

VIRGIN BLUE E-JETS TO SYDNEY



Monday 4 February: Virgin Blue has thrown down the challenge to Qantas on the busy Canberra to Sydney service. By adding 56 Embraer Jet (E-jet) return services a week to Sydney, Virgin Blue is competing directly with Qantas for the lucrative government and business markets.

"For the first time in two-and-a-half years, one of the country's busiest air routes has some much needed competition with today's launch of Virgin Blue Capital Jet flights between Canberra and Sydney," Chief Executive, Mr Brett Godfrey said.

"The Canberra-Sydney route is one of the last remaining monopoly routes in this country and Virgin Blue is excited to break that stranglehold.

We will bring back some fair competition and we are ready, willing and able with the right jet, to step up to the plate and provide the competitive choice that Canberra travellers deserve," he said.

Virgin Blue's eight daily return flights arrive and depart Canberra at desirable business travel times - the schedule was developed in close consultation with the corporate and government sectors. The 78 seat jets boast wider seats, more cabin space and bigger windows.

Virgin Blue recently opened its all-inclusive corporate lounge facility "The Lounge" at Canberra International Airport and is set to shortly introduce a "Premium Economy" in-flight option across its entire fleet for the discerning travellers wanting services.

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Canberra bags a Tiger.

Photo: Paul Sadler

Canberra Snares a Tiger

Thursday, 14 February: The launch of Tiger Airway's daily Melbourne service signals a new era in affordable air travel, says Canberra International Airport Managing Director, Mr Stephen Byron.

"Tiger is a true low-cost airline with a formidable reputation for safety, reliability

and value for money," he said. "We are delighted that they have chosen to extend their low, low fares to Canberra."

Around 180 passengers, including Tiger's Managing Director, Mr Chris Ward, were on the airline's first Airbus service to Canberra; where they received a formal welcome from Mr Byron and gift-carrying staff from ACT Tourism, led by their General Manager, Simonne Shepherd.

Mr Ward praised the Airport's initiative in persuading Tiger to come to the nation's capital. "As soon as Tiger announced it was going to fly domestically in Australia, Stephen Byron and his team were on the phone to snare a tiger for the ACT. Tiger has

come to Canberra because, quite frankly, not everyone that travels in the region has an expense account."

Mr Byron agrees. "Tiger's genuine low-cost approach to travel offers a whole new generation of first-timers the opportunity to fly and explore the beautiful garden cities of Canberra and Melbourne. Anyone thinking of travelling should book online now and take advantage of Tiger's fantastic fare structure."

Tiger's first internet sales promotion in Canberra - 40,000 seats from as low as \$9.95 one-way - was sold out within days. And to celebrate the launch of its new Canberra service, Tiger has offered fares from \$19.95 to Melbourne. "Travellers are seduced by the lure of our low, low fares," Mr Ward said. "Even our competitors are smitten by our world-beating fares; imitation is the best form of flattery. Well done Canberra on bagging yourself a tiger."

ACT Tourism Minister, Mr Andrew Barr, also welcomed Tiger. "The arrival of Tiger will effectively stimulate the leisure market, encouraging more visitors to fly in from Melbourne," he said. "The arrival of Tiger, the introduction of new Virgin Blue services to Sydney and the Gold Coast, plus increased Qantas capacity and investment in airport facilities, provide fantastic opportunities for the tourism sector and the wider ACT economy," Mr Barr said.

Tiger will operate from the multi-user end of the terminal, next to Virgin Blue. "We refurbished this part of the terminal specifically to accommodate new airline services and Tiger is our newest aviation partner. We are delighted to have them in Canberra," Mr Byron said.

Virgin Gold Coast Direct

Tuesday 4 March: Virgin Blue is also ramping up its Gold Coast service with a direct daily service between Canberra and the nation's holiday playground. Starting 4 March 2008, the new daily service offers 78 seats in an Embraer E-jet.

Airport Executive Director, Mr Tom Snow, praised Virgin Blue for its commitment to growing services to the Gold Coast.

"The delivery of new E-Jets means a host of new opportunities for destinations like Canberra and the Gold Coast because the aircraft is the perfect size for this market," Mr Snow said.

Virgin Blue Chief Executive Officer, Mr Brett Godfrey, said it's a fantastic jet and we're very pleased to be offering new direct flight options for people travelling from both the Gold Coast and Canberra.

"Virgin Blue's schedule is perfectly suited for those wanting to take off from Canberra for a long weekend of sunshine and surf or for those Gold Coast locals keen to check out the capital or hit the ski slopes in ski season," Mr Godfrey said.

Virgin Blue's Everyday low fares start from \$99 one way on the net.



Canberra Airport celebrates Virgin Blue's return to the Sydney services with jets.



Fixing the roads: John Hargreaves and Stephen Byron turn first sod on Airport road works.

Work Starts on Airport Roads

Wednesday 27 February: An ACT Government and private sector partnership to significantly upgrade roads between Canberra International Airport and Civic started construction today.

ACT Minister for Territory and Municipal Services, Mr John Hargreaves, and Airport Managing Director, Mr Stephen Byron, celebrated the start of the works program with a sod turning ceremony on the first stretch of road to be duplicated. This project will be completed prior to Christmas this year.

Under joint funding arrangements negotiated last year, the ACT Government and the Airport will share the cost of duplicating a 1.3 kilometre section of Pialligo Avenue between the intersections of Beltana Road and Brindabella Circuit. The ACT Government will contribute \$7.5 million toward the cost of the road upgrade with the airport committing \$6.0m. The Airport will also project manage the upgrade and 'gift' it back to the ACT community as a public road.

