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NZ/DJ 1yr anniversary

AIR New Zealand and Virgin Australia are today celebrating the 12-month milestone of their trans-Tasman alliance with a "Friends with Benefits" sale.

Until 11 Jul, Air New Zealand is offering a \$150 discount on return airfares in either Economy or Business class between Australia and NZ through its partnership with Virgin Australia.

The deal (see **cover page**) is valid for travel from 28 Jul to 12 Dec 2012, and availed by using the promo code 'NZ150'.

See **page five** for further details on the anniversary celebrations held this morning in Sydney.

Qantas/Jetstar Group co-op

QANTAS & Jetstar have proposed a joint venture coordination deal with existing and all future Jetstar branded airlines to take on rival low-cost carriers (LCCs) in Asia.

QF/JQ are seeking authorisation from the ACCC to coordinate on all network, scheduling, pricing, marketing, purchasing, customer service & resourcing decisions with JQ off-shoots, as the next stage of the Jetstar Pan-Asia Strategy.

Initially, the alliance will involve Jetstar Asia (Singapore), Jetstar Pacific (Vietnam), Jetstar Japan & Jetstar Hong Kong, along with their local Full Service Airline (FSA) partners - Vietnam Airlines, JAL & China Eastern Airlines.

In a 61-page submission filed to the Australian Competition and Consumer Commission, Qantas & Jetstar announced details of the Jetstar Joint Venture Coordination Agreement (JVCA), entered into by the JQ group on 22 Jun.

Under the JVCA, JQ carriers will operate as a single, fully integrated organisation in the Asian region to compete "more vigorously" against the likes of the AirAsia Group, Tiger Group, Lion Air, Cebu Pacific & Scoot (see **pg 3**).

Jetstar's Pan-Asia Strategy calls for a "single business model" to develop new opportunities, and a uniform branding concept.

The business model seeks to establish an integrated network of Jetstar LCCs in Asia with Jetstar Airways, that can pool products &

services at a lower cost base than would be achieved by going solo.

Additionally, the JVCA covers inventory, aircraft configuration, frequent flyer & loyalty programs, IT, in-flight products and more.

The applicants say the JVCA will lead to enhanced innovation in the commercial aviation market and increased inbound tourism, likely creating employment in certain sectors in Australia.

QF/JQ are seeking a 10-year authorisation for the "Proposed Conduct" - double the time of airline alliances when carriers are competitors such as codeshare pacts between Virgin Australia & Singapore Airlines or Qantas & British Airways - to provide certainty necessary to ensure the JQ Pan-Asia Strategy is achieved.

The applicants told the ACCC the nature of their proposed co-operation is "entirely different."

"Rather than coordination between existing competitors with little or no investment, the Proposed Conduct involves the development and growth of pro-competitive greenfields network of Jetstar LCCs which would not otherwise exist," said QF/JQ.

They also specified "ring fencing structures" prevent coordination between QF and JAL, Vietnam Airlines, China Eastern and any Future Jetstar JV, along with the Jetstar Group and local airline partners, except on overlapping or potentially overlapping routes.

New Quest under way

QUEST Serviced Apartments broke ground on its newest development in Victoria on Fri.

Once completed by Easter next year, the \$25m Quest Wodonga will offer 48 studios, one-, two- and three-bedroom apartments.

Seven pages of news

Travel Daily today has seven pages of news & photos, a front full page for Air NZ plus full pages from: (**click**)

- AA Appointments
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TA boosts RGM ranks

TOURISM Australia has announced the appointment of two new Regional General Managers to its ranks, aimed at strengthening its int'l division for two traditional markets.

Promoted to oversee & develop the Continental Europe region is Eva Seller, while Jane Whitehead, currently the vice-president of marketing for Qantas in the USA, will look after the Americas region.

Eva has been working with TA since 1999, while Whitehead will replace the outgoing Daryl Hudson, who announced earlier this year he would not seek a contract renewal (**TD** 15 Mar).

Melb A380 trans-Tas

VICTORIANS will for the first time have the option of flying from Melbourne across the Tasman on an A380 when Emirates introduces new superjumbo services to Melbourne (**TD** Thu).

EK406/407 will operate the Dubai-Melbourne-Auckland (& reverse) route from 02 Oct, becoming the first commercial operator of regular short-haul flights over 'the ditch', ex the Victorian capital.

