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Travel Daily

First with the news

Monday 28th November 2011

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Sun Island brochures

SUN Island Tours has released new Greece and Egypt brochures, along with dedicated programs on Italy and Cruising. They're online at traveldaily.com.au/brochures - more latest releases on **page 7**.



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Qantas flags profit dive

QANTAS expects its first half profit this year to more than halve, from \$417m last year to between \$140m-\$190m for the six months to 31 Dec (**TD** breaking news).

CEO Alan Joyce said the updated figure showed the resilience of the group's business model, with the airline still making a significant profit despite major challenges during the half.

He said fuel cost increases and industrial action had a total impact of more than \$650m, including \$68m for strike action before the fleet grounding; a \$70m cost of the three day grounding including lost revenue, refunds and accommodation; a \$27m impact on forward bookings of the union campaigns; and \$29m in "customer recovery initiatives".

He said that the Fair Work Australia termination of industrial action had seen a strong recovery in domestic bookings which are "now back to normal levels".

And international bookings were also coming back, with forward bookings for the second half of the financial year "now in line with normal trends".

Capacity in the first half of the financial year is expected to be up by 4-6% - but the figure for 2010 is unusually low because of the grounding of the A380 fleet.

MEANWHILE Qantas is also set to ditch its controversial plan for an Asia-based premium offshoot, according to a front page story in today's *Financial Review*.

According to the report, the latest option favoured by QF executives is a lower risk alliance with Malaysia Airlines which would see the development of Kuala Lumpur as a key hub.

It's understood that Joyce held discussions in Singapore last week with Tony Fernandes, ceo of MH's 20% shareholder AirAsia.

Nine pages of news

Travel Daily today has nine pages packed with news and photos, plus full pages: (**click**)

- AA Appointments
- Club Med

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NOU Service

Aircalin flies to New Caledonia
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3 times from Brisbane

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UK entry delays

THE Dept of Foreign Affairs & Trade is advising passengers flying into the UK on 30 Nov to contact their travel agent or airline for the latest info on flight details due to strike action being held by the United Kingdom Border Agency.

The organisation is planning to strike from 23:59 on Tue 29 Nov to 23:59 on Wed 30 Nov.

Around 18,000 passport and immigration staff are walking off the job, protesting changes made to their pensions.

The agency says it's aiming to keep disruptions to a minimum, but delays are expected.

Inbound pax are being advised to assist with processing by having all travel documents, including passports, available and taken out of any wallets; utilising automatic e-Passport gates where offered; having landing cards completed and ready; and staying in family groups - ukba.homeoffice.gov.uk.

MEANWHILE Cathay Pacific is one of several airlines urging passengers booked to fly into LHR on 30 Nov to "postpone their travel" due to the walkout which CX warns is likely to see long delays and possible diversions.

Mining benefits tourism

A NEW report from Tourism Research Australia released on Fri highlights the significant impact that the mining boom is having on the Australian tourism industry.

Queensland and Western Australia have been the main beneficiaries, with both states the only ones to experience annual average growth in business visitor nights between 2000 and 2010.

In fact, last year a whopping 23% of domestic business nights in Australia was accounted for by people who took an overnight trip to their usual place of work - i.e. fly-in fly-out mining workers.

Tourism minister Martin Ferguson said the report showed that resources demand is boosting business travel "to the benefit of aviation, food services and accommodation providers."

However he warned that the commodities boom was also creating pressures in terms of labour and "potential crowding out of traditional leisure markets."

"There is no doubt that many leisure tourism businesses are struggling from the effects of a strong Australian dollar and staff

shortages, especially in mining regions," Ferguson said.

However the report also shows that there are opportunities for growth, with some operators thriving by catering for business travellers, fly-in fly-out workers and the "growing number of visitors from China and other emerging markets".

Ferguson cited cooperation between mining companies and Indigenous communities as a vital factor in addressing labour shortages "and potentially leading to the creation of more long term sustainable Indigenous tourism experiences and economic opportunities in regional areas".

