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\*Airfare is quoted in Australian dollars and includes all government taxes, fees and surcharges. Offer valid for sale from 4 February until 23:59 AEDT 24 February 2012 unless sold out prior. The advertised airfare is for return travel in Club World business class and includes a one-way upgrade to First on either the outbound or inbound flight. The offer is valid for departures to 30 June 2012. A 14-day advance purchase applies to this fare. Advertised price is correct as at 25 January 2012 but may fluctuate due to changes in exchange rates, surcharges and taxes. Offer is subject to availability and seats are limited. Valid for travel on British Airways operated and marketed flights only. Other terms and conditions apply.

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# Travel Daily

First with the news

Wednesday 8th February 2012

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**TRAFALGAR**  
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## Sabre ownership change

**SINGAPORE-BASED** Abacus has moved to 100% ownership of GDS firm Sabre Pacific, with md Gai Tyrrell saying the move will create significant opportunities for the Australasian business.

Previously Sabre Pacific was a joint venture in Australia and New Zealand between US GDS giant Sabre Holdings and Abacus, which was formed by twelve Asian carriers in 1988.

It's business as usual for the firm, because Sabre Holdings

continues to be the biggest investor in Abacus with a 35% shareholding, and the move described as a "streamlining" of the ownership arrangements.

Tyrrell told **TD** this morning the move would allow Sabre and Abacus to "leverage the strengths of both businesses" for continued Asia-Pacific growth, as well as allowing some locally built Sabre Pacific products to be potentially used across the region.

## TM Fiji conference

**TRAVELMANAGERS** will hold its first offshore National Conference this year after the home-based agent network announced it will head to the Sofitel Fiji Resort & Spa for the annual event in 2012.

The conference will run from 09 to 11 Nov with over 200 personal travel managers likely to attend.

Chief executive Joe Araullo said the move comes in response from member demand as more than 80% of last year's conference attendees said they would attend if it was hosted in Fiji.

## Nominate for NTIA

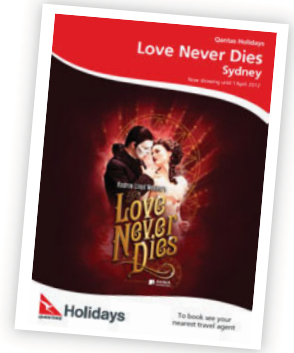
**NOMINATIONS** are flowing in for this year's National Travel Industry Awards which will culminate in the annual Gala Dinner on Sat 21 Jul - see last page.

## Seven pages of news

**Travel Daily** today has seven pages of news and photos, a front full page for **British Airways** plus full pages: (*click*)

- AA Appointments jobs
- AA Appointments temp jobs
- inPlace Recruitment jobs
- NTIA nominations

## Love Never Dies



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**PLUS** Top 20 agents with the most bookings will receive a **suite** for 2 on the 1 Night Sail Away Celebration on 19/10/12.

**PLUS** First 200 agents to make a booking will receive a **balcony cabin** for 2 on the 1 Night Sail Away Celebration on 19/10/12.

†Conditions apply, see [www.myccs.com.au/Pages/LatestCampaignDetails.aspx?campaignID=34](http://www.myccs.com.au/Pages/LatestCampaignDetails.aspx?campaignID=34). Open to Aust. & NZ registered travel agents 18+. Ends 5pm AEDST 2/3/12. NSW Permit No. LTPS/12/12642, ACT Permit No. TP11/5263, SA Permit No. T11/2806.

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## Vale Michael Merlini

**THE** travel industry is this week mourning former Pan Am and United Airlines regional manager for Australia, Michael Merlini, who has died suddenly in Detroit.

Merlini's had an extensive career of 58 years in the industry, and will be cremated in the US later this week.

A memorial service for Merlini is expected to be held in Australia, with details in *Travel Daily* when they become available.

## SQ codesharing on Virgin

**SINGAPORE** Airlines has today commenced codesharing on part of the Virgin Australia domestic network, with the move adding 20 more cities to SQ itineraries.

Tickets for the codeshare flights are now open for sale, and include services from Melbourne to Hobart, Launceston, Darwin and Mildura; from Perth to Darwin, Port Hedland, Newman and Karratha; from Brisbane to Darwin, Rockhampton, Townsville, Cairns, Mackay and Williamtown; and from Sydney to Canberra,

Ayers Rock, Ballina, Hervey Bay, Maroochydore, Coffs Harbour, Albury and Port Macquarie.

The alliance between the carriers also allows SQ's KrisFlyer loyalty program members to earn and redeem miles for Virgin Australia flights, as well as giving lounge access to eligible pax.

## Webjet hails growth

**ONLINE** travel agency Webjet says it's significantly outperformed the general travel market, is continuing its rapid growth, today reporting a 29% increase in TTV for Jun-Dec 2011 and a \$5.7m profit (*TD* breaking news).

Total turnover was \$369 million, with the company's revenue \$28.2 million excluding interest income of \$900,000.

Flight bookings for Australia and NZ comprised 92% of Webjet's income, and the company said it more than doubled its hotel bookings to \$25m for the period.


