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Thursday 26th July 2012

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QF 'falcon route' coming?

QANTAS isn't commenting on speculation that it's working closely with Emirates on a code-share deal, which would see many changes including new QF flights to Dubai and a possible pullout of its operations in Frankfurt.

Today's *Australian Financial Review* has revealed the "late-stage discussions" which are yet to be finalised and still face a number of hurdles.

In a message to staff earlier this week (*TD* Tue), newly appointed QF Int'l chief Simon Hickey said that part of his strategy involved leveraging existing partnerships as well as developing new ones - but the carrier hasn't confirmed whether EK is one of these.

A tie-up with Emirates could see passengers fed into the extensive EK network in Europe and Africa.

The *AFR* story suggests any such deal "would almost certainly

precipitate the end of Qantas' long-standing joint venture with British Airways on the Kangaroo Route to London" - saying that instead the route to LHR via Dubai could become known as the "Falcon Route".

MEANWHILE, QF will purchase up to 1.5 million carbon credits over the next five years from RM Williams to meet its carbon pricing scheme obligations and offer voluntary offsets to pax.

The credits will be generated from the 200,000 hectare Henbury Station in the NT.

Lots of news today!

Travel Daily today has eight pages of news, incl a page of **NTIA** photos and full pages:

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment

Hong Kong flt chaos

CATHAY Pacific Airways is today "appealing" to passengers with non-essential travel up until Sun 29 Jun to postpone arrangements as it attempts to clear a backlog.

Flights into Hong Kong were thrown into chaos this week after typhoon Vicente struck.

CX is waiving re-booking, re-routing, cancellation and refund charges on all tickets issued worldwide on or before 24 Jul - details at www.bit.ly/CXvicente.

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QR adds Kilimanjaro

QATAR Airways has commenced services to its 118th destination - Kilimanjaro in Tanzania.

The daily flights operate via the Tanzanian capital Dar es Salaam, with the carrier saying Kilimanjaro "signifies the importance Qatar Airways places in looking at airports around the world where capacity is limited yet passenger demand is strong".

New ADL Quest hotel

QUEST Serviced Apartments has signed a lease agreement for 89 out of 131 apartments as part of a new development in Adelaide.

The residential side of the hotel will be entirely operated by Quest, with the date of completion expected to be early next year.

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New Amadeus 'door to door'

AMADEUS is piloting a new "door to door search" system which will see results returned covering an entire journey, rather than just air segments.

The company's director of Operational Research & Innovation, Francois Laburthe, unveiled the product in Nice overnight, telling **TD** it's currently being trialled in a prototype new version of Amadeus' corporate self-booking tool.

Rather than enter just a destination airport and dates, travellers input the actual physical start and end addresses of their proposed trip.

The system returns a graphical display of results which combine flights with other modes of transport such as taxis, public transport and even walking so the full cost of a trip can be estimated.

Travellers can select whether they want to take a bus or a taxi for example, with the price and

time for each option provided in the search results.

Rail is also expected to be added to the system in the future.

Laburthe also revealed another key area of R&D for Amadeus - a new iPad application, which is being made available to online agencies in the US initially.

The app uses an intuitive graphical map to display available travel options from a user's current location, with cities in the map colour-coded according to whether fares currently on offer are higher or lower than average.

Laburthe said Amadeus had also developed new technology which would enable third parties to "deeply customise" its Selling Platform, but no release date has been set at this stage.

More coverage in **TD** tomorrow.

Virgin Price Lock sale

VIRGIN Australia has released an online lowest price guarantee 'Price Lock Sale' with fares priced from \$55 one-way.

The offer is valid for travel from 01 May to 30 Jun 2013, available to book from now until 03 Aug.

Travel Daily
on location in
France

Today's issue of **TD** is coming to you from the Amadeus offices near Nice in the south of France.

THE key message from Amadeus this week is the company's intensive focus on innovation.

Last year, Amadeus spent €364m on R&D and is the number one European investor in travel technology according to the EU.

As well as enhancements to travel booking systems, Amadeus has major projects to expand its mobile and table offerings and is also closely watching the future of travel in social media.

Other innovations include a new business focusing on airport IT and even the use of Microsoft's Kinect system to book travel.

