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# Travel Daily

First with the news

Monday 5th December 2011

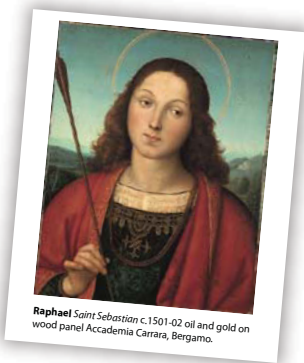
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## Terminal move for Sydney

**QANTAS** and Jetstar domestic and international operations will be combined in terminals 2 and 3 at Sydney Airport under a groundbreaking plan launched this morning (**TD** breaking news).

The move would also see Virgin Australia and its international partner carriers consolidate operations under one roof in the existing T1 international terminal, with QF and DJ both agreeing to "progress the proposal".

Memoranda of Understanding between the airlines and the airport will see them work towards "multi-decade commercial agreements that recognise that the proposal will deliver an operational step change at Sydney Airport and ensure that its untapped capacity is fully utilised over the years ahead".

Sydney Airport ceo Kerrie Mather said the proposal would

see a significant improvement in the passenger experience, as well as making the airport operate more efficiently by reducing aircraft turnaround times and eliminating towed main runway crossings.

Mather said a major priority was also to work with the NSW government to "improve traffic flow around the airport and deliver comparable travel times from the CBD to each precinct".

Virgin Australia and the Qantas Group have entered into agreements to extend the current international aeronautical pricing arrangements to 2015, to provide certainty while the proposal is being worked on.

The deal would also guarantee ongoing access by regional airlines to Sydney Airport, as well as the construction of new maintenance facilities for both Qantas and Virgin Australia.

More details on **page four**.

## Inspirational incentive

**INSPIRING** Journeys is today inviting travel agents to choose their own adventure, with a huge incentive to celebrate its new 2012/13 brochure.

The consultant who books the most passengers between 30 Nov and 30 Mar will win an Inspiring Journey of their choice for two people including flights, while there are five second prizes of places on *The Long Rainbow* trip.

And 20 third prizes of \$500 Westfield Gift Cards are also on offer - see the special front full page of today's **Travel Daily**.

More brochures on **page seven**.

## New TD address

**TRAVEL Daily** has a new address for postal deliveries.

Please update your records to **PO Box 1010, Epping NSW 1710**.

Our street address remains unchanged at 4/41 Rawson Street Epping NSW, and phone, fax and email contacts also stay the same.

### Eight pages of news

**Travel Daily** today has eight pages of news, a front full page from **Inspiring Journeys** plus a full page from **AA Appointments**.



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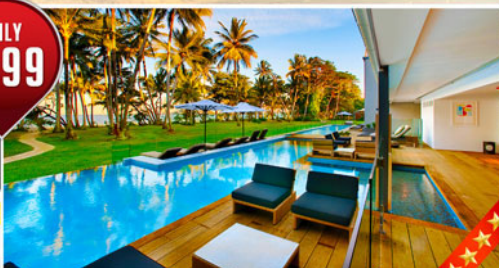
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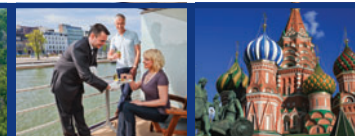
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## QF to retime HKG flights

**QANTAS** has started to roll out its revamped international network, with GDS displays now showing a major shift in the timing of Hong Kong services from Mar next year.

The new arrangements, unveiled by QF ceo Alan Joyce earlier this year (**TD** 16 Aug), will see all Qantas flights from Australia to Hong Kong move from their current evening departures to around midday.

The change allows same-day connections with British Airways services onwards to London Heathrow, because Qantas will no longer operate to LHR via HKG.

The change affects QF flights from Melbourne, Perth, Sydney

and Brisbane, while departure times from Hong Kong back to Australia will shift by up to three hours earlier, to provide shorter connection times with incoming BA flights from London.

Under the new timetable all 11 weekly Qantas flights from Hong Kong to Sydney will operate overnight.

