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Vale Alan Leggett

THE travel industry is mourning the death of pioneer Alan Leggett, who died yesterday after a long career during which he operated businesses incl the Leggett Travel Group, MBL Travel and Elegant Villas and Resorts.

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QF to offer compensation

QANTAS says it had “always intended to ensure that disrupted customers incur no financial loss,” responding to an Australian Competition and Consumer Commission directive that it compensate passengers for the shock grounding of its fleet over the weekend (**TD** breaking news).

Shortly after the ACCC announcement yesterday afternoon, Qantas issued a statement saying it accepts the Commission’s request, and added that it would “shortly be announcing further measures as an apology to affected customers”.

There’s speculation in newspaper reports today that this will include complimentary tickets for the up to 68,000 passengers affected by the groundings.

It’s “squarely in the airline’s camp to make good,” according to ACCC chairman Rod Sims.

It’s understood that for passengers stranded in London or Frankfurt QF is liable to pay €600 (A\$788) each in compensation under European Commission laws, on top of providing accom and other expenses.

The ACCC has asked Qantas for a report on “claims made and redress provided” in the next month, and is also making further enquiries, “in particular concerning the circumstances surrounding the offering of tickets and acceptance of payments following the decision to ground the fleet”.

Air Australia launch

STRATEGIC Airlines has officially begun its metamorphosis into Air Australia, with its first green and gold jet set to enter service tomorrow.

At a launch in Brisbane today owner Michael James confirmed that the existing name, brand and full service business model would be retired from 15 Nov, with the newly branded Air Australia initially serving existing Strategic Airlines routes including Bali, Phuket and Honolulu.

The new low-cost business model would “avoid the massive product complexity of larger airlines...we have seen it all before, we understand the challenges of the industry and we understand the market,” he said.

“We also believe that there is mounting nostalgia in the consumer market and in the industry for an airline which offers genuine value and makes it readily possible for families and Australians of all ages to have the chance to fly,” James added.

Eight pages of news

Travel Daily today has eight pages of news and photos, plus full pages from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Singapore Airlines incentive

Celeb interview winner

CONGRATULATIONS to Anthea Carey of Escape Travel Macquarie Centre in Sydney, who has won two movie tickets after being the first of hundreds of **TD** readers to correctly answer that Emirates sponsors the Melbourne Cup.

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Qantas BKK waiver

QANTAS is now allowing travellers to Bangkok fee-free changes for bookings on tickets issued up to 11 Oct for travel through to Tue 15 Nov.

The policy is due to extensive flooding in the Thai capital.

DJ business class rolling out

VIRGIN Australia's move to accelerate the East Coast implementation of its new domestic business class product (**TD** breaking news) is being seen as putting further pressure on Qantas in the corporate market.

The new cabin, which is already operating on all Virgin flights to Perth from east coast capitals, is now on sale for flights on the Brisbane-Melbourne-Sydney "triangle" for travel from 18 Jan.

CEO John Borghetti confirmed that the launch was ahead of schedule, with the Business Class product a "key part of our strategy to reposition Virgin Australia as the airline of choice for all market sectors.

"Providing an excellent product on the Triangle is a key priority for us, with routes such as Melbourne-Sydney among the

busiest in the world," he said.

According to fares on the QF website this morning, DJ's prices are up to 30% cheaper than Qantas business class, leading in at \$559 one way between Sydney and Melbourne, \$579 from Sydney to Brisbane and \$885 between Brisbane and Melbourne.

The Virgin Australia offering includes lounge access, priority check-in and boarding, Luke Mangan menu options, premium wines, beers and spirits as well as newspapers until noon.

About half of Virgin's 737 aircraft have already been fitted with the new cabin, with the remainder expected to be finalised by the end of the year.

When he announced the grounding of the Qantas fleet on Sat afternoon, ceo Alan Joyce admitted that corporate clients were fleeing from the airline, saying that "key high value domestic bookings on east coast routes are down by 25% on the same period last year".

EU under carbon fire

26 NATIONS will lodge a formal protest with the European Union next week over its carbon emissions scheme, which will come into action next year.

The International Civil Aviation Organization is meeting in Montreal, and the non-European countries are up in arms about the new law which will require all airlines flying to and from Europe to pay for carbon emissions.

IATA ceo Tony Tyler estimates that the scheme could cost airlines US\$1.2b next year.

