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Jayson Westbury / Chief Executive, AFTA

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Travel Daily

First with the news

Thursday 17th July 2014

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Air India appointment

MARIE Anderson has been named as the new sales & marketing manager for Air India. Anderson's career has included roles with TMS Asia-Pacific, BA, Malaysia Airlines and more. More industry appointments on page seven of today's **TD**.

One more sleep to show

THERE'S just one day to go. Australia's first ever Travel Industry Exhibition kicks off tomorrow morning in Sydney as the start of a huge weekend also encompassing the National Travel Industry Awards on Sat night. The Travel Industry Exhibition has received strong support, with a host of exhibitors showcasing their wares to delegates from across the country. Attendees will also be in the running to win some amazing

prizes, with generous suppliers offering trips to Africa, Dubai, the US, Hawaii, Bali and Phuket as well as many other items.

It's free to attend the show which opens at the Royal Hall of Industries in Moore Park at 9am.

The exhibition will also be a great place to network, with celebratory drinks taking place from 5pm tomorrow night.

There's also expected to be keen interest in the seminar program, with 16 sessions taking place over the two days - not to mention the AFTA annual general meeting which takes place at the show from 9.30am tomorrow.

TD will be on Stand A02 with some big news of our own, so please come and say hello.

See travelindustryexpo.com.au.

Eight pages of news!

Travel Daily today has eight pages of news, a front cover page for the **Travel Industry Exhibition** plus full pages:

- AA Appointments jobs
- Traveltrade Recruitment



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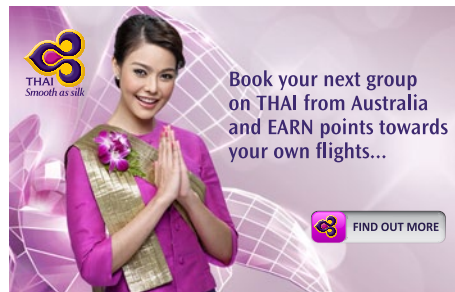
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DRW hotel sale

THE Rydges Darwin Airport Hotel and Resort has been placed on the market with an asking price of around \$90 million.

The purchaser would also gain exclusive rights to other hotel projects in the DRW precinct.



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ACCC reviews Wotif sale

THE Australian Competition & Consumer Commission has launched an informal review into the planned 100% acquisition of Wotif Holdings by rival Expedia.

The regulator yesterday said it would analyse the potential \$703 million buy-out of the Australian company by US-based OTA giant Expedia under its Merger Process Guidelines.

Earlier this month, Wotif Group founders Graeme Wood and Andrew Brice endorsed the sale to shareholders (**TD** 07 Jul).

Wotif brands include Wotif.com, lastminute.com.au, travel.com.au, LateStays.com, GoDo.com.au, Asia Web Direct and Arnold Travel Technology.

The ACCC will use the informal review to gauge if the deal is likely to breach the *Competition*

& Consumer Act.

An informal review is generally required where a merger raises competition concerns, and when the ACCC seeks input from the public to assist with its decision.

Comments on the proposed deal are invited from interested parties, with submissions open until 06 Aug, according to the ACCC's website.

A market inquiries letter with further details will be released by the ACCC in coming days.

The competition watchdog says it expects to make a final decision on the takeover on 04 Sep.

Etihad lands in Perth

ETIHAD Airways now has operations at four Australian airports, with the highly anticipated debut of daily Perth-Abu Dhabi services yesterday.

WA Tourism Minister John Day said the flights would help increase the value of tourism to the state to \$12 billion by 2020, with connections to key markets such as the UK, USA & Germany.

MEANWHILE, Etihad has also announced an expansion of its codeshare relationship with Air Malta, which will for the first time see the KM code placed on EY flights to Australia.

Air Malta and Etihad also codeshare on flights from AUH to London Heathrow, Brussels and Manchester as well as EY's new flights from Abu Dhabi to Rome.