**MEANWHILE** Qantas is also set to offer more capacity on the Brisbane-Singapore route from Mar next year, with a Boeing 747-400 to operate between the cities instead of an A330-300.

## CTHQ claims

**THE** Travel Compensation Fund has terminated the participation of former Travelscene American Express member Corporate Travel Headquarters (ABN 87 108 267 607), after claims were received.

The business was placed into administration last month (**TD** 23 Nov), with home-based agency group Travel Partners taking over the operation, retaining most staff and their entitlements.

The claims relate to CTHQ trading prior to the Travel Partners deal.

## HWT to Saigon in 2012

**HARVEY** World Travel md David Rivers told attendees at last weekend's HWT Symposium that next year's conference will take place in Saigon, Vietnam.

The group celebrated 60 years in travel at a gala dinner on Sat night which wrapped up this year's Symposium in Sydney.

## Skiddoo.com.au debut

A **NEW** online travel platform has launched in Australia, aimed at providing a fast and efficient booking process and "designed to plug into the booming social media scene."

Skiddoo its the brain-child of 27 year old qualified travel agent Mirza Juddani, and is being backed by Sabre Pacific.

Juddani says Skiddoo.com.au offers an affordable way to organise their holidays, with the platform now listing flight options only from over 400 carriers.

Users can refine their search criteria for flights, using sliding panels which display parameters such as price, flight times, stops, duration or carrier - low cost carrier, full service or preferred.

The Skiddoo website says it features "the largest selection of the lowest airfares in the world, including 68,000 that you won't find anywhere else."

The company says it refrains from charging international booking fees and there are no credit card fees, however there is a \$.95pp domestic booking fee.

Plans are afoot to expand its offering to all sectors of travel.

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# Travel Daily

First with the news

Monday 5th December 2011



## Departures starting to slow in Oct

**SHORT** term resident departures during Oct dipped 0.6% in trend terms, according to figures released by the Australian Bureau of Statistics today.

There were 629,000 short-term departures during the month, with the top destination being NZ with 93,200 followed by Indonesia at 84,200 and then the USA with 63,100.

Other top ten outbound destinations included Thailand, China, Fiji, the UK, Singapore, Hong Kong and Malaysia - all of which recorded only slight changes in numbers versus Sep.

Year on year the fastest growing destination for Aussie travellers is Thailand, up 29%, followed by Indonesia at 15.8% and then the USA which is up 12.7%.

The trend estimate for short-term visitor arrivals was up 0.7% to 503,600 month on month, with NZ being the top market with 115,900 arrivals.

That was more than twice as many as the second strongest source market, the UK which saw 52,700 visitors to Australia.

China was in third place with 38,100 followed by the USA with 32,900 arrivals and then Japan, which maintained its top ten position despite a 12.3% drop.

The fastest growing market is China, up 21.4% compared to decreases from other sources such as Korea (-8.1%), Germany (-5.4%), Hong Kong (-7%), the UK (-4%) and the USA (-9.1%).

## New Abu Dhabi hotel

**THE** second Centro by Rotana property has opened in Abu Dhabi, with the move boosting Rotana's portfolio across the Middle East and Africa to more than 11,500 rooms.

The new Centro Al Manhal Abu Dhabi is centrally located, and joins the existing Centro Yas Island property in the UAE capital.

## QF domestic sale

**QANTAS** has today launched a domestic business class companion sale, with special fares on offer for two or more passengers in business class on the same booking and itinerary.

The one day sale fares are valid for departures from 01 Jan-29 Feb 2012 to a range of domestic destinations - details in GDS.

## Hainan-CNTA deal

**CHINESE** tourism giant HNA Group, which owns fast-growing Hainan Airlines, has signed a pact with the China National Tourism Administration (CNTA), as part of a new global strategy by the government-backed agency.

HNA Tourism will collaborate with CNTA around the world to promote visitation to China, including working with travel agencies across Europe, Japan, Korea and Southeast Asia. The company is committed to "building a complete tourism industry chain and new tourism economy in China," with plans including the establishment of an international tourism services network and an electronic payment and settlement network.



