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# Travel Daily

First with the news

Tuesday 29th May 2012



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ISSN 1834-3058

## Dixon reappointed

**TOURISM** Minister Martin Ferguson has today confirmed the reappointment of three Tourism Australia board members, whose terms are due to expire on 30 Jun. Chairman Geoff Dixon, along with Deputy Chair Kate Lamont and board member Sandra McPhee have all been offered, and accepted, extensions of their tenure on the organisation's board for a further three years effective from 01 Jul 2012.

## Major Cairns Jetstar boost

**JETSTAR** yesterday announced a new crew base in Cairns, with up to 50 positions located in FNQ helping to service 17 new weekly flights from across Australia.

The capacity boost includes more Jetstar flights to Cairns from Melbourne, Brisbane, the Gold Coast and Adelaide from 13 Sep.

Jetstar will also add a fourth daily Sydney-Cairns service from 23 Aug - however at the same time, Qantas domestic will cut its flights on the route from three to two operations per day.

According to the QF industry site, impacted bookings will be progressively updated from 04 Jun to reflect the cessation, being updated with alternate routings, flights or travel dates.

Jetstar ceo David Hall said the

boost to Cairns operations is part of a major increase to the carrier's total capacity by more than 1.2m seats in 2012/13.

The expansion will be phased in after the launch of Jetstar Japan early in Jul, with Hall saying it would potentially increase traffic on Jetstar's existing Osaka-Cairns and Tokyo-Cairns services.

JQ is also boosting its Townsville Melbourne route to a daily operation effective from 13 Sep.

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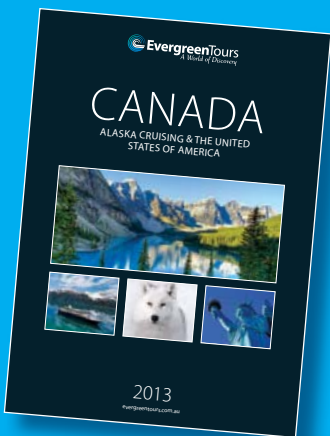
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## Virgin Australia promo

**CONSOLIDATED** Travel is offering a range of prizes for agents selling Virgin Australia international flights, including David Jones vouchers for every return ticket plus other major prizes - see **last page** for info.

## New Disney property

**WALT** Disney World Resort in Florida has debuted a new *Art of Animation* hotel - for details and an opportunity to win Disney prizes see Disney's latest *Word of Mouse* on **page ten** of **TD** today.

### All the latest news

*Travel Daily* today has seven pages of news, plus full pages:

- TMS Asia Pacific jobs
- AA Appointments jobs
- Disney Destinations
- Travel Trade Recruitment
- Consolidated Travel

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Tuesday 29th May 2012

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## MINT takeover

**MEETINGS** and incentives specialist The MINT Organization Australia has been 100% acquired by Schoeneckers Inc, and will henceforth be branded as part of its BI Worldwide subsidiary.

BI Worldwide took a minority stake in MINT in 2006, while founder and md Nigel Gaunt continued to hold a major stake.

In 2008, BI Worldwide bought MINT's offices in the Middle East and Asia, and this transaction concludes the full ownership buy-out of all MINT businesses, with the newly branded Australian operation complementing offices in the US, Canada, UK, Germany, India and China.

Gaunt will remain with the company, in the role of Vice President Global Business.

## Hertz Gold Plus enters Aus

**HERTZ** has announced the expansion of its frequent driver scheme Gold Plus Rewards to now incorporate 15 countries, including Australia & New Zealand.

The move enables members of the program to earn and redeem points in this market for the first time, on top of the US, Canada & nine European nations, & more.

The loyalty program has been in operation overseas for some time and provides customers with 1 point per dollar spent on qualifying rentals which can then be burnt on "AnyDay Rewards", with no black-out dates and no

points expiration.

Members can redeem points online and can be applied to car types including Hertz's Prestige, Fun/Adrenaline and speciality vehicles in Australia & NZ.

It takes about 500 Gold Plus Rewards points to earn a weekend rental day in Australia - the same amount as needed in the US, Canada and New Zealand.

Whereas in France, Germany, Italy, Spain, Switzerland and the UK, it takes around 800 points.

"After considering extensive feedback from our customers, we've designed our new program to enable members to quickly accumulate and begin using their free rental days," said Hertz region vp Australasia Chris Rudsen.