TCF role to be phased out

THE Australian Federation of Travel Agents has heralded the decision by Ministers of Consumer Affairs that the TCF be wound up (**TD** breaking news) as a "historic day for state cooperation."

Late on Fri, following a review process of 3.5 years, ministers from each state and territory agreed current arrangements for consumer protection in the travel market were "not satisfactory" & that a new approach to travel agency regulation was needed.

The ministers revealed, under the Travel Compensation Fund, only 1/3 of affected consumers had any redress under the scheme while also highlighting more money is spent on the TCF's administration than is paid out.

"Consumers will now have a clear understanding that their protection when dealing with travel agents sits with the new Australian Consumer Law," AFTA ceo Jayson Westbury said.

He said a "critical" element of the switch to the ACL was it "only affords consumers' protection when consumers deal with Australian companies".

A draft transition plan to move from the TCF to the ACL will be finalised after some fine tuning by Dec, and implemented in the New Year.

"The good news is that travel agents in Australia now have a clearer future, which is what we have all been waiting for."

Consumers are protected by the credit card chargeback process.

Westbury said for a long time there has been an imbalance and unfair burden on Aussie agents who have competed against "non-Australian domiciled internet travel sellers" who are able to sell to Australians without the same level of regulation.

"This means that Australia travel businesses are better placed to compete with over \$20 million worth of red tape being lifted in the decision," he said.

Westbury said to finally have an outcome was "refreshing".

"This provides a pathway of certainty to the 2800 travel agent businesses in Australia & confirms a future for the 35,000 Australians directly employed by travel agents around the country."

TCF "in the dark"

THE wind-up of the Travel Compensation Fund is expected to take approximately 2-3 years.

TCF chair Fiona McLeod told **TD** this morning she had viewed the same communique issued late on Fri by the Ministers of Consumer Affairs, but was still "in the dark" as to the short-term steps that will be taken in the process.

Arnhem Land grant

DEVELOPMENTS in Indigenous tourism in the Top End's Arnhem Land will be boosted following a Federal Govt grant of \$825,000 to the Yolngu Cultural Tourism Masterplan, which will see new indigenous businesses founded.

An Elite comp winner

CONGRATULATIONS to Veronica Paltram of Elite Business Travel, who was first to correctly respond to **TD's** celebrity interview comp on Fri, correctly answering the Sunshine Coast's marketing tagline was "Naturally Refreshing".

Veronica has won two-nights accom at Oceans Mooloolaba Beach Resort and a family pass to Australia Zoo.

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New advocate to handle air gripes

AIR travellers unhappy with the progress or result of official complaints filed with airlines will now have an alternate course of follow-up with the appointment of Australia's first Airline Customer Advocate (ACA) in Ms Julie Lines.

Announced by Federal Transport Minister Anthony Albanese, the creation and appointment of the position is the latest in a string of recommendations implemented from the Government's Aviation White Paper, released in 2009.

The position will be funded jointly by Qantas, Virgin Australia, Jetstar, Regional Express and Tiger Airways (TD 23 Apr).

Lines brings extensive experience to her new appointment, most recently serving as the manager of complaint assessments at the

Health Care Complaints Commission, working on thousands of cases each year.

Minister Albanese reiterated the aim of the new position was to tend to passenger complaints promptly and accurately.

"Airline customers already have a range of rights under Australian Consumer Law. The Airline Customer Advocate will complement existing laws and act as a link between passengers and airlines to get complaints resolved within 20 working days".

The Airline Customer Advocate office will be based in Sydney.

WA bans shark tourism

THE West Australia govt is to implement regulations to ban shark tourism ventures such as cage diving operations.

"I have decided that Western Australia will not be the place for shark tourism, like those currently operating in South Australia and South Africa," WA Fisheries Minister Norman Moore said.

Moore yesterday said no formal applications had been received for such projects, with the policy to deter potential operators.

"While such ventures may generate direct or indirect economic benefits, there are also concerns that sustained activities to attract sharks to feeding opportunities have the potential to change the behaviour patterns of those sharks," Moore added.

QF/JQ take on LCCs

THE rapid growth in demand for low priced air travel within Asia provides the Jetstar Group and other LCCs with a significant opportunity to meet such demand," Qantas and Jetstar have told the ACCC as they seek a joint venture cooperation deal (see page 1).