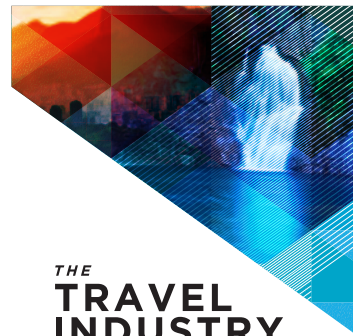
Travellers exempt from new PIN rules

THE introduction of mandatory Personal Identification Number use on credit card transactions in Australia will not apply to international credit card holders, Tourism Australia has confirmed.

The new rules become effective on 01 Aug with signatures no longer valid for authorisation for Australian cardholders in Australia - but international visitors using cards issued by non-Australian banks can continue to sign to authorise payment.

QF Avis rental deal

QANTAS frequent flyers are being offered double QF points (6 points per dollar) when they rent an Avis car in Australia for three days or more before 31 Jul, by quoting coupon number MPPA014 when booking.



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F\$17m first half for Fiji Airways

FIJI Airways has reported a record F\$17.2 million (A\$10m) "underlying operating profit" for the first six months of the year.

The airline, which is 46% owned by Qantas, has undergone a major transformation in recent

years, with ceo Stefan Pichler admitting that in 2013 "we didn't have an agreed strategy in place and suffered from a rather dysfunctional management structure."

Pichler said the excellent start to 2014 had been driven by a 10% higher load factor across the airline's network, with particularly strong performance in the NZ, US and South Pacific markets.

Australia was weaker than expected due to a lower exchange rate, while Hong Kong saw lower than budgeted load factors.

It's the first time that FJ has reported its results on a half yearly basis.

AY-US codeshare

FINNAIR will next week kick off codeshare services with US Airways, with the AY code to be placed on 30 US transatlantic flights from Charlotte, New York and Philadelphia.

Travel Bulletin to wind up

IAN McMahon and Eddie Raggett, the well-respected publishers of monthly travel industry print magazine *Travel Bulletin*, have announced that the Jun 2014 issue will be the publication's final issue.

The move is the end of an era, with the pair founding the popular magazine almost ten years ago after departing from Reed Business Publications, now known as Cirrus Media.

McMahon and Raggett are both retiring from full-time work, saying they're proud that *Travel Bulletin* "closes as a profitable and respected publication occupying a pre-eminent position as the Australian travel industry's quality monthly journal of record."

They said they will miss the excitement of travel industry publishing, but added "we have the satisfaction of fulfilling the adage 'it's best to quit while you're on top'".



Window Seat

TRANSPORTATION Security Administration officers at Orlando Airport in the USA are set to undergo some special geography lessons, after one of them demanded a passport as identification from a traveller based in Washington, DC.

Apparently the official thought that the District of Columbia was based overseas, and didn't accept the passenger's drivers license as a form of ID.

Unfortunately the incident gathered significant attention in the media, because the traveller in question happened to be a newspaper reporter.

AUSTRALIA Zoo on the Sunshine Coast is claiming a major psychic victory, after one of its resident kangaroos managed to correctly predict the outcome of the soccer World Cup earlier this week.

For every major match the roo, with the assistance of Bindi Irwin, selects between two food bowls representing the opposing teams, and has apparently achieved some uncanny results during the tournament.

The Eastern Grey kangaroo, formerly named Flopsy, now carries the catchy moniker of "Predictaroo" and has more than 18,000 Twitter @ Predictaroo followers and her own web page.



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Thursday 17th July 2014

ITG Forum to Hawaii

THE Independent Travel Group has confirmed Hawaiian Airlines as the major airline sponsor for its Business Forum from 13-16 Nov in the 'Aloha State'.

More than 150 ITG members and suppliers are expected to participate in the three day forum including representatives from 17 new italktravel franchisees.

Guests speakers and program of events are being finalised.

ITG flagged Hawaii for its forum destination in Jun (**TD 06 Jun**).

Pinctada special rate

BROOME'S Pinctada Cable Beach Resort has released a new Advance Purchase deal offering a 15% discount on all rates and room types, including Honjin Courtyard Suites and Honjin Family Villas.

Prices start at \$187 per night in Nov and \$239 in Sep and Oct.

A 10% saving also applies to pre-booked transfers & treatments.

Luxury SYD shuttle

A NEW luxury transportation service between Sydney Airport and the CBD is set to be launched in early Aug by REDY2GO.

