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Travel Daily AU

First with the news

Mon 18 Oct 10

Page 1

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

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Dollar cracks ton

THE Aussie dollar briefly moved above US\$1 on Fri night for the first time since it floated in 1983, before sliding to about US99c.

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Virgin Blue moving to BSP

VIRGIN Blue is looking to switch its payment platform over to the International Air Transport Association's Billing Settlement Plan (BSP), with Australian Travel Management Companies to benefit from the process first.

Details about the move to BSP from the carrier's current in-house payment clearance system were revealed in Virgin Blue and Delta Air Lines' response to the US regulator about their proposed alliance, exclusively revealed by *Travel Daily* last week (*TD* Fri).

Virgin Blue says "key changes" will apply to TMCs who book and settle on the DJ code, "making the sales and booking management process identical to any IATA airline."

DJ said it is moving from Type B to Type A messaging and e-ticketing for TMCs only at this stage, to make it fully compatible with industry standard systems.

TMCs will have more confidence and access to last seat availability through the messaging switch, according to the applicants.

The change will have direct

SIA incentive

SINGAPORE Airlines and Consolidated Travel have launched an agent incentive offering vouchers for every 100% SQ ticket issued via Consolidated between Fri 22 Oct and 15 Nov, with a prize for the top performing agency of two business class return tickets to Europe - see p12.

benefits when interacting with Delta and other partner airlines.

"By making the Virgin Blue Group easier to do business with, these changes will eliminate any remaining barriers to sell on V Australia and VA/DL," the submission to the US Dept of Transportation stated.

DJ corporate communications manager Colin Lippiatt told *TD* that Type A messaging for TMCs will become available in the first quarter of 2011.

"At this stage we cannot provide a timeframe on when we will move to BSP in Australia," Lippiatt told *Travel Daily*.

BI to MEL from Mar

ROYAL Brunei Airlines (BI) will launch services between Bandar Seri Begawan and Melbourne from 29 Mar using Boeing 777-200ER aircraft, Melbourne Airport ceo Chris Woodruff confirmed today.

BI's new route, foreshadowed by *Travel Daily* (*TD* 11 Jun), will operate four times weekly and comes after a recruitment drive in Melbourne about four months ago.

MEANWHILE, Royal Brunei Airlines is adjusting capacity on its Perth service, with the airline set to introduce Boeing 777-200ER aircraft to the WA capital from 30 Nov, replacing Airbus A319/320s.

The move will see frequencies to PER drop from the current four weekly flights to thrice weekly.

How many pages?!

Travel Daily has nine pages of news today plus full pages:

- AA Appointments
- Wendy Wu Tours
- Consolidated Travel

Travel Daily winners

THIS week *TD* is giving readers the opportunity to win tickets to the upcoming Metallica concerts in Sydney, courtesy of the Macau Government Tourist Office.

See page six for entry details.

AND congratulations to Fri's *Bondi Vet* DVD winner, Sarah Pogson of Travelscene Kogarah.

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Early Bird Special to Europe

Europe

from

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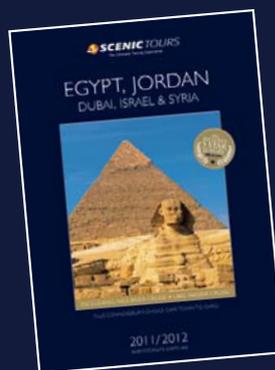
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Travel Daily AU

First with the news

Mon 18 Oct 10

Page 2

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Etihad asked for details

THE ACCC has requested that Etihad provide details of any stimulatory effect on tourism to Australia which occurred under its former alliance with Qantas.

That's one of several "factual questions" raised by the ACCC as it reviews the application for the proposed Etihad alliance with Virgin Blue, which has already been given interim authorisation.

The QF/EY pact was terminated when Virgin Blue announced its

proposed alliance with the Middle Eastern carrier (TD 26 Aug).

In an email to the carriers last week the ACCC also asked for details of any Virgin Group airline - including VX, DJ, VA, VS and AirAsia X - which has routes that overlap with Etihad.

The ACCC is also asking for info on the "partnership" between Virgin Blue, Virgin America and Virgin Atlantic that is claimed on the V Australia website.

Further details have also been requested on the methodology of the InterVISTAS modelling results referenced in the application, as well as on the overlap in points of origin/destination served under the current DJ-VS partnership and the proposed Virgin Blue-Etihad alliance.

Big QF birthday

QANTAS is gearing up for a big celebration of its 90th birthday next month, with open days to be held in Sydney, Melbourne and Brisbane for QF staff.

The events will feature representatives of the Wallabies, Soccerroos and A-League sponsored by the carrier, as well as a visit by Qantas Ambassador-at-Large John Travolta, with QF employees being given the opportunity to win a one hour scenic flight with the movie star on his vintage Qantas 707 jetliner.

