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Friday 4th November 2011

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Recruitment and HR Solutions

Club Med ski specials

CLUB Med is offering "second adult half price" specials at its allinclusive winter resorts in Sahoro, Japan and Yabuli, China.

On sale until 04 Dec, the offer covers accom, meals, drinks, child care, ski passes & lessons - **p11**.



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 💸

More growth for T-QUAL

THE government's T-QUAL tourism accreditation scheme has received a boost with the addition of three more member programs, boosting overall accredited business by 2500.

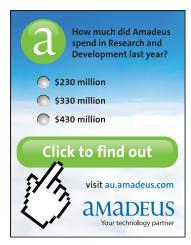
The expansion includes the 'Savour Australia Plate Rating Scheme' run by Restaurant and Catering; EC3 Global's EarthCheck Certified Program; and the national accreditation program run by the Caravan, RV and Accommodation Industry.

Tourism Minister Martin

Feedback wanted

IT goes by many names - Bali Belly, Montezuma's Revenge, Delhi Belly - and now the travel industry is being invited to participate in a survey on travellers diarrhoea in connection with a travel health product.

See bit.ly/bellysurvey.



Ferguson welcomed the new schemes into the T-QUAL family, with program members now having the opportunity to identify themselves as quality operators using the T-QUAL tick.

"A national brand of quality will enable consumers to recognise and engage with quality tourism products and services," he said.

Other T-QUAL members include AAA Tourism's Star Rating scheme.

Chile comp winner

CONGRATULATIONS to Monika Racz of World Travel Professionals who'll soon be jetting off with a friend to Chile courtesy of Turismo Chile, LAN, Latitud 90 & Patagonia Camp, after winning *Travel*Daily's exclusive Oct competition.

See all the correct answers and Monika's winning entry at traveldaily.com.au/competitions.

Trip Nov bonuses

QANTAS Holidays is offering Trip loyalty points on the air component of every QF UK & Europe package, with bonuses also on offer for Hertz, Vanuatu and The Star bookings - p10.

Eight pages of news

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

- AA Appointments
- Qantas Holidays
- Club Med

Technology update

TODAY we feature the first of a new feature on travel industry technology on **page six**.

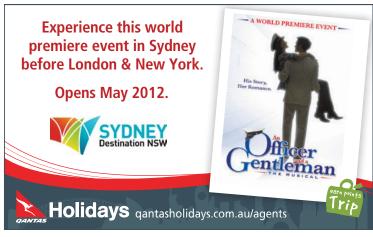
Sponsored by Amadeus IT Asia Pacific, the company's md Sari Vahakoski gives her views on the evolving technology landscape.



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America Line

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TCF Financial Criteria review

THE Travel Compensation Fund is well advanced in a review of its Financial Criteria for travel agents, "to determine what amendments can be made to reduce the compliance costs for TCF participants".

The move was revealed in a new "summary of matters and outcomes" from the last TCF Board meeting on 20 Oct, with the trustees having decided that Board outcomes be reported to improve transparency.

TCF ceo Glen Wells told TD this morning that a number of issues are being looked at in relation to the financial criteria, adding:

"we're trying to help the industry reduce costs".

The meeting summary showed that as at 30 Sep total head office locations are down about 1% to 3058, while there's been a small increase in branches to 1670.

There have been 10 agent collapses this year, with 192 claims totalling \$883,660, and the board has also approved about \$5800 in unlicensed trading claims for Deluxe Travel Services Pty Ltd, which continued to trade after it was terminated in Jul 2010.

Another major payment of \$46,500 was approved in relation to Global Travel Coolum, which failed to pass the funds for a lavish honeymoon onto a wholesaler.

Qantas refund policy

QANTAS is advising agents that refunds or reimbursements for expenses passengers incurred by amending their travel plans due to the fleet grounding should be requested promptly.

QF is endeavouring to process refunds to customers within two to three weeks, with all refund applications needing to be submitted by 31 Jan.

MEANWHILE, Qantas has today said it's opposed to legislative changes to the Qantas Sales Act, saying amendments would "have the effect of handcuffing Qantas to investments in Australia only."