LCC operations in Asia are tipped to grow at 20% per annum and may control 50% of capacity in the next decade, the carriers suggest.

To be successful, QF/JQ claim a dual brand LCC/FSA (Full Service Airline) with an existing carrier familiar with a market is vital.

And is it any wonder Qantas and Jetstar Group want to increase their LCC presence in Asia, with 30 budget or hybrid carriers already in operation in Malaysia, Indonesia, Japan, India, Hong Kong and the Philippines.

In their planned JV coordination submission, QF and JQ provided a list of potential competitors in Asia and included details of their future expansion plans.

Those airlines include AirAsia (& its regional divisions - Thai AirAsia, Indonesia AirAsia, AirAsia Japan & AirAsia Philippines - AirAsia X, Air Busan, Air India Express, AirPhil Express, ANA Wings, Cebu Pacific, Citilink, Dragonair, Firefly, GoAir, Hong Kong Express, Indigo, Jeju Air, Lion Air, Mandala Airlines, NokAir, Peach, Scoot, SEAir, Skymark, SpiceJet, Spring Airlines, Thai Smile, Tiger Airways (Singapore and Australia), VietJet Air and Zest Airlines.



Window Seat

NOW THIS is what we call taking a day tour to the extreme.

Karl Cocker, from Manchester, always had an engineering fascination with two of the world's great bridges - the Golden Gate Bridge and the Sydney Harbour Bridge.

After ticking one off the list, he recently decided he couldn't wait any longer to see the other.

Flying with Emirates straight to Sydney, Karl's one-day visit to Australia was earmarked for one goal - to climb the 'coathanger'.

Upon completion of the 3 1/2 hour experience, Karl returned to the airport and promptly flew back to the UK a happy man.

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What a Choice choice, Guy!

CHOICE Hotels Australasia was the chosen accommodation partner for *Australian Idol*'s inaugural winner Guy Sebastian on his 'Armageddon' tour.

Sebastian travelled and performed in 20+ regional and metropolitan

locations, staying at Choice hotels with his crew and family.

"Choice hotels ensured that we had a restful & hassle-free stay," Sebastian said.

He's pictured with newly appointed ceo Trent Fraser who he popped in to see at the Choice Hotels HQ in Melbourne where he also belted out a ballad or two for the management team.



AAA/VTIC pact launch

VICTORIAN accommodation providers are set to benefit from a new partnership between the Victoria Tourism Industry Council (VTIC) and the Accommodation Association of Australia.

Under the pact, the current dual-membership required for adequate representation will now be replaced with a single model.

Finnair Business Class to Europe via Bangkok from \$4850*.

Departures until 2 December 2012.

*Sale ends 31 August 12. The fare shown excludes taxes and fuel surcharges.

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PER terminal update

PERTH Airport has reported that construction of the new \$120 million Domestic Terminal is over 50% complete.

First flights from the new facility are expected by Dec and the terminal will be fully operational by early Jan.

Paris stay 4/pay 3 deal

TEMPO Holidays has a range of 'stay/pay' deals available in Paris including four nights for the price of three at the 3-star Hotel La Demeure in the Latin Quarter.

Prices start at \$303 per person based on a four-night stay in a standard double room.

Skyward bonus miles

EMIRATES is offering a bonus 6,000 Skyward Miles in Jul when booking Economy class round trip fares between Barcelona, Buenos Aires, Hamburg, Lisbon or Munich and Dubai.

SCDL online comp

SUNSHINE Coast Destination Limited has launched a Facebook campaign that's giving users the chance to win a customised trip to the region.

The 'Win Your Sunshine Coast Holiday Package' requires visitors to design an itinerary based on regions, accom & activities, which they then have a chance to win.

SCDL ceo Steve Cooper said the campaign hopes to boost business in the winter months, while also educating potential visitors of the range & quality of experiences on offer on the Sunshine Coast.

The promo runs during Jul - see facebook.com/sunshinecoastQLD.

Mercure HBA handier

MERCURE Hobart has improved eight of its rooms to cater for sight and hearing impaired pax, adding features such as vibrating pillows, touch-reactive alarm clocks with strobe lighting, door signage in braille and audio room menus.

emiratesagents.com/au

Hello Spain Hello Portugal

With new services including double-daily flights to Madrid from 1st July, daily flights to Barcelona from 3rd July and daily flights to Lisbon from 9th July, connecting your clients with the wonders of the Iberian Peninsula is easier than ever.