The company will operate a fleet of 10-seater Fiat Ducato buses on the service, each equipped with onboard wi-fi, TVs and driver-to-passenger communication system.

Buses feature internally fitted luggage racks which speed up the pick-up and drop-off process.

Knowledgeable drivers will also highlight points of interest on the route to passengers.

To book, phone 1300 2GO NOW or go to www.reddy2go.com.au.

Canada specialist trip

RAIL Plus has launched its new Canada specialist online training program, with ten spots on a famil to Quebec available to be won.

The course must be completed by 13 Aug to be eligible to win a place on the trip - **CLICK HERE**.

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TravelEdge staff bag the goods



Thalys 1st Class sale

QANTAS Holidays has released discounted prices on Thalys 1st Class rail fares priced from \$151 between Paris and Amsterdam on select dates between 16 Aug and 14 Dec, when booked by 31 Aug.

Fares to Brussels and Cologne start from \$115 and \$133.

ABOVE: TravelEdge this week celebrated its 10th anniversary with two of its favourite people, staff members Kay Lawrie (left) and Lisa Biviano (third from left).

In a mark of appreciation, the TMC's joint managing directors Sue Hollis & Grant Wilson treated the ladies to a long lunch and surprise bag of Oroton goodies.



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- Year round Qantas Club membership
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- Qantas Wallabies v South Africa tickets in Perth
- Qantas Wallabies v Argentina tickets in the Gold Coast
- Bledisloe Cup tickets in Brisbane
- Tina Arena Reset Tour in Adelaide
- Opera Australia's King and I tickets in Sydney
- The Australian Ballet La Bayadère in Melbourne

IMPORTANT INFORMATION: *Conditions apply, visit qantas.com/agents. Agents with the highest number of eligible bookings made during the incentive period will win the major prize and runners up will win subsequent prizes. Qantas Airways Limited ABN 009 661 901.

Travel Indochina launch



LAST night Travel Indochina launched its 2014-16 Asia River Cruise portfolio, with md Paul Hole saying river cruises are now the company's second biggest product after its Small Group Journeys.

Travel Indochina only started selling river cruise product three years ago, and Hole told **TD** the portfolio experienced a huge 130% growth in TTV last year, with similar expectations of exponential performance going forward.

The company also announced a new partnership with new Asian operator Aqua Expeditions, which will debut its brand new *Aqua Mekong* in Sep.

Aqua Expeditions is already active in the Australian market through its operations in Peru, and founder Francesco Galli

Zugaro was one of the speakers at CLIA's Cruise3Sixty conference earlier this year (**TD** 11 Feb).

Hole said the *Aqua Mekong* will set a new standard for small boat luxury cruises between Mekong and Cambodia.

The new 84-page guide also offers voyages in Burma, India, Laos and China, with the addition of Haimark Luxury Expeditions' *Irrawaddy Explorer* in Myanmar and the *Ganges Voyager I*, which will integrate with Travel Indochina land content to offer a complete India experience.

More details in today's **TD Cruise Update**.

Pictured above from left are Eric Finlay, Travel Indochina; Dorene Tan, Aqua Expeditions; Steve "Prince Harry" Brady, Travel Indochina; Hayley Watts, Travel Indochina and md Paul Hole.

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Choice Hotels adds 3

THREE hotels in Queensland & New South Wales have joined Choice Hotels Australasia's portfolio this month.

The 128-room Ocean Resorts & Spa Harvey Bay and 35-room The Kingsford Brisbane in Qld have signed on as the newest members of CHA's Ascend Hotel Collection, while Comfort Inn The Lodge Mudgee in NSW enters the group's value range of accommodation.

CEO Trent Fraser said he was excited by the level of growth at Choice Hotels and looks forward to continuing expansion.

Europcar ceo out

FORMER group ceo of Avis Europe Pascal Bazin has been appointed as an independent board member of rival Europcar.

Bazin's appointment comes as current ceo Roland Keppler steps down from the role effective 31 Jul "by mutual agreement" with Europcar's board of directors.

A new ceo will be announced shortly, Europcar confirmed.

Aquis ASX listing?

THE proposed Aquis Resort at Yorkeys Knob will almost certainly see Hong Kong billionaire Tony Fung list his company on the Australian Stock Exchange.