## Window Seat

**A BRITISH** man has pleaded guilty in court to setting fire to a hotel where he was hosting his own wedding.

The nuptials were being held at the historic Peckforton Castle Hotel in Cheshire, with the blaze estimated to have caused about \$9m worth of damage.

The case heard evidence that 36-year-old Max Kay had been heard arguing with the hotel's owners about the bill on several occasions the day prior to the fire, which started in the drawing room and caused the evacuation of almost 200 guests.

Other witnesses confirmed that Kay had consumed "large amounts of vodka" on the day, before being recorded by the hotel's CCTV system lurking near the source of the blaze.

**A TEENAGE** girl in the USA has truly become a fashion victim, after being detained by the Transportation Security Administration because of the design on her handbag.

17-year-old Vanessa Gibbs is pictured below with her now infamous pistol purse, which the TSA says aroused alarm because it could be interpreted as a "replica weapon".



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## Differentiated slot pricing for SYD

**SYDNEY** Airport plans to allocate more resources to airline marketing, as part of the major redevelopment proposal unveiled today (see p1).



A presentation to investors also detailed moves such as encouraging the use of off-peak slots by offering differentiated pricing, as well as incentivising services by new low-cost carriers such as SIA offshoot Scoot, focusing on major Asian economies such as China, India, Malaysia and Indonesia.

Sydney Airport says that under the plans "most stakeholders will benefit, and none will be worse off," with co-location of domestic and international operations under one roof giving better aircraft utilisation and a significantly improved transfer product/passenger experience.

It will also reduce congestion, with an estimated 10-20% lowering of peak gate flows in each precinct.

Capacity will be boosted via increased gate utilisation and better ground access.

The proposal includes possible early termination of existing long-term leases held by Qantas over parts of the airport.

**Pictured** above is an artist's impression of the proposed T2/3 combined Qantas/Jetstar domestic and international terminal operation, which could be in operation by 2019 if the proposal eventuates.

## TCF terminates seven

**THE** Travel Compensation Fund has today advised of the non-voluntary termination of seven agencies for failing to lodge an annual financial return.

The agencies include: Adroit Choice of Ocean Grove Vic (ABN: 88 060 747 784); The World Travel Club of Kogarah NSW (ABN:96 075 940 500); Multinational Travel of Toorak Vic (ABN:33 361 281 465); Australian Management Skills of Surry Hills NSW (ABN:89 125 039 401); Global Green Travel Centre of Waikerie SA (ABN:87 127 592 161); Sinbad Travel of Footscray Vic (ABN:47 138 274 272); & Safetraveller of Yarrambat Vic (ABN:32 308 421 633)

## IGTO comp winner

**CONGRATS** to Angela Person of Corporate Traveller who was the Fri winner of last week's Italian Govt Tourist Office comp, winning two tickets to the Renaissance Exhibition at The National Gallery.

## Etihad axe Cape Town

**ABU** Dhabi-based carrier Etihad Airways has confirmed it will terminate services to Cape Town, South Africa from early 2012.

EY currently offers an add-on service from Johannesburg to Cape Town, but as part of a new timing schedule commencing 24 Jan, the leg will be dropped.

The carrier says it's hoping to add a second daily flight to JNB and is examining other means to serve Cape Town in the future.



### Supplier Updates

**WELCOME** to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

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\*Departing Sydney. For travel from 1 Feb to 31 Mar 2012. Conditions apply.

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## Zimbabwe typhoid

DFAT is advising travellers heading to Harare, Zimbabwe to ensure their typhoid vaccinations are up to date following an outbreak of the disease in Nov.

## Jumeirah UAE corporate fam



**ABOVE:** Jumeirah Hotels and V Australia hosted a trip to the UAE with a group of travel industry professionals.

The participants were spoilt by Jumeirah in both Abu Dhabi and Dubai as well as showcased some of the amazing sites in both destinations, such as The Grand Mosque, Ferrari World, Burj Khalifa and a traditional Abra ride on the creek in Dubai, courtesy of Abu Dhabi Tourism Authority, Dubai Tourism and Travco.

