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# Travel Daily

First with the news

Friday 25th November 2011

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## Tourism support

FEDERAL tourism minister Martin Ferguson and Innovation minister Kim Carr this morning announced that tourism companies across Australia can now apply for business support through the government's Enterprise Connect program.

The scheme has now been expanded to allow Business Advisers to assist travel agencies, tourist accommodation providers, tourist attractions, tour operators and businesses offering local food and beverage tasting experiences. "Enterprise Connect will provide tourism businesses with access to tailored, independent business advice, advisory service funding, workshops, market intelligence and valuable industry contacts and connections," Carr said.

See [enterpriseconnect.gov.au](http://enterpriseconnect.gov.au).

## Smartraveller goes mobile

THE next phase of the DFAT Smartraveller travel advisory system (**TD 31 Oct**) was officially launched at Sydney Airport today by Foreign Minister Kevin Rudd.

As well as a series of new TV commercials which strongly urge travellers to register with the website - and take out travel insurance - the campaign also includes a new smartphone-enabled web application.

"It's vital that the Department of Foreign Affairs and Trade's consular services are as effective and accessible to as many Australians as possible," Rudd said.

The app works very fast, and as well as offering travel tips makes it simple to access the latest travel advices for all countries.

It also includes interfaces to maps showing the locations of consular services abroad, as well as contact details.

Travel Insurance was a strong theme of the launch, with Rudd telling attendees "if you can't afford travel insurance, you can't afford to travel".

The event was also attended by AFTA ceo Jayson Westbury, who welcomed the move as "a very

positive step in helping travel agents to ensure the safety of their customers".

He said the project also included the development of a new e-learning tool, specifically for use by travel industry professionals which will help them to learn about the Smartraveller program "and under what circumstances the Australian Government can and cannot help their clients while they are abroad".

Westbury praised the new mobile app, saying the option of getting easy, up-to-date and reliable information from Smartraveller across the globe "is a major step forward in looking after our travelling Australians".

The new TV ads will be shown over the coming months, and for an exclusive sneak preview they are now also live at [traveldaily.com.au/videos](http://traveldaily.com.au/videos).



## Bedarra Island sold

QUEENSLAND'S Bedarra Island, which was devastated earlier this year by Cyclone Yasi, has been sold to the Qld-based Charlton Hotel Group which also owns four properties in Brisbane.

Hideaway Resorts marketed the island through CBRE Hotels, which said more than 150 enquiries had been received including some from "high net-worth individuals" seeking to use it as a private family residence.

## Eight pages of news

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

- AA Appointments
- Consolidated Travel

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## KLM agent incentive

KLM is offering travel agents the opportunity to win a \$200 voucher for RedBalloon experience by selling a "Two to Tango" business class fare (or any other KLM business class fare) ex Australia to Europe - see page 10.

**a** What do Amadeus agents and 112 airlines have in common?

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## QH price increase

**QANTAS** Holidays this morning announced price increases for a range of destinations, with a rise of up to 5% effective 07 Dec.

The increase includes trips to destinations across Asia, Hawaii, the USA, Fiji, Tahiti, Samoa, Africa, UK, Europe, UAE and South America.

To protect existing bookings payment must be made in full by 07 Dec, with an extra 48 hour grace period for processing.

## Lacaze wants to talk money

**JETSET** Travelworld Group ceo Peter Lacaze believes it will be necessary to start talking about where money is made and how it's spread around the company, as a move towards transparency for the travel firm in the future.

Lacaze made the remarks at the Travelscene conference last week, telling delegates during a panel discussion that "there has been, and there still is, a reluctance to talk candidly about money."

"In future years we want to start talking about how much money is being made and paid."

The JTG boss reiterated that the group was trading in "uncertain markets" currently, "but if you don't have enough money to get the job done everything comes to a grinding halt."

"You've got to have enough money to run the business and pay the bills, and that's one of the main reasons that we merged Jetset Travelworld and Stella."

