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Travel Daily

First with the news

Thursday 10th November 2011

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ISSN 1834-3058

Conference weekend

THE travel industry has a busy couple of days coming up, with both the Jetset Travelworld Network and TravelManagers conferences kicking off tonight.

The agency conference season continues next weekend with Travelscene American Express in Singapore, followed by HWT in Sydney in early Dec.

TD will be at all of the events and will be reporting all the big news as it happens.

Approval for QF/AA JBA

BOOSTING competition between the global airline alliances across the Pacific has been cited by the US Dept of Transportation as a key factor in its approval of the Qantas-American Airlines Joint Business Agreement.

Revealed in a global exclusive by TD's breaking news bulletin this morning, the move means the final hurdle for the alliance has now been crossed, after the ACCC granted final approval about six weeks ago (TD 29 Sep).

The DoT 'Final Order' says that factors in the decision included the fact that Qantas and AA don't operate overlapping routes, and that they intend to implement product enhancements and joint use facilities.

The JBA will allow for better schedules, frequencies and connections, new fare products

and zonal fare reductions, more frequent flyer reciprocity and "cohesive product offerings to corporate clients," the DoT noted.

"Based on our analysis of the potential competitive effects and public benefits of the proposed agreements, we approve the oneworld JBA," the ruling states.

The pact has been approved for five years, and annual progress reports must also be submitted.

QF free flights

QANTAS passengers disrupted by the grounding of the carrier two weeks ago have started receiving email confirmations of their ability to claim a free flight.

The primary contact on affected bookings are being sent details of how to take up the offer, and for those who miss out accidentally a 'Free Flight Offer Request Form' will be available from tomorrow at qantas.com/flywithus.

The bonus flights will be able to be booked from 30 Nov for travel from 14 Dec, with QF promising to be in touch just before bookings open with further details.

Nine pages of news

Travel Daily today has nine pages of news and photos, plus full pages from: ([click](#))

- TMS Asia Pacific
- AA Appointments

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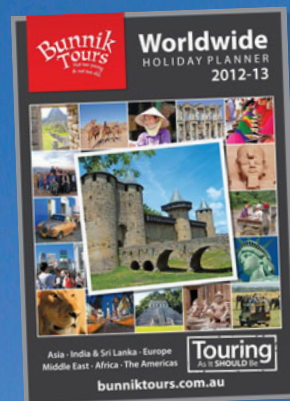
New7Wonders votes

THERE'S just one day left for the travel industry to support Australia's tourism icons in the 'New 7 Wonders of Nature' voting campaign.

Uluru and the Great Barrier Reef are among 28 finalists, which also include Canada's Bay of Fundy, Bu Tinah Island in the UAE, Iguazu Falls South America and NZ's Milford Sound.

To participate, vote online now at www.new7wonders.com.

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Travel Daily

First with the news

Thursday 10th November 2011

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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

JAL industry rates

JAPAN Airlines is offering special airfares for travel industry staff, now valid for sale through to 30 Mar 2012 and departures up to 21 Apr next year.

Low season economy fares lead in at \$599 plus taxes or \$1079 in premium economy to Tokyo, Osaka, Nagoya, Fukuoka and Sapporo, while there's also a \$1079+ industry rate to London, Paris, Moscow or Frankfurt.

Home-based Flight Centres

FLIGHT Centre has launched a recruitment drive for home-based travel consultants, signalling the ongoing growth of the homeworking sector in Australia.

The organisation is seeking applications from experienced agents, offering the "opportunity to grow your own travel business" by becoming a 'Flight Centre Home User'.

Spokesperson Haydn Long told **TD** that the concept of home-based agents is not new for Flight Centre which has for some years offered consultants the ability to work from home as independent contractors or attached to particular stores.

However with this campaign Flight Centre is targeting outside the organisation, offering full or part time hours to people who have an area that can be used as a home office and reliable internet access "that will allow

you to use Flight Centre's vast range of resources to meet each client's travel needs".

Applicants are required to have at least two years international travel consultant experience, be familiar with Galileo and have their own client base.