**Pictured** inside the new Jumeirah at Etihad Towers in Abu Dhabi from left are: Dan Stevens, Amex Business Travel; Ian Judd, Zeppelin Travel; Margaret Simpson Lee, The Journey-masters; Philip Fowler, Carlson Wagonlit; Tere George, Jumeirah Hotels & Resorts; John Chekian, Concierge Traveller; Julia Enders, Travelforce Private by Egencia; and Rick Walker, V Australia.

## Qld youth roadshow

**WHOLESALE** backpacker travel network Website Travel will host 150 youth agents around the country in a two-week roadshow, supported by Tourism Queensland.

The show will visit Cairns, Airlie Beach, Noosa, Brisbane, Byron Bay, Sydney and Melbourne.

12 of the 23 tourism operators are based in Queensland, and a further five national operators also promote the state.

## Hilton Xmas valet

**HILTON** Surfers Paradise is offering guests staying over the Christmas period a new Christmas Valet service to personalise their stay at either the residence or in a hotel room.

User pay services incl delivery of Christmas trees & decorations, secure present storage facilities, and milk & cookies for Santa.

## East Coast fast train study chugs along

**THE** Federal Govt is moving forward with its feasibility study into an east coast high speed rail network (**TD** 05 Aug 2010), the second and final stage of the research project.

The proposed 1,600 kilometre track will stretch from Melbourne to Brisbane, and cost upwards of \$100 billion to construct.

It's expected that the high speed train will be able to reach speeds of 350km/hr, trimming the travelling time between the likes of Sydney and Brisbane to around three hours, or 40mins from Sydney to Newcastle.

AECOM and its partners will now work on track alignment, station location, building and operating costs, re-evaluate patronage

forecasts and financing options.

Minister for Infrastructure, Anthony Albanese reiterated that the high speed rail project had the potential to link regional and metropolitan communities, ease congestion on roads & at airports.

"The work we're undertaking is all about planning for Australia's future, not just for the next five years but for the next five decades," Albanese said.

## Strong Oct for Virgin

**VIRGIN** Australia saw domestic traffic increase by 9.3% during Oct, while capacity rose 4.6% giving a strong 84.7% revenue load factor.

According to figures released this morning, domestic passenger numbers rose 7.4% to 1.51m for the month, while international figures were down 4.3% on the previous year due to Pacific Blue's withdrawal from the New Zealand domestic market.

Total international passengers amounted to 227,000 during Oct.

## P&O big booking day

**P&O** Cruises says its 'Sail Week' campaign in mid-November has coincided with the company's biggest day of sales for the year, on Mon 14 Nov.

Carnival Australia senior vp Jenny Lourey said the sale, which featured seven different holiday offers over the course of a week, had proven to be a "great incentive for consumers."

"With so many great cruising options now available, many consumers have decided the time is right to try cruising or to take to the seas again," Lourey said.

She added that cash booking incentives to both consumers and travel agents had resulted in over \$3 million being handed back.

## EK A380s to Rome

**EMIRATES** has added Rome to its network of destinations now serviced by A380s, with one of two daily services to Leonardo da Vinci Fiumicino Airport using the superjumbos launched on Fri.

The Emirates A380 service adds an extra 250 seats per day between Dubai and Rome.

## VBA switching to VAH

**VIRGIN** Australia is altering its company name from Virgin Blue Holdings Limited to Virgin Australia Holdings Limited, and will replace its ASX code (VBA) to VAH, effective Wed 07 Dec.

## Citroen Hybrid leasing

**GLOBALCARS** is offering its first diesel electric hybrid vehicle available for European Leasing through Citroen DriveEurope.

The new Citroen DS5 Diesel Hybrid can accommodate up to five people and their luggage, and is expected to be as 'green' as the Toyota Prius.



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## Harry Potter in Calif.

**UNIVERSAL** Studios and Warner Bros. are reportedly considering constructing a US West Coast equivalent of the Harry Potter theme park attraction which opened in Florida in Jun 2010.

The Wizarding World of Harry Potter in Orlando has assisted with boosting visitor numbers to Universal's Florida-based theme park by around 40%.