Hertz Australia is offering a Double Points Earning Bonus for rentals completed between 01 Jun and 31 Aug, for members of the Hertz #1 Club and Hertz #1 Club Gold members.

## Mooring EOFYS deals

**YACHT** charter company The Moorings is offering agents a 2% commission override for new bookings departing in Oct as part of an End-of-Financial-Year-Sale.

Agents will also score 2 premium cinema tickets (Gold Class or similar) for new bookings in Jun.

In addition, clients booking any sailing in 2012 or 2013 will get an LCD TV for themselves, and, for dates in Oct this year, Captain's Rewards repeat passengers will receive a double discount of 10%.

The deals apply to Power Cat & Luxury All-Inclusive Yacht Charter reservations available in the Caribbean, Mediterranean and Tahiti, when quoting TVJUN at the time of booking.

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

## Kingsford reopening

**THE** luxury seven-suite Kingsford Homestead in South Australia's Barossa Valley is set to reopen on 01 Jul following an extensive refurbishment program.

The homestead shot to fame when it featured prominently in Channel 9's *McLeods Daughters*.

Kingsford Homestead is headed by former managers of Arkaba Homestead, Pat and Sally Kent.

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## APT Freedom defined

**APT** has moved to define its range of included 'Freedom of Choice' touring & dining options offered across its destinations to reinforce there are "no hidden extra costs" with the offering.

The products are now known as 'Freedom of Choice Sightseeing Inclusions' & 'Freedom of Choice Dining Inclusions', available in 64 and 26 locations respectively.

## JTG director to Fairfax

**JAMES** Millar, an independent director of Jetset Travelworld Limited, has also been appointed to the board of newspaper giant Fairfax Media.

Millar is also a director of Mirvac Group, which last week settled the sale of its hotel portfolio to Accor Asia Pacific.

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## Brimble cruise security push

**THE** tragic death of Diane Brimble on board a P&O Cruise ship in 2002 is once again in the news, with Brisbane's *The Sunday Mail* on the weekend publishing details of correspondence from Brimble's husband pushing for the federal government to act on the recommendations of the coroner in the case.

Mr Brimble has repeatedly

written to the federal Attorney General and Prime Minister calling on them to progress safety proposals which included having police stationed on cruise ships.

According to the Brimble letters and the replies, the govt is still considering the recommendations handed down 18 months ago, with the Prime Minister's Office saying in Dec it would "shortly finalise a response".

## Wirth slams rumours

**QANTAS** head of government and corporate affairs, Olivia Wirth, has described a scenario of Emirates taking a stake in the newly formed Qantas Domestic as "nothing but pure gossip".

In a letter published in today's *Financial Review*, Wirth says the restructure simply aims to provide greater transparency.

"It is about managing the group as a true portfolio business... there is no hidden agenda," she said.

## Etihad sport deal

**ETIHAD** Airways has renewed its sponsorship of the Sport Australia Hall of Fame until Jun 2015.

The carrier first commenced its sponsorship of the program in 2009, and will be the presenting partner at the organisation's annual Induction and Awards dinner as well as providing air travel to young athletes who are part of the Hall of Fame's Scholarship Mentoring Program.

## Fiji BNE hotel buy

**FIJIAN** hotelier Reddy Group is the leader of a consortium which has purchased the Lennons Plaza building in Brisbane, including the 154-room 4.5-star Chifley at Lennons Hotel.

The building currently has development approval for office space to be converted into an additional 130 hotel rooms.

The deal was brokered by Jones Lang Lasalle Hotels, which said the property would be redeveloped and repositioned as "one of Brisbane's leading four-star hotels".

## Tasmania roadshow

**TOURISM** Tasmania is inviting operators to take part in the 2012 Talkabout Tasmania mainland product roadshow, which will take place in the week of 13 Aug.

Four evening trade events will take place, aimed at educating front-line travel sellers about the island state - 03 6230 8176.



## Window Seat

**IT'S** an ill wind...

There's been a bright side to the Icelandic volcanoes which caused such a huge disruption to global aviation two years ago.

A new tour has launched this week, allowing tourists to descend into the dormant Thrihnukagigur volcano which last erupted 4000 years ago.