There's also speculation on a number of online blogs that QF is hoping to secure a visit by one of the 787 Dreamliner test aircraft as part of the celebrations, however the carrier wasn't able to comment at this stage.

London 2012 tix

THE organisers of the London 2012 Olympic Games have today released details on the pricing of tickets for the event which will go on sale in Mar next year.

There will be almost 9 million tickets available, with 90% priced at £100 or under.

The organising committee said that for over 200 sessions a 'pay your age' scheme will operate for children aged 16 and under, while for those same sessions people aged over 60 will pay £16.

Window Seat

A LAS Vegas museum devoted to the late great Liberace has been forced to close its doors.

The Liberace Museum, located in one of the city's shopping malls, celebrated the outrageous diamond-studded life of the King of Bling, who died in 1987 after an outstanding musical career.

Unfortunately declining visitor numbers mean that sequin-seeking travellers will have to go elsewhere - but fortunately a musical titled 'Liberace - Music & Memories' is set to open next month at a theatre in the city's Planet Hollywood hotel.

AIR New Zealand is going for the ultimate celebrity endorsement for its new 777-300 aircraft - a "frequent furry flyer" named Rico (pictured below).

Rico features in a series of new "quirky and entertaining videos" on Youtube in which he explores NZ 777 features incl the Economy Skycouch and Premium Economy Spaceseat - and he even has his own Facebook page at www.facebook.com/rico.



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Airline of the Year 2009
TTG Travel Awards 2009

QATAR AIRWAYS القطرية

AAT stars in Central Aus.



ABOVE: AAT Kings took out the National Primary Tourism Operator category at this year's Central Australian Tourism Industry Awards held in Alice Springs recently.

The award recognises AAT King's service, innovative range of tours and support for tourism in Central Australian areas.

Pictured accepting the award from left: Lucy Woodward, AAT Kings Alice Springs; Kate Young, AAT Kings Ayers Rock; and Alana Richardson, AAT Kings Alice Springs.

TT 'Stripes' a hit

TIGER Airways says it received a "strong response" to its recently launched loyalty program dubbed 'Stripes', which soft launched earlier this month (TD 01 Oct).

"Stripes is our latest innovation that gives customers priority access to special deals & empowers them with even more choice, without complex membership rules and rewards redemption schemes," said md Crawford Rix.

QF/KQ codeshare

QANTAS has confirmed it has signed a codeshare alliance with Nairobi-based Kenya Airways from 15 Nov, as flagged earlier this year by *Travel Daily* (TD 09 Jun).

The agreement will see the KQ code placed on Qantas operated services between Sydney and Bangkok, while QF will place its code on Kenya Airways metal between Bangkok and Nairobi.

QF group exec commercial Rob Gurney said the pact will open up access for Qantas passengers to 41 African destinations on KQ's network (TD breaking news).

"There is considerable potential for growth in business and leisure travel between Australian and Kenya," Gurney said.

KQ ceo Dr Titus Naikuni said Australia was a key market for the airline, and the agreement would provide KQ customers with seamless connections to and from Australia.

In Jun this year, Nairobi Jomo Kenyatta Int'l Airport was granted US\$186 million for an upgrade, to increase passenger capacity and improve security services.

MEANWHILE, the Department of Foreign Affairs & Trade reissued its travel advisory for Kenya on Fri, advising of "the high risk of terrorist attack, civil unrest and high crime levels" in locations such as hotels and tourist resorts.

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SULTANATE OF OMAN

Virgin/Delta codeshare expansion

THE Delta Air Lines code DL will appear across Virgin Blue Group's short haul carriers (Pacific Blue and Virgin Blue), as part of the proposed Pacific alliance.

The move, revealed in the carrier's submission to the Dept of Transportation (TD Fri), will also see Delta attain class mapping to DJ's short haul operations highest availability - "a benefit that Delta does not enjoy today, and which the Virgin Blue Group is not willing to offer absent a joint

DJ Navitaire upgrd

VIRGIN Blue Group will next month receive new capabilities for its Navitaire reservation system that will allow pax to through check-in on flights operated by partner carrier's using other systems.

The latest New Skies platform will enable Delta Air Lines to process pax on inbound flight connections from the DJ group more efficiently.

The first phase of the upgrade, which will offer compatibility between Navitaire and Delta's 'Deltamatic' and thus broader codesharing, which is expected to 'go live' in Feb next year.

Gap takes 15% off

GAP Adventures is slashing the price of all small-group adventure tours by 15% from now until 31 Oct.

The tour company says the offer comes in response to the strength of the Australian dollar.

venture", the applicants said.

DL will subsequently gain "full and unbiased" access to DJ's domestic and 'beyond-Australia' market, and V Australia will gain reciprocal access to Delta's domestic US network.