Information sessions are being held in Melbourne on 22 Nov; see the ad on **page six** for more info.

MEANWHILE the home-based agency model is receiving more exposure this week, with an article in *The Australian* giving a case study of a member of the TravelManagers group.

Julianne Gazal-Rizk from the Sydney suburb of Willoughby describes her transition from being an owner of a travel agency franchise to the TravelManagers model, after observing the way that customers were changing their travel booking patterns.

See it at bit.ly/travelmanagersoz

Vale Danii Meads-Barlow

TRAVEL Daily joins with the whole travel industry in expressing our deep condolences to the Meads-Barlow family on the sudden death of their daughter Daniella this week (pictured below in her Qantas-themed Australian Girls Choir outfit).

Sydney-based Travelscene agency Donna Barlow Corporate Travel is run by Brian and Donna Meads-Barlow, with a funeral service for Daniella to take place at St Joseph's College Chapel in Mark Street Hunters Hill NSW next Mon 14 Nov at 10.30am.



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Pacific Coast promo

THE NSW Central Coast is one of four regions which will feature in an upcoming \$130,000 media campaign operated by the Legendary Pacific Coast brand which launched a year ago.

The promotion aims to entice travellers to head north from Sydney to the Queensland border but stop regularly along the way to "make their own legendary experiences".

Collectively, the 900km of coastline accounts for around 22 million visitors and 33 million visitor nights in NSW each year.

The campaign will include billboards along the Pacific Highway, along with a 15 second TV commercial to be aired across southern and northern NSW.

Print and radio advertising will also take place in regional areas, along with an online promotion and 30,000 copies of a 'Legendary Pacific Coast Touring Guide' will be delivered to mailboxes in the Sydney market.

There's also a free iPhone application which connects users to the nearest accommodation, attractions and visitor information along the way.

KLM Latin America

KLM has launched a significant expansion of operations in Latin America, with the addition of four new destinations this week.

KLM now operates to Rio de Janeiro, Buenos Aires, Havana and Punta Cana, with sister carrier Air France also operating to these destinations.

Want a White Xmas?

THE Fairmont Chateau hotel in Lake Louise, Canada really has Christmas wrapped up.

For Aussies who want to experience a white winter wonderland over the festive season the property is offering packages which of course include skiing and luxury accom.

But you don't have to miss out on the traditional fun either, with add-on Christmas activities for \$310 per adult and \$159 per child including Santas's Workshop, Carolling, Gingerbread House decorating and of course a special Christmas Dinner.

And the deal even includes a "Family Stocking" from Santa, delivered to your room on Christmas Day - skimax.com.au.

Window Seat

ONLY in Las Vegas?

A new "luxury shooting range and lounge" is set to open in the US casino capital, where guests have the opportunity to shoot a wide variety of weapons.

Dubbed Machine Guns Vegas, the new attraction offers firearms ranging from historic guns right through to assault rifles and of course machine guns.

No alcohol will be served because "booze and guns don't mix," and visitors will be served by so-called 'Gun Girl' hostesses certified by the National Rifle Association.

KOREANS are certainly serious about their kids' academic achievements, with South Korea practically going into lockdown this week during a major school exam period for 18-year-olds.

As well as lots of anxious prayer by parents, car horns are forbidden during oral tests and air traffic is also impacted, with airport operations timed to minimise distracting noise.

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LH boosts UK-Berlin

LUFTHANSA has announced an expansion of services between the UK and Berlin, with new daily services ex both Manchester and Birmingham from mid-2012.

The new flights, timed to coincide with the opening of the new Berlin-Brandenburg 'Willy Brandt' Airport, will debut using two-class A320 family aircraft effective from 03 Jun.

Lufthansa says it's also offering unprecedented lead-in fares on the routes, starting at just £39 one way and £79 return inc taxes for full onboard service and a free luggage allowance.

Prague winter deal

EASTERN Europe Travel is offering rates from just \$29 per person per night at the City Club Hotel in Prague.

The special is valid from now until 29 Feb (excl the New Year period) and includes breakfast - more info 1300 66 88 44.