"It was about adding sufficient scale to be able to compete in the changing market place."

He highlighted the necessity for stronger ties between suppliers and points of sale, saying it is a "critical issue for the future."

By contracting as a single entity, JTG gets credit for the increased scale for the business.

And with a much wider range of suppliers available to each of the retail brands, there are greater opportunities for travel agents to make money, Lacaze said.

"The stronger our revenue contracts are, the more money we make, the more money there is to spread around the business and agencies."

The issue of money has always been important, he said, but with a lot more competition for it "we need different strategies that we are implementing now, to make sure we hold body and soul together for the years to come."

The new Resurg dashboard, launched to TSAX delegates last weekend are also available to Jetset Travelworld Network members (**TD** 31 Oct), is a key move towards giving agents live feedback on their performance.

More comments from Lacaze on Flight Centre and its advertising footprint on **page 5**.

## QF assurance

**QANTAS** has hailed a Transport Workers Union move to not mount a legal challenge to the Fair Work Australia termination of industrial action (**TD** breaking news).

The carrier said that with the disputes with ground handlers, engineers and pilots to be now arbitrated by the independent umpire, passengers can look forward to up to "four years of certainty".

**MEANWHILE** the new QF A380s being rolled out from mid-2012 (**TD** yest.) will have 14 First Class seats, not 16, with configuration for other future deliveries in 3 or 4-class cabins are "under review".

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\*Gross fare, not including fees, taxes and surcharges.





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## Local salary rises slower than Asia

**THE** proportion of Australian travel industry staff who have seen a pay rise in the last year is less than their counterparts in Asia, according to the annual TMS Asia Pacific salary survey.

Released this morning, the study which saw around 800 responses found that 54% had seen an increase, compared to 75% of those within the Asian travel industry.

TMS gm Australia Sally Matheson said the figures were still encouraging, adding: "There can be no doubt we are currently back in a pre-GFC climate" which in theory should still see upward pressure on salaries due to a shortage of travel talent.

Of those who responded to the survey, in roles ranging from front line consultants right through to company ceos, the highest average salary was recorded in the corporate sector (\$95,000) while cruising was also strong, with an average salary of \$81k.

Highest pay was recorded in NSW, followed by Vic, then Qld, ACT, WA and SA.

The survey also found that career development and employee satisfaction remain high on the agenda, with Matheson saying employers "need to be very much on their toes if they are to maintain headcount - and fill newly emerging job roles - and if they are to remain competitive in the employment stakes in this current environment".

Survey results at [tmsap.com](http://tmsap.com).

## QF still satisfies most

**QANTAS** has achieved a five percentage point lead in domestic airline satisfaction over Virgin Australia, the latest Roy Morgan Research poll has revealed.

During the Sep 2011 quarter, Qantas scored an 85% satisfaction level with surveyed passengers, while DJ is hovering around 80%.

The survey was conducted prior to Qantas grounding its entire fleet of aircraft last month.

Int'l Director of Tourism, Travel & Leisure, Jane Ianniello said both leisure and business customers had given QF a higher satisfaction than it's main domestic rival.

"Qantas still had a clear but diminishing lead over Virgin Australia," Ianniello said.

The flag-carrier's rating has dropped about two percentage points since May 2011, while over the same period DJ's satisfaction has remained steady at 80%.

Jetstar's satisfaction rating was 66%, which is about 7 points behind where it rated a year ago.

Tiger Airways satisfaction level has continued its upward trend of recent months, ending the Sep quarter at 42%, which is around 5 points higher than in Jun & Jul.

## Cathay Brazil c'share

**CATHAY** Pacific has expanded the codeshare agreement with its oneworld partner American Airlines, with the CX code to appear on AA flights from New York JFK to Rio de Janeiro and Sao Paulo effective from 01 Dec.