MAS A380 to London

MALAYSIA Airlines is planning to launch services using its first Airbus A380 from Kuala Lumpur to London Heathrow from 02 Jul 2012, according to agent GDS.

AY seniors fares

FINNAIR has announced the details of new Senior Business Class fares to Europe (**TD** 19 Oct).

Prices lead in at \$5,581 plus taxes and surcharges, and the fare is valid for travel with Finnair, Qantas and British Airways via Bangkok, on sale to 30 Nov and for travel to 31 Mar 2012.

The I class seniors fare covers 49 destinations across Europe as well as 29 domestic ports within Finland, and is commissionable at 5%, valid for travellers aged 60 years or over.

See www.finnair.com/au.

JQ wheelchair case

JETSTAR is the subject of a Federal Court case this week, with a disabled passenger seeking a declaration that the airline's "two wheelchair policy" is discriminatory.

75-year-old Sheila King was denied access to a 2008 JQ flight on the basis that the plane already had two passengers on board requiring wheelchairs.

"Australia is the only country where airlines seek to limit the number of passengers with disabilities - and by doing so, seriously limits the ability of people with a disability to participate fully in society," said King's lawyer.



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

Supplier enquiries for notices:
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Territory Discoveries boosts QF commission

NORTHERN Territory wholesaler Territory Discoveries has announced that it's doubling commission on Qantas wholesale airfares to a hefty 10%.

The increase is effective from this month until 30 Jun 2012, with a spokesperson saying the boost aims to "support tourism activity during a tough time".

As with all Territory Discoveries policies, commission levels will be reviewed in the new financial year.

American Adventure

ADVENTURE World has increased the USA product in its new 2012 Canada brochure featuring the Rocky Mountains, Texas and USA National Parks.

Additional experiences are on offer for independent travellers incl the nine day Texas Triangle self drive program and a range of National Park lodging options.

NSW govt calls for input

A **NEW** tourism industry-led NSW Visitor Economy Taskforce launched by Destination NSW is set to conduct consultation meetings across the state seeking "ideas for action" as it develops a tourism and events strategy.

The organisation has adopted Tourism Australia's 2020 Industry Potential plan, with a target of doubling state overnight tourism expenditure over the next decade.

"Our strategy will be designed to make NSW the destination of choice and deliver growth from the holiday, events, business, visiting friends and relatives and international educational visitor markets," according to an update on a NSW govt website.

As well as meetings in key

locations such as Dubbo, Kiama, Cooma, Byron Bay, Tamworth, Pokolbin, Wagga Wagga, Sydney and Parramatta in the next three weeks, the Taskforce is accepting written submissions.

Suggestions on opportunities, challenges and actions are being solicited, in areas such as business events, accommodation, Aboriginal tourism, festivals, arts and culture, touring, nature and heritage, visitor information, attractions, aviation and cruising.

An online forum for comments and suggestions is available at haveyoursay.nsw.gov.au/iap, and to RSVP for the consultations email visitoreconomy@business.nsw.gov.au.

MEANWHILE, Destination New South Wales has pledged support to the tune of \$412,000 for 33 regional flagship events across the state next year.

One-year events will receive \$10,000 in funding while multi-year events will receive \$20,000 each year for three years to support and market the projects.

Among the 33 events is the Byron Bay International Film Festival, Opera in the Paddock in Inverell, Casino Beef Week, Zoo Groves in Dubbo and the Warbirds Downunder Airshow in Temora.

BTD 150,000 members

GROUP buying travel packaging firm Biggest Travel Deals says it's received a huge response after launching late last month (**TD** 19 Sep), with over 150,000 new members joining the site.

Co-founder Adrian Caruso said Biggest Travel Deals; "explosive growth" in members and above expected number of vouchers sold "confirms Australia's love of travel and daily deal sites."

Caruso also revealed that the site would launch "many more" deals soon, including heavily discounted airfares and cruise deals to int'l destinations.

Best Western RSVP

THE email address to RSVP to the Best Western Plus Hotel Stella Event in Sydney (**TD** yesterday) is hbhagani@bestwesternaustralia.com.au.



Window Seat

WE don't usually do birth announcements, but this one is pretty special.

Strategic Airlines - now rebranded as Air Australia (see **p1**) experienced two major arrivals overnight.

As well as the landing of its newly-liveried aircraft, the airline's owner Michael James and his wife also experienced the birth of a new daughter at 3.55am this morning (below).