CEO Alan Joyce said the proposed Bill "would put our business in jeopardy" and "would threaten Australian jobs".

Skywest BHP deal

SKYWEST Airlines has today announced its first ever charter contract with BHP Billiton Iron Ore, covering scheduled flights between Perth and Area C and Yandi in the Pilbara region of WA.

The 12 month contract provides for the carrier to operate fly-in fly-out return passenger services a minimum of four times per week using 100-seat F100 jets.



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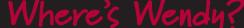
Concierge Business Travel is enjoying continued success and growth and we are looking for like minded people to join our highly experienced Travel Advisory team from January, 2012.

The ideal candidates should have experience with Sabre and self ticketing, Tramada and extensive fares knowledge with a minimum of five years Consulting experience (two years experience for the Domestic roles).

- Positive and growing business
- Innovative environment
- Career opportunities

CONCIERGE BT

Send your resume to Mary Gava - mgava@conciergebt.com.au



Congratulations to the major prize winner Anna Powell, MTA Travel. Enjoy your trip to Vietnam!

Check out Facebook for the winning jingle!

Thank you to everyone who participated in Where's Wendy Trivia!









Friday 4th November 2011



Tuamoto resigns

TOURISM Fiji has confirmed the departure of ceo Josefa Tuamoto (TD 11 Aug), effective 30 Nov.

Announcing his resignation Tourism Fiji board chairman Dave Pflieger praised Tuamoto's role in helping mould the destination into its current strong positioning, guiding the country during floods, cyclones, the GFC and swine flu.

Under Tuamoto, Fiji achieved record breaking int'l visitation during his three years as ceo.



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Europe

Brand Oz tarnished by QF infighting

THE stoush between Qantas and warring unions over the past few weeks, culminating in QF's entire fleet grounding last weekend, has caused international brand name damage for Australia, the Federal Tourism Minister says.

Speaking on ABC Radio on Wed, Martin Ferguson said the unions have done "detailed damage" to not only Qantas' reputation, but to the country as a tourism destination.

"This has been an ugly dispute, over not just the 24 hours of last Sat, but also over many months.

"It's done damage to the tourism industry," Ferguson said, in a year that's been plagued by challenges for the trade, including the Qld floods, Cyclone Yasi, Fukushima in Japan and earthquakes in Christchurch.

"What more does this industry have to suffer? We can not have any more damage imposed by our short term stupidity," he said.

The unions' on again, off again strikes have caused months of damage to the tourism industry, Ferguson said, with the govt's intervention through the Fair

Work Act requiring Qantas and its unions "to show a bit of maturity" to resolve the situation after months of "guerilla war".

"We argued for termination, my department did detailed work to prove the national interest test because of the significant damage to the tourism industry," he said.

The Minister added that an appropriate outcome was now required to enable everyone to move on "and continue with the certainty we've got at the moment, and try and help this industry."

MEANWHILE, Assoc. Professor Brent Ritchie from the University of Queensland backed Ferguson's contention about harm to the Australian tourism industry.

The expert says that with Australia already battling for market share due to distance and the high Australian dollar, the full impact of this week's action is likely to be felt into the future.

"If people perceive a risk to their ability to access destinations and have confidence in planning a trip they may look at other destinations," Dr Ritchie said.

Red Carnation for Oz?

THE Travel Corp. has reiterated it's keen to develop a luxury hotel in Australia (TD 04 Aug), with ceo Brett Tollman confirming that any acquisition would be relabelled under the Red Carnation brand.

Tollman appeared at the recent Tourism Australia Directions conference (TD 14 Oct) and told the Financial Review that TTC had previously looked at the Park Hyatt in Sydney as well as Strickland House in Vaucluse.



Window Seat

BAD news for travellers to San Francisco - it's becoming illegal to go to restaurants in the nude.

The city council has voted to ban the previously legitimate practice - and also ordered that nudists must put a "cover under their buttocks" if they use seats in public areas.

The move is a response to a local group called the Naked Guys, who wander around wearing just shoes and a hat.