It's believed the US\$200 million project will be built at Universal Studios Hollywood and forecast to open by around 2015.

## Solar Spring package

**SOLAR** Springs Heath Retreat in the Southern Highlands has an all new 'Countdown to 2012' five-night pampering package, priced from \$1,095ppts.

Valid from 27 Dec, the deal incl accom, all meals, a New Year's Eve dinner with champagne, a Swedish massage, Solar Radiance Facial & Solar Cocoon Body Wrap, plus a range of activities.

See [www.solarsprings.com.au](http://www.solarsprings.com.au).

## VX to Puerto Vallarta

**US SISTER** carrier to Virgin Australia, Virgin America, has launched operations to its third Mexican gateway, with a new five times weekly service between San Francisco and Puerto Vallarta.

## TripCase enrichment

**SABRE** Holdings has announced plans to integrate key capabilities from its suite of mobile products to enrich its consumer mobile and web solution, TripCase.

By adding products such as Sabre VirtuallyThere & GetThere Mobile, Sabre plans to offer a complete 'one-stop-shop' for travellers to browse, book and manage business & leisure travel.

To be rolled out in Q1 2012, the enhanced TripCase will also allow access to travel documents, expense reporting, agency corporate messaging, navigational capabilities, in-policy bookings, traveller extras and trip eInvoices and eTickets.

Senior vp of Sabre Studios and Traveller Solutions, John Samuel said TripCase will be the first consumer mobile and web solution that combines systems and policies used by travel agencies, travel management companies, and corporations.

"It empowers agents to better serve travellers throughout their trip, providing information and tools at the right time in their trip," Samuel said.

The move will enable agencies to send policy reminders, baggage claim info & thank you messages.

Corporate clients will be able to make hotel & air bookings within corporate policy using GetThere.

## Yellow cruise access

**YELLOW** Water Cruises in the NT has temporarily moved its pick-up location to Home Billabong, behind Cooida, due to wetland flooding & the risk of crocodiles.

## Accor NZ's Amazing Race



**ACCOR's** New Zealand hotels have been raising money to help fund research against the high incidence of rheumatic heart disease in New Zealand children.

The Accor Kiwi Trek to Cure Kids program has currently raised more than \$120,000 for the Cure Kids Charity during its Amazing Race style event.

New Zealand hoteliers from the brand gathered into groups to complete challenges between Queenstown and Auckland participating in a number of challenges including running through Redwood Forest in Rotorua, a cycling leg through the Central Otago Rail Trail and jumping off both the Auckland Harbour Bridge and the Sky Tower.

Accor's Kiwi trek event organiser Murray Davison said the event saw a few "bruised

bodies and a few bruised egos" but the satisfaction came when the cheque for \$120,131 was presented.

"It was fantastic to see them all welcome the challenge, put themselves out there and do this for the kids".

## VietJet Air Xmas debut

**VIETNAMESE** fledgling VietJet Air has announced it will launch Ho Chi Minh City - Ha Noi services from 25 Dec and Ho Chi Minh City - Da Nang services in Feb 2012.

The low cost carrier will become Vietnam's 5th domestic carrier.

## New Outback show

**GOLD** Coast attraction, the Australian Outback Spectacular will officially launch its new show 'Spirit of the Horse with a Tribute to Phar Lap' on 07 Dec 2011.

**SINGAPORE AIRLINES**



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Applications close Friday 16 December 2011.

Only shortlisted candidates will be contacted.

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## Scenic Myanmar

SCENIC Tours has introduced a 12-day tour to Myanmar as part of its new Asia 2012/12 program.

The Myanmar Highlights and Irrawaddy Cruise includes a two night luxury voyage and is priced at \$8,465pp with a partner fly free promo available until 31 Mar.

# Travel Daily

First with the news

Monday 5th Dec 2011

## Dunk Island sold

QUEENSLAND's Dunk Island Resort has been sold to a "high net worth investor," CBRE Hotels confirmed on Fri afternoon.

CBRE says it received over 160 enquiries from local and overseas groups about the Hideaway Resorts property.