A second phase of the research, with more detailed economic modelling, will be released early next year, he said.

Krisflyer bonus

SINGAPORE Airlines is offering 50% bonus miles in its KrisFlyer loyalty program for clients who purchase SQ European fares.

The offer is valid for sales to 06 Dec and travel to 31 Jan to one of SQ's 13 European destinations.

NZ looks afield

AIR New Zealand is set to explore new markets in Asia as well as North and South America, according to details released at an "investor day" presentation on Fri.

The carrier is currently doing a review of its underperforming long-haul operations, with group gm international Christopher Luxon confirming moves to grow its network in China as well as on the Pacific Rim.

Recovery in the Japanese market is also a key focus, while profit growth is forecast to come from ancillary revenue as well as the introduction of the Boeing 787.

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RCCL launches training tool

ROYAL Caribbean Cruise Lines has debuted a new travel agent training program, which uses 3D environments to give consultants a unique insight into Royal Caribbean International, Celebrity

Cruises and Azamara Club Cruises products.

Involving a significant investment by the cruise giant, md Australia/NZ Gavin Smith said the new *Cruising for Excellence* training program is good news for local travel agents.

"Our experience shows that agents who stay up to date with all of the Cruising for Excellence training modules sell the most cruises," he said.

The agent tool "brings to life key features of our ships that consumers often simply think are too good to be true," he said such as the outdoor 'Central Park' onboard *Allure of the Seas* and *Oasis of the Seas*, or the first class restaurants aboard Celebrity's Solstice-class vessels.

The new online e-learning system has 35 modules, fact sheets, interactive virtual ship environments and the opportunity to become a brand 'captain' for each brand.

The first 50 agents to achieve 'Captain' status will receive a \$50 Coles Group & Myer gift card, or Westfield Gift Card in NZ.

Agents who complete all training modules gain 'Admiral' status - and everyone who achieves this level by 09 Mar 2012 will be eligible to win one of three special cruise prizes.

Cruising for Excellence is open to all travel agents in Australia and NZ - for more information see cruisingforexcellence.com.au.

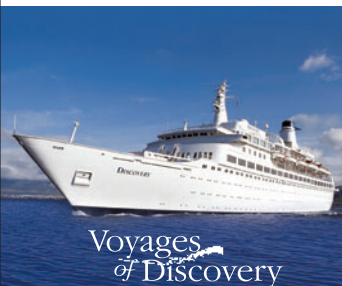
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EK DXB T3 check-in

EFFECTIVE 01 Dec, Emirates will close its check-in counters for flights departing from Terminal 3 at Dubai Int'l Airport 1 hour prior to a flight's scheduled departure.

Passengers are being advised that they should arrive at check-in counters no later than 90mins prior to departure, and be at the gate at least 35mins prior.

Those using the online check-in service with checked baggage will also be required to have their bags dropped 90mins prior.

The airline says it will also shut gates 15 mins before the departure time on flights.

The aim of the time change is to "ensure greater efficiency and on-time departures" and to benefit customers who do arrive on time.

Choice re-signs Marlow

CHOICE Hotels Australasia will continue to represent Quality Hotel Marlow in Singapore for the next five years after renewing its franchise agreement.

BA boosts JFK

BRITISH Airways will debut an eighth daily flight between London Heathrow and New York JFK from Mar 2012, with the route to operate with seven 747 flights and one 777 daily.



Window Seat

VIRGIN Galactic may have to keep on its toes to be ahead of the competition when it comes to in-flight space catering.

A Dutch astronaut heading off to the International Space Station next month has made a special request for the menu on board to include a special batch of Old Amsterdam cheese.

Andre Kuipers is in luck, with NASA and the European Space Agency agreeing to send up around 10kg of the cheese - which should be enough to tide him over during his five month mission in orbit.

YOU can't argue with the success of the longest running play on London's West End stages - Agatha Christie's *The Mousetrap* turns 60 this year.