Baby Erica Charlie James is their fourth child and arrived safely in the world weighing 3.9kg (8 pounds ten ounces).

So it's been an exhausting night and day for James, who after a sleepless night held a major media conference at 11am to launch the new brand, and will tonight host a supplier event to toast the arrivals.



Michael James and his new babies.

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AA, Kingfisher FF deal

MEMBERS of American Airlines frequent flyer program AAdvantage and Kingfisher Airlines' King Miles program can now earn and redeem points on each other's network under a new deal.

IT is expected to join the oneworld alliance in early 2012. Qantas says it's unlikely to fully implement its FF partnership with Kingfisher until it has completed the oneworld joining process.

DXB prepaid card

DUBAI Airports, Dubai Duty Free and MasterCard Worldwide have launched a prepaid card that gives arriving, departing and transiting passengers a safe and convenient method of paying for goods and services at the airport.

The *DXB Connect* card is sold for a one-time fee of 95 AED (about \$AU27), and can then be topped up online or at select locations.

Card users can attain discounts at a range of locations, including hotels, spas, Dubai Duty Free and other venues - dxbconnect.com.

Wotif Tassie promo

TOURISM Tasmania and accom website Wotif.com have launched a two-week campaign aimed at driving business to Tasmania.

The promo features a range of hotels, motels and B&Bs, with prices starting at \$75 per night.

United fined \$60,000 for race discrimination

THE US govt has charged United Air Lines \$60,000 after finding the carrier had violated discrimination acts based on race, colour, national origin, religion, sex or ancestry.

The civil penalty comes after six members of the United Arab Emirates armed forces delegation were removed and denied re-boarding a UA flight from Denver on 09 Dec 2009 "because they were perceived to be of Arab or Middle Eastern decent."

DoT said there was insufficient evidence to remove the UAE pax from the flight in the first case, and that UA then violated the law when it further denied the pax from re-boarding after they had been rescreened and found not to be a security threat.

UA said its strongly felt it had upheld its responsibilities and was committed to the non-discriminatory & equal treatment of each pax at all times.

CZ's Sydney Festival launch

LAST night the program for the 2012 Sydney Festival was officially launched, with the event for the first time to be sponsored by China Southern Airlines.

The festival will take place for three weeks from 07 Jan, and is described as an "explosion of exceptional theatre, dance, music, exhibitions, film and talks that takes over the city".

China Southern's \$600,000 sponsorship of the event aims to make Australians more familiar with the airline, which has been flying into Sydney for ten years.

The carrier is now rapidly expanding in Australia, with additional flights going into Melbourne and Brisbane and a new direct Perth flight which kicks off from next week.

CZ manager for Australasia, Henry He, said the airline's focus on Guangzhou and Southern China meant it was "ideally placed to become the key



transportation link between Australia and China.

"We are now spreading our wings to offer Sydneysiders and Australians the chance to fly with us not only to every part of China but to 132 cities around the world," Mr He said.

Guangzhou is China's third largest city, two hours closer to Australia than Beijing and it's also a short train ride to familiar destinations such as Hong Kong and Macau, he added.

Pictured above at last night's official launch event are China Southern's Bill Bryant with Sydney Festival Executive Director, Josephine Ridge.

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Creative dashes into Dubai



ABOVE: Creative Holidays chose Dubai as the destination for its annual brand conference late last month, which was attended by the wholesaler's management, operations, products, sales and marketing teams.

The four day Middle East trip, hosted by Dubai Tourism, saw Creative staff take part in presentations, brand updates, hotel inspections, plus a range of dining experiences and outings. Highlights of the trip to Dubai

included standing on the viewing platform of the Burj Khalifa, shopping, a visit to Ski Dubai and the Wild Wadi waterpark.

The entire Creative team are **pictured** here in their dishdasha and burqas at the Dune Dinner.

Among the crowd are Creative Holidays managing director and, Paul McGrath, executive general manager Andrew Yell, with senior manager - trade marketing and strategic relations for Dubai Tourism, Veronica Rainbird.

Iririki sale extension

IRIRIKI Island Resort and Spa in Vanuatu has extended its Stay 7/ Pay 4 deal (including brekkie and return airport transfers) until 31 Dec for travel to 15 Dec and from 01 Feb to 31 Mar 2012.