Hello Tomorrow

500 international awards and over 120 destinations worldwide including over 30 cities in Europe. For more information contact your Emirates' Sale Representative or the Emirates' Contact Centre on 1300 880 599.

AFL Rd 15 Winner

CONGRATULATIONS

David Doran
from *Best Flights*

David is the top point scorer for Round 15 of *Travel Daily's* AFL industry footy tipping competition, and has won a double pass to Hoyts cinema, courtesy of TATS.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iririki Island Resort & Spa



Scenic supp halved

SCENIC Tours is offering solo travellers a 50% reduction on the cost of single supplement on select European River Cruises aboard a Scenic 'Space-Ship' for a limited time.

Doors close at Pluna

URUGUAY national airline Pluna will be wound up after the govt failed to find a new investor to replace the exiting Leadgate.

A new state funded carrier is reportedly in the works, with govt meetings taking place this week to legislate for the planned startup.

Pluna, which operated services between Montevideo and nearby South American ports, lost more than US\$100m in the last five years, leading to Leadgate's exit.

Tassie regional boards

TOURISM Tasmania is seeking board members and chairpersons for two new regional tourism organisations being developed in Australia's southernmost state.

The establishment of the East Coast and Northern Tasmania RTOs are the first step in creating a peak regional tourism body for the state, Tourism Tasmania says.

The East Coast is recruiting for up to seven directors and is a new partnership between the Break O'Day Council, Glamorgan Spring Bay Council, TT and the region's tourism & business sector.

The Northern region will have up to nine board members and includes the local govt areas of Launceston, Meander Valley, Northern Midlands, George Town, Dorest, Flinders Is & West Tamar.

"The recruitment of board members for each organisation is a major step towards establishing these new industry-led peak regional tourism bodies in Tasmania," the organisation said.

Nominations close on 13 Jul - phone (03) 6336 3212 for East Coast enquiries or (03) 6380 6800 for Northern Tasmania.

CEOs will also be sought at a later date.

Airbus survey results

NEARLY 7 out of 10 aircraft pax want quieter aircraft, while close to 40% feel air travel (door to door) is increasingly stressful, according to a new Airbus survey.

The two-year global survey of over 1.75 million people from 192 countries also found 63% wanted to fly more by 2050 and 96% think planes will need to be more sustainable or 'eco-efficient'.

As more people fly more often, the greater the expectations will be for the 'end-to-end passenger experience,' said Airbus exec vp engineering Charles Champion.

The survey also found a typical list of gripes being queues at passport control, slow check-in and baggage collection, sitting on the tarmac; and circling in holding patterns around airports.

AC record load factor

AIR Canada has reported its highest ever load factor result, achieving 85.6% on services operated in Jun, up 1.4% on the same month last year.

The result was helped by a slight drop in capacity, declining 0.1%.

Tasman Alliance celebrations

AIR New Zealand and Virgin Australia this morning celebrated the 12-month anniversary of the TransTasman Alliance in Sydney.

Sales teams from both carriers will be blitzing the industry across the country today to share in the celebrations with trade partners by providing cupcakes.

Pictured at the Virgin Australia office with a celebratory cake are Leanne Geraghty, Air NZ head of leisure sales and Alexandra O'Connor, Virgin Australia manager industry sales.



New Shangri-La wing

SHANGRI-LA Hotel Singapore has opened a new Garden Wing, featuring 158 nature-inspired guestrooms and suites.

AA/TN codeshare nod

AMERICAN Airlines has received a green light to begin codesharing on Air Tahiti Nui on its services from Los Angeles to Papeete.

The agreement also enables Air Tahiti Nui to place its code on AA metal from Los Angeles to 17 US cities, including New York, Miami, Dallas/Fort Worth and Chicago.

QF carry-on batteries

PASSENGERS flying with spare batteries on Qantas domestic or international services are now required to take them in carry-on baggage only.

Previously, only spare lithium batteries needed to be carried in carry-on baggage, but the move is in line with changes made by IATA now applying to all battery types.

Batteries must be individually protected to prevent short circuits.

Globus price freeze

GLOBUS & Cosmos is taking pre-registrations for its range of 2013 Europe & Britain tours, with prices guaranteed at 2012 costs if booked prior to the brochure's release.