THEY promise that they're really comfy too.

A new underwear range has just launched, claiming to be "100% pick pocket proof".

The Clever Travel Companion products come as a boy short for women and a boxer brief for men, and both have two pockets with secure zippers on the front.

Available in black, green, grey, blue and pink, the pockets are the right size for passports, cash and credit cards - which could make it a bit awkward when you need to get out some money to pay for a purchase in a shop.



Royal Jordanian Introduces New Published Fares

الملكب ثم للأرونيت **ROYAL JORDANIAN**

Conditions apply. Taxes are indicative only based on SYD-ROM rtn correct at 3Nov11. Seats are limited and subject to availability. For sales to 15Dec11.



ABOVE: Club Med hosted a VIP Mauritius event in Sep, inviting their top agents from all over Australia to discover the all inclusive benefits of Club Med La Plantation d'Albion property in Mauritius (above), and the recent addition of their Luxury Villas.

The lucky 22 agents spent five nights on the Mauritian island being pampered by Club Med and also spending a day excursion to Benitiers Island.

Participants of the famil included agencies from Travel Counsellors, Goldman Travel, Andrew Jones Travel, Travelscene, Meridian Travel, FBI Travel, Global International Travel and many more with the number of Club Med representatives.

Los Angeles stay pay

BEVERLY Hills Conference & Visitors Bureau is promoting stay pay deals at a collection of hotels, including the Luxe Rodeo Drive, for stays from 01 Nov to 08 Jan.

The 'And to All a Free Night' campaign also includes a Two Rodeo Holiday Shopping Card and complimentary cocktail, along with other special deals.

The book two nights get a third night free promo is offered in hotels including The Peninsula Beverly Hills, L'Ermitage Beverly Hills and Luxe Rodeo Drive Hotel.

A stay three get the fourth night free deal is offered at The Beverly Hills Hotel & Bungalow, The Beverly Hilton and Beverley Wilshire - see lovebeverlyhills.com.

APA backs QF union

THE Allied Pilots Association in the USA says it supports the bid by its Qantas colleagues "to preserve their career prospects" following the recent stoush between unions and the airline.

"The most successful airlines understand the value of actively engaging their employees, and outsourcing jobs runs completely counter to that approach," said APA president Capt. Dave Bates.

"We urge Qantas management to commit to reaching a negotiated solution," he added.

The APA represents 10,000 American Airlines pilots.

qualia trade brochure

HAMILTON Island has launched a new trade-dedicated brochure showcasing the Great Barrier Reef's ultra luxurious qualia.

The flyer features information on experiential and indulgent packages, such as qualia's new Honeymoon offer, and exclusive guest facilities - bit.ly/qualiaflyer.

747-81 certification

BOEING's largest production jet, the 747-8 Intercontinental, this week completed flight tests toward certification ahead of its commercial launch next year.



Friday 4th Nov 2011

Getaway this week

CHANNEL Nine's travel program *Getaway* this week features stories on the outback, Hong Kong, Brisbane's Wollongabba precinct and surfing & skiing in California. *Getaway* airs at 5:30pm on Sat.

Sheraton all-inclusive

STARWOOD Hotels & Resorts has opened its first Sheraton branded all inclusive resort - the 294 room Sheraton Bijao Beach in Panama, Central America.



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.

Supplier enquiries for notices: advertising@traveldaily.com.au

emiratesagents.com/au





Another stunning gem.

Daily to St. Petersburg from 1st November.

Our sparkling list of world destinations has a new addition: St. Petersburg, home of Russia's famed Fabergé egg. Right now, to celebrate the launch, enjoy special inaugural fares until 7th November.

Fly Emirates. Keep discovering.

Special launch fares for limited time only.

Depart Perth from \$1,711*

Depart Melbourne from \$1,761*

Depart Sydney from \$1,779*

Depart Brisbane from \$1,792*

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Air Transport World 2011 Airline of the Year. *Airfares are return Economy, inclusive of taxes and surcharges correct at 6th October, 2011. Offer ends 7th November, 2011 for travel between 1st November, 2011 and 31st January, 2012. Blackout dates and flight restrictions apply. Prices quoted are for the low season. Amendments and cancellation fees apply.