IHG growth slows

INTERCONTINENTAL Hotels Group recorded a 4.7% increase in revenue per available room during Oct, down from 6.4% in the prior three months, with the firm citing unrest in the Middle East for the dip.

Frasers expansion

FRASERS Hospitality has announced plans for significant growth, which will see its portfolio grow by 50% over the next two years.

Recent additions include properties in Istanbul, Doha, Budapest, Jakarta and Melbourne with projects underway including additions in Oman and Saudi Arabia, according to chief operations officer Guus Bakker.

He said Frasers was also looking at new locations in Frankfurt and Moscow, as well as actively searching for more in Germany, France, Switzerland, Spain and the United Kingdom.

Dreamworld's DreamWorks deal

THE owner of the Dreamworld theme park on the Gold Coast this morning formally announced the creation of an "exciting new entertainment precinct" in partnership with the DreamWorks Animation brand.

In an Australian first, characters from a range of DreamWorks movies will feature year-round at Dreamworld, including Shrek and Puss in Boots from the *Shrek* movies, as well as Po from *Kung Fu Panda* and Alex the Lion from *Madagascar*.

"We are really excited to have formed a long term strategic alliance with one of the most visionary entertainment companies in the world," said recently appointed DreamWorld ceo Todd Coates.

The long-term alliance will launch in three phases, starting with the DreamWorks "Holiday Shrektacular Show" in the coming weeks, featuring some of the

characters performing songs for the holiday season.

The second phase will be the opening of the new themed precinct, scheduled for the 2012 Easter holiday period.

This will comprise 8400 square metres of activities in the heart of Dreamworld "where guests of all ages will be invited to step into the story and come face to face with their favourite animated heroes".

Rides within the area will deliver key movie moment experiences from the DreamWorks films, the firm said.

Coates said that with DreamWorks being a household name "we have no doubt that this new precinct will be a great draw card for our park".

During the period of the alliance Dreamworld will be the only theme park in Australia to feature the DreamWorks Experience.

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Accor Aus Open deals

ACCOR and Qantas Holidays are offering a range of accom deals for the 2012 Australian Open, with prices starting at \$309ppts for Ground Pass packages.

Discounted fares getting cheaper again

THE return of Tiger Airways' domestic operation in Aug after its Jul grounding appears to be continuing to have an impact on the price of airfares, with govt data showing Best Discount fares have dropped 1.6 points in Nov.

In Sep, the lowest priced fares rose by over 14 points to 81.2 compared to the month earlier, according to the Domestic Air Fare Index, but have gradually retreated since then, falling to 72.0 in Oct, and now 70.4 in Nov.

However the Best Discount fare prices are around 25% higher than the same time last year, when they were at a fare index level of 53.5%.

Restricted Economy fare prices in Nov are comparable to last month but some 24 points higher than the corresponding period last year due to new fare structures introduced by Virgin & Jetstar in Jun this year.

Reversing the downward trend, Business fares are up about 8% on the Nov 2010 figure, now at an index level of 106.0.

Tall feet to win TD's AFL comp

CHRIS Daniels of Pan Australia Travel was recently presented with his sensational prize after taking out the 2011 **Travel Daily** AFL Footy Tipping competition this year.

Courtesy of the AFL competition sponsors, Chris has won return

Economy class flights for two to Europe with Emirates, two night's accom at Adina Apartment Hotel Budapest and at Adina Apartment Hotel Copenhagen, and two five-day Eurail Select Passes for five countries, thanks to Rail Plus.

Daniels is pictured receiving his prize from Kirsty Blows, Rail Plus Victoria sales executive.



3 new Westins 4 China

STARWOOD Hotels & Resorts Worldwide will bolster its portfolio of Westin branded hotels in China to 16 in coming months with the addition of properties in Ningbo, Xian and Xiamen.

CNS Eco-Tourism show

CAIRNS and Port Douglas are to host the 20th Global Eco Asia Pacific Tourism conference late next year, staged by Ecotourism Australia and convened by industry pioneer, Tony Charters.