SINGAPORE AIRLINES

Temporary Ticket Officer

An opportunity exists for a temporary full-time Ticket Officer at Singapore Airlines in the Adelaide Town Office for a period of 12 months from 01 Aug 2012. Details are:

CONTEXT OF JOB:
Service all aspects of fares, ticketing, refunds, agency quotes and passenger enquiries with an emphasis on customer service.

QUALIFICATIONS & REQUIREMENTS:

- Experienced in Kriscom/TIPS2: and / or Amadeus an advantage
- Auto-ticketing, fares and ticketing;
- A polite and pleasant personality with a strong service attitude;
- A keen attention to detail and the ability to work well as part of a team;
- Completion of Fares & Ticketing II

SALARY:
The position is graded under the Singapore Airlines Enterprise Agreement 2011 as Band B-C.

Written applications to be forwarded to Maiko McGeachie, Acting Secretary to Manager South Australia, via email to Maiko_McGeachie@singaporeair.com.sg by COB, Friday, 13 July 2012. Only suitable candidates will be accorded an interview.

JTN agents loving Lombok



ABOVE: These six JTN agents were shown the "off the beaten track" and journeyed 'Beyond Bali' to Lombok and the Gili Islands as part of an exclusive Garuda Orient Holidays famil trip held in May.

After heading back to the more established Kuta & Legian area, this group shot, dubbed "Group Lombok" was taken at the popular Legian Beach Hotel.

Pictured with some of the group organisers, from left, is Tracy Franklin, Travelworld Erina; Jasmine Buggy, Travelworld

Scot launches BKK

LOW-COST carrier Scot last week flew its inaugural service to its latest destination, Bangkok. A new thrice weekly Taipei service will debut on 18 Sep.

Nowra; Tracy Kay, Travelworld Charlestown - Hunter Travel Group; Susanne Jenkins, All Travel Toukley; Roslyn Lane, itravel Freshwater and Reginald Gorringe from Jetset Tamworth.

National Landscapes

A NUMBER of Australia's most beautiful landscapes & associated tourist attractions have received a \$1m funding boost from the Federal Govt under the National Landscapes of Australia initiative.

The funding will go to improving infrastructure and developing promotion strategies to encourage further visitation to regional areas.

Projects slated for completion include new pathways along parts of the Great Ocean Road and new attractions in the Kimberley and Barrier Reef regions.

Consultancy firm TRC Tourism has been awarded the funds to prepare and implement experience development plans.

CIT Masterchef promo

CHANNEL 10's popular creative cooking program Masterchef is this week featuring "Italy Week", with the program taking place in and around Rome, Florence and the Tuscany region.

To celebrate, CIT Holidays is offering 10% off all bookings to Italy for this week only, with agents required to mention Masterchef to receive the discount. For details, phone 1300 361 500.



Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Skimax Holidays 2012/13

Snow-lovers eyeing foreign ski fields for the northern winter are spoilt for choice available in this new guide. Resorts in Canada, USA, Japan, Korea and Europe are covered in detail, with associated ski and snowboard rental, transport, lift options and accommodation ranging from budget to luxury in focus. Seven-night packages to the US start from \$609ppts (land only).



Journeys by Austravel - The Essential Guide 2012/13

Nineteen inspiration itineraries feature in the new Austravel guide, offering itineraries through Australia, New Zealand and the South Pacific. Drawing on local knowledge to deliver an intimate experience, the 68 page guide is broken down into categories catering to special interests such as Coastal Escapes, Outback & Culture, Wildlife Discoveries, Gourmet Delights and Independent Touring. More details at www.austravel.com.



APT - Russia River Cruising 2013

Across its 82 pages, the new APT Russia guide features the new luxury Golden Eagle Trans-Siberian Express train, new Signature Experiences, more Freedom of Choice options and a focus on small group excursions. Twelve different itineraries are covered in detail, with hints to Scandinavian and Baltic journeys to encourage further enquiry. The APT "All-Inclusive" mantra is also promoted, ensuring pax know they do not once need to put their hand in their pocket for any additional tour-related expenses. Each sailing with APT boasts a dedicated Cruise Director, expert local guides, onboard doctor and medical facilities, oversized staterooms and a Front Deck Alfresco Viennese Cafe.



CONGRATULATIONS

Nick Kirkup

from *Virgin Australia*

Nick is the top point scorer for Round 17 of *Travel Daily's* Super 15 Rugby industry footy tipping competition, and has won two bottles of wine, courtesy of **Compass Car Rental**.