Aquis representative Michael King this week made the remark during an industry forum for the casino-resort when defending the \$8.15 billion project on which Fung has already spent \$23 million.

"As to the question of financial capacity - he's playing a weird, strange game if he's spending \$23 million for the fun of it," he said.

"He's not. Having said that, every major casino project in the world is listed on the stock exchange...there is no question that ultimately Aquis is headed for a stock exchange listing."

"When that will happen though, is still up in the air," King added.

Rocky Ch10 coverage

A SERIES of travel segments on the Rocky Mountaineer will be promoted on Network Ten's *The Living Room* over three weeks, on Fri 01, 15 and 22 Aug at 7:30pm.



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Due to a company restructure, Rakso Australia GSA for Philippine Airlines has created new positions and is seeking experienced and enthusiastic Account Managers to manage and support local sales channel strategy within Australia to achieve maximum revenue.

Candidates must have 5 years' experience in a similar position within the travel industry; have a demonstrable track record of success in generating profitable revenue and implementing sales strategy for trade partners and clients.

A key part of the role will be to develop and maintain business relationships with trade partners through regular key contact meetings, understand their commercial requirements, their business direction and expectations. You will also manage contractual obligations, performance development and develop new business in your territory.

The person we seek will understand how to create market share growth, build rewarding business relationships and how to work in a diverse multi-cultural environment.

Applicants must have the right to live and work in Australia, and must have a current Australian drivers license.

Application should be sent to sam@philippineairlines.com.au (copy to brenda@philippineairlines.com.au) by Thursday 24th of July 14.

QR orders 50 777-9xs

DOHA-BASED Qatar Airways has finalised an order for the purchase of 50 B777-9X aircraft from Boeing, while adding buying rights for another 50 units.

If fully converted, the 100 strong fleet of 777-9X aircraft would be valued at around US\$100 billion based on list prices.

CEO Akbar Al Baker confirmed QR's interest in the -9X last year at its oneworld induction in Oct and at the Dubai Air Show when it inked a Letter of Intent for the initial fleet of 50 (**TD** 18 Nov).

Canada visitor spike

AUSTRALIAN visitor numbers to Canada in May surged 12.8% compared to the same month last year, new Canadian Tourism Commission statistics confirm.

The figure has bolstered year-to-date results from the Aussie market by over 5% to 84,344.

Scenic on Seven BHG

SCENIC Tours luxury French river cruising product will feature on The Seven Network's *Better Homes & Gardens* lifestyle TV show tomorrow night.

Presenter Graham Ross will sail aboard *Scenic Gem* as it cruises the Seine River.

More bites on Virgin

VIRGIN Australia has begun providing passengers with a wider range of complimentary snacks on flights between Sydney, Melbourne and Brisbane.

New options include raspberry pancakes for breakfast and roast vegetable sandwiches for lunch.

The carrier has also expanded the free snack range (muesli bars, biscuits & nuts) to flights between Melbourne-Adelaide, Melbourne-Hobart and Sydney-Gold Coast.

Customers still have the option to purchase meals on flights.

Small ship sales mgr sees Sydney



DISCOVER the World Marketing last night hosted an elegant dinner at Sydney's Waterfront Restaurant as they introduced the trade to All Leisure Holdings' sales manager Colin Wilson.

Wilson oversees global sales for small-ship cruise brands Voyages of Discovery, Swan Hellenic and Hebridean Island Cruises and is on a tour of Australia and New Zealand to learn more about the trade's appetite for the brands.

The event saw specially invited travel agents welcomed for a multi-course dinner and the chance to learn more about the three brands and their strategies for the Australian market.

Speaking to **Travel Daily**, Wilson said the current challenge was to diversify the offerings of the three brands to generate appeal among different market segments.

"What I've learned from

speaking with the trade is that there is unquestionably a market for our kind of cruise products.

"As the cruise market matures a bit more, for people who are looking for their second or third cruise... there is absolutely a demand for a smaller ship and that educational style of cruising and there's a real appetite to do destination-led cruising into smaller ports," he added.

Wilson said that one of the key distinctions for the three brands was the onboard guest lecture program, with eminent speakers in their fields sourced to complement destinations visited.

