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QF Jetstar Japan injection

QANTAS has today announced it will inject \$60 million to Jetstar Japan to support the airline's growth, with a further \$60m coming from Japan Airlines.

The equity deal is in the form of non-voting shares, increasing QF and JL's economic interest in the low-cost carrier to 45.7% each.

Mitsubishi Corporation and Century Tokyo Leasing will hold

4.3% each of Jetstar Japan, down from 8.3% each.

"The equity injection will support Jetstar Japan's future fleet and infrastructure growth, enabling the carrier to capitalise on the significant potential of the low-cost carrier market in the world's third largest economy," according to a QF statement.

Commencing operations just over a year ago, Jetstar Japan now has a fleet of 18 aircraft flying to nine domestic ports and has carried almost 3 million pax.

The airline expects to grow its fleet to 24 aircraft.

EK racing giveaway

EMIRATES has teamed up with *Travel Daily* to offer ten general admission double passes to Derby Day at Melbourne's Flemington Racecourse this Sat 02 Nov.

It's part of EK's world-famous sponsorship of the Emirates Melbourne Cup, with *TD* readers invited to be part of the racing action this weekend.

Flights and accommodation are not included, with the passes going to the first ten readers to answer the question:

What is the theme for this year's Emirates Marquee at the Emirates Melbourne Cup?

Get your answers in asap to ekracing@traveldaily.com.au.

What an issue!

TD today has nine pages of news and photos, including a page of photos from the **Avis Scholarship** plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment

Exclusively London

THE Mayfair Hotel and Radisson Blu Edwardian Hotels have released their "Exclusively London" rates for summer 2014, which are only available to travellers from Australia.

The value added packages start at £169 per room including full English breakfast, late check-out to 4pm, complimentary wi-fi, priority early check-in, frequent flyer points with partner airlines and discounts off telephone and food bills.

For more details, **CLICK HERE**.

Last day for TD comp

DON'T forget to get your final entries in for this month's amazing *Travel Daily* competition which is offering the lucky winner a trip for two to Ireland.

The massive prize includes return Etihad economy flights, nine nights accommodation and Avis car hire - see **page nine** for details, with all of the daily questions also on our website.

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Flight Centre strong start

FLIGHT Centre says it is currently on track to achieve its target of 8-12% underlying profit before tax growth this year.

Speaking at the FC agm, md Graham Turner said that this would translate to a profit of up to \$385 million, compared to last year's figure of \$343.1 million.

"Trading results so far are promising...TTV growth has also been solid," he said, with the strongest results to date from the group's businesses in Australia, the UK and New Zealand.

"Results from both our leisure and corporate businesses in Australia have improved year-on-year, with leisure currently recording stronger growth, continuing the trend that was evident during the second half of last year," he said.

Turner confirmed that Flight Centre has opened its 2500th business in Jul, and planned to boost its global sales force by 8-10% during 2013/14.

"Last week, we also announced a plan to expand our franchise business in Australia in the Escape Travel brand," he said.

"This follows approaches from agents who are currently aligned to other networks".

Turner also confirmed that the ACCC's competition law test case against Flight Centre was heard in Oct last year and "the company now awaits the judge's ruling".

The agm also saw chairman Peter Morahan announce his intention to retire this year, with a "smooth and well managed succession from within the ranks of the existing board" to be finalised in the coming months.

Astor Bali bargain

CRUISE and Maritime Voyages is offering complimentary upgrades to a Category 7 cabin for bookings on an upcoming Astor voyage between Fremantle and Bali.

The upgrade applies to Category 3 cabin bookings on either the full 11-night Fremantle-Bali-Fremantle trip which departs 02 Jan 2014, or either leg of the journey to or from Bali.

The 11-night trip is priced from just \$1669 per person - more info www.cmvaustralia.com.

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G Duchess Delegation

BELINDA Ward has today been announced as the new managing director at G Adventures for Australia and New Zealand.

The dynamic tour operator is known for its abstract job titles, with Ward henceforth known as the "Duchess of Delegation".

Wardy - as she is affectionately known within the firm - has been promoted within the company from her role as director of sales. More appointments on **page 7**.

oneworld slams 'naysayers'

Emirates has come under fire from **oneworld** chief Bruce Ashby who slammed the Gulf carrier's opinion that airline alliances are "waning" in the current aviation climate.

Although not specifically naming the Dubai-based airline, Emirates boss Tim Clark has often stated his opposition to the three major global airline alliances - being Star Alliance, **oneworld** and SkyTeam.

Speaking in Doha at the joining ceremony of Qatar Airways into **oneworld**, Ashby rattled off some statistics on network scope.

Referring to collected data collated by IATA, Ashby said a third of the global airline industry's total passenger traffic revenue is derived from travel among the top 100 business cities in the world accessed by frequent international travellers.