Jan TTV totalled \$64m, up 42% on last year, and Webjet is continuing to predict a 10% increase in full year profit.

## Hoffman TMS stake

**PHIL** Hoffmann has sold down his shareholding in travel recruitment firm TMS Asia-Pacific, with the business now including Mark Rizzuto as a new Principal.

Hoffmann continues to hold part of the company along with Gary Marshall, with Rizzutto's extensive industry career including as Managing Director Asia for Cendant Travel Distribution as well as roles with Galileo, Sabre Pacific and Qantas.

More from TMS on **page four**.




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## Tourism Aus. seeks Indonesia agency

**TOURISM** Australia has begun the search for a full service Market Representation agency in Jakarta as the organisation beefs up its profile in Indonesia.

In 2011 Indonesia was Australia's second fastest growing market and 13th largest source for international tourists.

TA will be boosting its support and marketing activities in 2012 in Indonesia, and is seeking an agency to support its consumer

marketing, trade distribution & PR activities, with the aim to build visitation and visitor spend.

The representation agency must have "a proven track record" with the local travel industry including airlines and travel agencies.

Applications for pre-qualification opened today and will be accepted up until 28 Feb.

For more details email Nicole at nicolechan@tourism.australia.com

## ICCA new recruit

**THE** International Cruise Council Australasia has appointed Flight Centre cruise product specialist, Peter Kollar as its new Training & Development Manager.

ICCA gm Brett Jardine said Kollar has extensive geographical knowledge, 10 years shipboard experience, as well as teaching and training qualifications.

Previously at Cruiseabout, Kollar was responsible for training, strategy & development in NSW.

**MEANWHILE**, Evergreen Tours, a division of Scenic Tours, has become the 27th member cruise line of the ICCA.

Evergreen Tours operates a range of holiday packages that combine land tours with cruises in Europe and Alaska.

## Momento 2% bonus

**MOMENTO** Travel Services is offering an extra 2% commission to travel agents on all new and existing brochured package bookings made by 29 Feb.

The offer excludes Via Rail and Amtrak packages - 1300 300 713.

## TCF termination

**THE** Travel Compensation Fund has non-voluntarily terminated **All World Travel** of Burwood East in Victoria (ABN:59 054 342 040) as the agent "lacks sufficient financial resources."

The agency has a team of five consultants and is a specialist in overseas weddings, tours and cruises, according to its still active website.

**MEANWHILE** South Coast Travel of Vincentia NSW (ABN:58 103 529 457) has been reinstated to the TCF, effective 07 Feb.

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[www.wentworthtravel.com.au](http://www.wentworthtravel.com.au)

## RJ cuts Europe

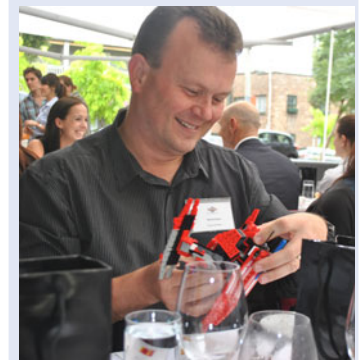
**ROYAL** Jordanian Airlines has announced the suspension of its current three weekly flights to Brussels and Munich, with the services to cease operating effective from 19 Apr.

## Window Seat

**GUESTS** at a Universal Studios function in Sydney yesterday (see p5) were really able to channel their inner children.

Because the event was to launch the new Transformers ride at Universal Hollywood, each table had some Lego Transformer toys, and some attendees just couldn't help themselves.

**TD** spotted Darren Evans from Qantas Holidays (below) delightedly picking up the Transformer on his table - which promptly broke into pieces before he managed to fix it.



**THE** Transformers lunch also provided an ideal opportunity for lots of weak puns, including the cocktail handed to guests as they arrived, which was titled the "Optimus Primer" to get things going.

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## Business fares drop

**DOMESTIC** Business class fares have fallen in price for the sixth consecutive month, according to the latest govt Air Fare Indexes.

The index shows Business fares fell 0.5 index points month on month to 76.9 in Feb, down from Jan's 12 point slide (**TD** 12 Jan).

'Full Economy' fares were flat at an index level of 109.3, while the 'Best Discount' fare level rose 3.1 points to a level of 64.2.

## Elysian rebrands

**HILTON** Worldwide yesterday rebranded the former Elysian hotel as the Waldorf Astoria Chicago, becoming the 23rd property under the luxury hotel brand.

## Air Vanuatu delays

**AIR** Vanuatu has postponed today's return Sydney-Port Vila flights until tomorrow due to Cyclone Jasmine impacting parts of the South Pacific.

The cyclonic forecast yesterday resulted in Air Vanuatu axing its NF21 Brisbane-Santo-Port Vila service, and retiming it to depart the Queensland capital at 2:30am Thu (direct to Port Vila), with an onward ATR-72 flight to Santo.

Passengers on the Sydney NF10 and NF11 flights today have been rebooked on the same flights departing Thu.

Air Vanuatu has also adjusted its Auckland services and cancelled domestic services due to the "adverse weather."