Major Prize Sponsors

1st Prize: 3-night holiday to New Zealand, courtesy of **Emirates & Novotel Hotels**



Temporary Sales Assistant

An opportunity exists for a temporary full-time Sales Assistant at Singapore Airlines in the Adelaide Town Office for a period of 12 months to start immediately. Details are:

JOB SPECIFICATIONS:

To assist overall sales efforts through supporting sales staff with administrative duties, data capture and reporting, fare production and monitoring of productivity, function coordination, and the handling of generic agency and public enquiries.

The administration position supports sales activities in the Adelaide Town Office. It is an entry level position into the sales department, with a requirement for some industry knowledge and sales skills.

QUALIFICATIONS & REQUIREMENTS:

- All Microsoft applications, in particular Word & Excel;
- Knowledge of basic travel industry codes and practices;
- Excellent administration skills;
- Good telephone and interpersonal skill with the ability to plan and prioritise.

SALARY:

The position is graded under the Singapore Airlines Enterprise Agreement 2011 as Band A-B.

Written applications to be forwarded to Maiko McGeachie, Acting Secretary to Manager South Australia, via email to Maiko_McGeachie@singaporeair.com.sg by COB, Friday, 13 July 2012. Only suitable candidates will be accorded an interview.

FC close 15 agencies

FLIGHT Centre Limited has closed 15 outlets across Australia, according to an update from the Travel Compensation Fund today.

The voluntary withdrawals include nine Flight Centre branch agencies in Sydney, Canberra, Adelaide, Perth, Brisbane, Kareela and Darlinghurst, two Escape Travel stores in Sydney & Tweed Heads, two Student Flights offices in Fremantle and Manly and two corporate Turner Travel Associates locations in Sydney & Parkinson.

Agency head office voluntary withdrawals included Express Travel of North Ryde and Global Wonders Travel of Doncaster.

Spanish air tax hike

THE Spanish Government has imposed increased air taxes with immediate effect, with taxes at some airports set to double in an effort to reduce its budget deficit.

While some airlines have said they will absorb the increase in the short term, some low-cost carriers have said they must pass the fee to passengers, even if full payment has been received.

E-ticketing agency Hahn Air is advising agents the increase is beyond its control and for any tickets bought on or before 02 Jul to direct their passengers to visit www.vueling.com/EN/tasas2012 to pay the tax increase in advance.

EY holding its stake

ETIHAD Airways has said it is unwilling to sell its 2% stake in Irish carrier Aer Lingus, currently a target for a possible takeover bid by rival Ryanair.

Abu Dhabi calling the world



ABU Dhabi emphatically declared itself open and ready for the world to come, see and experience its vast array of cultural delights and attractions, as the final in a series of popular roadshows concluded in Sydney last week after also visiting Brisbane and Melbourne.

Australia is positioned as the 16th busiest tourist market according to year-to-date figures as of May 2012, with the region setting itself an ambitious goal of a 25% improvement for 2012.

Such a target for more Aussie tourists is an achievable one, says Abu Dhabi Tourism's country manager Australia, Peta Sullivan.

"The annual Formula 1 Etihad Airways Abu Dhabi Grand Prix has definitely raised awareness of the destination and Yas Island is being positioned as an entertainment destination providing something for everyone," Sullivan told TD.

Targeting experience seekers as well as empty nesters, Abu Dhabi as a destination is always working towards showcasing itself as a standalone holiday destination rather than merely a stopover.

"Our average length of stay for 2011 was 3.4 nights which is considerably high when compared

to other markets. Our focus is to maintain this, hopefully increase it for 2012," Sullivan added.

The destination was keen to promote a number of exciting new developments taking place in the area in the next 12-18 months, such as the city's own Guggenheim and Zayed national museums, along with wildlife parks and an increased focus on nature-based tourist attractions.

"Desert Islands will be one of the world's largest environmentally friendly island tourism destinations consisting of a group of natural islands off the coast of Abu Dhabi's Western Region".

More info at www.bit.ly/auhproj.

Pictured above at the Sydney roadshow, in the back row from left is Michelle Papas, Kurban Tours; Tere George, Jumeirah Hotels & Resorts; Louise Allen and Wayne Borland from Etihad Airways; Julia Vetter, Hala Abu Dhabi/Etihad Holidays; Gregoire Sourice, Emirates Palace; Angela Grant and Clint Jones from Virgin Australia; Hamed Al Khoory, TDIC and Peta Sullivan, TCA Abu Dhabi.