Dunk Island was wiped out by a Cyclone Yasi earlier this year.

CBRE associate director Paul Nyholt said the sale of Dunk and Bedarra Island recently (TD 25 Nov), had attracted a number of new buyers in to the market who cashed up and looking for opportunities to invest.

"The rare freehold island offering was one of the main drawcards for investors," said CBRE Hotels' Tom Gibson.

## New Somerset portal

SOMERSET Apartments Lord Howe Island has rolled out a new website and booking engine enabling users to not only make accom bookings but pre-book tours and arrange picnic packs - see [somersestordhowe.com.au](http://somersestordhowe.com.au).

## US PHL Club change

US AIRWAYS has converted the Envoy Lounge at Philadelphia Airport's Concourse A into a US Airways Club, offering guests greater convenience & comfort.

A new club in T2 at Raleigh-Durham will also open this month.

## WIN AN iVENTURE CARD



The iVenture attraction pass offers great value and unbeatable convenience. It's the best way to see and explore all that Sydney has to offer while saving money.

Your iVenture card is like a credit card with a computer chip inside - which allows you completely cash free entry or access to your choice of top experiences and things to do.

Today one lucky reader will win the **Sydney Xpress pass** which gives a free entry into three of the city's attractions listed on the iVenture website, to the value of \$79.

To win, simply be the first person to send in the correct answer to the question below to: [iVenture@traveldaily.com.au](mailto:iVenture@traveldaily.com.au).

Name two of the 'Marine and Wildlife' experiences for Sydney listed on the iVenture website?



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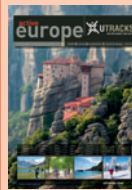
PRINT FLYER

\* Taxes and fuel surcharges are not included.



## Brochures of the Week

WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au). **And don't forget our FREE brochure listing service at [www.traveldaily.com.au/brochures](http://www.traveldaily.com.au/brochures).**



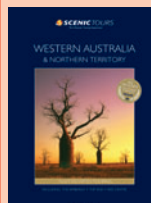
### UTracks - Active Europe 2012

This new brochure offers more boat based walking and cycling holidays as well as new affordable trips for families. The extensive range of self guided and small group tours has also been expanded into Morocco for 2012 with over 200 itineraries now on offer.



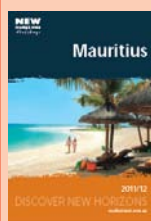
### Infinity Holidays - Canada 2012

The Toronto and Niagara Falls, Montreal, Ottawa and Quebec sections of the new brochure have been expanded compared to other years with more product. A new 'Holiday Suggestions' page offers travel agents and consumers ideas for itineraries that have been 'crafted by our in-house destination specialists'.



### Scenic Tours - WA and NT 2012/13

The 2012/13 program features 43 pages with 12 itineraries touring from the coast of WA to the heart of the NT as well as cruising through the Kimberley region. Tours are all inclusive offering handpicked hotels in central locations. New for 2012 are additional Scenic FreeChoice activities and dining options.



### New Horizon Holidays - Mauritius 2011/12

The program features more accom options, with seven additional properties - the five star InterContinental Mauritius Resort Balaclava Fort and four star Crystals Beach Resort and Spa. Sightseeing tours have been selected for the adventurer with a City Tour, Tea Tours, Catamaran Cruise and Speed Zip Lining added for the first time.



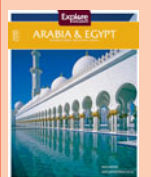
### Classic International Cruises - Athena Nov-May 2013

Australian liner, *Athena* will visit Portland in Victoria as the cruise line's newest destination next year, as part of a five night round trip voyage which also visits Melbourne and Robe. Adelaide will also be included in the program with Easter and rock 'n' roll cruises. The brochure includes 17 voyages from two to 40 nights.



### Bunnik Tours - Worldwide Holiday Planner 2012/13

This global brochure offers new tours in Asia, Europe, Middle East, Africa and The Americas. In the US there's a Route 66 tour along with a Jazz, Country and Blues trip. France and Malta product has been added in Europe, as well as Mozambique in Africa and Cambodia in Asia. Two South America trips are also new, along with a new Royal Egypt tour.



