.

The club's current president, Bruce Doig, hosted the gathering that included pre dinner drinks and canapes, a meal and of course fine WA wines.

Pictured at the Past Presidents lunch from left are: Tony Brbich, George Booth, Clive Nelthorpe and Bruce Doig, Duxton GM.

US\$162m of AA red ink

THE parent company of American Airlines, AMR Corp, today reported a US\$162m third quarter loss, confirming negative expectations by analysts which saw its shares dive by more than a third earlier this month over possible bankruptcy concerns.

For the same period last year AA made a US\$143m profit.

CEO Gerard Arpey said "achieving a competitive cost structure is the one area where, despite a lot of hard work, we have not completed the job".

The quarterly loss came despite a 9.1% increase in sales to US\$6.4 billion - but spending on fuel was up more than 40% on a year ago.

Amazing GA earlybirds

GARUDA Indonesia has launched earlybird fares to Europe starting at just \$1062 pp return ex SYD to Amsterdam inc taxes, valid for sale to 30 Jun - 1300 365 330.

Stella UK profit up

STELLA Travel Services UK has reported a £2.7 million profit for the year to 30 Jun, after a concerted effort to turn the business around.

CEO Andrew Botterill said the result was pleasing, adding: "we put together a plan three years ago to integrate the UK businesses in what has been a tough trading environment.

"The plan was to take the business from a loss of £17m into profit," he said.

Jetset Travelworld Limited ceo Peter Lacaze and cfo Elizabeth Gaines are both non-executive directors of the UK operation.

FTC free heli transfer

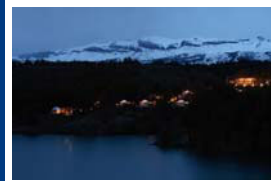
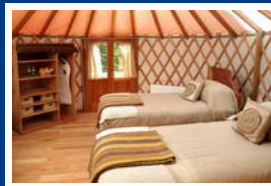
FRENCH Travel Connection is offering free return helicopter transfers between Monaco and Nice in low season (one way in high season) as part of its new 'Passport to Monte-Carlo'.

The three-star product is priced from \$240ppts and also includes two nights at the Novotel Monte-Carlo, brekkie, entrance tickets to museums & attractions and a free shuttle transfer to the helipad.

Pax can upgrade to a four or five star hotel package too.

WIN A HOLIDAY FOR TWO TO CHILE

Throughout October, **Travel Daily** is giving subscribers the chance to win a fabulous Chile holiday package valued at almost \$10,000, courtesy of Turismo Chile, LAN, Latitud 90 and Patagonia Camp.



The prize includes:

- ◆ Return Economy Class airfares on LAN to Santiago ex Sydney plus domestic flights Santiago/Punta Arenas/Santiago
- ◆ Transfers in/out from Punta Arenas & Santiago Airport
- ◆ Three (3) nights' accommodation in a Luxury Yurts with views To The Paine Massif at Patagonia Camp - Torres Del Paine
- ◆ Entries and full day guided excursions to Torres del Paine National Park
- ◆ One (1) nights' accommodation at La Casona at Matetic Vineyards
- ◆ Breakfast and dinner daily
- ◆ Wine tour and tasting

Every day **Travel Daily** will ask a different Chile-related question – just read the issue and email us your answer. There will be twenty questions in total.

At the end of the month the subscriber with the most correct entries and the most creative response to the final competition question will win this fantastic Chile holiday.

Q.13: The name of which famous National Park designated a World Biosphere Reserve by UNESCO in 1978?



- a) Lauca National Park
- b) Torres del Paine National Park
- c) Vicente Perez Rosales National Park

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

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Ticketing Consultant – Perth

- ★ National well known company
- ★ Solid work environment
- ★ Attractive salary

This back office role is now available for experienced Ticketing Consultant who is looking for a change.

You will have excellent airfare knowledge, experience in issuing tickets, you will be a team player and you will have great attention to detail.

In return, our client offers supportive and friendly work environment, attractive salary package and travel benefits.



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

GDS Technical Specialist, Sydney

- ★ Global Technical Product role
- ★ Lead 3rd party integration
- ★ Salary \$110 K Package

You will need to work closely with 3rd party developers to drive the adoption of product offerings / development. This will be through learning the product to the level of being able to write code and deliver proof of concept applications, spending time one-on-one with 3rd party developers as directed by the partner account manager as well as developing and delivering promotional and educational activities such as seminars, blogging and participating in forums etc.

Contact **Sally Matheson** T: 02 9231 6444 E: sally@tmsap.com or apply online.

Sales Manager - Sydney

- ★ Global travel online company
- ★ Loads of career opportunities
- ★ Salary \$70-90k

Exciting role with strong business development management and sales generation. Great company with approachable management and several opportunities for career progression. If you have strong hotel sales experience this is your dream career.

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

Business Development Mangers - Corporate Travel Sydney

- ★ Great earning potential
- ★ Large travel company with fantastic management and support
- ★ Salary \$70-90k

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

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

Reservations Consultants

- ★ Sydney based
- ★ Ongoing training
- ★ Career opportunities

Seeking experienced retail reservations consultants for an expanding travel business. Great salary and working conditions with fantastic opportunities for the future. Our client has multiple positions available working either full time, part time or casual hours. Strong customer service skills are required for this position along with extensive travel experience. Work hard – play hard and reap the rewards with exciting travel incentives available.

Contact **Jane Dearden** T: 02 9024 5555 E: jane.dearden@tmsap.com or apply online.