Contiki to Royal Ascot

CONTIKI has added a new day tour taking in the UK's Royal Ascot horse racing event priced from \$135ppts including coach transport, lunch with bubbly and Silver Ring ticket, on 23 Jun 2012.

Zambia arpt changes

ZAMBIA's recently elected new president, Michael Sata, has renamed its three international airports in a sign of recognition for past leaders and heroes.

Changes see Livingstone Int'l Airport renamed Harry Nkumbula Airport, Lusaka Int'l Airport named Kenneth Kaunda Int'l Airport, and Ndola Airport renamed as Simon Kapwepwe Airport.

The airport codes (LVI, LUN and NLA) remain unchanged.

Aurora discounts

AURORA Expeditions has reduced its 2012 Russian coast voyages by up to 10% and added two new itineraries including the Arctic Ocean Discoverer and Treasures of the Russian Far East.

The early booking offer is valid until 31 Dec but excludes the Across the North East Passage - Russia Coast voyage.

DJ multi person deals

VIRGIN Australia is offering discounts of up to 25% on Saver and Flexi Fares when booking two or more travellers on the same date of travel and flight.

The 'travel together and save' promo is on sale until 07 Nov, with fares priced between Sydney and Melbourne from \$69pp.

CX Europe earlybirds

CATHAY Pacific has earlybird fares to Europe priced from \$1,651 ex Perth to Moscow for travel between 01 Apr and 31 Oct 2012, when booked by 16 Jan 2012.

Fares to London start at \$1929, or \$1,790 to Paris, \$1,759 to Milan departing from Sydney, Melbourne or Cairns.

Jumeirah Abu Dhabi

JUMEIRAH at Etihad Tower has opened its doors, becoming the first Jumeirah in Abu Dhabi.

The property features 382 rooms and suites, 199 full serviced residences, 12 restaurants, bars & lounges, along with a conference centre that can cater for up to 1,400 guests with 13 meeting rooms and a business centre.

10% off Peregrine

PEREGRINE Adventures is taking 10% off all trips booked by 09 Dec 2011 (excl polar voyages) valid for travel from 01 Apr to 30 Sep.

Repeat travellers can reduce the price by a further 5%.

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JetBlue, Jet interline

US LOW cost carrier JetBlue Airways has launched an interline deal with Jet Airways on services to Brussels and onwards to India enabling seamless connections.

Golden Travelscene Thai fam



STAYING Connected was made easy for these top selling Travelscene Holidays consultants from NSW/ACT/VIC and TAS.

Travelscene Holidays and Thai Airways hosted a three-day famil to Phuket last week to showcase the Thai region with activities incl an elephant trekking tour and the Phang Nga Bay Eco Tour.

The group are **pictured** above at James Bond Island (or Nail Island), named after the 1974 Bond film *The Man with the Golden Gun*.

Back row from left are: Kathy Blanch, Travelscene (TS) Kempsey; Jacquelyn L'Hostis, New England Travel Armidale; Amber Stuart, TS Canberra City; Carolyn O'Shannessy, Casey Travel; Sean Skilton, TS at South West Travel; Lauren Oliver, TS @ Lyn McNaught; Karen Catt, TS Wangaratta; Kendra Ainsworth, TS on Crown Wollongong; Denise Dalton, TG sales executive; Pina Jeffery, TS Kiama; Ashley Campbell, TS Echuca; Nathan Khoury, TS Merrylands; Janice O'Neil, TS

Ulladulla; Tracey Ma, product co-ordinator TS Holidays and Emily Scarlett, Boronia Travel Centre.

Front row: Alba Aradillos, NSW/ACT sales TS Holidays; Robyn Ogilvie, TS Kilsyth and Pamela Dobson, Travel 360 Tasmania.

Hawaii APEC impact

HAWAII-bound travellers are being advised they should expect some transport and tourism services to be disrupted by next week's Asia-Pacific Economic Cooperation Economic Leaders Meeting in Honolulu.

DFAT says security in Honolulu and greater Hawaii will be beefed up from 08 to 13 Nov, and that longer than normal delays at security controls in airports are likely to occur.

Road closures & diversions are expected, Smartraveller says.

Areas of Waikiki and the Ko'Olina resort regions will be the most seriously affected between 11 and 13 Nov.