Pax on affected flights are advised to contact the airline for updated info on 1300 780 737.

DFAT yesterday said storm force winds are expected to affect the central and southern parts of Vanuatu -[smartraveller.gov.au](http://smartraveller.gov.au).

## TMS engagement phase



**ABOVE:** TMS Asia-Pacific plans to "raise the bar" on travel recruitment engagement with candidates and clients in Australia, to a field in need of "some fresh input and insight".

Speaking at a trade media event in Sydney yesterday, newly joined TMS Principal Mark Rizzuto said there's untapped opportunities for the recruitment specialist to "position its business into a fresh space."

Rizzuto, who recently bought into TMS Asia-Pacific through the acquisition of shares from co-founder and travel industry icon Phil Hoffmann, officially began work with the firm in mid-Jan.

He's been associated with TMS founder Gary Marshall for about 15 years, and last year sat on the recruitment firm's board.

"At the time I had no idea that I'd be buying in on the company," Rizzuto told **Travel Daily**.

For the past six years Rizzuto has worked as an IT, technology & distribution strategy consultant, working for mostly offshore airlines, GDSs and hotel groups.

He said his link with TMS is "a nice marriage of those skills".

Rizzuto said that while the current TMS Asia-Pacific had no flaws and was a well known brand, there was an opportunity "for fresh blood in the business."

"Nothing is broken, there's just an opportunity to make it shine more than it already has."

"I want to bring some of my best practices experience into

TMS," he told **TD**.

"We want to move an already good model into a different space" and it gives TMS an opportunity to re-engage with the Australian market, he said.

In the coming months Rizzuto says new forms of engagement that enable greater and "more meaningful" contact will be rolled out to create "real value."

An investment and overhaul of the TMS website is currently underway as a "natural progression of client and candidate expectation of service."

Some of those expectations need to be more fulfilled than just via a telephone call, he said.

"I want to see the website move in different directions and be a little more engaging."

"We think the recruitment industry has not had a significant amount of change to it - it's been the same old model with the same old faces for a reasonable amount of time, and we are doing that with the next phase for TMS," Rizzuto explained.

Marshall said he was "over the moon" to have Rizzuto join TMS.

"Recruitment is one of those industries where ethics and values are really important, and he shares those similar views," Marshall said.

**Pictured** above at Cafe Sydney, from left are Gary Marshall, TMS Asia-Pacific founder, Sally Matheson TMS general manager Australia/NZ and Mark Rizzuto, TMS principal.

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Qualified candidates should forward a CV and covering letter to [recruitment@globusfamily.com.au](mailto:recruitment@globusfamily.com.au) with **Groups BDM (NSW & VIC)** in the subject line by Friday 24th of February 2012.

**Please note:** Applications will not be accepted via recruitment agencies before the closing date.

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**ROCKY MOUNTAINEER**

More than meets the eye...



**ABOVE:** Decepticons beware - the Transformers are coming to Universal Studios Hollywood. Yesterday in Sydney Universal's vp of international marketing, Thomas See, hosted an industry lunch at the aptly named Universal Restaurant, unveiling the soon-to-launch Transformers - The Ride 3D experience which is set to debut in LA in May.

The interactive ride, created in partnership with the makers of the stunningly successful Transformers trilogy, is the latest innovation from Universal Studios.

It incorporates advanced technology including huge screens which immerse riders, sitting in a new 'EVAC' Transformer, into a future where they help save the world with the help of intelligent robotic vehicles from another planet.

Universal and its parent company Comcast, which also owns the NBC television network, have created a huge buzz across the US about the new ride, which featured in a special commercial spot just before last weekend's Superbowl kicked off.

They're hoping to further build momentum towards the launch with a website game at [www.prepareforbattle.com](http://www.prepareforbattle.com) which allows enthusiasts to fight it out online - and which will feature a number of prequel videos in the lead-up to the real thing.

Travel industry guests at the upcoming International Pow Wow trade show in Los Angeles will get to experience the ride too, with Universal hosting a special party in late May during the event.

Universal Hollywood's local sales manager, Danielle Tuffield, is pictured above with Thomas See, who confirmed that Australia is the number one international market for Universal Studios.

He said that Aussies have particularly taken to products such as the VIP package and the 'Front of Line' pass.

These significantly improve the park experience on busy days, allowing travellers to make the most of their visits - and when booked through wholesalers, have guaranteed availability.

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Wednesday 8th Feb 2012

### Tempo Dubai double

**TEMPO** Holidays is offering its City of Merchants Dubai half day sightseeing tour at half price when two people are travelling together between 01 Apr and 30 Sep, and booked by 20 Feb.

The two for one deal is priced at \$42 per couple and includes a five hour coach tour taking in the Jumeirah mosque, Al Fahidi Fort, Dubai Museum and more.

### Breakaway to AUH

**BREAKAWAY** Travel Club has released special Etihad Airways airfares to Abu Dhabi and Dubai ex SYD and BNE priced from \$819 plus taxes in Coral Economy Class. See - [www.travelclub.com.au](http://www.travelclub.com.au).