Bangkok flood update

BANGKOK's most popular tourism areas remain dry & fully accessible as flood waters continue to track southwards towards the city's CBD, Destination Asia Thailand has reported.

Public transportation (taxis, tuk tuk and bus services), shopping malls and department stores remain operational, the firm said.

Bangkok's primary gateway, Suvarnabhumi Int'l Airport remains safe and as yet, has not been impacted by flood waters.

However an elaborate contingency plan has been established by the Airports of Thailand should the situation at BKK change as a result of flood waters.

Former Bangkok gateway Don Muang Airport remains closed.

Canada stats stumble

THE Canadian Tourism Comm. has reported a 1.3% year on year decline in overnight travel from key markets during Aug.

Although the number of Aussie overnight stays to Canada rose by 1%, to 27,718 people, the UK and German core markets slipped by 5.6% and 5.9% respectively.

The year to date overnight stay figure for the Australian market is sitting at 167,731, 5.1% up on '10.

AC Marriott Rewards

AC HOTELS by Marriott has joined the Marriott Rewards scheme, enabling guests to earn & redeem points for hotel stays.

Metropol to World

WORLDHOTELS has added the iconic Metropol Moscow Hotel as its second affiliate property in Moscow and third in Russia.

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AYTE regos open

REGISTRATIONS for the 2012 Australian Youth Tourism Exchange have now opened. Australian Tourism Export Council md Felicia Mariani said AYTE is a valuable event for the B2B backpacker & youth segment and will be run in conjunction with the annual ATEC Symposium next year.

30 int'l distributors and 60 Aussie operators will attend the event, which is being jointly hosted by Qantas and supported by Tourism Australia and Accor.

The second annual event is being held at the Novotel Twin Waters Resort on the Sunshine Coast in Qld from 30 Apr-02 May. Register at bit.ly/AYTE2012.

IR accesses Thello

INTERNATIONAL Rail is offering Australian travel agents the chance to book the new Thello service, operated by Italian Railways between Gare de Lyon in Paris to Milan and Venice.

The overnight train service is scheduled to begin on 11 Dec.

Prices start at \$155 one way in a six berth couchette or \$416 for an individual sleeper - see agent.internationalrail.com.au.

Insight bonus points

WORLD Rewards is offering travel agents the opportunity to earn triple points when booking any one of 30 tours in Insight Vacations' 2012 Egypt, Gold or new Europe and Britain tours before 22 Dec.

Tours include the nine-day Wonders of Egypt; the 17-day Grand tour of Egypt and seven-day Easy Pace Channel Islands.

Rocky cruise package

ROCKY Mountaineer is offering a new Sea to Summit Glacier Circle itinerary in 2012 which includes its rail journey and a Holland America Alaskan cruise.

See rockymountaineer.com.

SeaWorld additions

SEAWORLD Orlando and Discovery Cove plans to introduce two new experiences in 2012/13, Turtle Cove, Freshwater Oasis and Antarctica - Empire of the Penguin.

The face-to-face experiences will allow guests to get up close and personal with freshwater fish, marmosets and Asian otters.

All Season Sale debut

THE All Seasons Sale and Conference Centre has been introduced in Victoria, becoming the third property under the brand in the state for Accor.

The property offers 32 newly refurbished rooms and five function rooms.

Look at Barry's Woods



EMIRATES vice president Australasia Barry Brown showed off his golfing prowess yesterday in Sydney when he played a round with Tiger Woods and other teammates during the Emirates Australian Open pro-Am Tournament at The Lakes.

Emirates has been the Official Airline of the Australian Open since 2009 and this year expanded its sponsorship to a three year naming rights deal.

The tournament kicks off in earnest today, but players warmed up with the amateurs in yesterday's pro-am event.

Pictured above ready to tee off with the Emirates ladies are Colin



Keating, American Express; Tiger Woods; Barry Brown; and David Gilbert from Cricket NSW.

And **inset** is Graham Muldoon from Travelscene Amex, watching his powerful drive during his round with champion golfer Aaron Baddeley.

Could you sell chopsticks to China?

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Attention experienced Travel Consultants looking for more work/life balance: If you have an active client base, Flight Centre has exciting new Home Based Travel Consultant opportunities in Melbourne.