Experience matters

VIRGIN and Delta have told the US Department of Transportation that taking more time on a final decision for their proposed joint venture "will not remedy the commercial barriers" they are currently limited to through their 'arms-length cooperation'.

The carriers said that decades of experience DL and V Australia's senior management possess are the basis for the "highly informed commercial judgement".

Impact of JV denial

VIRGIN Blue Group and Delta Air Lines have admitted that arms-length codesharing on common routes is prone to failure due to a misalignment of interests.

"In the absence of a JV, Delta will use its strategic & marketing assets to benefit its own flight," barring codesharing to MEL and BNE on Virgin, the airlines said.

Eureka for QH's Achievers



ABOVE: The Qantas Holidays Victoria and Tasmania sales team congratulated and acknowledged the success of their Premium Agents for 2010/11 at an exclusive cocktail party held at Eureka 89 in Melbourne recently.

The group experienced the Skydeck 88 and each Premium Agency went home with a trophy to commemorate their success.

Century rudder issue

CELEBRITY Cruises' has been forced to cancel a 12-night voyage of the Mediterranean on *Celebrity Century* last week after damage to the ship's rudder required it to undergo repairs in dry dock.

The 71,545-tonne vessel, which is planned to return to Australian waters in Nov next year, will be out of action until Mon 25 Oct, according to *USA Today*.

Pictured above at MEL's tallest building *from left* are: Kerry Ubergang, HWT Bacchus Marsh; Lesley Vass, HWT Bacchus Marsh; Michelle Kerr, Regional Sales Manager Qantas Holidays; Sarah Gott, HWT Reservoir; Cimmone-Jayne Meager, HWT Bacchus Marsh; Jan Gott, HWT Reservoir; Kerrin Baird, HWT Reservoir; Michelle Woodsford, HWT Epping; and Nikki Alexiou, HWT Epping.

TAT medical push

THE Tourism Authority of Thailand has today launched a major promotion for medical tourism, including a special website which combines information on more than 300 Thai medical tourism providers.

A series of e-marketing campaigns will promote the site at www.ThailandMedTourism.com.

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QATAR
AIRWAYS القطرية

Sebel NTL opening

MIRVAC Hotels and Resorts has scheduled the opening of the group's 24th Sebel property, The Sebel Newcastle Beach for 01 Nov.

The new build 88-room property features ocean and harbour villas, a gym, spa, steam rooms, restaurant, bar and 3 meeting rooms, located close to the CBD - see mirvachotels.com.

Wuuing agents in Chengdu



WENDY Wu Tours and Cathay Pacific hosted 60 travel agents to Chengdu, China as part of the tour operator's second Mega Famil.

The group had the chance to learn first hand why Australians travel to China and experience a

Anthology new ceo

ANTHOLOGY, The Travellers' Collection, has promoted Craig Davidson as the companies new CEO after former ceo Grant Hunt moved into the role of Chairman.

The group represents Bay of Fires, Cradle Mountain Huts Walks, Quamby Estate in Tasmania, Wilpena Pound Resort in the Flinders Rangers SA, and Wildman Wilderness Lodge, which is set to open in the NT in Apr.

UA/FM end c'share

STAR Alliance member United Airlines has told the US Dept of Transportation that it is ending its codeshare deal with SkyTeam's Shanghai Airlines (FM) from 30 Oct.

JTG/Stella agents join QF action

LAW firm Slater & Gordon says a number of "mum & dad" travel agencies have joined the fuel surcharge claim against Qantas (TDWed), "including franchisees from Harvey World Travel, Jetset Travelworld and Travelscene".

Last week the Federal Court set a 15 Nov deadline for agents to register to make a claim from QF for unpaid commissions on fuel surcharges collected on international published fares.

A form published in *Travel Daily* on Fri invited agents to join the action, either as part of the Slater & Gordon case or with separate representation.

Slater & Gordon lawyer Steven Lewis said the order from the court was "an important step

forward in the travel agents being paid what they are owed by Qantas," after a four year "David and Goliath legal battle.

"Now, after a historic win that will reverberate around the airline industry, they will start to receive what they are owed," Lewis added.

He confirmed that similar claims against other carriers, including British Airways, Air New Zealand, Singapore Airlines and Cathay Pacific, would be heard after the completion of the Qantas proceedings.

Dunk/Bedarra iPads

VISITORS to Dunk Island and Bedarra Island are being offered the opportunity to stay in touch by renting internet-connected Apple iPads during their stay.

The move, being claimed as an Australian resort first, sees guests at Dunk Island able to rent iPads by the day or hour during their holidays.

At Bedarra facilities are currently being upgraded to offer free WiFi in all guest villas as well as the main lodge area, and the resort has a number of iPads available for complimentary use.