Industry Appointments



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

Tourism Tasmania has welcomed **Kathryn McCann** as its new Director of Marketing. The key leadership role will see McCann develop and implement a new brand strategy, as well offering a fresh approach to how the destination is positioned to potential visitors.

Meritus Hotels and Resorts has named **Christoph Voegeli** as General Manager of the **Meritus Pelangi Beach Resort and Spa**, Langkawi in Malaysia.

Tourism New Zealand has appointed Australian agency **Whybin/TBWA** and reinstated **Mindshare** to look after its Australian creative, media, digital requirements and global brand strategy.

Tahiti Tourisme Australia has welcomed **Charles Boutet** to the new role of Business Development Executive. He will work alongside Regional Director Robert Thompson.

IHG has expanded with the introduction of **Abigail Murphy** to the position of Marketing Manager at InterContinental Sydney. **Alison Henrici** has also come onboard as the new Business Development Manager - Corporate at InterContinental Sydney.

Swissotel Hotels and Resorts has appointed **Jurg Siegenthaler** as its new Vice President Marketing and Sales.

Helen Wong's Tours has appointed **Chantelle Sobkowski** as Business Development Executive.

Vale Marc Hausser

PARADIS Hotel & Beachcomber hotels and office staff are in mourning after the sudden death of Marc Hausser, who died in a motorcycle accident earlier today.

Hausser is survived by his wife Anna and two sons Theo & Yann.

Trip Vanuatu famil

QANTAS Holiday and Viva! Holidays Trip members can win one of two places on a famil to Vanuatu on 05 Dec, courtesy of Vanuatu Tourism, based on sales deposited by 30 Nov and travel until 31 Mar - triponline.com.au.

Rendezvous Grand Mel

RENDEZVOUS Hospitality Group has begun the restoration and refurbishment of the Rendezvous Hotel Melbourne which will be rebranded as Rendezvous Grand Hotel Melbourne on completion.

The hotel will remain open throughout the multi million dollar upgrade program.

Qatar adding Isfahan

QATAR Airways has announced a 150% boost in weekly flights to Iran with 31 extra flights from 01 Dec, plus a new daily service to Isfahan, launching on 01 Dec.

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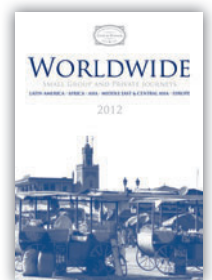
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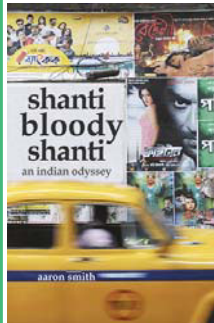
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Every day this week, transit lounge is giving *Travel Daily* readers the chance to win a copy of *Shanti*

Boody Shanti: An Indian Odyssey book.

In the real-life travel adventure *Shanti Bloody Shanti*, writer Aaron Smith flees his shady Australian past and travels to India where he encounters a murder mystery, witnesses the tragic death of a friend, dodges terrorist attacks and a revolution and befriends a colourful cast of fellow characters fit for a Bollywood flick.

For your chance to win, simply be the first person to email the correct answer to the daily question below to: shanti@traveldaily.com.au

What is the name of India's major airline?

Congratulations to yesterday's lucky winner, Tara Matthews of African Wildlife Safaris.

Topdeck takes 20% off

TOPDECK is reducing its NZ trips by 20% when booking a Reverse tour of 10 or more days departing between Jan and Mar, by 30 Nov.

The 17-day Kiwi Encounter Reverse is now priced from \$1925.

Sofitel So Singapore

SOFITEL Luxury Hotels will debut the Sofitel So brand in Singapore, making it the third So label in the world, with the property expected to be opened in the first quarter of 2013.

The heritage building located on Robinson Road will cater for the business and leisure market offering 134 guestrooms.

Beyond Rail bargains

BEYOND Travel has released competitive fares on the Trans Siberian and Silk Road routes in eastern Europe following the launch of a new category of first class train travel.

The firm's All First Class preview brochure offers couples \$400 'Discover More' travel credit vouchers when depositing on new bookings before 19 Dec.

Horizons Mauritius

NEW Horizons Holidays is offering seven new properties in its 2012 Mauritius brochure as well as featuring a diverse range of sightseeing options, catamaran tours and honeymoon choices.

MD Chris Evans said product has been expanded due to growing demand from the Aussie market.