### AS to FLL and PHL

**ALASKA** Airlines is to launch new routes from Seattle to both Philadelphia and Fort Lauderdale from 11 Jun & 16 Jul respectively.

The daily flights will be operated by two-class Boeing 737-800s.

The addition of Fort Lauderdale comes at the cost to Miami which will be discontinued after about 10 years service.

### CCC South Aus combo

**CAPTAIN** Cook Cruises has five and six night cruise and accom packages in Adelaide & Kangaroo Island priced from \$1,879 and \$2,158ppts, valid for travel from 01 Apr to 31 Mar 2013.

The deal includes either a three- or four-night cruise on the *Murray Princess*, as well as accom at the Mercure Grosvenor Hotel in Adelaide and one night's accom on Kangaroo Island.

### QH Trip! points

**QANTAS** Holidays travel agent reward program Trip, is offering members for a limited time to earn points on the airfare component of every Qantas Airways package when booked by 30 Apr, for travel to 30 Jun.

More at [tripline.com.au](http://tripline.com.au).

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## 'Pay Later' cruise deal

**US CRUISE** specialist agency CruiseOne has launched a 'book now pay later' promotion, under which it will pay deposits for cruise bookings on behalf of passengers.

Pax will repay the deposit when they finalise their bookings, usually about 75 days before sailing.

## CZ adjusts SYD, MEL

**CHINA** Southern Airlines is switching some of its flights to Guangzhou to different days, with GDS showing flight CZ343/344 from Melbourne operating on Mon, Wed and Fri effective from 01 Jun - in addition to daily A330 operations on CZ321/322.

Sydney services are also being adjusted, with CZ301/302 moving to Mon/Wed/Fri along with the daily CZ325/326 A330-300 flight.

Currently both of the Sydney and Melbourne supplementary services operate on Tue/Thu/Sat.

## Special fares for new Club Class service

**HONG** Kong Airlines is offering special introductory fares between Australia and London, incorporating its new all-business class service between Hong Kong and London Gatwick.

The daily service will debut 07 Mar, using dedicated A330-200 aircraft configured to seat just 116 passengers in two cabins - 34 in Club Premier with fully flat bed suites, and the 82 in Club Classic cradle seats configured 2-2-2 with a 130cm (51") seat pitch.

Mixed class fares start at \$3385 return ex SYD, BNE, MEL and PER to LGW, including Qantas economy flights to Hong Kong and Club Classic to Gatwick.

Full business class fares lead in at \$8465 including QF business class to Hong Kong and then Club Premier onward to London.

Passengers in both cabins are offered lounge access in Hong Kong and London, while Club Premier passengers have a limousine transfer option too.

The deals are on sale now until 29 Feb, for departures 07 Mar-30 Jun and Net IT Fares are also available via consolidators.

## Italy so sweet for LHW



**LEADING** Hotels of the World last night hosted agents from NSW - plus a contingent from NZ - in Sydney at an event to showcase some of its fabulous Italian hotels. Italy is the top destination for LHW from Australia, last year seeing a 23% increase in bookings and it's no wonder, given the stunning hotels represented.

Nine hoteliers from Italy were also in attendance, giving an authentic flavour to the 'Italy one-of-a-kind' function.

LHW ceo Ted Teng told TD that business was strong, with the group's revenue up 19% worldwide despite the ongoing economic crisis in Europe.

And even in Japan, recovering from last year's natural disasters,

LHW bookings are up 15%.

Teng said that Australia continues to be a key market for the company, which takes around 70% of its bookings via agents despite also offering a range of online distribution options for its hotel partners.

"Many leisure bookings are complex itineraries where people are coming together from multiple destinations and travellers need the expertise of agents," he said.

Teng is pictured above with Bev Cohen (left) and Sandra Pelekanakis (right) of Wentworth Travel, along with LHW regional director Katey Matthews.

Lots more photos on our website at [traveldaily.com.au](http://traveldaily.com.au).



## PR & Travel Trade Account Manager - Sydney

Hill & Knowlton's travel and tourism division, Passport Marketing, currently has an exciting job opportunity available for a **PR & Travel Trade Account Manager**. This role is a full time position and will require you to work on multiple accounts such as Abu Dhabi Tourism Authority and Positively Wellington Tourism. You will need to be motivated, well organised and preferably have experience in a similar role.

### Your responsibilities will include:

- Developing and maintaining relationships within the media and travel industry
- Coordinating and escorting media and trade familiarisation trips
- Developing and distributing media releases
- Developing and managing co-op marketing activities
- Travel agent and wholesale reservations staff training
- Coordinating in-market trade shows, consumer travel shows and attending retail travel conferences
- Organising media and trade events & promotions
- Assisting with the development of the in-market marketing and PR plans

You will need to have excellent written and oral communication skills, have eye for detail, be a confident presenter and have the ability to work autonomously. This role reports directly to the Director of Passport Marketing.