BECA appointments

THE Business Events Council of Australia (BECA) has named Leigh Harry as its new chairman, replacing Geoff Donaghy.

Damien Keogh has been elected vice chairman and Ton Van Amerongen remains as treasurer.

Bag theft sentence

A COUPLE who operated a large scale airport luggage theft scam in Phoenix, Arizona (TD 04 Nov 09) have been sentenced and ordered to pay thousands of dollars in restitution.

61-year-old Keith King was sentenced to more than 10 years in prison after pleading guilty to trafficking in stolen property.

His 38-year-old wife was also given three years for her role as an accomplice in the thefts.

Police investigating the theft found more than 1000 bags at the couple's home, with the scam involving simply stealing bags off luggage carousels as they were unloaded from aircraft.



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Travel Daily has teamed up with Macau Government Tourist Office again and is giving subscribers the chance to join in the experience of World Class Entertainment at Sydney's Acer Arena.

On Wednesday 10th November, Metallica will be performing and the Macau Government Tourist Office is giving seven lucky winners and their friends a chance to join them in their very own Private Suite.

All you need to do is answer all 5 questions featured in *Travel Daily* this week for your chance to WIN...

Q.1: Name 3 different activities that can be performed at the Macau Tower

Email your answers each day to: metallicacomp@traveldaily.com.au

Click here for terms & conditions



Macau Government Tourist Office



WA Greyhound

GREYHOUND Australia has announced it will operate services between Perth and Broome three days a week along a new "Indian Ocean Drive" route.

The itinerary includes a new road between Lancelin and Cervantes which will reduce travel time by up to 30 minutes.

CEO Rob Thomas said the new road meant that for the first time an interrupted sealed coastal route exists from Perth to Dongara and the coastal communities further north, with destination drives incl Joondalup, Dongara, Lancelin and Geraldton.

SA stats stack up

TRAVELPOINT Holidays launched a new campaign aimed at boosting visitor numbers to South Australia.

The 'Isn't it About Time you Visited South Australia with Travelpoint Holiday' promo will run until 05 Nov which incl accom offers, buy one get one free food and wine tours and holiday packages - travelpoint.com.au.

Travelpoint has achieved an 18% year-on-year increase in SA bookings from Jan to Sep.

Research director

VICTORIA University's Centre for Tourism and Services Research is advertising for a new Director.

The centre is part of the university's faculty of Business and Law, with applicants expected to have a doctorate and a "solid research record in a relevant field".

US Gong for VX

VIRGIN America has been named best domestic airline in America by readers of the influential *Conde Nast Traveler* magazine, with VX taking the top spot for the third year in a row.

GPT sells Voyages Ayers Rock

GENERAL Property Trust has finally made its exit from the hotel and tourism sector with the \$300m sale of Ayers Rock Resort (TD breaking news Fri).

The sale includes the Voyages brand and reservations systems, with the purchaser being the Indigenous Land Corporation, a statutory authority established in 2005 to assist Indigenous people with land acquisition and management to "achieve economic, environmental, social and cultural benefits".

GPT will receive \$81 million on settlement, expected early next year, with a second \$81m payment 12 months later.

The final \$138m payment will be made five years after settlement, and GPT will also share in 46% of the increase of the value of the resort over \$300m plus capital expenditure, with a minimum guaranteed payment of \$17m after 5 years.

GPT will also contribute \$25m towards capital expenditure, while the new owners also expect to inject about \$50m to upgrade the property.

The Indigenous Land Corporation plans to establish a

National Indigenous Tourism Training Academy at Yulara, in partnership with the Sydney-based National Centre of Indigenous Excellence, with plans to have 200 people in training each year.

Currently the resort employs 670 people, but only one of them is an Indigenous person, according to a *Financial Review* report.

The ILC says it wants Indigenous people to make up more than half of the property's workforce by the end of 2018.

"The Resort represents a unique and probably the biggest opportunity to advance the training and employment of Indigenous people in the Australian tourism and hospitality industries," said ILC chairperson Shirley McPherson.

The acquisition will also see the return of 104,000 hectares of culturally significant freehold land to traditional owners, while the owners of the local Anangu Tours business will also be part of the deal.

McPherson said the purchase would also be "a catalyst for a surge in Indigenous tourism across Australia".

Director, Marketing & Communications



Lead. Inspire. Inform. Innovate.

With our client's sights firmly set on their strategic goal of \$6.3 billion in tourism expenditure by 2014, this is your chance to be a part of the exciting and challenging times ahead and to add your flair to ensuring South Australia becomes a first choice destination for travellers.

Communication with consumers is pivotal to the success of tourism in South Australia, and the South Australian Tourism Commission (SATC) is looking for an experienced professional to drive this key activity.