Dubai heads the list at 4.33%, but **oneworld** has four cities in the top ten from which members are based, being Cathay Pacific at Hong Kong (3rd at 2.9%), British Airways at London Heathrow (4th at 2.7%), Qatar Airways at Doha

(7th at 1.8%) and Japan Airlines at Tokyo Narita (9th at 1.2%).

Broken down further, the list of airlines with the largest share of top 100 city revenue is headed by **oneworld's** IAG (British Airways & Iberia), amassing US\$13.4b for the 12 months to Jul 2013.

Cathay Pacific was ranked sixth (US\$9.6b) and another **oneworld** member, American Airlines, was listed as seventh (US\$8.8b).

Within the top 40, **oneworld** had ten members, collectively totalling revenue of US\$52.1b.

In the same table, Emirates on its own was fifth with revenue of US\$9.7 billion.

Of the total passenger revenue, more than 80% is carried by members of the top three global airline alliances, Ashby said.

"We believe that statistic is a very powerful rejoinder to the naysayers who suggest the role and relevance of global alliances in waning," Ashby commented.

He added that connecting the top 100 cities for international travel is **oneworld's** "key focus" going forward.



Window Seat

VIRGIN America has released a cringeworthy, yet hilarious safety video on its US domestic services featuring dancers and singers from *American Idol* and *So You Think You Can Dance*.

The video, entitled "Buckle Up To Get Down" was directed by Jon M Chu, whose film credits include *Step Up 2* and *G.I. Joe*, with the film to be rolled out across the VX fleet from Nov.

The carrier is inviting members of the public to submit their own freestyle dance videos via Instagram on #VXsafetydance with the winner featuring in a remake of the film next year.

CLICK HERE to see the video.


VISITORS to Dallas, Texas are being invited to help investigate the assassination of President John F. Kennedy via a new iPhone and iPad app.

The initiative is part of the 50th anniversary of JFK's death on 22 Nov 1963, which "continues to resonate culturally and politically".

The 'JFK in Dallas 50' app includes a guide to key players of the time, a list of relevant sites in and around Dallas including the renowned "grassy knoll" and of course the Texas School Book Depository, plus an interactive map highlighting the presidential motorcade route.

And perpetuating the many myths and suppositions around the world-changing assassination, the app also includes a Conspiracy Quiz.

See www.jfktourdallas.com.


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Hockey opens new AOT office



FEDERAL Treasurer Joe Hockey yesterday officially opened The AOT Group's new global headquarters in South Melbourne.

Hockey hailed the efforts of Andrew and Cinzia Burnes, "who have built a highly significant global business from its fledgling start in Cairns in 1987 to 14 offices around the world.

"These new headquarters symbolise the opportunity

that beckons for hard working Australian entrepreneurs," he said.

The ceremony was attended by 160 AOT staff and senior industry leaders, with the new office in a heritage former wool storage building dating back to 1912.

The facility has undergone a purpose built fit-out, and features five floors of new workstations and offices plus a gym.

Hockey is **pictured** right with Andrew and Cinzia Burnes.

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helloworld sign-ups

JETSET Travelworld ceo Rob Gurney says the group is ahead of its targets for the first stage of store refits and the consumer launch of its new *helloworld* brand, with 100 stores signed up already (**TD** breaking news).

He said there are also agreements for a further 150 stores underway, with the first branded store to be Jetset Marion, located in one of the largest shopping centres in Adelaide.

Other additions include the eight Phil Hoffmann Travel outlets previously announced, as well as two Goldman Travel offices and the three HWT locations operated in Victoria by The Read Group.

Gurney said the 100 store milestone is a significant achievement "and a signal for the future success of the brand".

Tom Goldman said that joining *helloworld* would give Goldman Travel access to "unprecedented purchasing scale".

Major Egypt promo

EGYPT is set to launch an international tourism campaign to rekindle the country's industry which has been shattered over the recent years of unrest.

Tourism Minister Hisham Zaazou says the country is targeting 13.5 million visitors next year.

"Touristic destinations are safe and sound and away from disturbances," he said.

Arrival numbers have fallen and Zaazou said average spending per visitor had also declined.

The campaign will include advertisements on international TV channels as well as outdoor advertising on public transport in Europe and the UK, while Egypt will also encourage charter flights through "co-marketing" efforts.

Zaazou has visited Europe in recent months to persuade officials to relax travel advisories, with Germany and Scandinavian nations lifting warnings on Luxor, the Red Sea, South Sinai & Aswan.

Perth to Dubai never looked better

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Qantas HKG, LAX lounges

QANTAS today announced details of the new lounges it is building in Hong Kong and Los Angeles ahead of their official openings next year.