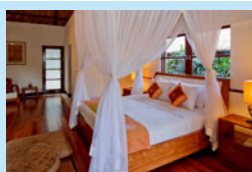
In return you will have the opportunity to be part of a dynamic team and work for exciting tourism destinations. You'll receive a competitive salary package (dependent on level of experience).

Please forward your resume and cover letter to [psullivan@passportmarketing.com.au](mailto:psullivan@passportmarketing.com.au) before the 10<sup>th</sup> February 2012.

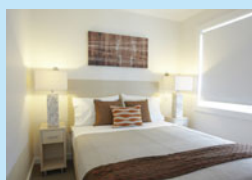
Applicants who are not contacted within 4 weeks may consider their applications unsuccessful.

## 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](mailto:accomupdates@traveldaily.com.au).



**Chintamani Bali Retreat and Spa** is a new resort created to offer travellers an escape from their normal lives. This women only resort is due to open in Apr and will offer all inclusive packages that include suite accom, all meals and two spa treatments per day.



Newcastle's **Stockton Beach Tourist Park** is featuring a new collection of self contained holiday cabins. In Dec the park launched the two- and three- bedroom cabins offering a full kitchen, spacious living room, laundry facilities and alfresco decking. The two-bedroom options are also wheelchair accessible.



**The Melanesian**, Vanuatu is undergoing a \$1 million refurbishment that will give it new life. The 69 rooms and 12 apartments have been fitted with new bathrooms, furniture and soft furnishings. The recent renovations also included providing wireless internet connections in all rooms for a small charge, and an Internet Cafe in the foyer. Also the restaurant has been refurbished, with the introduction of "Pacific Fusion" type cuisine.



## AFTA UPDATE

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

**THE RELEASE** of the outbound departure data yesterday underpins the way the travel industry looked at 2011.

A strong year with solid departure numbers and therefore a solid trading year for travel agents.

Interestingly, this result also plays right into the plans that have been set by Tourism Australia and the Australian Government for the tourism industry.

The 2020 Tourism Industry Potential plan has indicated that by 2020 there will be 10 million departures and this 2011 result sets a solid base on which these forecasts might come true.

On top of this, the announcement yesterday to hold the official interest rates have further spiked the Aussie Dollar particularly against the USD which will give further support and underlying confidence for Australians to continue to travel, and travel overseas.

The inbound industry will of course feel the pressure of this news and that is why travel agents should continue to ensure that they have domestic holiday options to offer customers as the Australian tourism industry will suffer as a result of this outbound bonanza.

As I have said many times before, travel agents and the travel industry should not feel uncomfortable about making a living. There are many years on the record books when the situation has been completely reversed.

So I hope these signs and signals reverberate in your part of the travel industry and that 2012 will build on these results and further build the outbound departures for 2012.

The fact remains that the 2020 potential plan for the Australian tourism industry needs to have a strong and robust outbound sector in order for many of the results that the inbound industry is looking for to actually come true.

So the truth of the tourism story is that we need a strong two way tourism industry for everyone to achieve their desired results.

On a personal note, my wife gave birth in late January to our baby daughter Zara Jean Westbury and both mummy and baby are doing really well.

Thank you to all for your well wishes and kind messages.



## Turkish visa update

**AUTHORITIES** in Turkey have implemented new regulations relating to visas, which now allow a maximum stay of 90 days within a 180 day period for tourists on ordinary visas.

A Smartraveller update for Turkey issued overnight advises Australians who plan to stay more than this to apply for longer-stay visas via their nearest Turkish embassy or consulate before they commence travel.

## More Travelan winners

**CONGRATULATIONS** to the following lucky **TD** winners, who will each be receiving a 'Travel Essentials Pack' courtesy of Travelan in this week's comp: Amy Barns from Phil Hoffmann Travel in Glenelg; Lene Thorsen of Mantra Group; Trish Cox from American Express Business Travel; Vicki Blanco of Travel Counsellors; and Kylie Salmon of HRG.

For more opportunities to win see the comp box at **right**.

## Brazil airport upgrades

**THE** Brazilian government has announced the awarding of US\$14b in contracts to cover improvements at three major airports in Sao Paolo and Brasilia.

The country is hoping to significantly boost its infrastructure to handle increasing air traffic in the lead up to the 2014 FIFA World Cup.

## QF A380 wing cracks

**QANTAS** has grounded one of its Airbus A380s in Sydney since Sun, according to *Fairfax Media*.

Engineers reportedly found 36 hairline cracks in the 2000 wing-rib feet of the Charles Kingsford Smith superjumbo.

## New Mantra campaign

**NORTHERN** Rivers Tourism has announced a new \$35,000 cooperative marketing campaign with Mantra on Salt Beach at Kingscliff, which will showcase the region to visitors from the Gold Coast, Brisbane and Sydney as an ideal place to 'reinvigorate your mind, body and spirit'.

The resort is promoting a stay 3, pay 2 deal from \$217 per night in a one bedroom apartment to kick off the promo, which is also supported by Destination NSW.

Wednesday 8th Feb 2012

## WIN A TRAVEL ESSENTIALS PACK



To reduce the risk of Bali Belly from ruining your next holiday, **Travel Daily** is giving you the chance to win the ultimate travel pack (valued at \$50 each), featuring **Travelan**.