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Jetstar to broaden AA tie-up

JETSTAR Airways is seeking "immediate approval" to bolster its codeshare pact with American Airlines to include select Trans-Tasman and new domestic services, **Travel Daily** can reveal.

The Australian LCC has told the US Department of Transportation it wants to expand its partnership "to provide connecting services to American's codeshare service on Qantas between Melbourne/Sydney and Los Angeles."

Currently, Jetstar has authority from the DoT to place the 'AA' code of American Airlines on its intra-New Zealand flights only.

However, Jetstar is now making a push for a "broad amendment" to its Statement of Authorisation, to allow AA to codeshare with it

on flights "between points behind Australia, points in Australia, and intermediate points, to points in the United States and beyond."

The new slated codeshare services across the 'ditch' include Jetstar-operated flights between both Melbourne and Sydney to Christchurch, as well as a "revised" NZ-domestic operation which will cover services between Auckland and Christchurch.

Jetstar told the US regulator the new authority request was in the "public interest" and that it "will enable American Airlines to expand the routing options available to US-originating passengers."

In the joint submission, Jetstar said granting authority would be consistent with the Open Skies Agreements the US has with both Australia and New Zealand.

The LCC is requesting an urgent green light on the AA codeshare expansion "in order to implement its new trans-Tasman codeshare service as soon as possible."

The Variation Agreement takes effect 01 Aug 2012.

MEANWHILE, the ACCC has received a submission in favour for the proposed Joint Venture Coordination Agreement between Qantas and Jetstar (**TD 09 Jul**).

UNSW Senior Lecturer - School of Aviation Dr Ian Douglas said the Jetstar franchises "offer arguably the best viable strategic posture for the QF Group" to compete against Gulf and Chinese carriers.

Orion \$2k incentive

ORION Expedition Cruises is offering a \$2,000 cash incentive to all agents who book twin share clients on board one of *Orion's* remaining Kimberley 2012 trips.

The bonus is payable on top of regular commission and can be used to add value for the client or "splash out on a new winter wardrobe," according to Orion md Sarina Bratton.

Bookers also get an entry into a draw for an Antarctic cruise in an Owner's Suite over Christmas 2012, while clients can currently save up to 20% off published fares as well as receive a complimentary Bungle Bungle flight.

CTM u-approve

CORPORATE Travel Management's new u-approve system (**TD yest**) automatically sends requests from travellers to their supervisors for approval, after which the approver able to proceed the request to booking by a CTM consultant, request extra info, or decline the request.

Star Alliance record

THE Star Alliance welcomed its 1 millionth passenger in 2012 last week in Croatia - the earliest in the year the group has reached the mark in its 21 year history.

The pax achieving the milestone was flying with Croatia Airlines from Frankfurt to Zagreb and won two Business class tickets to a destination of his choice.

NHH Africa successes

NEW Horizons Holidays has reported double-digit growth on its product range for Africa.

The company says it has seen growth on the destination based on a consistently strong Australian dollar, in addition to repeat clients looking to take advantage of expansions in available options by the Perth-based wholesaler.

"This broadening of travel aspirations, coupled with the strength of the Australian dollar over the last 12 months has resulted in a new surge of bookings for New Horizons Holidays, with our Africa program delivering double-digit growth and sales figures increasing by just over 50 per cent on last year," NHH md Chris Evans said.

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VIRGIN Atlantic really is giving its guests what they seem to want at the moment, at least in terms of inflight "entertainment" material, as it begins rolling out popular adult fantasy book *50 Shades of Grey* for passengers to enjoy as an audiobook, maybe to save any embarrassment of reading it in a public space.

More than 10 million copies of the book on the bedroom antics of Anastasia Steele have been sold since its recent release.

The risqué audiobook will be provided to pax during flight, with VS head of PR Fay Burgin saying "We want to give our female passengers the chance to enjoy the book in an intimate way, away from prying eyes."

"Of course, we can't promise to spare any blushes and can't be held responsible for any risqué behaviour that listening to the recording inspires, VS said.

Audiobooks are just one of the enhancements the carrier is rolling out as part of its revamped inflight entertainment options.