This position is responsible for communicating the best of South Australia to a defined target audience to ensure a growth in holidays and expenditure to the State. A major part of the role is to heavily influence the short break and holidays distribution system to help SA win a larger share of the national and international tourism pie.

As an Executive member you will contribute to the development, implementation and evaluation of the SATC's Corporate Plan and provide inspirational leadership to the organisation and its stakeholders.

Confidential enquiries, requests for the position description and applications may be obtained quoting Ref No 1863 from Julia Rogers at operations@mpsgroup.com.au or on (08) 8210 8585.

Closing date for applications is COB 29th October 2010

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As a passionate facilitator your strong negotiation skills will be invaluable in developing industry partnerships, while your business & market planning experience will enable you to deal commercially with a wide range of small & medium sized businesses.

Your extensive knowledge of packaged tourism products combined with your knowledge of the South Australian, Australian & International tourism markets will enable you to identify opportunities and represent SATC at all levels.

A successful candidate will be prepared to travel our great state, build relationships with key industry sectors and communicate messages, initiatives and opportunities from the SATC.

Confidential enquiries, requests for the position description and applications may be obtained quoting Ref No 1864 from Julia Rogers at operations@mpsgroup.com.au or on (08) 8210 8585.

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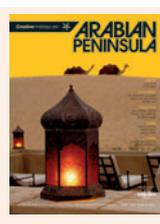
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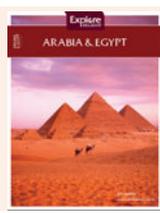


Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Creative Holidays - Arabian Peninsula 2011/12
Creative has expanded its product line up in Dubai, Abu Dhabi & Oman to include an assortment of new 3-5 star hotels. The 'Dubai Mini-stay' is priced from \$389pppts for travel 01 May to 30 Sep 2011. The package includes three nights accom at the Belvedere Court Hotel Apartments, brekkie, Dubai City of Merchants half day tour, Sundowner dune dinner and transfers. See creativeholidays.com.au for details.



Explore Holidays - Arabia and Egypt 2011/12
This new brochure has a bigger offering of product for the 2011/12 season. Focusing on Nile cruising, the pages are filled with options incl extension tours out of main cities. The tours showcase the region by giving a more concentrated look into certain areas in Arabia and Egypt.



Insight Vacations - Europe and Britain 2011
The launch of the new 2011 Premium Europe and Britain brochure includes Eastern Mediterranean, Morocco and Tunisia. Featuring 25 new itineraries and additions to its Select Choices program, the range suits a variety of travellers with Discovery and Regional tours, the Elegance range, Easy Pace & Country Roads. The luxury Gold series has 7 deluxe itineraries. Visit www.insightvacations.com.au.



Escape to Falls Creek this Summer
This 24 page brochure looks at everything Falls Creek has to offer over the summer period incl road cycling or driving, mountain bike riding, walking/hiking, guided activities, alpine fishing, scenic chairlift rides, kayaking and boating, altitude training, mile high open air cinema, and sports of all sorts. Also featured is an events calendar & accom options - fallscreekinfo@bigpond.com.

UU French earlybirds

AIR Austral is offering earlybird fares to Paris, Lyon, Marseille and Toulouse priced from \$1750 ex SYD, for sale until 15 Dec and for travel 01 Feb - 19 Jun and 12 Sep - 30 Nov 2011. See www.airaustral.com.au.

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Mon 18 Oct 10 Page 7
EDITORS: Bruce Piper and Guy Dundas
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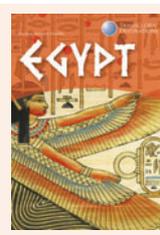
Wendy Wu Tours - China 2011/12
These three individual brochures offer fully escorted tours and independent packages under a new branding tagline, re-vamped front covers, and new logo. The new China brochure features product in Tibet, Mongolia, Central Asia, Korea, Singapore & HKG.



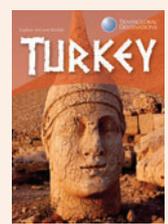
Wendy Wu Tours - Vietnam
Newly expanded product in Cambodia, Laos & Borneo will be available from next year. Five new group tours have been introduced to the Indochina region as well as more independent touring incl short beach stays from 2-8 nights.



Wendy Wu Tours - India
Expanded for 2011 the India brochure will have Sri-Lanka itineraries reintroduced to its pages offering a selection of private touring and group departures. Itin's range from 5-11 days incl the new Flavours of India featuring a private culinary tour. More info online at wendywutours.com.au.



Transglobal Destinations - Egypt
The Orient Express Travel Group's Transglobal Destinations has launched its new modular approach to Egypt. Offering private tours, and holiday choices ranging from 4-14 days, with a min group of 2 guaranteed to depart daily. Add on modules are available at the Red Sea resort, Abu Simbel, Siwa Oasis and Alexandria.