If you'd like to learn more, come along to our next Information Session to be held on Tuesday, November 22. Further details will be provided soon. To register your interest, please visit:

www.applynow.com.au/jobFI47649

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Sabre full SAA deal

SOUTH African Airways has signed a new agreement with Sabre which will see the full distribution of the carrier's branded fares via the Sabre GDS.

Sabre Travel Network has also announced the expansion of its seamless merchandising solution to SAA, Alitalia and Finnair in 2012, with the system leveraging existing industry standards such as the Electronic Miscellaneous Document (EMD).

This will enable travel agents to shop, book and ticket the carriers' ancillary products, with the three new clients adding to launch customer Air New Zealand.

LHW expands again

THE Leading Hotels of the World has added four new hotels to its portfolio, with the additions located in France (the Grand Hotel De Bordeaux), Scotland (Rocco Forte Balmoral Hotel in Edinburgh), England (Rocco Forte Hotel Lowry, Manchester) and Brazil (Fasano Boa Vista, an hour outside of Sao Paolo).

AirAsia loyalty scheme

MALAYSIAN low-cost carrier AirAsia is set to next Mon announce details of "BIG", described as "a global loyalty program that is set to redefine frequent flying and loyalty programs as we know them".

BIG is a collaboration between AirAsia and Tune Money, which is the financial services offshoot of Tune Group which was founded by AirAsia ceo (and Malaysia Airlines director) Tony Fernandes.



HRG Australia is an award winning corporate travel services company providing a range of business travel related products and services. Totally committed to a value offering, our extensive portfolio includes: travel management and fulfilment services; low cost transactions; sports; expense management and processing; conferences, meetings and events management.

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If you are an experienced, driven and focused Multi-skilled Consultant and would be interested in joining us in either Adelaide or Perth send through your CV today. The successful applicants will have strong international and domestic consulting experience, Galileo CRS knowledge and truly love working with corporate & VIP clients.

Service Delivery Leader – Melbourne

We are seeking a motivated individual who is a true leader. If you have demonstrated ability to lead and develop team members with a positive approach at all times, send through your CV today.

Strategic Sales Manager – Perth

In addition to the above we are currently seeking an experienced, driven and focused Strategic Sales Manager to be responsible for the growth of our business throughout WA. The successful applicant will have existing travel management experience with a thorough knowledge of sales principles, along with a proven track record of success and a high drive to achieve outcomes.

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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.

Hilton Sydney has welcomed **Michael Bourne** as its new general manager. He will be taking over the role from **Paul Hutton** who is relocating to Hong Kong to be the regional general manager, **Hilton China South**.

Pegasus Solutions named **David Milili** as its new chief web officer, a role which will add to his existing responsibilities as chief executive officer of Open Hospitality.

Deborah English has been appointed as Sales and Marketing Director of **Fraser Suites Sydney**. She will be responsible for driving all market segments for the property.

Tourism Central Australia announced **Peter Solly** as its new General Manager. Solly will take over the position from outgoing GM Peter Grigg.

Simon O'Kelly has accepted the role of Group General Manager of Contracting for the **AOT Group**, based in Melbourne. O'Kelly has moved from his most recent role as GM with Peregrine Adventures. He also has worked with KLM, Ansett and Flight Centre.

Melinda Kecskes has accepted the role of General Manager Marketing and Brand at **Air Malta**. The airline has also appointed Capt. Laurence Gatt to the position of Chief Officer, Strategic Fleet Review.

Karen Bolinger has taken up her new role as Chief Executive Officer of the Melbourne Convention + Visitors Bureau. Bolinger has moved to Victoria from the Royal Agricultural Society of NSW as its General Manager Strategy and Marketing.

Cheryl Kelly has been appointed as the **Australian Tourism Export Council's** Northern Queensland Branch Manager, replacing Shelley Griffiths who has been in the role for the last three years.

The InterContinental Hotel Group has named Fiona Plowman as its new Marketing Manager, Victoria. Plowman's most recent role was Marketing Manager at Ansell Healthcare.