Finnair Economy Class to Europe via Bangkok, from only \$950*.

Departures from 27 August - 19 November 12.

*Sale ends 31 August 12. The fare shown is for low season, excluding taxes and fuel surcharges.

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Travel Daily on location in Japan

Today's issue of *TD* is coming to you from Japan, courtesy of Accor and Qantas for the opening of a new Mercure Hotel on the island of Okinawa.

IT'S clear after two days in Tokyo, this teeming city of 13 million people is practically back to normal after the disastrous tsunami 16 months ago, followed by a strong earthquake in the capital.

Business travel is booming and tourism numbers are up, and that's a relief to hoteliers like Pieter De Weerd, General Manager of the Mercure Ginza.

"We, and all of the hotels in Tokyo saw a massive number of cancellations, we were less than half full for months, but gradually we recovered and now our 230-room hotel is seeing 80% occupancies," said De Weerd.

Speaking to *TD*, he says there's nothing similar in Asia to Japan, culturally it's totally different to say, Thailand or Indonesia. "It's a safe, clean, family-friendly country and the people are incredibly polite," he says.

Belgium-born De Weerd is also the operations manager for nine Accor Hotels in Japan that include six Mercures, two Novotels and one Ibis from Sapporo in the north to the new Mercure in Okinawa in the south.

"All of our staff are multi-lingual, and we try to be different. For example, Japan is a male-dominated country, and I don't know of a hotel in the country that has a female as General Manager, but our GM at the new Okinawa property is a woman and an excellent hotelier, as you'll find out when you visit there tomorrow," he added.

One thing Aussies will love is there is no tipping in Japan, it's not part of the culture. When *Travel Daily* tried to tip a waiter in a restaurant yesterday, the manager handed it back.

Orient sells Westcliff

ORIENT-Express Hotels will sell off one of its two South African-based properties as the group continues to "optimise its global portfolio" by shedding properties.

A transaction with an unnamed buyer for The Westcliff, Johannesburg is expected to be completed by Dec, with Orient-Express to remain on as manager for a period of 12 months.

Interim ceo Philip Mengel said the deal would enable Orient-Express to re-invest capital and improve its balance sheet as well as put funds into other assets incl the Mount Nelson Hotel in Cape Town and improvements to its three safari camps in Botswana.

Orient-Express also recently sold Sydney's Observatory Hotel to Langham Hotels (*TD* 13 Jun).

Stamford iGuest app

STAMFORD Hotels & Resorts has rolled out a new real-time app that's been designed based on feedback from leisure and business travellers.

The iGuest App is activated on check-in and provides guests with the ability to arrange meals, set wake-up calls, track bills, as well as locating nearby attractions, transport options & restaurants.

Deputy coo Jon Foo said iGuest deletes "the need for waiting for things to happen."

iGuest App can be downloaded at the Apple App store or at www.stamford.com.au.

\$99 Jetstar fare to NZ

JETSTAR is offering rock-bottom one-way fares across the ditch today, priced from a low \$99.

Available from Australia to New Zealand and on direct flights only, route options include from Sydney or Melbourne Tullamarine to Christchurch or Auckland, or the Gold Coast to Auckland.

Fares exclude checked baggage & travel must be between 01 Aug & 19 Sep 2012, if ticketed before 4pm (AEST).

More details at jetstar.com.

Egencia gearing up for gold



UNABLE to fly the whole team to London for two weeks for the Olympic Games, Egencia's Sydney office did the next best thing by decking out its office in a world of national colours and decorations.

Over 400 Australian athletes will participate in nearly every sport being contested at the London Games, with genuine medal contenders across the board.

The team got right into the spirit also, dressing up in their national colours or those of a favourite nation to celebrate the upcoming fortnight of competition.

The team gathered anything representing their national pride

recently to be pictured for this group photo, from flags, inflatable thongs and even a framed photo of Prime Minister Julia Gillard.

TripAdvisor hits 75m

ONLINE travel review portal TripAdvisor has surpassed the 75 million reviews and opinions mark, announcing it has seen a 50% jump in content submitted in the last 12 months alone.

Further, the online "community" operated by the site has also seen a big membership boost, with 12 million joining over the last year.