Director of Sales

- ★ True Executive role
- ★ Outstanding Salary

Are you the dynamic Sales Director I am looking for? This is your time lead new business strategies and increase company performance across Australia. This exclusive role with TMS is up for confidential discussions.

Contact **Sally Matheson** T: 02 9231 6444 E: sally@tmsap.com or apply online.

Business Development Manager – Perth

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- ★ Attractive salary package and travel benefits

Our client is a well known boutique Wholesale Travel Company. They are currently looking for a motivated, dynamic and experienced Business Development Manager to help them identify, qualify and capture new business. You will be on the road for most of your time, concentrating on forming new and strengthening existing relationships. We are looking for experienced Sales professionals with solid knowledge and success within the travel industry.

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

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Be responsible for the growth and development of this fantastic airline within the Australian market. You will have the ability to facilitate and maximize revenue and yield while using your commercial awareness with the ability to impact on the future success. Being responsible for the Australian Sales team you will know how to drive the team to perform.
A key role for this international carrier

BUILD A LONG LASTING BOND

**INHOUSE SUPPLIER RELATIONS CO-ORDINATOR
SYDNEY - SALARY PACKAGE TO \$85k**

This outstanding head office position will see you responsible for analyzing supplier product sales indicated from each region across Australia. You will be responsible for building a close working relationship with the products representative and have the outlook to drive new sales across the brand through a diverse range of distribution channels. A highly skilled analytic focus is required with exceptional relations.

LEAD THIS TEAM TO GREATNESS

**TEAM LEADER – CORPORATE ONLINE TEAM
SYDNEY – SALARY PACKAGE \$75k+**

Do you have the ability to build a successful team with a solid background in online booking systems? This superb company is looking for a talented operator who can deliver time after time with regards to ascertaining and driving the team performance. Previous supervisory skills and knowledge of corporate travel structures including online booking tools are a must to secure this great position.

MOVE YOUR EVENT CAREER FORWARD

**OPERATIONS MANAGER – CONFERENCE & INCENTIVE
MELBOURNE – SENIOR SAL PKG DEP ON EXP**

Move forward and take the next step with your career in Conference & Incentive Travel. This rarely seen opportunity has a focus on driving customer service and unique experience and will utilise your strong background working in the international conference & incentive market. Oversee all management responsibilities across the program team including systems, procedures and workflow.

STRIVE TO JOIN THE BEST

**BUSINESS DEVELOPMENT MANAGER
ADELAIDE & PERTH – SALARY PACKAGE \$75k + CAR**

Ready to join a dynamic company which can deliver you a fabulous opportunity. Working with this exciting product, in a market above the rest, you will be able to confidently sell and drive success further for this well known brand within the travel agency market. With your strong presentation skills along with your drive, determination and initiative you will be able to work from a home based office. On road exp required.

CONSUMER DIRECT SALES OPPORTUNITY

**SALES EXECUTIVE – GROUP PRODUCT
MELBOURNE & SYDNEY – SALARY PACKAGE \$55k + CAR**

Do you have experience in selling group tours to direct markets? This role offers you an interesting product with worldwide group tours to sell. Being in a unique field they require someone who has the ability to drive business within markets outside of the travel agency market so you will be managing relationships with direct clients. You'll assist with airport departure and travel as onsite assistant overseas.

RELATIONSHIPS ARE BUILT ON TRUST

**ACCOUNT MANAGER /CLIENT RELATIONS
PERTH – SALARY PACKAGE TO \$110k**

Here is an exciting opportunity for an Account Manager to join this superb Perth Account Management team. Looking after a portfolio of clients, you will nurture, develop and enhance the business needs of your clients with your ability to build strong relationships. Possessing high level business acumen you will have strong analytical skills and experience within the travel industry in a similar role.

TRAVEL 5 TIMES A YEAR WITH THIS PRODUCT

**BUSINESS DEVELOPMENT MANAGER
SYDNEY – SALARY PACKAGE TO \$65K + CAR**

Looking for a product which can take you on fabulous trips throughout the year? This growing entity in the travel industry practically walks off the shelves which makes reaching your targets a breeze! You must be a confident presenter with a driven approach and the ability to work to sales targets. On the road experience preferred but not essential – strong retail background also considered.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, OLD
Ph: 03 9670 2577

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WEEKLY PRIZES

PER WEEK PER STATE

1st Prize

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DEBIT CARD⁺

Sell a minimum \$10,000 in one week with 20% growth.

2nd Prize

\$500

DEBIT CARD[^]

Sell a minimum \$10,000 in one week with 10% growth.

3rd Prize

\$250

DEBIT CARD[#]

Sell a minimum \$8,000 in one week with 30% growth.



Consolidated Travel Group

Quikfares

Quikticket

CONDITIONS: Valid for all tickets & not limited to Earlybird fares issued by Consolidated Travel or via Quikticket between 01-31 October 2011 on 100% SQ itineraries ex Australia plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or cancel the promotion any time. *GRAND PRIZE: to be eligible you are required to ticket a minimum \$50,000.00 of International Sales during the duration of the promotion plus a 20% growth from the previous year. WEEKLY PRIZES: +to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year ^to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year #to be eligible you are required to ticket a minimum \$8,000.00 of International Sales in any week of the promotion plus a 30% growth from the previous year. States are defined as follows: VIC/TAS, NSW/ACT, QLD, SA/NT & WA, if a state has no winners the prizes will flow onto the next eligible winner in any state. Debit Cards for this promotion are capped and will be distributed at the completion of the promotion or as otherwise stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 29 September 2011.