The murder mystery has just seen its 24,587th performance - but the show's producer downplayed the milestone.

"I'm very conscious that although we've had good houses for 60 years, the amount of people who've seen the show is about the same as a single episode of [blockbuster period TV show] *Downton Abbey*", he said.



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Travel Daily

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Monday 28th November 2011



Hurry, log your sales by 19.12.11 to score a ticket at Emirates Stadium, London



Wayne, I beg your Parton!

ABOVE: Celebrity-spotter Wayne Hamilton from The Africa Safari Co got more than a few wine tasting sessions when he visited the Hunter Valley last weeked.

The Africa specialist's marketing manager ran into famous country singer Dolly Parton and had time for a quick chat and photograph before she went on stage.

New 737 for ET

ETHIOPIAN Airlines has taken delivery of the first of ten new generation Boeing 737-800s fitted with the Boeing Sky Interior.

The new plane will initially be used on ET's daily flight to Dar es Salaam, as well as its services each evening to Riyadh.

Keith Prowse phones

KEITH Prowse Sport & Entertainment Travel has apologised to Australian travel agents for any difficulties they had contacting the firm last week.

The company's phone provider was working on the system during work hours, causing significant disruption to service.

Director John Godwin said the problem had now been fixed, with agents once again able to contact Keith Prowse on the toll-free 1300 730 023 number.

GuestLogix Asia focus

IN-FLIGHT retail specialist GuestLogix has established a new Asia-Pacific headquarters in Hong Kong, and flagged the development of regional offices in China, Singapore and Australia.

The new Hong Kong operation is headed by airline industry veteran Tony Sit, who will "oversee market expansion, client services and regional solutions delivery" for the firm.

GuestLogix has strategic partnerships in place with Alpha Flight Services in Australia as well as Inflight Sales Group and Rodamas Group to introduce its OnTouch inflight merchandising platform across the region.

The GuestLogix technology allows airlines to offer onboard retail solutions for inflight duty free and other services, offering the ability for purchases to take place using handheld point of sale devices or even smartphone applications in flight.

Singapore ASEAN hub

SINGAPORE'S Changi Airport is touting its connectivity across Asia, with the arrival of new services from Vientiane in Laos utilising Lao Airlines.

It's the 11th new city for Changi this year, and the airport says the route means it's now connected via direct flights to all nine of Singapore's ASEAN neighbours.

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

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China Southern recruits in SYD

CHINA Southern Airlines has flagged significant growth in Australia, with the launch of a local recruitment drive attracting more than 400 applications in its first week.

An advertisement by aviation personnel provider Altara Resources says the airline is seeking "dynamic, motivated, patient, good communicators" to become China Southern international cabin crew operating from its Sydney base.

"Additional bases will be opening in 2012," according to the recruitment firm's website, with applicants sought who are fluent in English, and who are Australian citizens or permanent residents.

CZ gm Australia/NZ, Henry He, said the addition of Australian flight attendants aimed to add "typical Aussie character" to the airline's traditional Cantonese in-flight experience.

"We're looking forward to uncovering the next generation of flight attendants who will

become the Australian face of China Southern," He said.

The successful applicants will be trained in Guangzhou before joining CZ's double daily flights to Sydney, he added.

A statement from the carrier also confirmed that the recruitment drive would be extended to Brisbane, Melbourne and Perth in the new year.

QF pax numbers drop

QANTAS group passenger numbers in Oct fell 1.8% year on year, with the airline's traffic hit by industrial action and the fleet grounding at the end of the month.

The figures confirm the heavy toll the industrial action was having on the carrier, with mainline domestic passenger numbers 11.3% lower than the previous year, down to 1.41m.

And QantasLink held the line, with 448,000 passengers, up 0.5% on Oct 2010.

Jetstar domestic grew 7.9% to 915,000 passengers for the month, while Jetstar international was up 11.1% to 393,000 and Jetstar Asia carried 255,000 pax, up 7.1%.