Fifty posts are added to the site every minute, with 56 million users visiting the site monthly.

Kingfisher makeover

FRASER Island's Kingfisher Bay Resort is set for a facelift which will see the property's conference facilities brought into line with current industry standards.

Other projects will see the main swimming pool revamped and a 'prototype stage' for a hotel room upgrade, which the eco-resort expects to be rolled out in 2013/14 financial year.

THAI/SN codeshare

THAI Airways has announced a new codeshare arrangement with Star Alliance partner Brussels Airlines, with SN placing its code on TG's thrice weekly flights from Bangkok to the Belgian capital.

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NTIA dressed for success and out to impress

SATURDAY night's NTIA Awards saw a variety of delightfully wonderful and colourful outfits in addition to the gleaming tuxedos and gowns shown off by attendees snapped during the awards night.

More photos continue to be uploaded to **Travel Daily's** Facebook page - check them all out at www.facebook.com/traveldaily.





ABOVE: TravelManagers Perth agent Wilson Young organised and ran his own dedicated cruise expo at Perth Cultural Centre's State Library, hailing the event a huge success.

The one-day roadshow attracted approximately 180 interested guests who visited with the 16

cruising representatives enquiring about a wide range of holiday options on the seas.

"It was a great way to establish myself and make people aware I am here to help and that I'm an expert in cruising," Young said.

Wilson is **pictured** above with Amelya Grey, National Business Development Executive for Orion Expedition Cruises, who flew in from Sydney for the exhibition.

WIN A 5-NIGHT STAY IN PHUKET



This week, **Travel Daily** is giving one lucky reader the chance to win a 5-night stay in Phuket, courtesy of **Blue Marine Resort & Spa**.

The prize includes 5 nights accommodation with daily breakfast and Free upgrade to Royal Honeymoon; welcome drink; cold towel; fruit on arrival and a 30 minute head and shoulder massage at the Hotel spa.

For your chance to win, answer correctly four questions featured in **Travel Daily** from Mon-Thu this week, plus answer the final question featured on Friday.

Email your answers by COB on Fri to: bluemarine@traveldaily.com.au.

Q.4: How many swimming pools are there at Blue Marine?

Click here for terms & conditions



SQ winter changes

SINGAPORE Airlines is bringing forward capacity increases to London Heathrow, with the introduction of a fourth daily service now set for 13 Sep.

The extra flight will operate as SQ305/306 using a 777, with SQ also operating three daily A380 flights on the route.

Other network changes during the Northern Winter will see SQ deploy an A380 on the Hong Kong to San Francisco service from 28 Dec to 24 Mar, replacing the 777-300ER metal used on the route.

Frequencies to Mumbai will be ramped up from 19 per week to triple daily during the period.

There will be an additional daily A380 service to Tokyo Narita over the same dates, while the Singapore-Frankfurt-New York service will be scaled back from an A380 service to a 777-300ER between 27 Dec and 24 Mar.

Frequencies to Milan and Barcelona will be dropped from daily to five times weekly, and the Istanbul service will decrease to four flights per week (from five).

SQ will also introduce a new thrice weekly Singapore-Riyadh-Jeddah service, replacing flights to Riyadh via Dubai and to Jeddah via Abu Dhabi.

Alila expands to Oman

UPMARKET Asian hotelier Alila Hotels & Resorts is expanding into Arabia, announcing plans to open a 78-room & suite Alila Jabal Akhda in Oman by late 2013.



Industry Appointments



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THIS week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

The **Gold Coast Convention & Exhibition Centre** has named **Andrea Ferguson** as its new Marketing Manager. Andrea joins the GCCEC with experience in major events for the nearby Royal Pines Resort.

Joanne Enslow has accepted a new role as Spa Manager at **Daydream Island Resort** in Tropical North Queensland's Whitsundays region.

Sarah Baxter has been appointed to head up operations in Victoria for **Chimu Adventures**, with a new office in the works for the next 12 months.

Intercontinental Hotels Group has appointed **Cathie McBean** as its new Director of Marketing for its Northern Territory group of properties. Cathie will oversee marketing for the state's five IHG properties.