QF International ceo Simon Hickey said the new multi-million dollar offerings will "significantly enhance the international pre-flight experience for Qantas customers".

He said that customers consistently confirm that QF lounges are a key part of their journey, with the success of the Singapore lounge reaffirming the strategy of investing in the offering on the ground.

The new Qantas Hong Kong Lounge which opens next Mar will offer classic dishes from Neil Perry's Rockpool and Spice Temple eateries, along with regionally inspired Asian flavours and ingredients.

It will have yum cha trolleys, a BBQ bar and a family zone.

In Los Angeles, the new lounge will be jointly owned by QF, CX and BA and will be managed by Qantas.

It's almost twice the size of the current lounge, offering almost 600 seats and will have menus inspired by both West Coast US and Asian flavours.

Phase one of the LAX lounge will open in Apr 2014, with completion in the second half of the year in alignment with the broader Tom Bradley International redevelopment.

A new LAX Qantas First lounge will also open in the second half of 2014.

UA Ski promo winners

UNITED Airlines has announced the winners in its 2013 United National Ski Incentive campaign which ran in Aug & Sep this year.

Up for grabs were places on a special skiing famil to Colorado, Wyoming and California, with ticketed UA sectors to LAX or SFO and bookings at one of ten ski resorts earning points for a place.

The winners are Travelplan's Nigel Wareing, Anne Carter and Michelle Gray; John Schulze and Nathan Singh from Snowcapped Tours; Skye Nicholl, McGann Travel; Richard Waugh, Sno'n'Ski; Natalie Hadikin, Travel Specialists; and Vanessa David from Skimax.

Legoland getting wet

THE first Legoland water theme park in Asia has opened next door to the existing park in the southern Malaysian state of Johor, just over the Singapore border.

Twenty water-based rides and attractions feature in the park, making it the largest Legoland Water Park in the world.



QR unveils oneworld livery



QATAR Airways has revealed the oneworld livery that will adorn four of its aircraft after its integration into the airline alliance this week.

CEO Akbar Al Baker said that in the next few days, all 130 Qatar Airways aircraft will proudly display the oneworld orb on their fuselage, while signage at airports globally has been updated to display the same icon. "We don't like to move slow," Al Baker said of the urgency to upgrade QR's branding.

Al Baker said Qatar Airways will now embark on one of its biggest ever marketing campaigns to emphasis the services and benefits of being with oneworld.

Pictured above is one of QR's Boeing 777-300s resplendent in its new skin, with cabin crew of each of the 13 oneworld carriers.

Another B777 and two Airbus A320s will share the same livery.

Air NZ Tasman sale

AIR New Zealand has launched a trans-Tasman fare sale, with special deals on flights to Auckland from Adelaide, Sydney, Melbourne, Brisbane, Cairns, Perth and the Gold Coast.

The carrier says it is celebrating Lonely Planet's naming of Auckland and Adelaide as among the top ten cities to visit in 2014.

Jetstar is also set to launch ADL-AKL flights effective 16 Dec.

VN aims to lift fleet

FORTY new jet engines have been bought & leased by Vietnam Airlines from GE Aviation for use in its order of B787 Dreamliners, eight of which are due for delivery sometime in Q2 of 2015.

The carrier said it is hoping to boost its fleet size from 82 currently to 150 by 2020.

Account Executive

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We are currently seeking a highly motivated Account Executive with previous travel industry field sales experience to work on a multinational travel account.

This diverse role will suit an energetic individual and will be responsible for calling on travel agents in Queensland and Western Australia. The key responsibilities include developing new, and nurturing existing business relationships, perform product training and attend trade shows. The ideal candidate will have a minimum of 3 years work experience in a similar role.

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Leanne Stocks – lstocks@bestwesternaustralia.com.au



WIN A Bimbadgen wine pack

This week, **Travel Daily** and **Esca Bimbadgen** are celebrating the 2013 Melbourne Cup by giving away three wine packs, including 2x Sparkling Rose and 2x Sparkling Semillon each.



This year Esca Bimbadgen pulls out all stops for the ultimate in race-day hospitality, by inviting you to trade the hustle and bustle of the race-track for sweeping wine country views as you enjoy the true spirit of Cup day - Hunter Valley style.

A two course set menu is priced at \$85.00 per person and \$75.00 for Club Bimbadgen Members. Email esca@bimbadgen.com.au to book your spot today!

For your chance to win one of the prizes, email your answer to the question below by COB on Friday to: bimbadgen@traveldaily.com.au.

In 50 words or less, tell us what is your favourite Melbourne Cup moment and why?

TRENZ 2014 exhibits

APPLICATIONS have opened for NZ tourism operators to attend and exhibit their products or services at TRENZ 2014 - happening from 18-21 May 2014.