For more information contact your Emirates' Sales Team or the Emirates Contact Centre on 1300 880 599.

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Friday 4th Nov 2011

Qld Rail Travel US rep

QUEENSLAND Rail Travel has appointed LA-based Luke Jones of Advocate Travel Marketing to handle the promotion of the company in North America.

GM Max Kruse said the US and Canada markets were "vital" to growing int'l visitor numbers, and offer "enormous opportunities to grow the business."

Jones has a 14 year history in tourism marketing & management, primarily with Tourism Australia.

Preferred additions

THE Preferred Hotel Group has added nine properties to its portfolio in Nov, including five hotels in the USA - The Queen Mary in Long Beach, LA; Hotel Alex Johnson in Rapid City; The Lodge & Spa Brush Creek Ranch in Saratoga and Peppermill Resort Spa Casino in Reno.

Other new additions include Grand Papua Hotel in Port Moresby, Hotel California in Paris, Palace Hotel in Copenhagen and Divan Bursa in Bursa.

25% off Star Flyer Med

STAR Clipper is offering a 25% discount for bookings made by 31 Jan on six-, seven- and eightnight Mediterranean cruises on board *Star Flyer* in Sep/Oct 2012.

There are seven voyages in total to choose from, the first sailing from Southampton on 01 Sep to Lisbon, followed by a Lisbon to Malaga journey on 09 Sep, then five Malaga roundtrip cruises between 15 Sep and 20 Oct.

Prices start at \$1,999ppts - more info on 1300 362 599.

One week left to vote

THERE'S now only seven days remaining for people to get behind Australia's iconic landmarks, Uluru and the Great Barrier Reef in the voting process for the New7Wonders of Nature poll.

Visit www.new7wonders.com before 11 Nov to cast your vote.

Naka Island GM

STARWOOD Hotels & Resorts has named Erich Friedl as the general manager of its newest property in Asia - The Naka Island, A Luxury Collection Resort & Spa, located near Phuket.

Friedl's past positions include being executive chef at Sheraton Sydney Airport and Four Points by Sheraton Darling Harbour.

Hawaiian's happy Halloween



ABOVE: Hawaiian Airlines'
Sydney office celebrated
Halloween earlier this week with
a multicultural feast that included
everyone bringing in a dish
depicting their birth place.

Pictured is the team stuffed after a meal including tandoori chicken, pancit noodles, koshary, dolmades and lamingtons front row from left are: George Serour, Ahyiesha D'Souza, Sherilyn Robinson and Priya Linnet.

Back row: Anne Paulo, Mary Karagiannis, Andrew Wortham, Meredith Salotto, Monica Chhatwal and Claudia Spiewak.

Air Australia website

THE repositioning of Strategic Airways' business model and name change to Air Australia will see the carrier launch a new website at www.airaustralia.com.

The site will change on 15 Nov, coinciding with it's Hawaii debut.

MEANWHILE, US authorities have awarded Strategic Airways its permit to begin scheduled pax, cargo and charter services from Australia to the United States, dated 02 Nov, after no objections were received by the Department of Transportation.



AIR NEW ZEALAND

If your clients are travelling between Australia and New Zealand, we've got them covered. We operate over 220 flights every week, more than anyone else in the market*. Our combined schedule has been improved, so your clients can fly at times more convenient to them. To find out more, click here or contact your Air New Zealand or Virgin Australia Account Manager.



*Virgin Australia group of airlines flights to and from New Zealand are operated by Pacific Blue



Friday 4th Nov 2011

Technology Update

Techonology - the key differentiator during economic uncertainty



Do you ever feel like you are riding a roller coaster of uncertainty as we watch the European sovereign debt crisis play out?

Such periods of economic instability can make it difficult for travel industry players to plan for the day, let alone for future success.

Adoption of advanced travel technologies like the Amadeus system can help travel agencies put worry to bed. Standardising operations can help improve client servicing through accurate and timely billing, maintaining client travel records and preferences as well as enhancing your own value proposition to your customers.