QF international passenger numbers dipped 3.6% to 507,000 and the overall revenue seat factor was 81.4%, down 1.1 pts.

EY to operate for VA

HEAVY maintenance on the Virgin Australia 777 fleet will see the carrier's Abu Dhabi flights operated by alliance partner Etihad Airways during Feb 2012.

ACT Marque closure

RENDEZVOUS Hotels has formally notified the industry that its management rights for the Marque Hotel in Canberra will cease this Wed 30 Nov.

Monika is off to Chile

RIGHT: Monika Racz of World of Travel Professionals in Double Bay, NSW was the lucky winner of last month's amazing TD comp.

She's heading to Chile courtesy of LAN, Latitud 90 and the luxury Patagonia Camp, and is pictured receiving her tickets from Catherine De Giorgio, account manager NSW/ACT LAN Airlines.



Peru push in Australia

QANTAS is being urged to add Lima, Peru as a destination on its website, with PromPeru tourism coordinator Rosana Guinea telling TD she raised the issue in meetings with the airline last week.

She said that QF's new Santiago flights will offer easy onward LAN connections to Peru, with the tourism organisation last week hosting agent events in Brisbane, Melbourne and Sydney.

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

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Vienna comes to Sydney

GUESTS at a special Austrian Tourism event on Fri night enjoyed a sublime Sydney Symphony Orchestra performance of Gustav Mahler's *Resurrection* symphony.

The function was to celebrate the increased frequency of Emirates flights to Vienna, which now operate 13 times per week and have received huge support from the Aussie market.

In fact Australian arrivals into Vienna are up 15% this year, coinciding with the additional capacity operated by Emirates.

Astrid Mulholland-Licht from the Austrian National Tourist Office is predicting more than 130,000 overnights in Vienna from Australia this year, saying this was "an amazing result, and the highest ever".

Before the Mahler, attendees were treated with delightful canapes - along with an authentic Austrian coffeehouse set up specially for the occasion at the Sydney Opera House.

Astrid Mulholland-Licht is pictured above with Elna Schaerf-Trauner from Coffee Basics, while the event was also enjoyed by Tim Harrowell of Emirates and John Weeks from The Travel Corporation (left).



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Jetstar iPad games

APPLE iPads offered onboard Jetstar flights will feature 12 of the latest games as part of the inflight entertainment line-up.

Digital publisher Gameloft has confirmed that the Jetstar iPads will offer Real Football, Shrek Kart, Avatar, UNO and N.O.V.A. Near Orbit Vanguard Alliance from next month.

An additional seven titles will follow in the first quarter of 2012: GT Racing, MotorAcademy, Brain Challenge, Blokus, Ironman 2, Let's Golf 2, The Settlers and Asphalt 5.

The iPads will roll out in the coming weeks on selected JQ flights longer than two hours, including Australian domestic and trans-Tasman flights.

Rentals cost \$10 to \$15 per flight depending on sector length.

Cossar steps down

THE Tourism Industry Association of New Zealand has confirmed the departure of its chief executive, Tim Cossar, who has headed the organisation for the last three years.

Cossar will take up a role as the new ceo of Te Puia, the Rotorua Maori Arts and Crafts Institute, with TIA chairman Norm Thompson saying that a search for a new head would commence effective immediately.

KL/MU cooperation

CHINA Eastern Airways has launched a new codeshare pact with KLM covering services between China and Europe.

GA pregnancy rules

GARUDA Indonesia has issued new conditions of carriage for expectant mothers, with pax accepted for travel without restrictions up to 31 weeks of gestation in a normal pregnancy.

With complicated pregnancies, or between 32 and 36 weeks approval from the airline's medical clearance department is required, and in all cases "the health and condition of the passenger on the day of departure may influence acceptance for carriage, subject to the discretion of Garuda Indonesia staff.

Travellers who are at more than 36 weeks of gestation will not be accepted for travel, according to the updated policy.

AUH pax numbers up

ABU Dhabi Airports Company is forecasting double digit growth in passenger numbers over the next few years due to Etihad Airways and Abu Dhabi's 2030 vision of developing the emirate into a business and tourist centre.