"The last 12 months have seen more than 20 per cent growth in sales to Mauritius, with areas in the north seeing the strongest increase," Evans said.

Hyatt Q3 up 21.6%

HYATT Hotels Corporation has released its third quarter results, showing a 21.6% year on year rise in pre-tax profit, now up to \$135m compared to \$111m in 2010.

During the period, Hyatt Hotels acquired the private development firm LodgeWorks (**TD** 18 Jul), lifting its US portfolio by 19 hotels.

Sunlover's rockin' Qld showcase



SUNLOVER Holidays hosted a fantastic product roadshow across New South Wales over five days in Oct, with events held in Penrith, Bathurst, Tamworth, Newcastle, Dubbo and the Central Coast.

Among the accom and touring suppliers joining the Sunlover NSW sales team showcasing their products and services to agents was the Mantra Group, Mirvac, Reef Magic Cruises, Fantasea Cruises, Hamilton Island, Daydream Island, Delaware North Resorts, Toga Hospitality, Great Southern Rail, Voyages, Choice Hotels, Tangalooma Island and Kingfisher Bay Resort.

Pictured in Tamworth alongside the city's Big Golden Guitar are air guitar wannabees (clockwise from left): Rowena Morris, Sunlover; Todd Cornford, Parker Travel Collection; Rebecca Brindley, Mantra; Erin Nugent, Hamilton Island; Susie Fuller, Delaware North; Remo De Benedetto, Fantasea; Dan Toby, Sunlover Holidays; Drew Jones, Toga; Jessi Greer, Great Southern Rail; Elise Bell, Voyages; Jessica Ireland, Daydream Island; Deon Johnson, Kingfisher Bay Resort; Craig McLaurin, Tangalooma Island Resort and Dan Gabbert Reef Magic.



Refunds Assistant Sydney

Emirates, the International Award winning Airline of the UAE, wishes to recruit a dedicated and motivated Refunds Assistant for our Head Office operation in Sydney.

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Minimum Requirements:

- Minimum 2 years industry experience, preferably with an airline or consolidator in a refunds, fares and tariff environment.
- A working knowledge of various CRS systems, PALMS and BSPLink.
- Excellent PC skills including MS Excel and MS Word.
- Good customer service skills and strong verbal and written communication skills.

We offer an attractive salary package and benefits associated with the airline industry. For further details of the position, and on-line application process, please visit our website www.emiratesgroupcareers.com

Telephone and postal applications will not be entertained.

Applications close Friday 11th November, 2011.

Only candidates that meet the minimum requirements will be considered and contacted.

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WA's infinite appeals for FC



INFINITY Holidays held its Australia's North West Broome famil over three days recently, hosting six Flight Centre travel consultants from WA.

During their time exploring Broome the group enjoyed a sunset camel ride on Cable Beach, sunset cocktails and a tour of a pearl farm.

Pictured at Matso's Broome Brewery from left are: Rachel Forbes, Flight Centre Midland; James Allsopp, Flight Centre Gateways; Kate McMaster, Flight Centre Wanneroo; Steven Scott, Flight Centre Busselton; Anita Milikic, Flight Centre Online Direct; Tanya Perez, Flight Centre Mandurah; Peter Van Zeller, Student Flights Barrack Street and Selina Chapman, Infinity Holidays.

40,000 Dream Teams

TOURISM Australia has announced the final winners of its 'Nothing Like Australia' Dream Team promotion, which attracted more than 40,000 entries.

The digital map of Australia will be enhanced with the new additions in the coming weeks, "giving Australians even more inspiration to take a domestic holiday," said Tourism Australia.

Perth Skal luncheon

PERTH'S Nov Skal lunch is being held at the Esplanade River Suites in South Perth on 10 Nov from 12:30pm - register by email to vilma@vassociates.com.au.

Meriton BNE addition

MERITON Serviced Apartments has opened its brand new 'apartment sized, hotel style accommodation' option in Brisbane's new Soleil building.

The tallest building in Brisbane offers 464 apartments and caters to the leisure & business traveller, and is located on Adelaide St, offering views of the CBD.

Best Western Plus

BEST Western International will add the 139 room Best Western Plus hotel to Malaysia in 2015.

The new project is expected to be built in Port Klang in a 31 storey tower featuring a glass facade, ground floor lobby, fitness centre, swimming pool and sky lounge.