### Explore Holidays - Arabia and Egypt 2012

The launch of the new Arabia and Egypt brochure for 2012 offers ideas for trips to the Middle East as well as cruising options for the Persian Gulf. The Abu Dhabi and Oman sections have been expanded to make it easier to upsell these stopover destinations.



### Travel Indochina - Vietnam, Cambodia and Laos

The 2012/13 brochure for Travel Indochina is packed full of Handmade Holidays over an extensive range economical to indulgent product. The booklet details accom, day tours, short stay packages and up to 18 day multi country tours. The brochure also introduces itineraries including *The Jahan* river cruise vessel.



# The 'tache-tacular travel industry

**THERE** are probably lots of relieved wives and girlfriends this week, with the completion of Movember which saw lots of industry staff show their support for men's health by sprouting facial hair.

But before they got out the razors, these obliging participants sent in photos of their gorgeous growth and wicked whiskers.



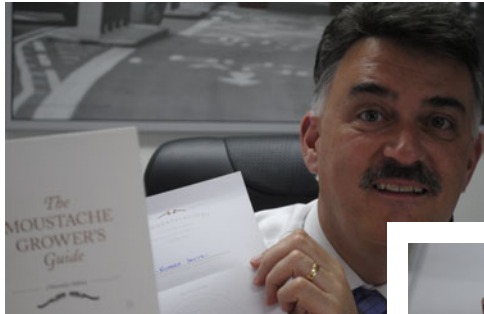
**ABOVE:** Jason Galea and Geoff Talbot from HRG in Melbourne - alias The Porn Star and The Bokie, who said "finally our wives will talk to us again".



**ABOVE:** Travelport national sales mgr Gary Harford; country manager Sean Cummins and Quality Assurance mgr Chenni Natarajan.



**ABOVE:** A scary looking Roger Barstow from Qantas Inflight Services.



**ABOVE:** Voyager Travel ceo Richard Savva shows how it's done - along with the company's chief operating officer Stuart Hunter at right.



**LEFT:** Shane Lowe from Sabre Pacific in WA says he's sad to see his mo go, "even though I'm not allowed near schools or toy stores".

## Treetop day pass

**THE** Illawarra Fly attraction south of Sydney is offering an "ultimate day pass" costing \$84 for two adults and 4 kids incl lunch - [illawarrafly.com.au](http://illawarrafly.com.au).

## Send in your Christmas photos and win a night in at Fraser Suites Sydney!



**"It's beginning to look a lot like Christmas."**

**Travel Daily's popular Christmas photo competition is back!**

**Our good friends at Fraser Suites Sydney want to celebrate the festive season with the travel industry, and are asking you to send in your work Christmas party photos throughout December.**

**At the end of the month, the judges will select their favourite photo and the person who submitted this will win an overnight's stay in a Two Bedroom Suite, sparkling wine & a fruit bowl upon arrival & complimentary car parking.**

**Bonus points will be awarded for photos that include a copy of the TD issue.**

**So get into the spirit and start snapping, then email your festive photos (including names of the people pictured) to:**

**[xmasphotos@traveldaily.com.au](mailto:xmasphotos@traveldaily.com.au)**



## Siberian overflights

**THE** European Commission has announced a new agreement with the government of Russia which will make any charges paid by EU airlines for flying over Russian territory "cost-related and transparent".

According to an EC statement currently European carriers are obliged to pay for flying over Siberia on flights to Asia, with these payments costing around €320m a year most of which goes directly to Russian carrier Aeroflot.

The EU said unlike the present arrangements the new deal would not distort competition, and would not be in breach of EU antitrust law.

## bmi full content deal

**BMI** has announced a renewal of its global content agreement with Travelport, which will give Galileo and Worldspan travel agency customers access to the full range of bmi published fares.

## Oceania drinks offer

**OCEANIA** Cruises has launched new "all-you-can-drink" packages which will be available on its vessels by the end of Jan 2012.