"This is stage one of a project that, when completed in December, will greatly reduce travelling time and traffic congestion in the Majura Valley," Mr Byron said.

Mr Hargreaves said the works will ensure good access to and from the Airport, which is critical for the general community and business in the ACT.

"The staged implementation of the overall road plan will ultimately see approximately \$60 million of road infrastructure being progressed with a 50/50 funding contribution between the Federal and ACT Governments," Mr Hargreaves said.

Independent studies commissioned by the Airport had established that duplication would ultimately reduce east-west travelling time on Pialligo Avenue from eight to three minutes. "This project represents an important first step toward the development of true freeway conditions between the Airport and the parliamentary triangle and Civic," he said.

The Airport had been highly aware for some time of the growing frustration of motorists accessing roads in the Majura Valley, largely due to the five-fold increase in traffic along Majura Road. "Together with the ACT Government we are doing all that we can to improve the flow of traffic to and from the Airport. We are delighted to be at last getting under way with an upgrade that should be completed around the end of the year."

The duplication project also involves the construction of a grade separated interchange at the Airport's new entrance. The interchange will eliminate present turning conflicts and allow uninterrupted traffic flows in all directions. This in turn will require the elevation of Pialligo Avenue and the construction of a bridge to pass over traffic arriving and leaving the Airport.

"John Hargreaves and the ACT Government are to be congratulated for their efforts to find a solution," Byron said. "We are confident that together we can complete this important upgrade on time and on budget."

New Terminal Works Start

The Aviation Manager of Canberra International Airport, Mr Matthew Brown, has appealed to motorists to be alert to new traffic arrangements within the Airport precinct.

The new traffic arrangements are directly associated with the development of the Airport's new \$250 million terminal precinct.

"The new terminal precinct is the most important piece of infrastructure undertaken by the Airport since the lengthening and strengthening of the main runway," Mr Brown said.

The new access road and car parks are an integral part of the Airport's plans to build the most green, modern, user friendly, internationally capable airport in Australia.

The new traffic arrangements include the expansion of the current short-stay car park into the former rental car parking area, increasing capacity by 400 spaces.

Rental car parking will move to a new site and will be accessed by the extended Terminal Circuit.

The extension of Terminal Circuit will allow for increased drop off space and expanded taxi rank facilities.

The new terminal is the largest development in the Airport's 81 year history.

Key features include a doubling of check-in counters from 16 to 32, a trebling of the baggage belt capacity, a quadrupling of lounge facilities and the installation of two new aerobridges. Car parking spaces within the new terminal precinct are also set to double to 2,500.

The project team comprises of local companies; Construction Control, GMB Architects, AWT Consulting Engineers, Fire Safety Science, Rudds Consulting Engineers and Hughes Trueman. The building is expected to provide jobs for around 700 people with work due to begin in July and finish in 2010.

Further information and updates are available online: www.canberraairport.com.au/changes.





**Sunday,
February 24,
2008:**

The ultimate executive jet - the White House 747 which carried US Defence Secretary, Robert Gates, to Canberra for bilateral talks with the Federal Government.

The Getting of Wisdom

Humility is not a word you often hear in today's modern corporate world. But, talk to Rod Hattch, Managing Director of Wisdom Learning based at Fairbairn, and you will hear it mentioned time and time again.

Humility is one of the core values that guides Wisdom's approach to the business of learning. And it's an approach that's clearly paying off.

"Humility doesn't mean lesser than," he explains. "But it does mean understanding our role with our clients and putting them first and it also means continuing to improve our learning skills."

Mr Hattch also argues that humility serves as a counter-balance to complacency. "Humility is a personal mindset that we actively encourage. We don't set out to impress. We prefer to let our clients do the talking."

From humble beginnings, 11 years ago to a winner in the 2007 NSW and ACT Small Business Champion Awards, Wisdom is a Canberra based training provider and facilitator of learning programs for private and government sector organisations. Its staff of 11 specialises in learning, facilitation and consulting solutions for small business management, workplace training, innovation, client service and real estate, to name a few.

Mr Hattch says his business success is based on 'word of mouth' and long-term relationships with clients, some of whom have been with Wisdom since day one.

Mr Hattch says Wisdom is a unique training company because, "We live in the real world, we are real world business people and we know the real world issues and when we train we are talking from experience and this makes a real difference to our clients."

Locating Wisdom at Fairbairn in April 2006 was a very important factor in the company's approach to learning. "We identified with the Airport's absolute focus on quality." The physical environment is critically important when learning - our clients need plenty of natural light and pleasant open surroundings. The Airport and Fairbairn provide that."



Wisdom training at Fairbairn.

Qantas's strong Growth

December 20, 2007: Qantas has announced a significant expansion of its Canberra to Sydney and Canberra to Melbourne services.

Regional General Manager ACT, Mr Allan Williams, said Qantas would add 15 extra return services a week between Canberra and Sydney from March, bringing the number of return services between the two cities to 157 per week, including 48 jet services.

At the same time, Qantas would also add 11 extra return services a week between Canberra and Melbourne and add a further four return services between the two cities beginning in June this year.

The additional services would take the number of return services between Melbourne and Canberra to 89 services per week, including 65 jet services from July this year.

Mr Williams said the extra services from both Melbourne and Sydney would use 140-seat Boeing 737-400 aircraft.

"Qantas has expanded its services to Canberra significantly, including adding six extra return services a week between Canberra and Brisbane."

Mr Williams said Qantas had also improved the timetable of its Canberra to Perth services.

All but one of these daily services would now operate as daytime flights - a more popular option for business customers.

The increase in services comes shortly after Qantas announced it would undertake a \$10 million improvement program at Canberra International Airport to offer customers improved facilities, he said.