We're yet to see a steep decline in passenger numbers in Asia Pacific; however IATA has warned that the outlook may be gloomier than expected. Amadeus is supporting the industry with advanced technology solutions to help future-proof revenue opportunities for airlines and offset variable costs.

Airlines are looking for ways to maintain and expand their revenue. According to the Amadeus Worldwide Estimate of Ancillary Revenue for 2011, released in October, ancillary revenues represent USD32.5billion – an increase of 43.8% in just one year. I believe we will start to see a trend of more airlines offering unbundled optional extras for travellers across Asia Pacific.

We can't change the current economic outlook, but we can prepare ourselves to plan for a successful future. The question is, are you ready?

Sari Vahakoski, Managing Director, Amadeus IT Asia Pacific

EK ups Perth at Xmas

EMIRATES is increasing flight capacity between Dubai and Perth over the Christmas/New Year period, with two extra return flights scheduled in GDS for 18 Dec and 07 Jan.

EK will also boost capacity from Perth on 21, 23, 24, 25, 27, 28, 29 and 31 Dec when it upgrades the 777-200LR to a 777-300ER.

Carnival firms order

MITSUBISHI Heavy Industries has finalised two contracts to construct two new ships for Carnival Corporation's German AIDA Cruises brand (*TD* 04 Aug).

The 125,000-tonne, 3,250 pax ships will be the largest ever built for AIDA and delivered in the Mar 2015 and Mar 2016.

They are the third and fourth ships to be built by Japan's HMI.

Qatar into Uganda

QATAR Airways has commenced services to its 16th destination on the African continent with a new daily nonstop service between Doha and Entebbe, Uganda.

BNE figures on the up

BRISBANE Airport Corporation has reported a modest \$6m year on year rise in pre-tax profit to \$148m for the 2011 financial year.

There was a 6% lift in domestic passenger traffic to 15.8m, while int'l traffic also spiked 3.6%, to 4.2m movements.

MD Julieanne Alroe said the results exceeded expecations due to the number of global disasters.

WorldMark Fiji works

WYNDHAM Vacation Resorts
Asia Pacific has announced it will
begin contruction on 63 new oneand two-bedroom apartments
this month at WorldMark Resort
Denarau Island, with the project
expected to be one of the largest
tourism developments in Fiji.

The 18-month enhancement will also include an extensive renovation to existing rooms, and the addition of presidential villas with private plunge pools.

Alaska Android app

ALASKA Airlines has launched a smartphone application for Android-enabled devices which allow pax to check-in for flights, access mobile boarding passes and create email flight alerts.

Flighties take control of THAI

THAI Airways International took a group of Flight Centre topsellers from Australia, the UK and Hong Kong to its Pilot Training Facility in Bangkok recently.

The flight simulator experience gave agents the

chance to try their hand at takeoff and landing aircraft, with some serious weather effects and bird strikes thrown in to test their nerves.

Pictured in the simulator from left are: Nathan Salhani, Flight Centre Sydney; Stacey Collyer, Flight Centre Sydney; Amy Schneider, Flight Centre Canberra and Kevin Fisher, THAI Sydney.

Tucan 2012/13 brox

TUCAN Travel has launched its 2012/13 Latin America, Africa, Europe, Asia, Middle East & Antarctica brochure, complete with a quick guide and detailed description of each of its eight travel styles to help clients find a tour that best suits their needs.



New SiteMinder pact

SITEMINDER has partnered with low cost accom booking platform budgetplaces.com to connect mainly European hotels with booking websites globally.

Paul Lupson, vp of operation at budgetplaces.com said the integration with SiteMinder's channel management system will "help us grow our already strong base of Australian and UK budget hotels, hostels, apartments and B&B partners".

Sportsnet BRW 100

SPORTSNET Holidays has made the BRW Fast 100 Company list in 2011, ranking 33rd as Australia's fastest growing, public & private, small & medium sized businesses.