A special elevator carries visitors 120m to the bottom of the volcanic magma chamber - but you have to be quick to book because it's only going to be on offer for 6-8 weeks from 15 Jun during a project which is part of "ongoing environmental, geological and marketing research into the volcano".

Dr Evil will love it - future plans include possibly hollowing out a tunnel into the volcano linked to a viewing platform.

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**Whole lotta Hola  
in South America**



**THESE** product managers from a variety of Aussie wholesalers were treated to the wettest, wildest & wackiest South America has to offer during a recent famil trip hosted by LAN Airlines, Turismo Chile and Inprotur.

Over 14 action packed days, the group kayaked the Golondrinas River, sailed the Patagonian Fjords, hiked the Torres del Paine National Park and awed at the towering glaciers in El Calafate.

**Pictured** above overlooking the glaciers, from left are Derry Weis, Pulse Holidays; Edgardo Gracia, Travel Projects; Ana Salazar, Adventure World; Sarah Purcell,

Scenic Tours; Jackson Lima, BFirst Travel; Sandra Gutierrez, LAN; Cinzia Mucciante, South America Travel Centre; Carolina Valenzuela, Turismo Chile and Valentina Pires, The Singular Hotel, Puerto Natales.

**St Regis Mauritius**

**THE** St. Regis Mauritius Resort is due to open on 15 Sep, featuring 172 rooms, suites and one villa overlooking the Indian Ocean.

The resort will also offer six fine dining venues, event space and meeting rooms, a private cinema and Butler Service.

**Inside THAI A380 vid**

**THAI** Airways International has released an A380 Walk Around video of its superjumbo which will go into service from Aug.

The video reveals THAI will offer a "multi purpose area" at the front end of the upper deck for First Class passengers, which can be converted into a spacious private dining setting for two pax. View it at [bit.ly/TGA380video](http://bit.ly/TGA380video).

**Adina pre-bookings**

**THE** 106-unit Adina Apartment Hotel Norwest in Sydney is now taking pre-bookings ahead of its opening, scheduled for Aug.

The new-build is located in the suburb of Baulkham Hills.

**30% off Gecko's Africa**

**GECKO'S** has slashed 30% off five of its Africa overland trips departing in 2012 when booked between 01 and 30 Jun.

Tours include the 15-day Masai Mara & Mountain Gorillas trip, now priced at \$2,447ppts.

**50 degrees North brox**

**NORDIC** Specialist 50 Degrees North has launched its 2012-14 North Winter brochure which features a new 'brick' system to allow travellers to customise a Scandinavian city itinerary.



**Rd 12 Winner**

**CONGRATULATIONS**

**Keira Thrift**

from *Scenic Tours*

Keira is the top point scorer for Round 12 of *Travel Daily's* NRL industry footy tipping competition and has won an iCrib – a great little beanbag for an iPad, e-reader or tablet, courtesy of Life!®.

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**CX Rome cutback**

**CATHAY** Pacific is reducing capacity to Rome, with the service to operate five times per week instead of daily during the 2012/13 Northern Winter period.

**Agents experience the Dream**



**A GROUP** of lucky travel industry guests experienced the Boeing 787 Dreamliner yesterday as the aircraft wrapped up the Australian leg of its global Dream Tour.

**Pictured** above are Veronica Riley, Qantas Industry Centre coming down the stairs behind Stephen Lanfranco, Flight Centre; Kathryn Pepler, FCM Travel; Eric Lewis and Sarah Robinson, Corporate Traveller; and Alberto Duran of Flight Centre.



**ABOVE:** Peter Egglestone from Jetset Travelworld Group with David Padman of Travelscene and Ashley Howell from Qantas.

**BELOW:** Claudia Rossi Hudson from Mary Rossi Travel checks out the business class cabin on the demonstration 787 - along with its massive windows.



**RIGHT:** Anthea Sommerville of Qantas with Anne Garland, James Hedding and Julia Trounce, Qantas Industry Centre.



**Moran Tick Tour to SA**

**TOURISM** Australia's T-QUAL Tick Tour has kicked on to South Australia, with Friend of Australia/celebrity chef Matt Moran last week endorsing a number of quality tourism experiences during his Australia-wide tour.

Moran's SA visit included Wine Tours' A Taste of South Australia food & wine tour, Mark Gleeson's Adelaide Central Market Tour and stays at the Sebel Playford Adelaide and the Fire Station Inn - which featured a real fire truck.