Travelan – a natural product derived from the humble Australian dairy cow – is scientifically proven to provide travellers with up to 90 per cent protection against the bacteria that causes travellers' diarrhoea.

For your chance to win, simply be one of the first five people to send in the correct answer to the question below to: [travelan@traveldaily.com.au](mailto:travelan@traveldaily.com.au).

Name one symptom of travellers' diarrhoea?

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



## Tune Pattaya opening

**BUDGET** hotelier Tune Hotels are to open its 16th property globally (and 10th in Malaysia) when the 172-room Tune Hotel Pattaya opens on 17 Feb.

Introductory rates start at THB199 (AU\$6) per night, for travel between 17 Feb and 05 Apr when booked by 17 Feb.

## Canyon bottle ban

**THE** US National Park Service has banned the sale of plastic water bottles within the iconic Grand Canyon National Park.

Plastic bottles account for about 30% of the park's total waste.

Similar restrictions are in place at Zion National Park in Utah.



WENTWORTH TRAVEL

**Wentworth Travel is looking for an experienced, enthusiastic and pro-active person to join their team, in Woollahra**

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**The successful applicant will possess the following skills:**

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- Excellent knowledge of fares and ticketing
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- Well travelled, with an excellent knowledge of up-market destinations

Please contact Anna McMurtrie for more information on 02 9301 9905 or email your resume to her at

[anna@wentworthtravel.com.au](mailto:anna@wentworthtravel.com.au)  
[www.wentworthtravel.com.au](http://www.wentworthtravel.com.au)





## Westjet to Chicago

CANADIAN carrier Westjet is to add new daily non-stop services from Vancouver and Calgary to Chicago effective 14 May, with fares priced from CAD\$149 + tax.

## QF advertising deal

MEDIA operator EYE, owned by TEN Network, has announced a major overhaul of advertising at Qantas domestic terminals in SYD, MEL, BNE and PER.

The move follows the recent renewal of advertising rights with Qantas, giving EYE exclusive media rights to the general passenger areas in the terminals through until their leases expire.

EYE will add "sophisticated large format digital sites which allow advertisers to interactively engage with travellers".

Advertisers will also be offered more flexible options so they can schedule different messages on screens by day, part of week and airport precinct.

## AirTrain Gold service

AIRTRAIN has introduced a Gold Coast door to door service aimed at business travellers, locals and tourists commuting to Brisbane Airport, avoiding traffic delays.

The AirtrainConnect service now has an option for chauffeur service that collects passengers from their front door and drops them at an Airtrain station.

## airberlin to Phuket

AIRBERLIN is to launch new daily year-round departures from Abu Dhabi to Phuket from 25 Mar.

AB's largest stake holder, Etihad Airways, will also boost frequencies between Abu Dhabi & Dusseldorf to daily and add a third daily Bangkok flight, effective 15 Apr.

## Happy AirAsia New Year



**MALAYSIA-BASED** low cost carrier AirAsia has taken delivery of its 100th Airbus A320, with the milestone celebrated with special Year of the Dragon livery on the plane (inset above).

The Airbus A320s are used throughout the carrier's short-haul route network in Malaysia and Thailand and from the end of the first quarter 100% of AirAsia Indonesia operations will also be

serviced by A320s.

CEO, Tony Fernandes who also shares in the Chinese zodiac - the dragon - said AirAsia is proud and excited by the new arrival, which took 20 painters 12 days to create.

Fernandes is pictured above with some of his staff and his Chinese zodiac - the Dragon.

## 25 PLACES TO CHINA AND VIETNAM UP FOR GRABS!!!

As part of Helen Wong's Tours' 25<sup>th</sup> anniversary celebrations in 2012, the leading Asian specialist has teamed up with *Travel Daily* to offer 25 spots across four colourfully informative familiarisations to China and Vietnam in June, valued at \$60,000.

Three of the familiarisations will be devoted to China, one focussing on Shanghai, another on Beijing, the third on a Yangtze cruise through the breathtaking Three Gorges.

The fourth familiarisation will focus on Saigon (Ho Chi Minh City), all four itineraries finishing in Shanghai.

Every day *Travel Daily* & Helen Wong's Tours will ask a different China/Vietnam-related question - just read the issue and email us your answer. There will be 21 questions in total.

At the end of the month 25 subscribers with the most correct entries and the most creative responses to the final question will win a place on this fantastic famil.



**Q.6: In and around which city am I?  
"My cycle-rickshaw tour of the hutongs is as exciting as ever."**

Send your answers to: [helenwongscomp@traveldaily.com.au](mailto:helenwongscomp@traveldaily.com.au)

Hint! Check out Helen Wong's Tours' China & Vietnam brochures at [www.helenwongstours.com](http://www.helenwongstours.com)

Click here for Terms & Conditions of the competition



## QATAR AIRWAYS RECRUITMENT

The World's 5-star airline and fastest growing carrier, Qatar Airways is dedicated to excellence and continuous improvement. If you are looking for a challenging career which carries a competitive remuneration package and benefits associated with the industry, this is the place for you. We invite applications for the following position:

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The successful candidate is responsible to support the sales team to achieve and maximise the revenue targets. The incumbent will also assist in marketing and pricing activities on the execution level. We require 3 years or more in a similar role, Reservations & Ticketing knowledge, GDS and airline system background.