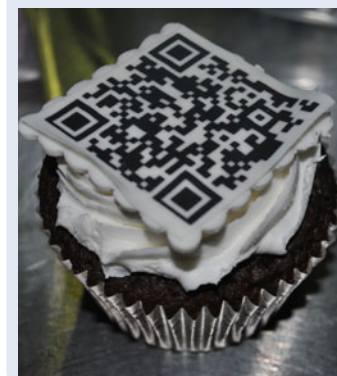
## Window Seat

**TODAY'S** Smartraveller launch (see p1) saw a range of technology initiatives unveiled, including a super-fast mobile-enabled website.

The new [smartraveller.gov.au](http://smartraveller.gov.au) automatically detects a smartphone and makes it very easy to find out travel advice for various countries, register with DFAT and get relevant travel tips.

To push home the message at the launch, Foreign Minister Kevin Rudd also unveiled some promotional cupcakes - complete with a "QR code" which directs to the site (below).

In keeping with our mission to fully inform the industry, **TD** tested the code and confirms that it worked perfectly - as well as sampling the cake which we can testify was delicious!



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## Cover-More mulls value-add assistance

THE newly appointed head of Cover-More insurance services says the company is committed to providing travel agents value-add products that can't be easily imitated by online providers.

Peter Edwards told delegates at last weekend's TSAX Owners-Managers Conference that Cover-More would spend the next three months "unlocking the unique potential" of add-on products that "cannot be easily replicated."

The firm's CEO of six weeks said products would be developed that'll give bricks & mortar agents a "distinct advantage" over rivals.

"We need to find an insurance and an assistance product, adding value in ways of assistance.

"If you've got a demographic profile of a customer that is appealing to you, and our products

and services aren't supporting them, then we've got to find a value-add offering" he said.

Ideas floated by Edwards included mobile products that would allow customers to access some unique apps or services.

Examples included a secure online document store, or an app giving the ability to make instant contact with Cover-More in the event of an incident that saw clients require urgent details on where to locate health services, avoiding long distance international phone calls.

"We've got to make sure that our products and services are aligned to your needs, and they are simple to sell," he told TSAX delegates in Singapore on Sat.

Edwards, who was previously regional director at Allianz Global Assistance, also said Cover-More has needed to reduce prices "to remain competitive" in the travel insurance sector.

## News Ltd travel deals

GROUP buying retailer OurDeal, jointly owned by News Limited and the Ten Network, has launched a new travel-focused OurDeal Escape site to highlight domestic and int'l holiday deals.

OurDeal Escape is headed up by Sam Linder, formerly Australian marketing mgr for Wego.com.

## Vale Joy Doylend

THE travel industry is mourning the death of Joy Doylend, long-time director of Wandana Travel.

Her funeral will be at 2pm 30 Nov at WD Rose Funerals, Brighton.

## South Australia Events event



YESTERDAY the South Australian Tourism Commission showcased its events calendar for 2012 at a function in Sydney hosted by Adelaide Fringe Ambassador, entertainer Bob Downe.

South Australia will next year hold a plethora of events, incl the long-running Adelaide Festival of the Arts which will now take place every year.

On the musical front there's also WOMADelaide and the Adelaide Cabaret Festival which will be headed up by Aussie songstress Kate Ceberano. And sport is also a key feature

of the calendar, with the year kicking off with the Santos Tour Down Under cycling race, plus the Australian Swimming Championships and the Clipsal 500 motor racing in Mar.

Kangaroo Island will host a Surf Music Festival and of course on the culinary side there's Tasting Australia and the Feast Festival.

Pictured above at yesterday's launch are champion cyclist Robbie McEwen with EventSA head Hitaf Rasheed and SATC board member Lyn Tuit.

See [traveldaily.com.au/videos](http://traveldaily.com.au/videos) for videos from the launch.



## 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](mailto:advertising@traveldaily.com.au)



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## Earlybird reminder

SCENIC Tours is reminding travel agents that its 2012 earlybird and partner free airfare deals to Canada & Alaska end on 15 Dec. For more info call 1300 723 642.