World Resorts of Distinction has been appointed to represent idyllic Cook Islands property **Little Polynesian Resort** in Rarotonga. WRD will oversee marketing and promotion for the property in the Australian, New Zealand and US markets.

Outrigger Hotels & Resorts has welcomed **Chris Adams** as the new General Manager for the group's soon-to-be-acquired Laguna Phuket Resort & Villas (see below story). Chris joins Outrigger from a similar GM role at the Anantara Golden Triangle in northern Thailand.

The **Viceroy Hotel Group** has appointed **Bill Walshe** as its new Chief Executive Officer. Bill brings over 20 years experience in the hotel and hospitality industry, and joins following a tenure with the Dublin-based Doyle Collection of luxury hotels.

Footsteps to Kumuka

TRAVELLERS affected by last week's collapse of Kumuka have been offered discounts of up to 25% by Footsteps in Asia for its range of South-East Asia tours.

The offer is assessed on a case by case basis and applies to Vietnam, Thailand, Cambodia and Laos departures taken by 31 Mar.

Topdeck US discounts

YOUTH tour operator Topdeck has released a 5% discount offer on its 7-day California Chilling tour valid on departures between Oct and Mar, when booked by 31 Aug 2012.

MEANWHILE, agents who book and deposit clients on this tour will go into the draw to win one of 20 places on an eight-day US family trip.

SEA-TAC upgrade

SEATTLE-Tacoma International Airport has been awarded \$230m to renovate the facility's North Satellite with work to include three new gates, upgrades and enhanced amenities.

Alaska Airlines will be the sole tenant of the refurbished satellite & will operate a roof-top lounge there once work is completed in late 2016.

New Thai Outrigger

OUTRIGGER Hotels & Resorts has announced the acquisition of the Laguna Beach Resort in Phuket, with ownership set to formally change hands in Jan next year.

The 254-room property, located in Bang Tao Bay in north Phuket, will be renovated and reopened soon after ownership is finalised.

AirAsia BKK outage

BOOKINGS to and from Bangkok with Air Asia will be unavailable from 27-29 July as the carrier modifies its systems to reflect its operational move from the main BKK Suvarnabhumi Airport to Don Mueang Airport from 01 Oct.

Whilst offline, travellers will be unable to book flights via any channel to or from Bangkok for departures from this date.

The system is expected to be back online in time for normal AEST business hours on 30 Jul.

MEANWHILE, the carrier is reportedly looking to sever ties with Malaysia Airlines, with an anonymous source saying the decision had been taken at a recent board meeting.

CA LHR VIP fast track

AIR China has expanded its Fast Track service to include London Heathrow Airport, enabling first/business class and PhoenixMiles Platinum members flying between London and Beijing to expedite immigration processes.

The expansion into LHR builds on the existing Air China Fast Track offering which is available at eight ports including Sydney, Melbourne, Paris, Narita, Rome, Milan and Bangkok.

Peterpans open ZQN

BACKPACKER adventure travel retailer Peterpans Adventure Travel has opened its first int'l outlet, in Queenstown, NZ.

The company says the decision to open overseas comes from a desire to grow its winter season ski/snowboard activities range & test the NZ backpacker market.

It follows the opening of a new store in Darwin in addition to a consumer website and call centre.

ACCC ticks off airline pacts

THE Australian Competition and Consumer Commission yesterday gave final approval to three separate matters it was considering: a Commercial Alliance between Etihad and airberlin; an Affiliation Agreement between Emirates and flydubai; and an authorisation of Star Alliance's Corporate Plus, Conventions Plus and Meetings Plus programs.

The approvals were widely expected, with no opposing submissions from stakeholders to any of the proposed agreements.

The ACCC said that the alliance between Etihad and Air Berlin would see them coordinate international air travel services between Germany and Australia via Abu Dhabi, with ACCC chair

Rod Sims saying the deal is not expected to have "any significant anti-competitive effects."

Similarly, the deal between flydubai and Emirates, which will see them cooperate on Australian services "behind and beyond" Dubai will allow the airlines to offer improved products and services to their customers.

ACCC authorisation was granted for the Star Alliance programs through until 2020, with Sims saying the Commission concluded that they are "likely to result in public benefits including an enhanced service offering to corporate customers and cost savings and other efficiencies".