Colin Wilson is **pictured** above second from left with Graham Ware, Roger Condon and Olga Korobko from Discover the World.

For more from Wilson's sales visit to Australia, see today's **TD Cruise Update** - **CLICK HERE**.

SINGAPORE AIRLINES



Passenger Sales Executive (Temporary) Singapore Airlines, Sydney

SIA Sydney seeks to appoint a highly motivated and skilled Passenger Sales Executive to join the Sydney Sales team on a 12 month temporary basis from 10 September 2014. The position is responsible for managing relationships with agency accounts to achieve revenue targets.

The successful candidate will possess:

- Sound commercial acumen with a clear focus on Business Development
- A proven track record in achieving sales targets
- Strong analytical and problem solving skills
- Experience in developing and successfully implementing sales and marketing strategies
- High level of written and verbal communication skills
- The ability to organize, prepare and deliver sales presentations with confidence
- Sound proficiency in all Office PC applications
- The ability to work with minimal supervision
- High standards of professional deportment and personal presentation
- A current drivers license with access to their own vehicle, safe driving record and the ability to obtain security clearance for an ASIC pass

This is a temporary full-time position with remuneration commencing in the range \$56,134 to \$62,412 per annum.

Written applications with CV should be forwarded by close of business Friday, 25 July 2014 to Scott Darlow, Sales Development Manager, Singapore Airlines via email to Cecily_Woo@singaporeair.com.sg

Please note: Only shortlisted candidates will be contacted for an interview.

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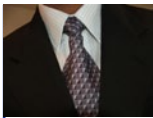
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Industry Appointments

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.

Three new Sales and Marketing appointments have been announced at the **Globus** family of brands. **Nigel Balm** has been named as the new Regional Sales Manager for Australia; **Sally Krantz** as Area Sales Manager, Victoria South and **Linda Lopresti** as Marketing Coordinator.

After a five-month campaign, **Guy Taylor** has been selected as the new Executive Director of Marketing for **Tourism Tasmania**. Taylor brings 20 years experience to the role with a number of well-known brands.

African Sun Hotels has named **Africareps** and Herbie Rosenberg as its representative in the Australian and New Zealand markets. The firm manages The Victoria Falls Hotel, Elephant Hills Resort and many more.

Dasha Kuksenko has been appointed as the new Vice-President Airline Solutions in the Asia-Pacific region for **Sabre Airline Solutions**.

Destination NSW has welcomed **Julie Bishop** as its new Group Director, Destination Development. Bishop brings extensive experience with tourism authorities in Victoria, Northern Territory and also in Abu Dhabi.

Tony Acland has been appointed as the new General Manager for Captain Cook Cruises Fiji, based at its Fiji head office. Elsewhere, **Clinton Perkins** has taken on the role of Hospitality Manager aboard *MV Reef Endeavour*.

FC Thunderball fires up in Brissie



ABOVE: Whitsunday tourism operators were out in force doing their best James Bond impersonations at the recent Flight Centre Global Product Gala Ball at Cloudland in Brisbane.

Showing that *you only live once* with the Flight Centre product team were the Queensland tropical resorts of Daydream Island and Hamilton Island.

Pictured at the ball from left are Carissa Stagg, Australia product manager, Flight Centre; Jessica Ireland, leisure sales mgr, Daydream Island Resort & Spa; Michelle Sawtell, Australia product mgr, Flight Centre; Michelle Burns, account mgr Aus/NZ, Hamilton Island and Vanessa Massey, Australia destination coordinator, Flight Centre.

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MK MoU for A350s

AIR Mauritius may be looking at expanding its services back to the Australian east coast in the future after signing a Memorandum of Understanding for four Airbus A350-900 aircraft.

The carrier would also lease a further two A350-900s from AerCap, all of which would be used to replace its A340 aircraft.

Currently MK operates a fleet of two A330-200s and A319s, while its only Australian gateway is Perth after withdrawing services to Sydney & Melbourne in 2012.

GBTA 3D Syd event

GLOBAL Business Travel Assoc. Australia/New Zealand's Travel Symposium in Sydney is to focus on Data, Distribution & Demand (3D) - "core topics prevalent to your daily roles."