EY launches Maldives

ETIHAD Airways yesterday kicked off daily services to Male, the capital of the Maldives.

The Abu Dhabi-based carrier says forward bookings for the Maldives indicate it will be one of its most popular destinations.

FJ cabin crew deal

AIR Pacific has signed a new 5-year agreement with its Flight Attendants' Union covering the carrier's 254 flight cabin crew.

The deal has taken 8 months of negotiations but will lift base salaries & avoid redundancies, coming into effect from 01 Dec.

CEO and md David Pflieger said the agreement will help FJ return to sustained profitability.

Working holidays visa pact with Argentina

FEDERAL minister for Immigration and Citizenship, Chris Bowen, has announced a new "work and holiday" agreement with Argentina, after signing a MoU with the Argentine Ambassador to Australia, Pedro Villagra Delgado, in Canberra.

"The agreement provides a unique opportunity for university-educated Australian and Argentine travellers aged between 18 and 30 years old to work and holiday in each other's country for up to 12 months," Minister Bowen said.

The "work and holiday" visa (subclass 462) is different from a working holiday visa, in that it requires an applicant to have the support of their government, hold or be studying for tertiary qualifications and speak functional English.

TS Shepparton claims

THE Travel Compensation Fund yesterday afternoon advised of the termination of Victorian travel agent Travelscene Shepparton (ABN 39 119 995 489) after claims were received.

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Travel Daily
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Contact Jane Dearden T: 02 9024 5555
E: jane.dearden@tmsap.com or apply online.

GDS Technical Specialist, Sydney

- ★ Global Technical Product role
- ★ Lead 3rd party integration
- ★ Salary \$110 K Package

You will need to work closely with 3rd party developers to drive the adoption of product offerings / development. This will be through learning the product to the level of being able to write code and deliver proof of concept applications, spending time one-on-one with 3rd party developers as directed by the partner account manager as well as developing and delivering promotional and educational activities such as seminars, blogging and participating in forums etc.

Contact Sally Matheson T: 02 9231 6444 E: sally@tmsap.com or apply online.

Sales Manager - Sydney

- ★ Global travel online company
- ★ Loads of career opportunities
- ★ Salary \$70-90k

Exciting role with strong business development management and sales generation. Great company with approachable management and several opportunities for career progression. If you have strong hotel sales experience this is your dream career.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or apply online.

Business Development Mangers - Corporate Travel Sydney

- ★ Great earning potential
- ★ Large travel company with fantastic management and support
- ★ Salary \$70-90k

This company has a wide portfolio of clients including blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business. You will need to have proven sales experience, be confident and highly self motivated.

Contact Sally Matheson T: 02 9231 6444 E: sallym@tmsap.com or apply online.

Reservations Consultants

- ★ Sydney based
- ★ Ongoing training
- ★ Career opportunities

Seeking experienced retail reservations consultants for an expanding travel business. Great salary and working conditions with fantastic opportunities for the future. Our client has multiple positions available working either full time, part time or casual hours. Strong customer service skills are required for this position along with extensive travel experience. Work hard – play hard and reap the rewards with exciting travel incentives available.

Contact Jane Dearden T: 02 9024 5555 E: jane.dearden@tmsap.com or apply online.

Travel Operations Administrator

- ★ Fast paced role
- ★ Sydney based
- ★ Salary package up to \$50K

Our client is seeking an experienced travel administrator preferably with some operations experience to join their busy team. Working with a group of industry professionals this role will see you utilizing your excellent communication and organization skills within the operations team. Does this sound like you? Would you like to know more?

Contact Jane Dearden T: 02 9024 5555 E: jane.dearden@tmsap.com or apply online.

Business Development Manager – Perth

- ★ Leading Wholesale Company
- ★ Independent and interesting role
- ★ Attractive salary package and travel benefits

Our client is a well known boutique Wholesale Travel Company. They are currently looking for a motivated, dynamic and experienced Business Development Manager to help them identify, qualify and capture new business. You will be on the road for most of your time, concentrating on forming new and strengthening existing relationships. We are looking for experienced Sales professionals with solid knowledge and success within the travel industry.

Contact Stacy Balderston T: 02 9231 6444 E: stacy@tmsap.com or apply online.

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Do you have the ability to drive and develop an airline to reach new heights? This superb airline is looking for a strong leader to add value and scope for new developments and revenue improvement. To secure this fabulous position you will have proven success within an airline at a National Level with strong leadership skills and commercial awareness. Don't delay this role could be yours in 2012!