**LH 10th A380 delivery**

**LUFTHANSA** will expand its fleet of superjumbos to double-digits in coming weeks with the delivery of its 10th A380 expected to be handed over by Airbus on 13 Jun.

**Boryspil expansion**

**KYIV's** Boryspil International Airport has completed the \$600m three-and-a-half-year expansion of its Terminal D, enabling the Ukrainian capital airport to service up to 15 million visitors per year.

The new terminal allows the airport to handle an additional 20 aircraft at one time, and comes just days before the launch of the EURO 2012 football tournament, being hosted across the Ukraine and Poland.

**Money**

**WELCOME** to Money Talk, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US0.983**

**THE** Australian dollar has been on a roller-coaster ride over the last couple of weeks, slipping below parity with the US greenback but creeping up again in recent days.

There's still widespread concern about the possibility of a breakdown in the Euro due to the financial crisis in Greece, and this is in turn affecting so-called 'risky' currencies such as the A\$.

The worries have also affected the exchange rate with other key currencies including the UK pound Sterling and the Euro - but putting things into perspective, all major currencies still provide huge value for Aussie travellers.

*Wholesale rates this morning:*

US	\$0.983
UK	£0.626
NZ	\$1.285
Euro	€0.783
Japan	¥77.82
Singapore	\$1.24
China	¥6.10
South Africa	R8.09
Canada	\$1.01
Crude oil	US\$91.13

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

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WATERWAYS



## AFTA UPDATE

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

**IN THE** past week, the 2011 Annual Report of the Travel Compensation Fund was released and a number of interesting figures emerged.

First, and curiously was the increase in the number of employees that travel agency businesses employ. Last year, the grand total across all categories was 28,799 of which 70% were female. Twelve months on, the grand total across all categories was 34,582 which means that 5,783 extra people were employed over the past year in travel agencies. That is up 20%. And the percentage of women grew by an extra 2% to now representing 72% of the workforce.

From my perspective, what this is saying is two things. First of all, things must have been busy; that the industry needed an extra 5000 staff, and second, travel business owners must have worked miracles to find the extra 5000 people over the past twelve months, given the unemployment rate and the labour shortages. As I said at the start of this column, "curious".

The other interesting fact I drew from the TCF annual report is the number of terminations, and more importantly, the number of voluntary terminations this year. 172 out of a total of 220 travel businesses that departed the industry this year were voluntary. While this category does cover closed/ceased/sold/restructured and deceased, it does represent 78.6% of the departures from the industry which is up from 67.5% in 2010 - an increase of more than 10% in one year. Again a little curious and maybe this explains the source of some of the new employees that the industry has gained.

In all for the year of 2011 there were 2736 participants in the TCF. That is the number of entities that currently operate in Australia within the current national scheme for the regulation of travel agency businesses. This is also down from 2010 in which there were 2803 - a drop of 67 participants in one year.

I think all of these numbers tell a story that the industry is changing, and rapidly, and given the competitive nature of travel distribution the 2012 report may well confirm the trend which is a continued consolidation of the travel distribution, but based upon these figures it would appear that there may be fewer companies involved, but the travel industry has shown we are still an industry with strong jobs growth and a place in which people can have a career.

Figures sourced from the TCF annual report 2010 and 2011.



## Airbus delays repairs

**AIRBUS** has advised it will delay carrying out repairs on wing cracks in its A380 superjumbo until next year to ensure the fixes carried out are "final", the maker has said.

## Jetstar lifts Tassie frequencies

**TASMANIA** is set for a significant boost in air services from the mainland after Jetstar confirmed it will add over 400,000 additional seats on routes from Melbourne & Sydney in the next financial year.

Jetstar's David Koczkar said the boost, beginning 16 Aug, is in response to "in-and-out" demand. The changes include new dailies

between Melbourne-Launceston, Sydney-Launceston, Melbourne-Hobart and Sydney-Hobart

## El Questro joins LLA

**THE** Kimberley's El Questro Homestead has become the newest member of the Luxury Lodges of Australia (LLA) group.

## Go for Gold incentive winner

**PHIL** Hoffmann Travel agent Alison Hunt, from Stirling in SA saw her efforts rewarded with gold recently, awarded a 1-ounce gold nugget as the winner of the P&O Cruises & Princess Cruises "Go for Gold" online academy promo.