The event will once again be held in Auckland at The Cloud and the recently opened Shed 10 Cruise Terminal, with changes being made including an increase in the amount of time exhibitors will have to meet and network with buyers before, during and after the official series of events.

Tourism New Zealand chief executive Kevin Bowler said the organisation would be particularly focusing on luring buyers from emerging and targeted markets in India, Indonesia and Latin America.

Applications to exhibit at the event will close 15 Nov, with Tourism Industry Association New Zealand chief Martin Snedden urging interested exhibitors to get their applications in quickly, as "the number of applications nearly always exceeds the space we have available."

See www.trenz.co.nz.

VA CNS lounge launch

VIRGIN Australia today officially unveiled its first lounge in Cairns, located on the upper level of the domestic terminal area.

The 710 square metre lounge offers sweeping views of the tarmac and the hinterland, with floor to ceiling glass windows.

VA gm of brand strategy David Anderson said "Cairns was one of the first destinations we started flying to and it remains a very strong focus for us today.

"We have transformed the travel experience to Cairns with the introduction of Business Class on all jet flights, bringing competition for the first time in over a decade," he said.

VA operates ATR-72, Embraer E190 and Boeing 737 aircraft on Cairns services from Brisbane, Melbourne, Townsville and Sydney.

The lounge seats 180 guests and also features a meeting room, all-day barista service, complimentary wi-fi and Foxtel.

Zipline opportunity

THE Qld Government has flagged a new tourism development within the Kondalilla National Park in the Sunshine Coast Hinterland, with the identification of a site for a potential "Zipline Ecotourism Opportunity".

Experienced individuals or organisations with "the necessary skills, creativity and financial resources" are being invited to submit concepts for a zipline, with submissions due by Fri 28 Feb next year.

See www.nprsr.qld.gov.au.

Mediators coming in

AMERICAN Airlines/US Airways and the US Justice Department will begin mediation negotiations to try and resolve the impending lawsuit being brought about over the carriers' planned merger.

Bosses of the two airlines have said they are open to settlement suggestions which would negate the need to go to trial on 25 Nov but which would still result in the merger being allowed to proceed.

So far, depositions have been taken from 19 employees of AA and US, in addition to interviews being conducted with executives of nine other airlines, under oath.

If a settlement cannot be reached, the case will return to court and proceed to trial.

KQ adds new 777

KENYA Airways has taken delivery of the first of three new 777-300ER aircraft, "paving the way for the introduction of new continental routes."

AAT consolidates product

AAT Kings has released its 2014 brochure, which for the first time sees the tour operator offering its Inspiring Journeys, day tours, Aussie Adventures and traditional tour offerings under a single banner.

The move follows the recent major brand relaunch (**TD** 24 Oct) which includes a new logo, philosophy and the tag line of "Bringing Australia and New Zealand to life".

Global md Anthony Hayes told **TD** the new program highlights the many Aussie characters among the company's tour directors and drivers, "harking back to the Bill King days."

The brochure aims to significantly simplify the sales process for travel agents, with a single brochure offering the full range including premium, small groups, day tours and the traditional AAT Kings offerings.

He also stressed that hundreds of thousands of guests are carried by AAT Kings around Australia and New Zealand, including in Sydney, Melbourne and Tasmania as well as the Red Centre and the Northern Territory.

The AAT Kings relaunch includes a multimillion dollar investment in new vehicles with the aim of dominating the Australasian guided holiday market.



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Destination NSW is a NSW Government statutory authority with responsibility for devising and implementing strategies to grow the visitor economy to NSW. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW.

About the Role:

- The Director, Trade and Industry Development leads the Trade and Industry Development team providing strategic direction as well as day to day operational management, in regard to the planning, development, implementation, evaluation and reporting on a range of trade and industry development programs and activities to facilitate growth of tourism to NSW.
- The role has responsibility for a number of areas including trade events and famils programs, industry and product development and advice, industry training, development of trade collateral and information resources, as well as relationship management and sponsorship arrangements with key industry associations and stakeholders.
- As a Director, the role is a key contact for other government agencies assisting with supply-side issues and provides a tourism perspective on potential tourism investment opportunities.

For further information, including the selection criteria, position description and to apply on-line, applicants should go to <http://www.jobs.nsw.gov.au> and search for Job Reference No: 000023LP

Inquiries: Anthony Axiom – 02 9931 1484

Email: anthony.axiom@dns.gov.au

Closing Date: 11 November 2013

This position will be subject to the new executive structure and employment arrangements for the NSW public sector. These reforms are expected to be introduced over the next three years. Details of the proposed reforms can be found at the following link: <http://www.psc.nsw.gov.au/Sector-Reform/Public-Sector-Reform>.