## MTA lei's out new branding



**ABOVE:** MTA Travel celebrated the launch of its brand new image (**TD** 21 Nov) with a holiday beach themed Christmas party last week, featuring *Australia's Got Talent* 2011 grand finalist, tenor David Devito.

Pictured at the event with

DeVito are some of the Mobile Travel Agents attending the event - from left: Tamara Henderson, Tarscha Singer, Kate Vasiliou and Karen Merricks.

See more photos from the event at [traveldaily.com.au/photos](http://traveldaily.com.au/photos).

## Japan lures ski market

SKIJAPAN.COM says Australian skiers and boarders are taking advantage of a dip in visitor numbers to Japan and bargain prices, with Aussies now heading to the snow-covered slopes on Hokkaido and Honshu.

To drive demand, SkiJapan.com has peak season accom deals priced from \$47 a night.

This weekend Japan's 2011-2012 ski season launches at Niseko, with the opening of Grand Hirafu and Annunpuri.

Niseko Village will open next week on 01 Dec.

## Bells adds suites/villas

14 BRAND new deluxe suites & villas have opened at Bells at Killcare Boutique Hotel, Restaurant & Spa on the NSW Central Coast.

The latest additions join the property's existing range of cottage accommodation - see [www.bellsatkillcare.com.au](http://www.bellsatkillcare.com.au).

## Aussie pilgrims soar

A SURVEY by the Israel Ministry of Tourism for 2010 has revealed a doubling in the number of pilgrims from Australia travelling to the Holy Land of Israel.

60% of the Australian visitors profiled were pilgrims in 2010.

## JTG holds market share on Flight Centre

THE Jetset Travelworld Group has maintained its market share against the country's number 1 retail group over the past 12 months, according to company boss Peter Lacaze.

"At best we can measure we've held our position against Flight Centre" during which time Jetset Travelworld and Stella Travel Services had successfully merged, Lacaze said in Singapore on Fri.

He told Travelscene American Express delegates that the issue of "scale" was important, and as a company "there's probably a bit more we need to do."

"Many of our suppliers have gotten really big, and some of our competitors have become giants.

"So we need to have enough scale to box them out of the ring," Lacaze said.

But relationships are important, with Lacaze warning that if the

group becomes too big there's the risk of becoming impersonal.

"You can't just have these giant monoliths where all the personality is gone - there has to be relationships in that," he said.

MEANWHILE, Lacaze referred to Flight Centre's advertising spend & retail visibility as "enormous."

"It's easy to end up with a bit of an inferiority complex about this cause they are so in your face," he commented.

Lacaze said he believed the way to combat JTG's nearest retail competitor was to "play to our own strengths & our own games.

"We've kept our brands separate and independent and well managed," he said.

"We're focused on continuity and big business within each of our retail brands, allowing them to find their own solutions within their own budgets," he remarked.

## Te Manava stay pay

THE Cook Island's Te Manava Luxury Villas & Spa, Muri Beach is offering a Stay 5, Pay 3 deal in its Garden Villa Suite or Garden Retreat Villa, for travel to 30 Apr 2012, when booked by 15 Dec.

Blackout dates apply from 26 Dec to 10 Jan, and the deal can also be extended to a Stay 10, Pay 6, or Stay 15, Pay 9 deal.

## NYC rooms surge 24%

NEW York City has seen a wave of new hotel developments in the past three years, with the number of rooms increasing 24% to about 90,000 by the end of 2011.

Occupancy rates in the Big Apple sit at an annual level of 85%, a figure New York City Mayor Michael Bloomberg said was well above the national US average.

Twelve hotels have opened in parts of New York this year alone, including Aloft New York Brooklyn, Hyatt 48Lex & Dream Downtown.

And before the end of the year Conrad New York and the TRYP will open and boost the city's total inventory by another 636 rooms.

## MEA Board addition

MEETINGS & Events Australia has elected Anne Jamison, director of sales & marketing from the Melbourne Conv. & Exhibition Centre, to its National Board.

## Wholesale Travel Consultants



Located in the Sydney CBD, we require experienced travel consultants to join our team.