Tom Bucco and **Ann Holding** have accepted the role of Travel Executives at **Champion Travel** in its Retail Travel Team, effective immediately.

Business Events Sydney has appointed Luna Park sales gm **Gary Daly** and WaldronSmith managing director **Kate Smith** as directors.

Novotel Forest Resort Creswick has announced the appointment of **Corrie Stathis** as its Director of Sales and Marketing. She moves from her own business tourism company which she operated for nine years, working closely with Scenic Tours and APT.

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Congo travel update

THE Dept of Foreign Affairs & Trade has lowered its travel advice for Uganda's area bordering the Republic of Congo to 'Reconsider your need to travel.'

CT Partners team building



ABOVE: CT Partners decided to give something back to the local community in Thailand after spending some time in Bangkok speaking to key suppliers at their annual conference.

The theme of the conference - 'More than Partners' - was the perfect opportunity to show the local children in an orphanage their technical 'know how' as the group built bicycles for each child.

CT Partners has been holding the conference in the Mandarin Oriental Hotel in Bangkok for a

number of years and following news of the floods the firm's members also raised \$8,000 to donate to hotel staff to fund those who had been personally affected by the waters.

Pictured at the orphanage presenting one of the finished bikes to a Thai child back row from left are Alan Wolf of Bay Travel, with (front) David Jackson, Communico; Cheryl Cook, Etihad; Peter Hession, Mandarin Oriental Hotels and Mandy Dwyer, Main Beach Travel.

WIN A HOLIDAY FOR TWO TO HAWAII



Over the next two weeks, **Travel Daily** is giving one lucky reader the chance to win a trip of a lifetime to Hawaii, valued at almost \$8,000, courtesy of **Hawaiian Airlines, Waikoloa Beach Marriott Resort & Spa** and **Paul Mitchell**.

This fantastic prize includes return economy airfares from Sydney to the Big Island (Kona) via Honolulu with Hawaiian Airlines; four-night stay in contemporary, oceanview accommodation complimented by a private *lanai* (balcony) and a year-long supply of the exclusive Awapuhi shampoo & rinse.

All you need to do to be in the running to win this stunning prize and be the envy of your office colleagues is to answer all 10 questions featured in **TD** in the next two weeks, the final question being on Friday 18th Nov.

Q.3: When does Hawaiian Airlines start flying daily from Australia to Honolulu

Q.4: What are Hawaiian Airlines' two new US Mainland routes from MAUI?

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

Hint! Click here

Plus, a daily prize of the Paul Mitchell Awapuhi shampoo & rinse for the first correct entry received. Congratulations to Tuesday's and yesterday's lucky winners, **Ana Marcelo** from **Corporate Traveller** and **Andrea Cameron** of **Alpha Travel**.



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HAWAIIAN AIRLINES



Qantas A380s to Hong Kong in 2012

QANTAS has this afternoon confirmed it will expand its A380 network to include Hong Kong from 15 Jan 2012, with ceo Alan Joyce stating its superjumbo debut to the hub was important for business and leisure travellers.

Joyce said the A380 product continues to generate "extremely positive feedback" from pax since its initial debut.

The decision comes ahead of the arrival of Qantas' 11th and 12th superjumbos, expected later this year.

With the double-decker fleet's growth, Qantas will also bump up its A380 frequencies between Melbourne-London, via Singapore,

from six weekly to daily in early Dec, and the Melbourne-Los Angeles service will have three extra weekly flights added, making it daily, effective 17 Jan.

QF127 will operate four times weekly between Sydney and Hong Kong, departing at 11:45am on Thu, Fri, Sat and Sun, arriving into HKG at 17:50pm.

Return flight, QF128, will depart Hong Kong at 19:50pm and touch down in Sydney at 8:15am the next day - subj. to govt approval.

To kick start the launch, Qantas is offering a special sale fare from Sydney to Hong Kong for \$380 one way in Economy and \$938 one way in Premium Economy.