Coral agent incentive

CORAL Princess Cruises will next month kick off its "largest incentive" for Aussie travel agents, with \$70,000 worth of cruise related prizes up for grabs.

Entries will be earned for each booking made between 01 Nov and 31 Mar next year, with bonus entries also able to be awarded.

See www.bit.ly/coralincentive.

Tokyo coming to Aus

KEY personnel from the Tokyo Metropolitan Government will visit Melbourne & Sydney in Dec to meet with members of the travel industry to market the city and participate in a Japan Expo.

Evening events will take place on 10 Dec at Melbourne's RACV Club at 501 Bourke Street and 12 Dec at the Sydney Harbour Marriott.

Air China to fly Hawaii

NONSTOP services between Beijing and Honolulu flown by Air China will commence 21 Jan next year, making CA the first Chinese carrier to serve the route directly.

Industry Appointments

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

Kaylene Shuttlewood has taken on the responsibilities at Head of Airline Network for the **Jetset Travelworld Group**. Elsewhere, **James Vaile** has been named as the new General Manager Airlines Representation. Both will commence in their new positions in the coming weeks.

Tim Morgan has joined the team at events management firm **Staging Connections**. Morgan brings 15 years experience in the industry including seven years on the EEAA Board and as a former chief exec of MP Expo.

Formerly of Tourism Australia, **Daryl Hudson** has accepted a new position as the new Destination Tourism Manager for **Whitsundays Marketing and Development Ltd**. Hudson commences in the role on 25 Nov.

With outbound passenger markets from South Korea increasingly on the global tourism radar, **Tourism Australia** has appointed a new Country Manager for South Korea in **Scott Walker**. The Korean fluent Walker will be based in Seoul and has lived in the country for the past seven years.

Tasked with increasing visitation rates to New South Wales, **Allan Yang** has been recruited by **Destination NSW** as its new Business Development Manager. Yang will be based in Chengdu for his new posting.

Petrik Oh has been appointed by **The Wotif Group** as its new Senior Web Analytics Manager for the Asia-Pacific market to lead the analytics team.

Filling a newly-created position, agent-only wholesaler **Excite Holidays** has welcomed **Yigal Kedem** as its new Technical Product Manager. Kedem brings nearly 20 years experience in the travel industry to his role.

Ahead of its official opening scheduled for Mar next year, **Hal Philp** has been recruited by Starwood Hotels & Resorts as the inaugural General Manager at the **Sheraton Melbourne Hotel**.

Following its 2013 AGM, the Board of Directors at **Business Events Tasmania** has appointed a new Chairman in **Malcolm Wells** and a new Director in **Richard Matson**, bringing the number of directors to nine.

Responding to strong growth from the market, **Bench International** has recruited **Jewels Erskine** as its new sales representative. Erskine will be the African tour operator's first staff member servicing Western Australia.

Emirates Wolgan Valley Resort in the NSW Blue Mountains has welcomed **Damian Brabender** as the property's new Head Chef.

Oaks Hotels & Resorts has promoted **Julie Pettit** to the role of General Manager of the newest property to join its group - the Cypress Lakes Resort by Oaks Hotels & Resorts located in the NSW Hunter Valley.



ABOVE: This lucky group of top performing Four Seasons sellers are **pictured** on a secluded island during the Four Seasons Preferred Programme conference in Bora Bora, Tahiti.

They look somewhat relaxed, having just enjoyed lunch following a swim with stingrays and sharks, with one of the participants, Penny Spencer, telling **TD** that it was "a great way to get to know the Four Seasons experience".

The group **pictured** includes, back row from left: Allan Verstanding, Executive Edge Travel and Events; Roger Hudson, Mary Rossi Travel; Edwin Spencer, Spencer Travel; Claudia Rossi

Hudson, Mary Rossi Travel; and Rob Mackie, Trans World Travel.

Middle row: Rachelle Matheson, Jigsaw Travel; Yvonne Verstanding, Executive Edge Travel and Events; Debbie Kotton, Allure Travel by CTM; Cathy Favaloro, Four Seasons Hotels and Resorts Australia and New Zealand; Penny Spencer, Spencer Travel; Karen Mackie, Trans World Travel and Courtney Olson, Four Seasons Hotels and Resorts.

Front row: Terry Wendgal, Jetset Travel Rose Bay; and Anthony Utard from Four Seasons Resort Bora Bora.

Sheehan APTMS role

ASIA Pacific Travel Marketing Services has added its business development director Mark Sheehan to the firm's advisory board, with the move following the appointment of APTMS as GSA for El Monte Recreational Vehicles.

Sheehan will next month conduct a nationwide series of agent training sessions titled "The Wheel America!"

QR to fight to be #1

QATAR Airways boss Akbar Al Baker believes the Doha-based carrier will regain the world number 1 airline title after being surpassed by Emirates in 2013.