Options include a \$29.95 per person per day package including unlimited beer and house wine with meals, and a \$49.95 deal with unlimited, beer, premium wine and most bar drinks.

**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](http://www.traveldaily.com.au).

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## IT'S NOT SLOWING DOWN – CHECK OUT THESE GREAT NEW EXEC ROLES

### YOUR CAREER IS CLEAR FOR TAKEOFF

**CORPORATE SALES - AIRLINE**

**SYD/MEL/PER/BNE – SALARY PACKAGE OTE \$100K+**

If you have the proven ability to build new business through your initiative, relationship skills and target-driven attitude, this Airline has a place for you on their growing team. You will identify new business opportunities and build a pipeline using your confident, friendly communication and presentation skills to put you in the winning position. This is a revenue-generation role so you must be hungry and motivated to achieve targets.

### DON'T LET THIS ONE SAIL ON BY

**OPERATIONS MANAGER (CRUISE)**

**SYDNEY – SALARY PACKAGE \$100K+**

This role is now available as a result of exciting growth within this large organisation. As an Operations Manager for a new division your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures, budget control, good knowledge of cruise product and have the drive to succeed with a growing company.

### A PEDIGREE ROLE IN M.I.C.E. MANAGEMENT

**OPERATIONS MANAGER – CONFERENCE & INCENTIVE**

**MELBOURNE – SALARY PACKAGE TO \$100k +**

Bring your wealth of experience to the day-to-day program management team and add an edge of creativity and innovation to the design & delivery of the product. Extensive background in incentive travel & conference management is essential, as well as being a passionate leader of people with the motivation to drive team performance and service delivery to VIP clientele. Strong financial skills also required.

### RAISE THE BAR WHILE RAISING YOUR PROFILE

**CORPORATE ACCOUNT MANAGER**

**MELBOURNE – SALARY PACKAGE OTE \$80K**

Get ahead of the game and raise your career profile by joining a leading Brand and managing prestigious Corporate clients. You'll be responsible for both the retention and growth of the business as well as identifying new opportunities to gain new clients. You must have outstanding communication and presentation skills and be experienced in account management, working in the corporate sector.

### IF YOU LOVE VARIETY, THIS IS PERFECT FOR YOU

**OPERATIONS SUPERVISOR**

**SYDNEY – SALARY PACKAGE TO \$65K**

If you are an experienced supervisor with a solid background in reservations, ticketing or product this diverse role will use all of your skills and give you lots of scope for development. You'll be leading an experienced team (ticketing & documentation) and managing their workloads, as well as problem solving and supplier communications. You will be a calm and mature person with a can-do attitude and be good with systems.

### IS SOMEONE GETTING THE BEST OF YOU?

**CORPORATE TRAVEL TEAM LEADER**

**SYDNEY & PERTH – SALARY PACKAGES TO \$80K**

These roles are all about getting the best out of your leadership skills and getting the best from your teams which all add up to delivering the best in customer service to your clients. Coach & develop skills, manage workflow, identify process improvement opportunities and manage KPI's. You must thrive in a leadership role and enjoy having a positive impact on people and the business.

### SITTING ON A GOLD MINE

**CORPORATE SALES MANAGER**

**PERTH - SALARY PACKAGE OTE \$110k +**

Capitalize on this great opportunity with this leading corporate agency. You will be highly motivated to perform with a keen hunter mentality and the ability to surpass goals and objectives. With your proven skills in lead generation and negotiation skills you will be able to take advantage of this booming market for business travel. If you have a strong network in WA including mining & resources this is a gold mine waiting to be opened.

### OVERSEAS TRIPS ARE PART OF THIS ROLE

**BUSINESS DEVELOPMENT / INDUSTRY SALES**

**SYDNEY – SALARY PACKAGE TO \$60K**

You can step in to this exciting Sales role, get out on the road and keep on travelling until you reach the airport and head off to exotic international destinations! As an experienced BDM and having great product knowledge, you'll know how to run a territory, plan your call cycle, drive sales and business growth, train Agents on your product, and deliver pressos at conferences & expos. Make sure your passport is valid.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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