Front row; Kate Brown, TCA Abu Dhabi; Adele Gilbert, TCA Abu Dhabi and Francoise Legrand, Arabian Adventures.

WIN A HOLIDAY TO HONG KONG

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- 2 nights at the 5 star Harbour Grand Hong Kong
- 2 return economy flights

WIN THIS WEEK

2 nights at Harbour Plaza Metropolis

This modern hotel with spectacular views overlooking Victoria Harbour, has comprehensive facilities and convenient accessibility to various districts in Hong Kong and southern parts of Mainland China.



Throughout July, *Travel Daily* is giving readers the chance to win an incredible major prize and weekly prize to Hong Kong, courtesy of **Harbour Plaza Hotels & Resorts** and **Cathay Pacific**.

To win the weekly prize, simply answer all five daily questions by COB on Friday. The subscriber with the most correct answers and the most creative response to Friday's question will be the weekly winner.

There will be 20 questions throughout the month. At the end of the month the subscriber with **all** the correct entries and the most creative responses to **all** four Friday's questions will win the major prize of a holiday for two people to Hong Kong.

Q.6: Which MTR station is situated near the Harbour Plaza Metropolis?



Send your entries to: harbourplazacomp@traveldaily.com.au

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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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EVEN MORE NEW ROLES ARE AVAILABLE NOW THROUGH AA EXECUTIVE

CORPORATE SALES IN ABUNDANCE

CORPORATE SALES MANAGERS

SYD, MELB, BNE & PER – SALARY PACKAGES ABOVE \$100K+

Currently AA has an abundance of corporate travel BDM roles for you to secure across within various TMC's. So you don't miss out on these roles while they are running hot. Speak to AA today. Your skills will need to include prev BDM activity in the corporate space either from TMC, Car Hire, Airline or Hotel. Strong presentation and negotiation skills are a must for these roles so get your new role to secure today!

SECURE YOUR FUTURE IN TECHNOLOGY

ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$85K

Bring your selling skills and travel industry background to this fantastic organisation and stretch your wings out on the road looking after an existing portfolio of clients. Ensuring their business is retained and achieving new growth targets you will need exceptional GDS skills, sales skills and top industry relationships. Race in for your chance to join a leading company that will support your career development TODAY

WORK WITH THE ELITE

OPERATIONS SUPERVISOR

SYDNEY – SALARY PACKAGE TO \$80K

This newly created position has just become available and will not last long. This hands on consulting role, working for a boutique company is looking for the best in the business. You must still have skills in this area of the industry. Dealing with VIP clients and booking the height of luxury products you will have at least 5-10 years industry experience.

Great salary package on offer for the right person.

WALK THE HALLS OF POWER

KEY ACCOUNT MANAGER

CANBERRA – SALARY PACKAGE TO \$100K

Be responsible for the management of prestigious corporate and government accounts in the ACT region while achieving and exceeding business development targets. You will be skilled in building & developing strategic account management and business plans and managing key customer & supplier relationships at a senior level. Show off your talents with this leading operator and raise their profile.

BRING YOUR ONLINE SKILLS TO A GLOBAL CO.

ONLINE IMPLEMENTATION SPECIALIST

SYDNEY – SALARY PACKAGE OTE \$100k

Join a successful company with a strong global presence and watch your career progress. Responsible for the smooth implementation of corporate clients onto the online booking tool, you will have the ability to manage multiple stakeholder relationships, work closely with the sales team and be a subject matter expert. Experience in a similar role is essential along with a positive attitude and a great team spirit..

BREATHE SOME FRESH AIR INTO THIS PRODUCT

PRODUCT MANAGER

BRISBANE – SALARY PACKAGE OTE \$80k

Join a well established operator and use your talents in product management to be part of this growing product team. You will have strong skills in product development, competitor analysis and an ability to successfully plan brochure production and marketing ideas. This company offers you security, opportunity to progress and a great bonus structure.