The agenda includes dissecting travel data, demands of the changing corporate traveller and distribution and open booking.

Earlybird rates for the 2014 GBTA AU/NZ Travel Symposium, being held in Sydney from 02-03 Sep, end on 31 Jul.

CLICK HERE for more details.

New Complete portal

COMPLETE Travel Marketing has launched a new user-friendly website as the first part of an expanded digital profile driven by enhanced social media channels.

The new site offers a refreshed layout and comes ahead of the firm's second anniversary in Aug.

Bitcoin for Sandman

BUDGET accommodation firm Sandman Hotel Group has become the maiden Canadian hospitality company to accept bitcoin as a form of payment.

The group has 44 properties branded under the Sandman Inns, Sandman Hotel & Suites and Sandman Signature Hotels & Resorts spread across Canada and in the United Kingdom.

"We feel that bitcoin and cryptocurrencies may be here to stay," vp of marketing Salim Kassam commented.

"We can tell you without question that more and more of our customers are seeking to pay with this currency, and our job as hoteliers is to be accommodating to the changing needs & requests of our guests," Kassam said.

5,000th Next-Gen 737

BOEING this week rolled out its 5,000th Next Generation 737 at its Renton facility in Washington.

The aircraft manufacturer has orders for 6,804 Next-Gen 737s and over 2,100 for 737 MAXs.

"With more than 280 different customers, it's easy to see why the 737 is the best selling airplane in the world," vp and gm 737 program Beverly Wyse said.

CT Connections - various roles available

CT Connections, one of Australia's fastest growing TMCs, is seeking talented individuals to join the team in various roles:

- Product Specialist for Online Booking Tools (VIC)
- Partnership (Account) Manager (VIC)
- Multi-skilled Consultant (Corporate - VIC)
- Multi-skilled Consultant (Leisure - VIC)
- Multi-skilled Consultant (Groups/MICE - VIC)

For more information on the roles and how to apply, please visit www.ctconnections.com.au/careers/.



KLM LinkedIn push

KLM Royal Dutch Airlines has introduced a new service whereby customers can contact the airline for general and flight-related queries via LinkedIn.

Questions such as seat reservations, rebooking a ticket or making arrangements for extra baggage can be actioned through the career-oriented website.

The SkyTeam carrier says it's the first airline in the world to offer service through LinkedIn to pax on a 24/7 basis.

KLM's social media strategy also extends to Facebook and Twitter where it has 10 million fans.

A320 orders record

AIRBUS has taken the 3,000th firm order for its single-aisle A320neo aircraft model, with the mark achieved during this week's Farnborough Air Show in the UK.

The manufacturer said 57 customers have ordered the jet since its launch in 2010, with the milestone reached through an order of 110 A320neo units by aircraft leasing corporation SMBC Aviation Capital.

OTG India 2-for-1

BRISBANE-BASED On The Go Tours is offering a 2-for-1 deal on its eight-day Taj Express and Taj Travellers tours when booked between 21 Jul and 02 Aug.

Solo travellers can also take advantage of a 30% discount on each of the tours.

Both itineraries have weekly departures - onthegotours.com.

CT Partners 10 year anniversary



CT PARTNERS celebrated its 10th anniversary last week with members flying into Sydney from across the country to join industry guests in marking the milestone at a special dinner at The Bridge Room.

Guests dined on a menu of local produce specially prepared by Sydney's 'Chef of the Year' for 2014, Ross Lusted.

Since its inception in 2004, CT Partners has grown from a base of nine members with a turnover of \$250 million to be one of the nation's top corporate and leisure travel groups, now with 18 members and with a turnover in excess of \$1 billion.

Pictured at the event from left are Sue Graham, gm supplier relationships CT Partners; Gary Reichenberg, Executive Edge

Travel; Fiona Prosser, Globetrotter Travel; Kerri Primrose and Lynn Manuel from MP Travel; Sandeep Shastri, Egencia; Barry Mayo, TravelManagers; Alan Wolf, Bay Travel; Jeff Hakim, Travel Partners; Tim Murphy, Media Travel; Sue Hollis, TravelEdge; Willie Best, FBI Travel; Tim Lane, Travel Beyond; Ian Edwards, gm CT Partners; Grant Wilson, TravelEdge; Mike Dwyer, Main Beach Travel; Susan Olding, Egencia; Mandy Dwyer, Main Beach Travel; Geoff Cohen, Wentworth Travel and Danny Engelman, FBI Travel.