REGIONAL SALES MANAGER

- 4.5 star resort located in the Whitsundays
- Previous hotel/resort sales experience essential
- Positive and professional attitude required

Daydream Island Resort and Spa is an award winning resort in **The Whitsundays**. We are currently recruiting for a Regional Sales Manager to be part of our team.

Reporting directly to the Director of Sales, the position is responsible for implementing a Sales & Marketing Plan to increase room nights and revenue from the Regional Market. Hosting famils is also a major component of this position.

The successful applicant will have experience in the tourism industry and will have a positive attitude, the ability to lead a team and a commitment to providing service excellence for our guests.

This position is a live off position which requires a short boat trip from Abel Point Marina, Airlie Beach.

If you are interested in furthering your career in surroundings that will leave you renewed, repaired and recharged, please send an application to:

Sarah Devin
Assistant Human Resources Manager
sarah_devin@daydream.net.au



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Int'l air movements reach record highs

THE Federal government has today reported that Australia's international aviation industry achieved record levels in the 2010/11 financial year.

Int'l air passenger numbers in and out of the country rose 7.5% to reach a staggering 27 million.

Tourism Minister Martin Ferguson said this morning that the result was "outstanding", and that Australia had again bucked the international trend which has seen airlines cutting routes and axeing jobs.

"An increase in travel from Australian airports and around the world show Australia's economic development continues to grow, with the aviation

industry worth billions of dollars a year," Ferguson said.

Qantas held the largest share of passengers during the FY, accounting for 18.7%, more than double that of Singapore Airlines in second, with 9.1%.

Behind SQ was Air New Zealand (8.3%), Jetstar (8.0%) and then Emirates (7.9%).

Low-cost carriers showed gradual growth during the 12 month period, with seven new budget airlines coming online, and their combined operation accounting for 19% of int'l traffic.

The vast majority of int'l flights were bound for SE Asia (40%), followed by NZ (21.2%), NE Asia (17.4%) & North America (7.9%).

SuperShuttle Orlando

SUPERSHUTTLE Int'l is to launch shared ride van transport from Orlando Int'l Airport to hotels, major attractions and convention centres, effective 01 Feb 2012.

Thursday 3rd Nov 2011



ABOVE: Arabian Adventures, Emirates and Dubai Tourism spent five days in Dubai showcasing the emirate to a group of Australian MICE managers.

The group stayed at the Six Senses Zighy Bay Resort in Oman before moving to the Atlantis The Palm in Dubai.

Highlights of the famil, that focused on the diverse nature of the city, included a chairlift ride to the summit of Ski Dubai for hot chocolate, an upclose experience with Dolphins at AquaAdventure and time to shop at the Gold and Spice Souks.

Pictured at AquaAdventure with Alice the Dolphin, from left are the MICE Managers with Rebecca Smith, AU/NZ representative for Arabian Adventures, Nicki Keegan, EK sales exec and Veronica Rainbird, senior manager trade, marketing & strategic relations for DTCM.



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

HAMILTON Island and qualia will be showcased to the UK audience of the Daybreak TV program today and tomorrow as part of its 'Daybreak Down Under' visit to Australia filmed this week.

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.

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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 busines.

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.

Cruise Consultant – Sydney

- ★ Sell what you love!
- ★ Great team environment
- ★ Career opportunities

Are you crazy about cruising? Do you offer the kind of customer service that has clients coming back time and time again. If so you may have just found your dream job! Our client, a boutique cruise company is looking for an experienced consultant to join their expanding team. This is an all round role where you will not only be selling worldwide cruises but offer the complete package including flights, accommodation & day tours. If this sounds like your next move apply today as this opportunity will not last long.

Contact **Stacy Balderston** T: 02 9231 6444 E: stacy@tmsap.com.

Online Travel – Account Manager

- ★ Global travel organisation
- ★ Excellent career opportunity
- ★ Fun and dynamic office environment

Manage a portfolio of accounts where your primary focus will be to maintain the On-line Booking Tool .In addition, you will also be responsible for retention of clients via analysis and building strong client relationships. You must have strong IT and GDS knowledge along with the ability to build and maintain strong relationships with customers at all levels within an organisation. This is a great opportunity for a corporate consultant wanting to take the next step in their career.