Alison completed the cruise company's online training program, rising to the rank of 'Commodore' and awarded the nugget, valued at



\$1600 at current market price.

Alison is pictured above with her new best friend.

## Asia's cruise 'competitive edge'

**CARNIVAL** Australia ceo Ann Sherry says Asia's cruise industry has a "competitive edge" over the Australian market, with port infrastructure investment in Shanghai, Singapore and Hong Kong well ahead of Australia.

Sherry's comments follow last weekend's opening of Singapore's new international cruise terminal, developed to cater for a boom in cruising in Asian waters.

She said such developments underpin the competitive need to upgrade facilities in Australia, particularly in Sydney where Carnival continues to push the govt for a three-berth solution.

Despite its 7th consecutive year of growth in Australia, "gaps at ports" in the cruise market at Sydney, Brisbane and Cairns remain "the greatest threat to the continued growth of the local cruise industry," Sherry said.

"While cruise complexes in Asia

are of much greater size and scale than contemplated for Australian ports, it is important to understand that high quality facilities will give Asia a competitive edge in making the most of the economic opportunities that cruising presents," she said.

## GBTA awards open

**THE** Global Business Travel Association Australia/NZ is inviting nominations for its 2012 awards which "acknowledge individuals who constantly challenge the industry norm, pushing the boundaries in order to drive efficiencies into their travel programs and deliver a better traveller experience".

Categories include 'Professional Travel Manager of the Year', the 'QBT Development Scholarship' and the 'Sustainable Travel Award' - see [gbta.org/aus-nz](http://gbta.org/aus-nz).



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

## QF cooking winners

**QANTAS** has named Nicole Lindsay of HRG Australia Qld and Vaughan Sexton of Reho Travel NSW as the week two winners of its 'Cook up a Storm' incentive.

They've both won Rockpool dinner vouchers valued at \$200, while a further 16 agents have won celebrity signed cook books.

The incentive closes 01 Jun, with the major prize being a trip for four people to Hong Kong staying at the Langham with dinner at the 2 star Michelin Tang Court restaurant.

## Jetstar Fair Work case

**THE** Fair Work Ombudsman yesterday launched legal action against two foreign Qantas offshoots which employ Thai cabin crew working on Jetstar flights within Australia.

The ombudsman claims Jetstar has underpaid eight stewards and is seeking back pay of \$7500 because the crew flew in on international flights but then worked on domestic routes before flying out.

Jetstar issued a statement saying that it would contest the case, saying that while it doesn't use overseas-based crew on purely domestic flights "it does use a mix of Australian-based and overseas-based cabin crew on international flights.

"These crew are paid based on the terms and conditions in the country in which they are employed, whether they are flying in Singapore, Thailand or Australia," the carrier said.

## ParkRoyal Syd renos

**A MULTI-MILLION** dollar refurb will take place at the Parkroyal Darling Harbour, aimed at "capturing the spirit of Sydney".

The work will run from 28 May through to late Sep and will see work carried out on guest rooms, the club lounge and lobby areas.

## Sunsail brings in 444

**LUXURY** catamaran charter company Sunsail has announced its newest vessel, the *Sunsail 444*, will join its Hamilton Island fleet to be available from 10 Nov.

The new yacht includes four double cabins, each with ensuite, and an innovative forward cockpit featuring a covered seating area.

## Mt Buller's snow open

**COURTESY** of heavy snowfalls, Victoria's Mt Buller ski fields are set to open ahead of schedule.

Rooms booked before 10 Jun at the Grand Mercure Pinnacle will be eligible for 30% off ski hire.

## Wego invests in Asia

**TRAVEL** metasearch site Wego has bought a stake in Indonesia's Valadoo.com, aiming to increase domestic travel within the country and attract new overseas visitors.

## Amazing Race by Zuji

**ONLINE** travel agency Zuji has announced its sponsorship of Channel Seven's *Amazing Race* program, which begins on Wed.

## BNE sustainable gong

**BRISBANE** Airport has won the "Best Sustainable Development" award from the Property Council of Australia for its iseek Data Centre.

## WIN A HOLIDAY TO HAWAII

May 1st is Lei Day in Hawai'i, a day that honours island culture, the Aloha spirit and the Hawaiian tradition of friendliness. It also marks the start of summer in Hawai'i, the perfect time to visit!