WIN A TRIP TO MAURITIUS

In July, **TD** is giving readers the chance to win a holiday to Mauritius, courtesy of **Club Med and Air Mauritius**.

The prize includes return economy class fares to Mauritius with Air Mauritius, airport transfers and six nights accommodation at either Club Med Albion or La Pointe aux Canonnières, for two.

Every day this month **TD** will ask a different question about Club Med or Air Mauritius. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email answers to: clubmedcomp@traveldaily.com.au

Q13: Name a Club Med Resort where you can waterski.

Hint: www.clubmedta.com.au



Club Med
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AIR MAURITIUS

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Sea World top park

TRIPADVISOR has named Sea World as the most popular theme park in the South Pacific in its 2014 Travellers' Choice award for Amusement & Water Parks.

Nearby Dreamworld was second, followed by Wave Lagoon in Darwin in this region.

Based on feedback from TripAdvisor readers, Siam Park in Adeje, Spain and Discovery Cove in Orlando, Florida were the top Water Parks and Amusement Parks respectively in the world.

AAX warns LH on LCC

AIRASIA boss Tony Fernandes has advised caution at plans by German carrier Lufthansa to grow its low-cost long-haul ambitions.

In response to plans by LH to develop its Eurowings subsidiary into long-haul budget services (**TD** 11 Jul), Fernandes warned the concept was "risky".

He said full-service and low-cost carriers in the same group would invariably end up competing against each other.

"I know why they want to do it but it's dangerous to have a low-cost and a full-service carrier in the same group".

According to a Lufthansa spokesperson, the carrier believed it had the necessary experience to know what would work.

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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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

UNIQUE OPPORTUNITIES!

PROJECT MANAGER – IMPLEMENTATION SPECIALIST SYDNEY & MELBOURNE – SALARY PACKAGE \$\$\$

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

USE YOUR STRONG INDUSTRY RELATIONSHIPS

SENIOR INDUSTRY ACCOUNT MANAGER SYDNEY – \$100K PLUS

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

A LEADING ROLE WITH A LEADING BRAND

REGIONAL RETAIL MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

Our client provides a diverse range of products and services to the travel, tourism and resources sectors and is currently looking for a strong regional manager. Based in Sydney with the main focus of building team capability to deliver strong sales outcomes, you will be accountable for leading and developing a regional team. To be successful you will be need to be an experienced sales leader or have managed a retail outlet and ready to step up to a regional role.

SET WAVES CRASHING

CRUISE SALES EXECUTIVE – 12 MONTH MAT LEAVE SYDNEY – EXEC SALARY PACKAGE

Love being on the road with this product in your hand! Agents will welcome you and want to learn more about this luxury cruise line. You will cover NSW and ACT in your region, this product basically sells itself. This is a 12 month mat leave contract, however for the right person there may be further opportunities. With a good salary package and product behind you this is one not to be missed, send your CV today.

A MIX OF CULTURAL FUN

PRODUCT MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

Looking for a challenging new destination to market? This wholesale company requires the skills of an adaptable Product Manager. You will be well organised and have the ability to source and develop new and unique products to your competitors while being able to develop a brochure that stands out from the rest. With your talents you will have a creative flare and an eye for detail.

YOU CAN'T WORK WITHOUT TECHNOLOGY

ONLINE SALES CONSULTANT SYDNEY SALARY TO \$100K PLUS

Are you looking for the perfect mix of technology and sales? This role will see you increasing online brand awareness for this leading travel organization. Working with key internal and external stakeholders you will provide outstanding results for your customers. You will ideally come from a Corporate TMC background and have been involved in implementation or involved with an online booking tool. For more information send your CV today.

HIT THE HEIGHTS OF CORPORATE SALES

CORPORATE SALES MANAGER – SME & LARGE MARKET SYD & MEL – 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 with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

ROLL UP FOR THE BIGGEST PRODUCTIONS!