DELUXE PRODUCT TO PROMOTE

BUSINESS DEVELOPMENT MANAGER – LEISURE

MELBOURNE – SALARY PKG TO \$60k + CAR ALLOW + BONUS

There is one reason why this company is moving forward in leaps and bounds in their sector of the industry – the team they employ! If you are target driven, love being in a challenging role with a company that promotes from within, then this is the brand you want to work for. You will be whisked away on exciting incentive trips and develop relationships within the VIC Agency Market. DON'T DELAY THIS IS A HOT PRODUCT.

PEDIGREE ROLE IN PROGRAM MANAGEMENT

PROGRAM MANAGER – CONFERENCE & INCENTIVE

MELBOURNE – SAL PKG to \$85k +

Move forward and join this elite Conference & Incentive company. This rarely seen opportunity will see you use your highly skilled program management skills to effectively service your clients at the highest level, offering unique program inclusions to make you stand out from the rest. Events Pro skills are applicable for this role and you must be confident in dealing with client situations and are able to travel onsite.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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Working in partnership with the Australian Travel Industry

Ski Reservations Consultant

Sydney - \$Negotiable - Ref 173

Reach the peak of your career and join this family run travel wholesaler as a Reservation Specialist. The ideal travel candidate will have CRS skills, an excellent telephone manner, the ability to work to sales targets and have a passion for ski. Sell excellent ski destinations and only work Monday to Friday! Sounds like a dream come true right? The successful candidate can expect to work in a fun and dynamic team, educational and potential senior positions.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Luxury Travel Consultant

Sydney - \$40-50K + Super + Bonus - Ref 9183

Do you have extensive travel industry experience with long haul, high end and luxury bookings? Yes, then this could be the role you have been waiting for. A niche travel agency in the Sydney area are looking for an experienced senior travel consultant to join their friendly team. High end, repeat clientele are the focus here with lucrative bookings waiting to be made. Call me confidentially to discuss your next career move & this rare role in the Sydney travel market.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Wholesale Consultant (Full/Part Time)

Sydney - \$DOE - Ref 2071

South American lover needed! This is an excellent chance to work for a boutique wholesaler. You must have travelled South America and have solid experience in the travel industry. This position will grow into a varied role so we need someone who is resilient and completely sales focused! Located close to all forms of transport, both full time or part time would be considered for this role. Our client has a fantastic commission structure, so you will be making targets in no time!

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

International Travel Consultant (Part Time)

Western Sydney - \$20 per hour - Ref 2091

Fantastic opportunity to work part time and close to home in the Western Suburbs! This is a well-established agency looking for someone with at least 2 years experience who can work Saturday and 2 other days during the week. This is a well-supported team, offering fantastic customer service to the repeat clientele. Ideally you will have extensive GDS skills and want to be a member of this fantastic team. An opportunity to work extra days or full time may be possible.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Ski Reservation Travel Consultant

Brisbane - \$DOE + Super + Incentive - Ref 6334

Do you have a passion for ski, winter holidays and have you visited several ski resorts? Are you a travel consultant and want to specialise in Ski holidays and become an expert in this area? Yes, then this is the role for you. You will sell international and domestic ski packages in a retail travel environment, work towards sales targets and offer excellent customer service. This small but friendly team are looking for a new consultant to join them ASAP.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Corporate Groups Flights Coordinator

Melbourne - \$Competitive - Ref 1322

Want a new challenge in your travel career? An experienced travel industry professional is needed with solid experience in dealing with group travel. This is a fantastic opportunity to step away from repetitive reservations and to move into an exciting and diverse position. A competitive salary is available depending on experience and the chance to work with a stable, secure and growing corporate company where your efforts are recognised with realistic career progression.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Retail Travel Manager

Melbourne - \$Competitive - Ref 189

Looking for the next step in your retail career? Use your excellent leadership skills as a Retail Travel Manager for this family run agency in South Melbourne. With your extensive experience as a Team Leader in a store, you will direct a small team, work on a mix of leisure and corporate accounts and build up a repeat client base. The ideal candidate will have solid Amadeus ticketing experience. You can expect to work to store targets Monday to Friday with some Saturday's.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Senior Corporate Travel Consultant

Perth - \$50-65K + Super + Incentives - Ref 2032

A highly experienced senior corporate travel professional is required to join a leader in travel management. Move to a TMC where you hard work is financially rewarded and career progression encouraged. This is a fantastic opportunity to step away from repetitive reservations and to move into an exciting and diverse position and this is also a chance to work with a stable, secure and growing corporate company where your efforts are recognised and rewarded.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au



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