SilkAir Darwin change

SILKAIR is retiming the flight schedule of two of its four weekly Darwin-Singapore services between 28 Oct and 30 Nov.

Wed & Sun northbound flights will move from an early morning to an evening departure, allowing for greater connectivity to SQ's European & North Asia network.

The same day inbound flight is retimed to a morning departure.

CDG satisfaction high

NINE in 10 overseas passengers passing through Charles de Gaulle in Paris say they were satisfied with the airport experience, according to an Air France survey that "dispels myths" about CDG.

Atmosphere, cleanliness, safety, access to boarding lounges and speed of check-in at CDG all rated very highly among the 816 foreign travellers polled.

First-time visitors rated CDG 21 points more favourably after visiting compared to their original perception of 56%.

Sutera PADI certified

KOTA Kinabalu's Sutera group of resorts have received PADI certification from the Professional Association of Diving Instructors.

The property will use its new status to develop its range of in-house PADI dive courses & tours.

80 new China airports

THE Civil Aviation Administration of China says the country plans to build 80 new airports by 2017 to speed up domestic air transport development.

The ambitious plan comes on the back of a blueprint issued by the Chinese State Council, which aims for the country to have 230 airports by the year 2017, with the majority in regional centres.

More than 80% of the country's population will live within 100km of an airport once completed, the blueprint stated.

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Located in the heart of the city, The Kowloon Hotel is conveniently situated atop the MTR Tsimshatsui station and directly connected to an exclusive shopping arcade. Guestrooms are well-equipped with excellent amenities and Wi-Fi connection for a comfortable stay.



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.19: What is the name of the restaurant situated in the hotel lobby?



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

Click here for terms & conditions

Hint! Go to: www.harbour-plaza.com



Radisson charity gala

RADISSON Blu Sydney is calling on the public to dig deep for a good cause as it prepares to host its second annual Charity Gala Dinner to raise funds to benefit the World Childhood Foundation.

The charity helps children living on the streets and in institutions as well as assisting young mums.

Radisson parent company Carlson Rezidor Hotel Group has a long association with the charity and is hoping to top the massive \$30,000 raised at last year's gala.

For ticket enquiries, send an email to ahecker@radisson.com or for info - www.bit.ly/radiswcf.



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

TIX with Travelport

TRAVELPORT has signed a multi-year int'l travel content and technology distribution agreement with fledgling but rapidly growing Dutch online travel agent TIX.

EK Europe special fare

EMIRATES has released a new low season special fare to Europe, ex Sydney, Brisbane, Melbourne and Perth starting from \$1570. The T-class fare is available until 20 Aug, valid for travel between 04 Oct-07 Dec & 17 Jan to 24 Mar. More info on EK's agent website - www.emiratesagents.com/au.

Anantara E-Learning

BOUTIQUE luxury hotel group Anantara has launched a specialist E-Learning program for agents to build knowledge on the brand and its global offerings. The courses are being developed by Skillsoft, Ashridge & E-Cornell, well known in the industry for its online learning programs.

VisitBritain boosts VS bookings

VIRGIN Atlantic has experienced its biggest ever May in Australia since its 2004 launch, with local VS bookings to London up a strong 136% year on year.

The carrier says the boost is a result of its strategic marketing partnership with VisitBritain, which has this year promoted significant events such as the Queen's Jubilee and the 2012 London Olympics which kicks off tomorrow night.

May was the first month of the campaign, with VS gm Luke Fisher saying that "forward bookings look fantastic".

He said Virgin Atlantic aims to be the airline of choice for leisure travellers flying to London for this year's celebrations.

"Virgin Atlantic Australia is having its best year ever," Fisher said, with figures up 16% on 2011 as the carrier "has gained major share on its services to London".

G Adventures uber thumbs-up



G ADVENTURES recently announced the winners of its 'Uber-Massive Incentive, in which it was offering a choice of prizes to the top three consultants around Australia from a list of itineraries which included an amazing trip for two to Antarctica valued at \$21,000.

The major prize winners were Gerry Tilson, STA Travel; Kat Schussler, IMAS and Stephanie Jones of STA Travel, who each picked from one of G Adventures' range of tour offerings.