EVENT PRODUCER MELBOURNE – SALARY PACKAGE \$\$

This organization is committed to delivering the best event management, group travel and incentive programs for clients of all sizes using their experience teamed with creativity and innovation. If you have experience within event production, from small corporate meetings through to large international incentives & conferences, don't miss out on this fantastic opportunity. Ring for a confidential chat today as this position won't be around long.

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Working in partnership with the Australian Travel Industry

***NEW ROLE* Accounts Assistant**

Brisbane. \$Excellent. Ref:1226PS1

Are you an experienced finance Accounts Assistant looking for a new challenge? A rapidly expanding online travel company has a newly created role where you will be working autonomously behind the scenes looking after all aspects of the accounts including refunds and reconciliation of accounts. You will need to be a Crosscheck guru to be considered for this position as you will be responsible for keeping the system up to date, process refunds and other ad-hoc accounts duties.

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

Online Travel Consultant

Sydney CBD. \$Competitive – Ref:1207S11

Are you are looking to step away from face to face sales? A leading online travel company is expanding its CBD team due to growth! You will be dealing with predominantly email/online worldwide enquiry. If you enjoy tailor-making holidays & have solid worldwide product & destinations knowledge then we want to hear from you! You will need to have worked to KPI's, have strong GDS skills to be considered for this role. An exciting time to join a dynamic & forward thinking company!

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

Experienced Corporate Travel Account Manager

Melbourne \$Very Competitive Package Ref:1209KF1

My client, a leading Travel Management Company in Melbourne are seeking an experienced corporate account manager for a new client account. If you have extensive and strategic account management experience in the travel industry (ideally corporate, TMC, hospitality or airline) then this role could be what you are looking for. Your main responsibility is to manage the business relationship between the TMC and your client whilst promoting account retention and growth.

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

Hotel Business Development Executive

Perth \$50-55K - Ref:1213LB2

Do you have a sound understanding of account management and corporate sales within the tourism industry? If you have corporate experience and a proven sales record, then this leading hotel group are looking for you! Currently recruiting for a Business Development Executive to assist with their ongoing expansion across the market, only those with previous experience in either the hotel or travel industry will be considered. Amazing opportunity for a motivated BDE!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

Travel Consultant

Sunshine Coast. To \$47K DOE + Incentives. Ref:1166PS1

Independently owned retail travel company with a solid repeat client base are recruiting due to maternity leave. If you have a minimum of 3+ years reservations experience working to targets in a fast paced environment and have extensive world wide destination and product knowledge this could be your opportunity to work within a friendly and stable team environment where you will be rewarded with incentive and bonus' on top of a highly competitive base salary. Permanent vacancy!

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

Domestic Corporate Consultant

Sydney– Generous Salary – Ref: 1183RF1

Are you a corporate travel consultant with a passion for Australia? We have an outstanding opportunity for you! Our client runs an award winning corporate travel agency in the CBD which has a reputation for excellence. Positions at this particular branch do not come up often so you will need to get in fast. You will need at least one year experience in a similar role and exposure to using Sabre. A generous salary package is on offer to get the right candidate on board.

For further information please call Rebecca on (02) 9113 7272 or click [APPLY](#) now

Wholesale Travel Consultant / Specialist

Melbourne \$Excellent Package+Incentives Ref:1225MD1

Over face to face consulting? This is a fantastic opportunity for an experienced travel consultant to join this leading luxury wholesale operator that specialises in South Pacific holidays. Successful applicants will be confident, well travelled and positive and have proven sales ability! You will be rewarded with Mon-Fri hours and generous salary package. If you have at least 2 years travel industry experience, then say goodbye to face to face consulting! Interviewing now!

For more information please call Megan on (02) 9113 7272 or click [APPLY](#) now.

Corporate Travel Consultant

Adelaide \$55-\$65K DOE Ref:1208LB2

Rare opportunity for an experienced travel consultant within a reputable company in Adelaide. If you have at least 2 years of solid experience to bring to this well-established agency then this is the opportunity you have been waiting for. Those with Sabre experience will be highly regarded, along with a knowledge of corporate consulting. With an above average salary for Adelaide on offer, this rare vacancy won't last long! If you are looking for a change ASAP apply now!.

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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