QR took out the Skytrax Best Airline gong in 2011 and 2012.

"We will be fighting to get that title back," Al Baker said on Tue.

Is Customer Service your passion? It's certainly ours!

Sydney: We are looking for an experience Account Manager with an industry related background to add exceptional value and support to some of our new and existing clients. CTM has won the AFTA for Best National Corporate Travel Management for eight of the past ten years – contact us to find out why!

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Seventeen years of customer service excellence

KUNUNURRA'S Anne Hobbs joined one of the travel industry's most exclusive clubs this week when she became only the 17th recipient of the annual Avis Travel Agent Scholarship.

The Travelworld consultant also made history as the first person from Western Australia to win the retail travel industry's most prestigious award, which has been encouraging, recognising and

rewarding outstanding customer service since 1997.

Avis' Russell Butler told industry leaders, who gathered at Sydney's Four Seasons Hotel for this year's announcement, that thousands of agents had competed for the Scholarship over the years. While every finalist had their own unique strengths, he said they all shared many characteristics, including an ability to build lasting relationships and keep cool under pressure.

Butler lauded the 2013 finalists - who along with Hobbs included Leanne Ralston, Spencer Travel; Maria Pandalai, TravelManagers Townsville and Kristi-Anne Butel, Complete Travel Solutions Brendale - as some of the best finalists in the illustrious history of the Avis Scholarship.

He also thanked this year's sponsors, who included Southern Cross University's School of Tourism and Hospitality Management, Four Seasons Hotel, TIME, Qantas, Cruise Lines International Association (CLIA), AFTA & Polonius Resources.



ABOVE: The winner of the Avis Travel Agent Scholarship for 2013 - Anne Hobbs from Travelworld Kununurra.



ABOVE: Scholarship sponsors: Peter Collins, Qantas; Steve Limbrick, Qantas; Russell Butler, Avis; 2013 Avis Scholarship winner Anne Hobbs, Travelworld Kununurra; David Fellows, Polonius Resources and Associate Professor Kevin Markwell, Southern Cross University and Brett Jardine, Cruise Lines International Association Australasia.



LEFT: Former Avis Scholarship winners Jeanine French (2005) and Tricia Lane (2004) with Murray Sinfield, Home Travel Company.

RIGHT: Trena Blair and Tina Killeen, Spencer Travel.



ABOVE: Ultra-proud of their charge is Barry Mayo, House of Travel; Maria Pandalai, TravelManagers Townsville and Joe Araullo, House of Travel.

BELOW: Sarah Sidney, Avis with Stephen Lanfranco, Flight Centre.



LEFT: Former Scholarship winner (2003) Michelle McNamara from Phil Hoffmann Travel.

RIGHT: Number 1 in customer service - Russell Butler (centre) at the beginning of the evening with the four finalists Anne Hobbs, Travelworld Kununurra; Maria Pandalai, TravelManagers Townsville; Kristi-Anne Butel, Complete Travel Solutions Brendale and Leanne Ralston, Spencer Travel.



ABOVE: The judging panel this year consisted of Associate Professor Kevin Markwell, Southern Cross University; Peter Collins, Qantas; Hugh Houston; 2012 Avis Scholarship winner Bettianne Gain; Geoff Mee; Robyn Sinfield, Home Travel Company; David Fellows, Polonius Resources; Brett Jardine, Cruise Lines International Association Australasia; Max Najjar, Axis Travel Centre and Barry Mayo, House of Travel.

HIA: the best in the world?

DOHA's Hamad International Airport has earned high praise from leading airline executives, several months before it has even commenced operation.

The state-of-the-art facility was originally slated to open in 2012 but has suffered repeated setbacks.

Located 10kms from Doha Int'l Airport, the airport was dubbed by IAG chief exec Willie Walsh as possibly "the best in the world" at Qatar Airways inauguration into oneworld this week.

When it finally opens early next year, the airport will offer dual parallel runways that can operate simultaneously, capable of handling 100 aircraft movements per hour, open on a 24hr basis.

The "world-class" airport has five concourses and 42 stands, 6 of which are capable of servicing A380 superjumbo aircraft.

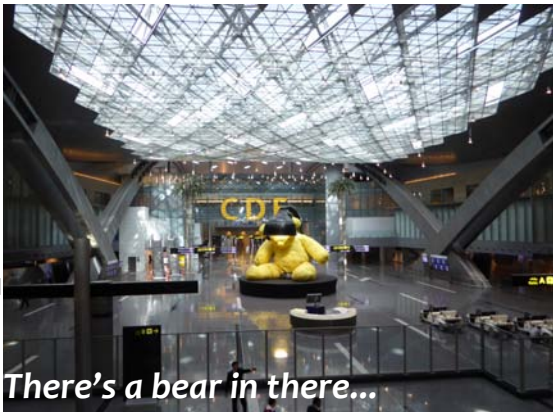
At 600,000sqm, it has been designed to be the most spacious airport globally in terms of pax comfort and has the capacity to handle 8,700 pax per hour.