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## Nelson's looking frisky



**ABOVE:** He may be 93 years old, but there appeared to be plenty of life in Nelson Mandela at a South African Airways function in Sydney last night.

No, it wasn't actually the former President of South Africa, but SAA's Ian Robinson wearing his Mandela mask was happy to plant a wet one on the cheek of a surprised Tracy Thomas.

Also pictured above are Suzan Tan and Graham Ware, ready to welcome guests to their early pre-Christmas festivities.

### New Outrigger gm

**NIEL** Mason was this morning named as the gm of the Outrigger Little Hastings Street Resort & Spa in Noosa Heads.

### Worldhotels adds IT

**WORLDHOTELS** has signed India's Kingfisher Airlines as its 21st frequent flyer partner, with members of the King Club loyalty program to earn 500 points/stay.

### Hotel satisfaction poll

**SHERATON** and Crowne Plaza hotels in Australia were rated by customers as the leaders in hotel satisfaction for the 12 months to Sep, setting a benchmark of 91%, Roy Morgan Research indicates.

Marriott was third in the poll (on 90%), followed by Hilton and Mantra, which were both on 89%.

Sheraton's customer rating has leapt 7 points year on year, a trend reflected at each of the other top 10 hotels & resorts.

The research group says satisfying high value local travellers has never been more important due to the increasing number in Aussies heading overseas.

### QH Potter packages

**QANTAS** Holidays has packages starting from \$195ppts to *Harry Potter: The Exhibition* at the Power House Museum in Sydney including two nights accom and one adult peak season ticket.

### Ayutthaya re-opening

**TOURIST** attractions around the once Thai capital, the Kingdom of Ayutthaya, are beginning to re-open to the public following recent flooding in the country.

Destination Asia Thailand says attractions which have reopened include Ayutthaya Royal Elephant Kraal, Chao Sam Phraya National Museum, Wat Phanan Choneng Ayutthaya, Wat Yai Chai Mongkol and the Temple of the Reclining Buddha, Chankasem National Museum, Wat Ratchaburana, Wat Phra Si Sanphet, Wat Phra Mahathat and Wat Phra Ram.

The World Heritage site is about 90kms to the north of Bangkok.

## Hahn Air Beach Pack giveaway



**Travel Daily** has teamed up with **Hahn Air** this week and is giving one lucky

reader the chance to win a Beach Pack, valued at over \$200.

The Beach Pack contains a 2.2m beach umbrella, 2 beach towels, flip flops, a cap & lots more.

For your chance to **WIN** this great pack, in **25 words or less answer the question below:**

**In your opinion tell us what are the advantages of using Hahn Air**

Email your answer to:  
[hahnaircomp@traveldaily.com.au](mailto:hahnaircomp@traveldaily.com.au)

The most creative entry will win this fantastic prize, with the winner's name published in **Travel Daily** next week.

### DriveAway bonuses

**DRIVEAWAY** is offering bonus travel agent commission on last minute Peugeot Leasing bookings collected by 31 Dec 2011, when booked and paid before 15 Dec.

### Velocity e-store deals

**VELOCITY's** bonus points offering at Apple Stores Australia (**TD** yesterday) are available to members when shopping via the Velocity Global eStore until 31 Dec - [www.shopandearn.com.au](http://www.shopandearn.com.au).

Velocity members shopping via the eStore will earn points on each transaction.

Members can earn points with a wide range of retailers via the eStore, incl GAP US & John Lewis.

### New EY duty free mag

**ETIHAD** Airways has this month launched a brand new inflight duty free magazine packed with fragrances, beauty products, jewellery, gadgets and toys.

Passengers are being advised to pre-order items from Boutique at least 72-hours prior to their flight - see <http://bit.ly/EYboutique>.

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## ADMINISTRATIVE ASSISTANT

Travel Daily is looking for an office assistant to work part time 9am-1pm five days per week. You will be assisting our team with a range of duties including reception, banking, post, accounts receivable, coordination and other administrative tasks.