Please send your detailed CV to [employment@au.qatarairways.com](mailto:employment@au.qatarairways.com) by COB Mon, 20 Feb 2012.

Only shortlisted candidates will be advised.

World's 5-star airline. [qatarairways.com](http://qatarairways.com)



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# AA APPOINTMENTS

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## LET AA HELP YOU CLIMB THE STAIRWAY TO A NEW OPPORTUNITY

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VIC – 1/167-169 Queen St, MELBOURNE – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

WA & SA – (03) 9670 2577 – [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au) & [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au)

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### PACIFIC GEM

**WHOLESALE TRAVEL SPECIALISTS  
SYDNEY: SALARY PACKAGE \$65K (OTE)**

If you have excellent sales skills, knowledge of a CRS and outstanding product knowledge of the South Pacific – we want to hear from you. Our client is a leading travel company specialising in South Pacific. As leaders in their field they are busy beyond belief and are looking for consultants to join their growing team. Benefits include a top salary package, outstanding incentives, and enviable educational as well as exceptional training and development opportunities.

### LIVE LIFE! TAKE BACK YOUR WEEKENDS CORPORATE CONSULTANTS

**SYDNEY – SALARY PACKAGE TO \$70K (OTE)**

This global TMC is experiencing growth like no other and as a result, requires numerous talented internationally skilled travel consultants to join a number of corporate teams. With more career advancement opportunities than most, you will not only have the opportunity to grow your skill set but you will earn the highest salary in the corporate travel business! A motivated approach is a pre-requisite with this company! Minimum 2 years retail or corporate travel experience ess.

### FREE ADVENTURE TOUR EVERY YEAR ADVENTURE TRAVEL CONSULTANT MELB (CBD) – SALARY PACKAGE TO \$53K

Are you an experienced retail or wholesale travel consultant looking for a role you can be passionate to sell? This well recognized wholesaler is seeking a motivated individual to sell their adventure style tour product. Working in this energetic team, you will not believe your luck bagging one of the most highly sort after roles in Melbourne. Free tour each year, money towards flights, plus monthly bonuses! Apply now.

### SERVICE THE DISCERNING TRAVELLER LEISURE TRAVEL CONSULTANT / SUPERVISOR PERTH (INNER) - SALARY PACKAGE TO \$65K+ (DOE)

It’s time to take the leap and put your career in first place! This boutique high end leisure travel agency is seeking a senior travel consultant to join their intimate team and service their long standing and loyal clientele. If you possess a minimum 3 years international retail travel consulting experience, possess Amadeus & Travelog and show leadership qualities, apply for this great role today. Set salary on offer. Mon to Fri hrs only.

### COME JOIN THE CORPORATE CRAZE CORPORATE CONSULTANTS PERTH (CITY) – SALARY PACKAGE \$70K+ (OTE)

What are you waiting for? Move across to the fastest growing corporate company in Australia and not only see growth, watch your pay packet expand! With continuous new business filtering through, you will never be looking for more work. A busy day equates to more money with this organisation and there is no sign of slowly down! International corporate travel consulting experience required for this role.

### BACK OFFICE BONANZA CUSTOMER SERVICE CONSULTANT

**MELBOURNE (INNER) – SALARY PACKAGE TO \$48K + INC.**

Tried of servicing clientele face to face? Why not join an online organisation that can offer you a bright office space, fun team environment and best of all, no face to face sales! Working on a rotating roster, you will need to be flexible to work various shifts. This is your chance to join the online travel sector & earn a very generous salary at the same time. Apply now and see where this position can take you.

### TIME FOR A CHANGE OF SCENERY? INTERNATIONAL TRAVEL CONSULTANTS VACANCIES ACROSS QLD – TOP \$\$\$

Right now we have sizzling roles in Gladstone, Rockhampton, Cairns, Townsville and Mackay! So if you have a minimum 2 years recent experience in a retail agency, CRS skills, outstanding customer service, and strong destination knowledge and above all are passionate about selling travel we want to hear from you. Reputable, successful companies offering work/life balance, great salary packages, educational opportunities and other amazing benefits.

### OPPORTUNITY DOESN'T KNOCK TWICE MULTI-SKILLED CORPORATE CONSULTANT BRISBANE CBD – SALARY PACKAGE UP TO \$50K PKG

Are you a talented retail travel consultant looking to move into corporate travel? Do you have excellent fares knowledge and exceptional customer service skills? If so, we have the perfect role for you. Based in the heart of the city, this modern, national organization, boasting fantastic corporate accounts is looking for a positive multi-skilled consultant to service premium clients. An excellent salary and a friendly team plus Mon-Fri hours, are just some of the benefits.