Qatar Airways' new home will provide 108 Economy Class check-in counters, plus dedicated First & Business Class check-in areas of 14 and 16 counters respectively.

In what is regarded as a world first, real-time processing and face detection (think big brother) will be able to track the last known whereabouts of pax, to enable faster and specific location of flight boarding stragglers.

Unlike Doha International, all flight transfers will occur under the one roof for faster passenger arrival, departure and transfer movements.

HIA has set a target of a 45min transfer connection, and in some cases just 30mins which will be



There's a bear in there...

achieved by screening arriving pax on the airbridges.

For passengers with longer transfers, the airport will offer 80 retail outlets, 30 restaurants and cafes, a variety of lounges (free or VIP membership based) with shower facilities and two hotels.

There's a 25m swimming pool, a 5-star spa, a playground for kids and two squash courts, plus free lockers for baggage storage.

For arriving pax, HIA aims to have luggage processed, screened and on one of nine carousels within 20mins of gate arrival.

In the future, Hamad Int'l will be accessible by metro train service.

View TD's collection of images from Hamad Int'l Airport at www.facebook.com/traveldaily.

"Be Changed" in Aus

TOURISM Australia has kicked off a new international campaign promoting working holidays in Australia with a short film on YouTube entitled "Be Changed".

The video centres around a poem written by Bravo Child based on TA's recent Best Jobs In The World campaign.

"The spectacular imagery and Bravo Child's beautiful words capture perfectly Australia's power to change and will, I'm sure, inspire more young people around the world to follow in their wake and embark on their own unique journey of self-discovery," TA managing director Andrew McEvoy said.

New PG route

BANGKOK Airways will launch a new route between Bangkok and Udon Thani, Thailand from 29 Nov, with double daily operations utilising an Airbus A319 aircraft.

LAST DAY TO WIN A TRIP FOR TWO TO IRELAND!!!

Throughout October, **Travel Daily** has been giving readers the chance to win a fabulous holiday to Ireland, courtesy of **Tourism Ireland, Etihad Airways, Avis, Ashling Hotel- Dublin, Manor House Hotels & Irish Country Hotels** and the **Beech Hill Hotel - Derry-Londonderry**.

The prize includes:

- Return economy airfares for 2 people to Dublin flying Etihad Airways;
- 9 nights' accommodation (twin share) including breakfast daily;
- 7 days Avis standard car hire in Ireland (pickup & return to Dublin).

Every day **Travel Daily** has been asking a different Ireland-related question and today we're featuring the final one.

The subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to Ireland.

Email your answers by COB today to:

irelandcomp@traveldaily.com.au

Plus, two runner ups will receive an 'Ireland goodie pack', including Lonely Planet Ireland guide, Lonely Planet Dublin guide, Lonely Planet Irish Language & Culture guide, Lyndey Milan DVD, neck pillow and post-it notes.



Click here to view all questions and terms & conditions of the competition

Q.22: in 35 words or less, tell us why you would want to travel to Ireland with Etihad Airways and what experiences your ideal holiday will include.

Jump into
Ireland
ireland.com

AVIS

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AIRWAYS

LP PATA preferred

LONELY Planet has become a Preferred Partner of the Pacific Asia Travel Association (PATA), with the partnership set to include collaboration on "joint initiatives to support the sustainable development of the Asia Pacific visitor economy" through aligned advocacy and knowledge management.

India roadshow

NEWLY established India specialist wholesaler Prakriti Australia will host a travel agent roadshow in Sydney on Wed 06 Nov at the Sydney Harbour Marriott Hotel.

Themed "Incredibly Yours," the event will be operated in partnership with India Tourism and Air India - t2india.com.au.

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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JOB OF THE WEEK

**NATIONAL OPERATIONS MANAGER
SYD & BNE- EXECUTIVE SALARY PACKAGE**

Do you have impeccable MANAGEMENT skills within the corporate sector? Have the ability to manage a National team? This company is looking for a senior operations manager who has the capacity to create a solid team working environment while focusing on the development of the department nationally along with ensuring the brand is promoted in line with the company's policy. You will be goal orientated and ambitions and success driven.

SUPPORT THE TEAM

**TRAVEL INDUSTRY TRAINING MANAGER
SYDNEY - SALARY PACKAGE \$\$\$**

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing the training of a GDS along with other customer service areas ensuring the client remains a leader within the marketplace.

ARE YOU OPERATIONAL?