To celebrate the spirit of this Hawaiian holiday, *Travel Daily* is giving one lucky reader and their partner the chance to win a fantastic five-night holiday to Hawai'i courtesy of Hawai'i Tourism, Hawaiian Airlines and Trump International Hotel.

This amazing prize includes two return economy airfares to Honolulu from Sydney with Hawaiian Airlines and five nights accommodation in a Deluxe One Bedroom Suite at Trump International Hotel.

Each day *Travel Daily* will ask a Hawai'i-related question - just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.

Email your answers to: [hawaiicomp@traveldaily.com.au](mailto:hawaiicomp@traveldaily.com.au)



**Q.21: What sort of aircraft Hawaiian Airlines flies from Sydney - Honolulu - Sydney**

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

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To apply for this role you must have previous marketing experience within the travel industry.

Confidential applications to Philippa Baker - email [philippa@alexander-associates.com.au](mailto:philippa@alexander-associates.com.au)

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Love selling Australia? Want to progress as a Domestic Corporate Consultant?...this role was made for you! Working Monday – Friday business hours you will enjoy booking various Australia - wide travel. Applicants will have a domestic background or 12 months retail experience using Galileo. Career progression opportunities available. Don’t stick your head in the sand any longer, contact AA Appointments today!

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Are you an experienced retail consultant searching for something different? How does booking groups, special interest and event travel sound? Our client is looking for experienced consultants (preferably with Sabre) to work in their Mornington Peninsula office arranging exciting international and domestic travel packages of an innovative and different nature. Want to know more? Contact AA

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Are you motivated by recognition, reward and having great clients? Are you tired of being a number and not a person? Have you considered working for a successful Corporate Travel Management company and would you like to be paid well above the average salary for your hard work? Enjoy building relationships with your clients and your workmates in this great office and really enjoy going to work everyday. Get the \$\$ and incentives you deserve! Apply now!

# ★ WORD OF MOUSE ★

May 2012  
Edition # 14

## Walt Disney World Resort welcomes



### Disney's Art of Animation Resort

**Now Open** and welcoming Guests, Disney's Art of Animation Resort at Walt Disney World Resort invites you to become a part of your favourite animated films. At Disney's Art of Animation Resort, Guests are immersed in the artistry and enchantment of Walt Disney and Disney • Pixar classics through imaginative design and themed rooms, including:

- Finding Nemo Family Suites - NOW OPEN!
- Cars Family Suites - Opening June 18, 2012
- The Lion King Family Suites - Opening August 10, 2012
- The Little Mermaid Standard Rooms - Opening September 15, 2012

Disney's Art of Animation Resort is adjacent to Disney's Hollywood Studios theme park and ESPN Wide World of Sports Complex.

The Resort features room types for almost every party size and preference - including standard rooms and family suites.



Spacious family suites are designed to comfortably accommodate up to 6 Guests and include:

- 2 separate bathrooms
- A master bedroom
- 3 separate sleeping areas within the living space, which includes a generously sized dining or work table that easily transforms into a comfortable bed.

The Resort features 3 sparkling swimming pools and 4 playful courtyards - one for each film - to complete your Resort experience. Services available include childcare, concierge services, valet dry cleaning and self-service laundry facilities.

Resort Guests can enjoy complimentary transportation to and from the Theme and Water Parks as well as other Resort benefits.



### Win one of 5 prize packs!

For your chance to win a copy of Disney's The Lion King on DVD and a Walt Disney World Resort pin, simply answer this question:

Disney's Art of Animation Resort is in the Value category of Resorts - what other Resorts are in this category? Hint: There are four to list!





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**DAILY PRIZES** \$100 DJ's voucher for every return Business Class ticket  
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\$30 DJ's voucher for every return Economy Class ticket



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**CONDITIONS:** Valid for tickets issued by Consolidated Travel or via Quikticket between 28 May & 30 June 2012 on 100% VA itineraries ex Australia plated to VA (795) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Virgin Australia reserve the right to alter or cancel the promotion any time. To be in the running for the major prizes you must achieve a minimum 10% growth of your VA sales compared to the same period in 2011, vouchers for this promotion are capped and will be distributed at the completion of the promotion. Airline tickets do not include taxes or surcharges or any booking fees. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 24 May 2012.