**NEED TO MAKE SOME FAST CASH? AA TEMPS ENJOY TOP RATES & MUCH MORE**

Top industry rates; paid weekly  
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Work less - earn more \$\$\$! Who wouldn't want this? What's more, our client offers fantastic flexibility in the way of working hours & days! This part time temp role based in Newcastle, offers you the chance to work around your own schedule. Your in depth leisure travel knowledge combined with your Sabre booking skills is essential for the role.  
Call Anita to find out more info!

**CALL CENTRE- NO FACE TO FACE**

RETAIL CONSULTANT  
SYDNEY - GREAT HOURLY RATE ON OFFER.

Based close to public transport, this retail travel consultant role offers great variety and exceptional money combined with flexible shifts. We are looking for a qualified travel consultant with a min of 3 years consulting experience. Full training/GDS conversion fully paid for and ongoing on-the-job training and support. Don't miss out on an opportunity like this one. This client is will nurture and support so get your foot in the door now!

**VARIETY IS THE SPICE OF LIFE**

RETAIL TRAVEL CONSULTANTS  
MELBOURNE (VARIOUS LOCATIONS) TOP HOURLY RATE  
Calling all Galileo trained temps in Melbourne! We have leisure travel roles available now located in the CBD, west, north and eastern suburbs. All you need to register is a minimum 12 months experience in the industry, the ability to adapt to new environments and the desire to earn a fantastic hourly rate! You will be asking your self why I haven't done this before!  
Apply today and start temping straight away!

**4 WEEK TEMP ASSIGNMENT IN BAYSIDE**

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MELBOURNE (BAYSIDE) TOP HOURLY RATE  
Do you live in the bayside area? We have a fantastic retail role on offer for an experienced Galileo consultant starting ASAP. You will responsible for booking leisure holidays for this busy retail agency and ensuring the high level of service and standard are kept up to company standards! Earn a fantastic rate while doing the job you love and are passionate about all while in a beautiful location! Apply today!

**CORPORATE IN THE CITY**

CORPORATE TRAVEL TEMP  
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Are you looking to fill up your temping calendar quickly for the upcoming months? If so don't miss out on this two week April assignment. Working in this fast paced TMC you'll handle domestic and international bookings. Galileo skills will be a must along with previous corporate travel consulting experience. Based in CBD you will be close to public transport and enjoy a top hourly rate. This assignment needs to be confirmed ASAP – call today.

**FIRST CLASS TEMP NEEDED**

HIGH END RETAIL TRAVEL TEMP  
BRISBANE CBD – TOP HOURLY RATE  
Are you experienced in handling high end leisure clientele? Do you deliver an exceptional level of customer service and have sensational international product knowledge? Then we need you. We have a number of dates throughout March that this leading travel company needs an experienced consultant to assist them. You'll earn a strong hourly rate and enjoy a weekly pay cheque. Temp to Perm opportunities may also arise. Call to find out more!

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- Earn up to \$70K OTE +++

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- Amazing product range

This role comes with a split of account management and some new business acquisition, approx. 80/20 split. Wholesale, Retail, Corporate or airline background considered, CRS knowledge ess.

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► **Fabulous management and team**

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- Salary up to \$55K

Do you love working in the Corporate sector and are looking for a company that believes in progression? This job is for you! Their clients receive a higher service level & the personal touch.

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► **Positions in Sydney, Melbourne & Perth**

- CBD locations, Sabre, Galileo or Amadeus
- Salary from \$45K + super + incentives

Multiple positions across Australia for experienced Corporate Consultants. Whether working in teams on dedicated accounts or working on multiple accounts, you are in demand!

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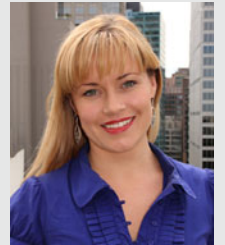
Join this thriving retail agency who are celebrating 20 years in business this month. Located in a busy shopping centre catering to families, affluent retirees and couples.

Call or [email Kristi Gomm](#) for more details

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- Salary to \$60K DOE
- Sydney Eastern Suburbs
- Lovely modern offices



Kelly Wellmore

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This highly successful retail travel agency is on the hunt for a Manager. They are situated in a small yet busy shopping centre in the Eastern Suburbs of Sydney and have a good mix of new walk in clients as well as a strong repeat client base.

You will work closely with a small team to keep them on track and provide support where needed including guiding and developing junior team members.

You will be rewarded for your hard work with a generous base salary, a flexible and understanding MD and the space to put your mark on this office as you see fit!

Call or [email Kelly Wellmore](#) for more details

### Helpdesk Consultant - Sydney

► **Real career opportunities**

- Galileo & ticketing ess, Great CBD location
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This is your chance to help smooth out those frustrating technical issues that can occur with distribution systems. Your amazing problem solving skills will help make the world a better place!

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► **What are you worth \$40K, \$50K or \$60K?**

- No weekends or Thursday nights
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This highly successful Cruise Company is looking for their next star! Online and phone consulting only, no face to face. Strong sales skills a must. You tell us what you're worth.

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Nominations are open from  
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**For more information:**

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