CREATE THE DREAM

**NATIONAL MARKETING MANAGER- CRUISE
SYDNEY- SALARY PACKAGE \$110K+**

Are you a talented Marketing Manager with experience in the dynamic world of cruising? This well established company is looking for your drive, creativity and determination to combine with their award winning product during an exciting period of growth. You'll need a minimum 5 years senior marketing experience with a current understanding of the cruise market. Great perks plus salary package on offer.

WIN THROUGH GROWTH

**CORPORATE SALES MANAGER
SYDNEY – SALARY PACKAGE OTE \$90K ++**

Take control of your Sales career and move to an organisation that offers an exciting environment within the Travel Industry, a rewarding remuneration package, and ongoing success through growth. If you are an experienced BDM who can confidently discuss your success within the Corporate market this will be a great move for you. Bring your proven sales methodologies and relationship skills to this growing Agency.

BREAK IN TO ACCOUNT MANAGEMENT

**ONLINE SYSTEMS MANAGER (12 month contract)
SYDNEY – SALARY PACKAGE CIRCA \$76K+**

Are you an online systems guru? Do you want to be the face of the system? Here is an opportunity for you to support the corporate account managers in their quest to introduce new online booking systems to their clients. This fantastic TMC is dynamic, award winning and a leader in its field. Amazing perks and benefits on offer in addition to long term career progression with one of the best in the business.

TRAVEL TECHNOLOGY IS YOUR MIDDLE NAME

**TECHNICAL SPECIALIST
SYDNEY – SALARY PACKAGE TO \$100K**

This role provides support for commercial activities relating to the technology product and will be the foundation of a global developer program. As a specialist you will have the confidence and experience to liaise with third party developers and communicate effectively at a high level. If you enjoy working with leading edge products and innovative solutions this critical role will provide you with an exciting challenge.

WHEN ONLY THE BEST WILL DO

**AIRLINE ACCOUNT MANAGEMENT
MELBOURNE – SALARY PACKAGE TO \$85k + BONUS**

Are you well connected within Melbourne corporate market? Searching to be part of a company which has a forward moving direction and a brand name everyone wants to work for? These key roles forming part of their key account management team will be responsible for the day to day management of client activity, analysis and client relations relating to overcoming difficult challenges.

INCENTIVES THAT INSPIRE

**PROGRAM MANAGER
SYDNEY – SALARY PACKAGE OTE \$80K+**

If you are experienced in the creation and logistical management of incentive & conference group travel this rare opportunity can introduce you in to one of the most prestigious specialists in the industry. Previous experience in a similar role is essential. You will have experience with both international & domestic programs, budget management, staff leadership, supplier management, and high level client relationship skills.

SOMETHING UNIQUE TO SPICE UP YOUR CAREER

**BUSINESS DEVELOPMENT MANAGER
PERTH - SALARY PKG \$60K + CAR ALLOW + BONUS**

This unique opportunity will see you developing relationships for this company within a niche market. You will be responsible for expanding sales across Perth and WA regionally. Reporting to the SYD head office you will need to show a strong background in territory management across WA working from your home base. Your self motivation, drive and strong presentation will win you this great role.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
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2nd Prize

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DEBIT CARD[^]

Sell a minimum \$10,000 in one week with 10% growth.

3rd Prize

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DEBIT CARD[#]

Sell a minimum \$8,000 in one week with 30% growth.



Consolidated Travel Group

Quikfares

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CONDITIONS: Valid for all tickets & not limited to Earlybird fares issued by Consolidated Travel or via Quikticket between 01-31 October 2011 on 100% SQ itineraries ex Australia plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or cancel the promotion any time. *GRAND PRIZE: to be eligible you are required to ticket a minimum \$50,000.00 of International Sales during the duration of the promotion plus a 20% growth from the previous year. WEEKLY PRIZES: +to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year ^to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year #to be eligible you are required to ticket a minimum \$8,000.00 of International Sales in any week of the promotion plus a 30% growth from the previous year. States are defined as follows: VIC/TAS, NSW/ACT, QLD, SA/NT & WA, if a state has no winners the prizes will flow onto the next eligible winner in any state. Debit Cards for this promotion are capped and will be distributed at the completion of the promotion or as otherwise stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 29 September 2011.