Transglobal Destinations - Turkey
Product range includes hotels, Istanbul day tours, short tours, extended tours, tailored special interest groups and gulet cruising. The 14 day Glories of Turkey tour has a launch price of \$1349pppts when booked by 01 Dec for \$1525 from 02 Dec onwards. See www.transglobaldestinations.com.au.

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Scenic eLearning winner

SCENIC Tours has announced Janet Perusco, Harvey World Travel Wollongong as its 'Europe River Cruising' and 'Canada/Alaska' eLearning winner.

Modules online at PassportToRewards.com.au were completed by almost 3000 Australian and New Zealand agents within the Rewards program.

The prize includes a Canada Famil with return airfares and accom at Fairmont hotels and Scenic 'Free Choice' activities.

Janet is pictured above left receiving her prize from Cathy Page, Scenic Tours sales development manager at the Scenic Tours Top Agent Awards dinner.



Globus NZ additions

THE Globus Family of Brands has appointed Steve Owens as its New Zealand Sales Mgr, and Tracey Driscoll as Area Sales Manager for central and lower North Island.

Former NZ sales & marketing mgr, Letitia Eyes, has moved to a Marketing Manager position.

VA agent rate to LA

BREAKAWAY has extended the sale period of its industry fare of \$499 plus taxes to Los Angeles, ex SYD/BNE/MEL, until 31 Mar 2011.

See www.travelclub.com.au.

TG sues over seats

THAI Airways International has plans to sue Japanese company Koito Industries for US\$180m due to the delay of its aircraft seats.

The Japanese firm said it did not deliver the seats on time as it had failed to obtain the proper certification from the Japanese and European authorities, due to earlier confirmations that it had falsified safety test results.

Maui goes platinum

MAUI has added a 'Platinum' range of motorhomes that offer "comfort, style and sophistication on four wheels."

In celebration of the launch Maui is offering 10% off the Maui Platinum Beach, the Maui Platinum Lake and Maui Platinum Forest motorhome hires in Australia for travel from 01 Nov to 15 Dec, on sale until 15 Dec.

Achievers to Sabah

QANTAS Holidays and Viva! Holidays will hold their Global Achievers Gala Awards in Sabah, Borneo early next month.

The "exotic escapade" to Sabah is in celebration of the 2010 Global Achievers Club.

Tailor Your Ultimate Tassie Trip



Qantas Holidays, in conjunction with Tourism Tasmania, are giving you the chance to uncover some of Tasmania's best kept secrets with the release of the Qantas Holidays 2011 Tasmania Brochure.

Simply use the brochure to create your ultimate Tassie itinerary to the value of \$5,000. The lucky travel consultant with the most creative response will have their dream converted into reality with Qantas Holidays, up to the value of \$5,000! Include accommodation, transport, tours and total itinerary cost using the prices from the new 2011 brochure! The most creative title for the itinerary entry using 10 words or less each week during the promotion will receive a \$100 Qantas Holidays voucher and a delicious Tasmanian treat!

Email your answer to: qhcomp@traveldaily.com.au

To view the Qantas Holidays 2011 Tasmania Brochure, [click here](#).

[Click here to view Terms & Conditions and see some sample itineraries!](#)

Promotion commences 1 October 2010 and ends 31 October 2010.

*TERMS & CONDITIONS: Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Please refer to the full terms and conditions.

Qantas Holidays Limited ABN 24 003 836 459. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510



Emporium summer

EMPORIUM Hotel in Brisbane is offering a Summer deal priced from \$225 per night, for stays from 19 Dec to 31 Jan 2011.

The package includes King Suite accom, and either choc-dipped strawberries, French sparkling wine, a room upgrade or valet parking - emporiumhotel.com.au.

Orion referrals

ORION Cruises is offering past pax the chance to earn a \$500 credit towards a future sailing when they refer friends or family to book a new Kimberley 2011 cruise before the end of Nov.

Family/friends need to quote 'Ambassador' and the referee's name at time of booking.

Product Manager Brisbane CBD, QLD

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- * Global career opportunities!
- * Fantastic range of amazing benefits!

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Are you a travel guru, looking to expand your career? Quickbeds, a division of Flight Centre Limited, has an excellent opportunity for a **Product Manager** to join their national team in Brisbane. Based at the company's Queen St office, your primary aim will be to foster new suppliers, while maintaining an effective working relationship with existing properties. You will be rewarded with a performance-driven **UNCAPPED salary package** plus global **career advancement & travel opps!** Enjoy exclusive access to **FCL's award winning benefits** incl. **discounted travel, incentives, corporate events** & more!



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Experience in travel or hospitality industry will be an advantage.