SHAPE YOUR CAREER WITH THIS DYNAMIC TRAVEL COMPANY

Pinpoint Travel Group proudly operates Freestyle Holidays, Singapore Airlines Holidays, Rosie Holidays and United Vacations, and provides travel services to the travel agency network, plus a number of high profile closed user groups.

Pinpoint Travel Group is part of Pinpoint Pty Ltd an Australasian leader in marketing and loyalty. Due to continued expansion in our business we are seeking a travel industry professional for the following position.

PRODUCT MANAGER

If you already have experience in product management and are looking for a change, this challenging and dynamic role could be the one for you! You will be responsible for driving growth and product development in the Fiji and South Pacific portfolio across our brands. You must have an entrepreneurial spirit, with drive and determination to get the best commercial gains from your portfolio. Naturally a strong negotiator and communicator, preferably with established industry connections, the role will encompass contracting, product development, research, analysis, brochure production & flyer development in line with promotional activity. Your time management skills in a multi-tasking environment are critical to success and you must be able to travel overseas to fulfil the demands of this role. Full knowledge of Calypso is essential with a minimum of 3 years product management experience.

Please forward a cover letter and resume in confidence to: anne.larkin@au.pinpoint.biz with the title of the role you are applying for by COB on Friday 11 November.

Direct candidate applications only - no agencies please.

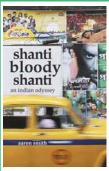


Friday 4th Nov 2011

Radical London hub

A PROPOSAL to build a major transport hub in the UK has been unveiled, with Norman Foster planning an airport and high speed railway terminus in Kent which could handle 150m passengers a year receiving a "mixed reaction."

WIN A TRAVEL ADVENTURE BOOK



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 capital city of India?

Congratulations to yesterday's lucky winner, Tim van den Akker of Travel Key Leederville.

For bookings and enquiries, contact:

SIA hit by fuel price

SINGAPORE Airlines this morning cited the ongoing "challenging environment" in aviation, reporting a SG\$239m first half profit, down 62% on the same period a year ago.

The carrier said spending on fuel spiked 35% (SG\$747m), and over the period it uplifted a totalof 8.5 million passengers, up 3.3%, with a 77.5% load factor, down 1.9pts.

The airline said forward bookings were "showing signs of weakness," particularly in Europe and the United States.

Passenger and cargo yields are expected to remain under pressure, but SIA said its strong balance sheet allows it to "monitor and respond appropriately to changing business trends and continue to exercise tighter cost control".

The carrier declared an interim dividend of 10c per share.

MEANWHILE Singapore Airlines has also confirmed that the recent rights issue for Tiger Airways saw it allocated about 89 million new shares worth \$51.9m.

"The company's shareholding in Tiger Airways remains unchanged at approximately 32.8% of the enlarged share capital," it said.

Trip Vanuatu famil

QANTAS Holidays and Viva! Holidays are advising agents to go to the triponline.com.au website for further details on the Vanuatu famil (*TD* yesterday).

Also, 1,000 bonus Trip points are being offered on every Vanuatu booking made through the wholesalers during Nov, for travel up until 31 Mar 2012.

Novotel appointment

NOVOTEL Forest Resort Creswick has appointed Corrie Stathis as director of sales & marketing.

Tailor made cruise and tour holiday packages, designed to take your clients deep into the heart of Norway by rail, road and sea CONTACT US for earlybird savings!

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New VS Y class menu

VIRGIN Atlantic is featuring a new menu for long-haul economy flights, with pax now offered a menu and welcome cocktail before being served their entree and main together, and dessert once tray-tables are cleared.

New for night time flights is the choice of tea or coffee and hot chocolate and later new usherette trays full of ice creams.

Five star in Niseko

SKIJAPAN.COM is highlighting a new luxury property in Niseko, with the five star ski-in, ski-out Aspen Ridge apartments ideally located near the village's heart.

The wholesaler says Aspen Ridge is close to the supermarket as well as to "bars, restaurants and onsens that make any visit to Niseko unique in the skiing world."

See www.skijapan.com.