The successful applicant will have a sound knowledge of Microsoft Office, good verbal and written communication skills and an outgoing friendly demeanour.

The position is based in our office in Epping, NSW.

**Applications in writing to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) by Friday 25th November 2011.**

## Hound family sales up

**GREYHOUND** Australia has reported a 10% rise in family holiday bookings at the start of the peak season.

The top ten 'hot spots' include the Gold Coast, Byron Bay, Coffs Harbour, Airlie Beach, Phillip Island, Perth, Sydney, Monkey Mia, Canberra and Cervantes.

## CO/OS EU-US c'share

**AUSTRIAN** Airlines has been given a green light by US officials to place the Continental Airlines flight code on services between the US and Europe.

Initial services where the new codeshare will apply include between Vienna and New York JFK, and from Vienna on Lauda or Tyrolean to Graz, Innsbruck, Klagenfurt, Linz and Salzburg.

## Singapore visits soar

**SINGAPORE** Changi Airport has reported an 8.3% year on year growth in pax movements for the month of Oct, of 3.88 million.

## Air Australia ancillaries

**AIR** Australia is now featuring specific details about its ancillary fees since its repositioning and rebranding earlier this month.

Passengers will be charged \$50 for exit row seats on A320 flights and \$85 on A330 services, inflight entertainment units will cost \$15 plus a \$5 headset fee and comfort packs will be charged at \$12.

## Aus UK visits climbing

**THE** number of Aussies travelling to Britain has risen 10% year on year for the 12 month period ending Sep 2011.

VisitBritain's latest data also shows an 11% increase in Aussie arrivals from Jan to Sep, compared to the same period in 2010.

## EK Euro Business deal

**EMIRATES** has released new Business class fares to select European cities priced from \$7,190 plus taxes ex BNE/MEL/PER and SYD.

Fares need to be booked by 16 Dec and are valid for travel from 01 Dec to 29 Feb 2012.

Destinations include Athens, Copenhagen, Dublin, Frankfurt, Geneva, Istanbul, London, Manchester, Milan, Munich and St Petersburg.

## CLIENT RELATIONSHIP MANAGER

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We are looking for a creative multi-skilled individual who can be involved with marketing and business development along with managing a small dedicated team.

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by Fri 25th November 2011.

## Do you, do you St Tropez?



**PATRICK** Benhamou from French Tourism was in characteristic form last night at the Sydney Sofitel Wentworth, where Atout France together with Sofitel, Peugeot and St Tropez Tourism launched a new photo exhibition titled "Star Spotting in St Tropez".

The event (naturally) included a catwalk, and Patrick is pictured above discussing global warming and politics with some of the models who took part in a "Sin Tropez" swimwear parade from French designer KIWI.

Hundreds of industry guests took part, enjoying Pommery Champagne, French nibbles and of course fabulous views (of the exhibition of course!).

St Tropez in the south of France swells from its normal population of 5000 to more than 5 million in summer, with regular visitors including Elton John, Kylie Minogue, Hugh Jackman and of course Brigitte Bardot - all of whom are included in the pics.

And it's a popular destination for Aussies visiting France too, with more Australians invading than



some much closer source markets such as Spain and Sweden.

Last night's festivities saw Claude Maniscalco, director of the St Tropez Tourism Office, appoint Vittoria Coffee owner and long-time Atout France supporter Les Schirato as the first official Australian Ambassador to St Tropez.

The show clearly got Benhamou's motor running too, and he's pictured above on a Parisian motor scooter with Claire Kaletka-Neil from Atout France, together reviving a scene from the classic St Tropez movie "And God Created Woman" starring Brigitte Bardot.

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# A Platinum Qantas line-up



**ABOVE:** Qantas hosted its annual Platinum Club Agents event in Sydney on Tue this week, in the grounds of Taronga Zoo.

Fine wines, a Rockpool designed menu and lots of interaction with the local fauna made for a fabulous evening, with guests flying in from across Australia for the event.