Experts put Europe on show

EUROPEAN Travel Experts (ETE) held the first of its 2010 roadshows on the weekend, with events at Parramatta and in the Sydney CBD featuring a range of European product timed to coincide with the start of the peak selling season. ETE includes Albatross Travel, Beyond Travel, French Travel Connection, globalCARS, International Rail, Nordic Travel and Southern Italian Tours, and they were joined by other exhibitors including Finnair, Scandinavian Airlines and Discover Portugal - along with a full contingent of TravelManagers consultants ready to take bookings. *TD* took these exclusive photos at the events.



The ETE roadshow rolls onto Victoria next weekend, with events at the Mercure Hotel in Geelong and the Hotel Windsor in Melbourne, and the weekend after on the Gold Coast and in Brisbane.

LEFT: Michael Gazal of TravelManagers; Alma Araullo, TravelManagers; Teresa Reyes, TravelManagers; Judy Weber, European Travel Experts; Gil Gaspar, Discover Portugal Holidays; and Andrew Morgan of GlobalCars.



RIGHT: The ladies from Finnair, looking lovely today.



LEFT: Are you being served? Marianne Nalletamby from Scandinavian Airlines shows off the carrier's in-flight offerings.

BELOW: Maike Bates from the German National Tourist Office; Stella Vlahos of Lufthansa; and Nicole Becker of the Austrian National Tourist Office.



LEFT: Crystal Griffiths and Rosemary Ferguson from Jetta Excess Baggage also exhibited at the events.

BELOW: The Nordic Travel team: Bill and Susan Havercroft with their colleague Sheay.

BELOW: To Infinity and ... Beyond Travel's Bryce Crampton and Valentyna Lytvenko with Judy Weber of European Travel Experts.



BELOW: More of the TravelManagers crew, back row: Beth Farrugia; Ugi Kazokas; Niedra McLeod and John Gazal.

Front row: Marina Knezevic and Paulina Kelly.





Register with AA for a chance to win 2 VIP Tickets to the U2 360 Tour in Sydney on Mon 13 Dec 10

INSPIRATIONAL & ENERGETIC LEADERSHIP

MANAGING DIRECTOR

SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with strategic agility, strong negotiation & relationship skills, and the ability to tackle a leadership role with great energy. You will have great communication skills and the ability to inspire your team by being a visionary leader who sets clear objectives.

GIVE A FIRST CLASS PERFORMANCE IN SALES

INDUSTRY SALES MANAGER

SYDNEY – SALARY PACKAGE TO \$85K

Drive the ongoing growth in sales of this beautiful global product through your extensive travel industry relationships and proven experience in growing key accounts. You will be conducting road shows, product training, hosting famils and driving increased sales. We need a dynamic, self-motivated and highly driven individual who can deliver results and have fun doing it. Join a great team and a growing organization.

GRAB THE LIMELIGHT WITH GREAT EVENTS

MICE BUSINESS DEVELOPMENT MANAGER

MELBOURNE & SYDNEY – SALARY PACKAGES OTE \$100K+

Hungry for a high profile sales role where you can make use of your extensive network across the MICE market? You can now join the country's leading event management company in a BDM role that will elevate your career to a bigger stage. If you can sell, know MICE, love achieving targets and being rewarded for your success, join a team of like-minded professionals and pump the life back in to your sales career.

REALLY CONNECT WITH YOUR AUDIENCE

CORPORATE BUSINESS DEVELOPMENT MANAGER

SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$90K+

Get back to basics – if you build it they will come! Make yourself known to the corporate market by making the calls, building the relationships, delivering compelling offerings, and signing the deals. You'll be rewarded by a great salary package, genuine ongoing career development, and a dynamic, motivated team around you who know how to celebrate success. Ongoing career development assured.

PACKED FULL OF SPECIAL EFFECTS

NATIONAL ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$90K

If you're widely recognized for your high level Account Management skills at a national level and have good knowledge of GDS you can now experience the benefits of working for a global operation which is dynamic, successful, and vital to the travel industry. You must be able to demonstrate your success in strategically managing large key accounts achieving growth and leveraging new business.

CAN YOU MAKE NUMBERS DANCE?

REVENUE PLANNING MANAGER

SYDNEY – SALARY PACKAGE TO \$100K

Play a critical part in the on going growth & profitability of this successful organization and have an impact on the team. You'll be an experienced Revenue Manager who enjoys analyzing data and making the numbers perform better. Your strength in leadership will inspire your team and encourage an environment of team spirit and great fun. Your product? It's gorgeous, and your benefits include discounted travel.

TAKE CENTRE STAGE WITH THIS CLEVER ROLE

ACCOUNT MANAGER

MELBOURNE – SALARY PACKAGE OTE \$90K+

This position needs a very experienced Account Manager who can facilitate internal and external relationships and consolidate complex data in to concise useable information that benefits your clients. With a diverse portfolio of corporate & academic business, your role will be to compile and analyze client spend and make educated recommendations as required which positively affect revenue, profitability, and client savings.