Contact **Sally Matheson** T: 02 9231 644 E: sallym@tmsap.com.

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CONTACT THE AA EXECUTIVE TEAM FOR THE BEST EXECUTIVE ROLES

SMOOTH SAILING FOR YOUR CAREER NATIONAL MARKETING MANAGER- CRUISE SYDNEY – SALARY PACKAGE \$110K+

This exciting new senior Marketing role is available now with one of the leading brands in the industry. Be responsible for the overall marketing strategy and end-to-end marketing functions of the business to drive and achieve revenue, specifically for this rapidly expanding division. Develop strong relationships with industry stakeholders and flex your marketing muscle to achieve outstanding outcomes for the business.

EVENT MANAGEMENT AT ITS PEAK SENIOR EVENT MANAGERS SYDNEY – SALARY PACKAGES TO \$90K

These highly sought-after positions always attract attention so if you have the relevant experience we invite you to apply for these roles starting early 2012. Your experience must include the creation, coordination and management of large-scale experiential events within the corporate Incentive & Conference space inclusive of international destinations. Strong leadership and client relationship skills are essential.

CORPORATE SALES IN ABUNDANCE CORPORATE SALES MANAGERS SYDNEY & PERTH – SALARY PACKAGES ABOVE \$100K+

Currently AA has an abundance of corporate travel BDM roles for you to secure across the country. So you don't miss out on these roles while they are running hot, speak to AA today. Your skills will need to include previous BDM activity in the corporate market either from TMC, Car Hire, Airline or Hotel. Strong presentation and negotiation skills are a must for these roles so get your early Christmas present from AA today.

WE'RE LOOKING FOR THE BIGGEST GROUPIE TEAM LEADER GROUP TRAVEL SYDNEY – SALARY PACKAGE TO \$90K

This exciting new position will be responsible for leading a newly created team specializing in group travel within the corporate arena. As well as being a strong leader who can coach & develop and manage workflows, you'll be a hands-on groups specialist with a keen eye for detail and high level customer service skills dealing with demanding corporate clients. This unique opportunity is waiting for you now.

CONSUMER DIRECT SALES OPPORTUNITY SALES EXECUTIVE – GROUP PRODUCT MELBOURNE & SYDNEY – SALARY PACKAGE \$55k + CAR

Do you have experience in selling group tours to direct markets? This role offers you an interesting product with worldwide group tours to sell. Being in a unique field they require someone who has the ability to drive business within markets outside of the travel agency market so you will be managing relationships with direct clients. You'll assist with airport departure and travel as onsite assistant overseas.

YOUR MOVE TO ACCOUNT MANAGEMENT ACCOUNT MANAGEMENT SUPPORT ANALYST SYDNEY – SALARY PACKAGE TO \$75K

If your experience is in corporate travel and online booking tools this could be your "next step". This unique role will support the client management team in providing detailed reporting and analysis of client spend. You will be a critical part of the team supporting the service delivery to a VIP client base, so you must have strong numerical skills, attention to detail, communication skills and the ability to work at pace.

BENEFIT FROM LEAVING THE REST BEHIND BUSINESS DEVELOPMENT MANAGER – LEISURE PERTH – SALARY PACKAGE TO \$60k + CAR ALLOW + BONUS

There is one reason why this company is moving forward in leaps and bounds in their sector of the industry – the team they employ! If you are target driven, love being in a challenging role with a company that promotes from within, then this is the brand you want to work for. You will be whisked away on exciting incentive trips and develop relationships within the WA Agency Market. DON'T DELAY THIS IS A HOT PRODUCT.

SELL YOUR SOCKS OFF INDUSTRY SALES EXECUTIVE / BDM SYDNEY – SALARY PACKAGE OTE \$75K + CAR

If you are a talented Sales Executive with experience working on the road, managing a call pattern and delivering great support to your portfolio of Agents, this BDM role will offer you the chance to join a large, professional organization. Selling a high profile product, you will be motivated by driving revenue, building relationships, and helping your clients grow their business through increased commissions.

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
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

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