**Pictured** above are the Qantas National Industry and Corporate Sales team, from left: Andrew Rattle, Allen Rego, Adele Sheers, Qantas Group Executive Commercial Rob Gurney, Karen Tsolakis and Ashley Howell.

## TA/DNSW India push

**TOURISM** Australia and Destination NSW will target Indian honeymooners to Australia following a partnership with popular Indian TV series 'Bade Achhe Lagte Hain' that will show Sydney in upcoming episodes.

TA's MD Andrew McEvoy said there is "exceptional future growth prospects for India.

"This is a market which could double in size and nearly triple in value for Australian tourism by 2020, to as much as \$2.3 billion a year," he said.

## TQ attracts Europeans

**TOURISM** Queensland will next week launch phase two of its European campaign, targeting French honeymooners.

The campaign, in conjunction with Tourism Tropical North Queensland, Qantas, Destination NSW and Tourism Australia, will feature promotions through digital displays with Carlson Wagonlit Travel, honeymoon publications and social media.

## WILD LIFE Sydney

**WILD LIFE** Sydney will extend its trading hours to 8pm from 03 Dec until 31 Mar, plus an additional Croc talk at 5pm; 6pm for Koalas and 7pm for Nocturnal info.


Friday 25th Nov 2011

## Kumuka's Amazing Race

**KUMUKA** Worldwide is seeking expressions of interest for a 12-night Charity Challenge trip, where groups of two will take part in challenges in Vietnam, Cambodia and Thailand, in Dec 2012.

The Amazing Race style trip will encourage participants to raise money, and the winners will get \$1000 for a chosen charity.

The tour is 5% commissionable to agents, and will cost \$3195pp (land only) - 1300 667 277.



## Travel Specials

**WELCOME** to *Travel Specials*, **Travel Daily's** Fri feature. If your firm has released a travel special you'd like to make the industry aware of send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**The Sarojin**, Thailand released its 'just for two' experience for the Dec period. The Stay six/Pay five deal is priced from \$435 in a Garden Residence; \$565 in a Pool residence or \$645 for a Sarojin Suite. The packages include all day a la carte breakfast with sparkling wine. To make a booking email [reservations@sarojin.com](mailto:reservations@sarojin.com).

Hamilton Island's **Reef View Hotel** is offering stays over Christmas (22 Dec-04 Jan 2012) priced from \$450 per night in a Garden View room which will coincide with The Summer Festival. Highlights of the event include, Christmas decorations, live entertainment, an appearance from Santa at the 'Carols by Candle -light', children activities and New Year's Eve party.

**Qantas Holidays** has released packages for *An Officer and a Gentleman The Musical* priced from \$289pp when staying at the Travelodge Sydney for two nights plus an A reserved ticket, on sale until 05 May. Other two night hotel packages include the Vibe Hotel Rushcutters (from \$295pp), Medina Classic Martin Place (\$326pp) and The Darling (from \$522pp).

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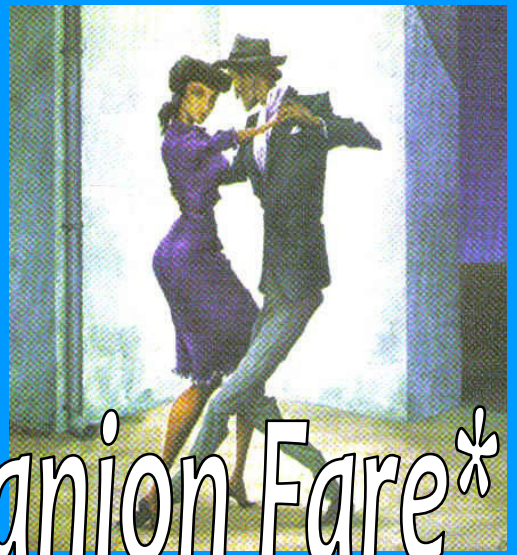
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Ticket Number (s):