BACKSTAGE PASS TO WORK IN PRODUCT

PRODUCT MANAGERS

SYDNEY – SALARY PACKAGES TO \$100K

We now have Product Manager roles in both Wholesale and GDS, so if you're experienced in either please consider these exciting positions. You'll need specific destination and/or system knowledge and have proven yourself in a similar role in the past. If you have skills in supplier contracting, pricing & yield, relationship management and strong GDS knowledge you could be joining a leading Brand in a fantastic team.

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Nihao from China!

Wendy Wu Tours Mega Famil



VIC business development executive, Toby Searl and a group of agents enjoying a delicious dumpling banquet in Xian

A tale of two diverse cities - Xian and Guilin

After a mini-farewell, for two nights, and lunch in Chongqing the Wendy Wu Tours and Cathay Pacific Mega Famil group split into two groups to explore two very different parts of China. The first group headed towards a part of ancient China, Xian - most famous for the discovery of the UNESCO Terracotta Warriors in 1974 by a local farmer.

The city was put on the map by the restoration of hundreds of warriors and horses built some 2,200 years ago by Emperor Qin's men. The area covers up 250 square km including Emperor Qin's tomb and the three pits of restored statues.

One consultant commented that although she had read and heard about these historic warriors, the sight of them simply took her breath away at the enormity of the statues. "Now that I have seen them with my own eyes and felt the emotion, I can now honestly sell this city to my clients knowing exactly what they will experience", she said.

Another reason visitors come to the more relaxed town of Xian is to sample its famous dumplings, which the group enjoyed while watching a Tang Dynasty Dance performance one evening.

The group immersed itself in more historical sightseeing by taking in the 1300- year-old city wall that is surrounded by a 10 metre moat, and the Xian history museum. Agents also had a chance to taste local food and buy local produce at the markets in the Muslim Quarter.

Experiencing a completely different aspect of China, was the second group who headed towards Guilin. They began their journey by taking in the lush green scenery as they cruised along the Li River up towards the mountainous region of Yangshuo. The stunning scenery along the river bank is a complete contrast to the hustle and bustle of the major China cities and the cruise gave the group a chance to reflect peacefully on the diverse features this amazing country has to offer.

Yangshuo is situated 65km south of Guilin and is surrounded by picturesque limestone mountains, the town is very laid back and offers many leisure activities such as shopping along the old pebbled streets with many original shop fronts showing the culture of the Yangshuo people, or experiencing a traditional massage to relax your feet after all the walking and shopping around town and, of course, having the opportunity to eat some of the local specialities from the different minority groups that live in the area.

The group spent the night mesmerised by the stunning spectacle that was the Impressions of Sister Liu, a music and dance production held completely on the water of the river. It is a production that involves more than 2000 local villagers and is directed by world known Zhang Yimou - who also directed the opening and closing ceremonies of the Beijing 2008 Olympic Games and many Oscar nominated movies.

Consultant Christa Randall commented that she was pleasantly surprised with China as a country as it was very clean, very green, "not the impression I had in my mind about China", she said. She added that she found the culture very interesting.

Both groups will join again in the next couple of days in the capital, Beijing, to see historic sights like the Forbidden City, Summer Palace and Tiananmen Square and for a conference by Wendy Wu Tours and Cathay Pacific.

Watch out for our next story on 20 October 2010!



Deanna Jones from Harvey World Travel Katoomba and Lauren Ewers from Travelscene Batemans Bay enjoying the view of the warriors



Li River, Guilin



Helen Grant, Amy Li, Christa Randall & Mandi Brown



CATHAY PACIFIC



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2nd Prize: 2 return Economy Class tickets to Europe*

\$30 David Jones voucher awarded for every return Economy class ticket*

\$50 David Jones voucher awarded for every return Business/First class ticket*

***Conditions:** Valid for tickets issued by Consolidated Travel or via Quikticket between 15 October –15 November 2010 on 100% SQ itineraries to Europe, Japan, Western Asia & Africa (including Earlybird fares) plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Voucher eligibility will be restricted to a minimum sell of 4 tickets during the promotion. Child, Infant, Group Sales, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or withdraw the promotion at any time. Vouchers will be capped & prize winning tickets do not include taxes or surcharges. Vouchers will be distributed upon completion of the promotion & claims will only be accepted by COB 22 November 2010.

To receive your vouchers, please complete the details below & fax OR email to the Consolidated Travel Sales Team by Monday 22 November 2010.

Agency Name: _____

Consultant: _____

Ticket Numbers: _____

Claim Date: _____

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Telephone: 08 9442 6000
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