G Adventures "road warrior" sales agent Chris is pictured above with one of the lucky prize winners, Andrew from Intrepid My Adventure Store.

Coopers barrel-roll QF promo



A RECENT Qantas sales incentive run exclusively among Travellers Choice members saw a flurry of entries, with the winners chosen being Jim & Jenny Cooper from Queanbeyan City Travel & Cruise.

The incentive involved being the store to sell the highest number of QF int'l seats, with each booking made in Apr earning a certain point tally based on dollar value.

Up for grabs was a great prize in return flights to Hong Kong on a QF A380 superjumbo, four nights at the Harbour Grand Hong Kong and \$500 spending money.

Pictured above from left is Colin Thomas, Qantas ACT Sales Manager, prize winner Jenny Cooper, Queanbeyan City Travel & Cruise; Mair Roach, Qantas Airways ACT Industry Account Manager and Jim Cooper.

SHE travels website

BOUTIQUE female-only group travel firm SHE travels has gone live with its website, featuring info on upcoming tours to Asia & the USA, and a travel blog.

See shetravels.net.au for info.

NSW biz events win

BUSINESS Events Sydney won rights to host 103 conferences and conventions over the 2011-12 financial year, according to NSW Minister for Major Events George Souris.

The result, a 21% year-on-year jump and one of the company's highest financial year figures, collectively contributed \$225.6 million to the state economy.

Floriade coach deal

MURRAYS is offering an early booking saving on return coach transfers between Sydney and Canberra for the Floriade festival, running from 15 Sep to 14 Oct.

Available online for a short time, seats are priced at \$49 - a \$36 discount off the regular price.

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

****SENIOR SALES ROLE OF THE MONTH****

**AIRLINE SOLUTIONS EXECUTIVE
SYDNEY – SALARY PACKAGE TO \$170K**

Make the right impression here and you can walk away the winner! Working for this leading industry supplier you will be responsible and have experience selling IT solutions to airlines with the objective of improving efficiencies. You will be responsible for retaining and expanding existing accounts, developing strategies and implementing sales processes. This role offers great rewards and a lucrative salary incentive.

REPRESENT THIS GLOBAL PRODUCT

**NSW ACCOUNT MANAGER
SYDNEY – SALARY PACKAGE \$95K**

Join a brand that is the talk of the town! As the face of this well known product you will be calling on your industry colleagues within the NSW region. With the motivation to drive this product further, your background should include consultancy combined with account management or on the road sales. Earn a high base salary up to \$75k + car allowance + bonuses + super and be paid what you're worth.

LEAD THIS LUXURIOUS AGENCY

**OPERATIONS SUPERVISOR
SYDNEY – SALARY PACKAGE TO \$80K**

This newly created position has just become available and will not last long. You will bring your supervisory skills and travel industry knowledge to this leading boutique agency. This is a hands on consulting role so you must still have skills in this area. 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.

CONTRACTING EXTRAORDINAIRE

**SENIOR SUPPLIER RELATIONS MANAGER
SYDNEY – SALARY PACKAGE TO \$130k (Contract)**

Bring your strong negotiation and contracting skills to this large company. This contract Role requires a commencement ASAP. In this role you will lead the negotiations and relationship management teams responsible for developing key air, hotel and car supplier partnerships in the Asia/ Pacific Region. Contract roles like these don't present themselves often, top salary on offer and city based office.

CORPORATE SALES JUST GOT EVEN BETTER

**BUSINESS DEVELOPMENT MANAGER – CORPORATE
PERTH - SAL PKG OTE\$100k - \$120k + (DEP ON EXP)**

This company is truly amazing and hasn't recruited before in WA so be amongst the success of them taking place tomorrow. This role is the pick of the bunch with aspects of both sales and account management to provide you with the right ingredients. With your focused approach, you will be a dedicated hunter, who relishes to perform and achieve targets. Secure this highly sought after BDM role today.

OFFER CREATIVE PROGRAMS

**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.

AIM TO REACH THE TOP SPOT

**NATIONAL SALES MANAGER
BRISBANE - SAL PKG OTE \$110k +**

Are you up for the next challenge in your career? As the athletes get ready to show off their talents to the world your time is now to secure this elite role currently available. You will be a talented BDM who knows how to drive business, build relationships in the corporate world and can turn over success in winning new accounts. This is the role you have been waiting for so don't delay. Call AA today for more information.