Fantasea Adventure Cruising – Business Relationship Manager

Riverside Marine, the parent company of Fantasea Adventure Cruising, is a Queensland based success story with divisions in Brisbane, Far North Queensland, Western Australia & New South Wales. Our operations specialise in vessel management, marine transportation and tourism. Our ethics aim for a sustained culture based on respect for others, loyal relationships and honesty in all dealings and we pride ourselves on the quality of our people and our rich history operating in Australian waters for over 80 years.

The Fantasea Sales & Marketing Team is looking for a Sydney-based Business Relationship Manager to join our company.

This newly created fulltime position will be focussed on achieving increased sales from the Business Tourism Market and providing sales support in the Leisure Tourism Market.

Duties include:

- Carrying out effective sales calls to PCO's, corporates and the leisure market.
- Prepare, submit and follow-up on quotes for conference groups & charters
- Assist in developing strategic sales plans to achieve business objectives
- Hosting Famils and attending industry functions & events
- Delivering Product Updates
- Identifying & converting Promotional Opportunities in the Business and Leisure Markets
- Work closely with the Hamilton Is Sales team to to identify joint business opportunities
- Providing Sales Training for internal and external staff
- Weekly Reporting of activities & results
- To be self-motivated, energetic, positive and to enjoy their work!

To be considered, you will have the following:

- Knowledge Strong knowledge of corporate, conference and leisure markets
- Energy mind and body
- Attitude Super positive
- Evidence of Success in your work history
- The word 'can't' is not in your vocabulary
- Experience within a similar busy role

This position will be based in the Hamilton Island Sydney Sales Office and work closely with the Hamilton Island Sales team. A generous salary package including an incentive scheme will be negotiated for the successful candidate.

If this is you, please forward your resume with a covering letter to admin@riversidemarine.com.au

QF DXB diversion

A QANTAS A380 is currently heading for Dubai International Airport, after QF31 en route from Singapore to London was diverted due to engine problems.

The plane is scheduled to land at 0445 Dubai time, or 11.45 AEST.

FASCINATING DESTINATIONS JNIOUE DISCOVER



THE DISCOVERY DIFFERENCE

- Smaller ship 650 passengers not 5,000
- Comprehensive programme of informative talks by port lecturers and guest speakers
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- We stay in a destination longer. So you see more and have more time
- No hidden extras. All gratuities and service charges included

A WORLD AWAY FROM ORDINARY CRUISING...



www.voyagesofdiscovery.com

Friday 4th Nov 2011

California on the menu

CALIFORNIA is now being showcased on the blockbuster Junior Masterchef TV series, with three more US-based episodes to screen on 06, 07 and 13 Nov.

Segments feature a range of iconic Los Angeles locations incl Mann's Chinese Theatre, Muscle Beach, Disneyland and a luxurious Beverley Hills private estate.

Air Berlin+oneworld

THE oneworld airline alliance will for the first time ever carry out joint launch advertising with a future member, with a major campaign unveiled today at key airports across Germany.

Billboards proclaim "Departure 2012 - airberlin and oneworld take off for a shared future".

United loyalty move

UNITED Airlines has emailed details of its 2012 MileagePlus loyalty program, which will take effect once the UA and Continental technology systems are integrated early next year.

Changes include new statuslevel names and terms for qualifying miles and segments, a new Million Miler program and bonus award miles for top tiers.



OVER 250 YEARS OF DISCOVERY SMALL GROUP & PRIVATE JOURNEYS

WORLDWIDE BROCHURE OUT NOW!

Cox & Kings has just released its 2012 Worldwide brochure, offering a range of escorted small group and private journeys in some of the world's most alluring destinations.



at www.traveldaily.com.au.

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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

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The taste of Trafalgar

TRAFALGAR Tours managing director Matthew Cameron-Smith was on hand to showcase the company's 'Be My Guest' experiences to 70 South Australian Phil Hoffmann Travel agents recently during an interactive dining event that reflected the brand's "local authentic offering".

Participants split into eight teams to enjoy the cooking event that saw them create themed dishes of Spanish,

French, French, Italian, Moroccan, Greek and English flavours. Pictured during the event with Cameron-Smith (right) is Phil Hoffmann Travel ceo Peter Willams.



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