**STATE OPERATIONS MANAGERS WANTED!
SYD & PER - GENEROUS SALARY \$\$**

This award winning Corporate travel management company is looking for an experienced Call Centre Manager with travel experience to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills.

INDUSTRY SALES NEVER LOOKED SO GOOD

**INDUSTRY SALES MGR - PREMIUM PRODUCT
SYDNEY - SALARY PACKAGE \$\$\$**

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

EXCITING REGIONAL OPPORTUNITY

**REGIONAL HEAD OF PRODUCT
SYDNEY - SALARY PACKAGE UP TO \$100K+**

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

BOOMING EVENTS ROLE

**CORPORATE EVENTS DIRECTOR
SYDNEY - SALARY PACKAGE OTE \$90K+**

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. This is the role everyone wants!

LOVE THE THRILL OF THE HUNT?

**CORPORATE BDM - SME MARKET
MEL & SYD-SALARY PACKAGE OTE \$100K+**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

TECHNICAL GURU WANTED

**TECHNICAL SYSTEMS ANALYST
SYDNEY - SALARY PACKAGE UP TO \$85K**

Our client a leading corporate travel company is looking for a talented Technical Systems Analyst to join their management team. You will be responsible for executing an implementation of new systems and upgrades new and existing clients. Determining new solutions that will provide value to existing clients along with being Primary escalation point to support technical queries from existing customers.

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Working in partnership with the Australian Travel Industry

Corporate Travel Manager

Brisbane CBD - \$60-70K - Ref 837PS1

Are you an experienced Corporate Travel Manager who enjoys handling executive clients? A specialist travel company with VIP clientele is looking for a hands on Corporate Travel Manager to join the team. Working Monday to Friday office hours, you will oversee the day to day running of the office whilst also sharing the 24 hour out of hours client support. This is a fresh challenge within a new established company where you can truly make the role your own!

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

Travel Team Leader

Sydney - \$80K + Super - Ref 843S11

Use your extensive travel industry managerial and business development experience to help grow and develop a fantastic Asia travel product. This is an independent tour company who offer unique and exciting tours predominately to Asia. They are looking for a Travel Manager to help grow and increase their product and market share in the Australian Travel Industry. A fantastic salary is offered with real autonomy and job satisfaction in a rare leadership role.

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

Retail Travel Consultant

Melbourne - \$Competitive + Commission - Ref 856DB1

Calling all experienced Travel Consultants! Are you looking for a new challenge? Do you have GDS experience and fantastic sales skills? This leading travel company have various retail positions around Melbourne, offering uncapped commission and great travel perks - it really is an opportunity not to be missed. Bring your sales skills, product knowledge and great sales skills and be generously rewarded! If this sounds like you then don't miss out, apply now!

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

Cruise Travel Consultant

Adelaide - \$DOE + Commission - Ref 3035NC1

An exciting new role has just arisen for a Cruise Consultant working within a boutique travel company based in Adelaide. We need a wonderful Cruise Travel Consultant to join a leading and growing cruise specialist department. You will be responsible for selling and processing Cruise reservations for customers on all Cruise lines to worldwide destinations. The main role is to drive sales and provide a high level of customer service.

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

Group Travel Guru

Brisbane CBD - \$DOE - Ref 851PS1

A Group Travel Consultant is required by a leading and expanding travel company to work in its fast paced team. If you have worked in both corporate & leisure travel and enjoy a diverse work load, then this could be the opportunity you've been looking for! Candidates who are able to bring their own business will them are highly desired. A minimum of 5 years experience tailor making holidays is essential to be considered for this position.

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

Travel Consultant

Sydney - \$Competitive + Commission - Ref 1547KF1

Seeking an experienced Travel Consultant who wants to work in a sales and service focused travel reservation position. This is a rare opportunity so be quick! You will need to bring with you a positive attitude, fantastic customer service skills and travel industry knowledge. Most importantly you should love all things travel and be able to convey this to your customers. There may be the opportunity for profit share for the right candidate! Don't delay, apply today!

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

Wholesale Travel Consultant

Melbourne - \$Attractive + Commission - Ref 5589KF1

Are you a passionate travel professional with excellent sales experience looking for a new challenge? Work for the best in the business selling global travel packages to travel agents. Based in Melbourne CBD, you will join a dynamic team of like minded professionals and be well rewarded with great base wage, commission and incentives. This amazing company love to promote from within so career progression is available to those who want it!

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

Travel Consultant

Perth - \$Excellent Package - Ref 4015NC1

Are you ready for the next step in your career? This independent and well respected travel agency is looking for a Travel Consultant to join their award winning team. If you have a proven track record in sales, passionate about the travel industry and have GDS experienced, then we need you! If you have excellent personal travel experience, awesome product knowledge, fantastic customer service, excellent team working and love what you do - this could be the next career move!

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



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