OPPORTUNITY NOT TO MISS

**SENIOR CORPORATE OPERATIONS MANAGER
MELBOURNE - SALARY PKG ON EXP**

Seize this superb senior opportunity today and don't look back. Overseeing a large team you will have the ability to guide your team leaders and staff to perform and achieve set SLA requirements. This exciting challenge requires a corporate manager who has the ability to set goals, formulate strategies and make improvements to team processes to ensure performance is achieved.

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OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

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Working in partnership with the Australian Travel Industry

National Sales Manager

Sydney - \$100K + Super + Incentives - Ref 201

Do you have drive, ambition and want to embark on the next step in your career? A highly motivated and sales driven National Sales Manager is sought for this fun and dynamic team. The experienced sales manager will be responsible for acquiring new business, driving a small team and working to sales targets. Ideally you will have proven sales and relationship building skills, demonstrate industry knowledge and have a hunger to succeed. All applications confidential.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Retail Travel Branch Manager

E. Sydney - \$Competitive + Super + Bonus - Ref 1197A

An experienced travel industry professional with international retail travel reservation experience & a managerial background is needed to join a much loved travel agency in East Sydney. You will take a hands on approach in the running of this successful store, motivate & lead the team and put your travel industry knowledge & experience to practical use. A competitive salary is on offer with bonus & incentives, and the opportunity to progress in your travel career.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Luxury Travel Consultant

Brisbane - \$40-50K + Super + Bonus - Ref 8221M

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 Brisbane CBD is 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 opportunity in the Brisbane travel market.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Corporate Travel Consultants

Melbourne - \$DOE + Super + Incentive - Ref 1347-CPR

Are you a skilled International Travel Consultant and keen to work with a company that not only offers a fantastic work/life balance but has the opportunity to offer you growth and development in order to maximise your potential. Centrally located in Melbourne's cool CBD area, you will join a company that has secured long terms corporate travel clients and are well known and respected within the industry - Don't delay, call us today.

For more information, please call Cliff on (02) 9113 7272 or click [APPLY](#)

Travel Consultant - FT or PT

Sydney - \$DOE + Super - 2117-NCR

Work in the café culture area of the inner West. This is an ideal opportunity to work with a well established agency offering outstanding customer service and high end product. The ideal candidate would have at least 3 years' experience, use Galileo and speak Italian. So, if you have an eye for detail and love the travel industry, we would love to hear from you. Full or Part Time available.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Canberra - \$40-45K + Super + Bonus - Ref 2116-NCR

If you have an eye for details, love luxury travel and have the most amazing customer service experience we would love to hear from you! Our client is looking for an Intermediate to Senior Travel Consultant with a good knowledge of fares and ticketing. You will be a fantastic all-round travel consultant with have amazing product knowledge, and know your cruises & hotel groups. If you love working as part of a team, this is a great opportunity for you!

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Corporate Travel Consultant

Brisbane - Up to \$55K + Super - Ref 1468-CP25

This leading independent Travel Management company are searching for a star to join their expanding team. Priding themselves with high levels of travel service their looking for a Corporate Travel Consultant to join their office based in the city. If you have 2 years International travel knowledge and what to step away from a transactional role then look no further, this company will not only offer you a rewarding package but a great office and team environment.

For more information, please call Cliff on (02) 9113 7272 or click [APPLY](#)

Retail Travel Consultant

South Melbourne - \$50K + Super + Targets - Ref 198

Want to work for an award winning retail agency? Looking for a busy store with an opportunity to earn more \$\$\$? As a successful Travel Agent you will have solid retail or wholesale reservations experience, be fluid in a GDS and have outstanding customer service skills. Work within this small team in a busy centre and be the best Travel Consultant you can be. The successful candidate can expect a competitive salary along with support and career progression.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)



**Find your ideal travel job at www.TravelTradeJobs.com.au
or download your FREE Travel Trade Jobs App
(Available on Apple & Android Smartphones)**