CEO James Bennett said the airport handled 11 million passengers in 2010, up 12.2%, and "we anticipate finishing this year at over 12 million and we'll see double digit growth for the next few years."

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Crystal adds cruises

CRYSTAL Cruises has added an extra 63 voyages on top of its already released 2013 schedule, with new itineraries built around local festivals worldwide.

New seven, nine and 12 day Mediterranean route rotations are being offered as well as over 75% of summer cruises lasting between seven and 10 days and two and three day stops are available in 53 different locations.

Beyond Travel Croatia

BEYOND Travel has unveiled exclusive one way eight day cruises from Dubrovnik and Split for the 2012 season.

The new product is operated aboard *MS Eden*, a comfortable family-operated motorised yacht with capacity for up to 38 passengers, all in fully air conditioned outside cabins.

The itineraries start from \$1595 including all meals, sightseeing and on board gratuities.

A bonus of \$300 in "Discover More" travel credits per couple is on offer when deposited by 19 Dec - more info 1300 363 554.

BIG4 Smartphone app

BIG4 Holiday Parks has unveiled a new mobile website that offers a GPS option to find 'Parks near me,' info and pictures for all 180 Parks nationally, a book and pay facility plus the ability to renew or buy memberships.

The mobile site is compatible with iPhone, iPad, Android, Nokia, Windows Mobile and Blackberry - for details see BIG4.com.au.

SAA's new routes

SOUTH African Airways has announced a new twice weekly route into Pointe Noire, Central Africa from 26 Jan, as well as confirming its new Beijing services (**TD** Fri) from 31 Jan.

Point Noire is SAA's fourth new African destination for the financial year.

Orion early bookings

ORION Expedition Cruises is advising that its 'Guaranteed Savings' promotions aboard both ships and all destinations will conclude at 5pm on 30 Nov.

After which time pricing will be reviewed on a weekly basis and updated online.

MEANWHILE, founder and md Sarina Bratton said the company has had its best ever reservation period, experiencing its "highest volume of bookings on record in the past few months."

Royal Brunei Airlines, one of Asia's leading airlines is offering an exciting opportunity for an experienced airline Traffic Service Officer to join our Melbourne airport team on a part time basis min 24 hours per week.

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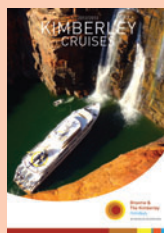
If you believe you have the skills to excel in this position and want to develop your career within the travel/airline industry, please forward your application to Peter Hurst by email to peter.hurst@rba.com.bn.

Applications close Wednesday 7th December.



Brochures of the Week

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



Broome & The Kimberley Holidays - Kimberley Cruises

New for 2012 is **Lady M Luxury Cruises** which caters for up to 18 guests over an eight night cruise from Broome to Prince Regent River. Also new is the *Escapade*, a luxury catamaran which accommodates just four guests on a four night voyage departing Cygnet Bay on the Dampier Peninsula, cruising via the Thousand Islands to the Horizontal Waterfalls.



Explore Holidays - Driving Europe

The second Driving Europe brochure has been released by Explore Holidays following a successful inaugural year. The guide offers itineraries from Scotland all the way down to Spain and Sicily with accommodation options, passes and a driving distances chart. The brochure is due to hit travel agent shelves in Dec.



Crystal Cruises - 2012 Europe Collection

The 2012 Europe brochure showcases cruises sailing between Mar and Dec across the Trans-Atlantic, Mediterranean, Canary Islands, Black Sea, Western Europe, British Isles, Northern Europe, Baltic Sea and Russia and North Cape and Arctic Circle. The extensive 81 page brochure offers deck plans for *Crystal Symphony* and *Crystal Serenity* and has two pages on the Crystal Adventures Hotel Programs and a full page on the Free Air Program.



AAT Kings - Western Australia 2012/13

The newly launched brochure for the WA region offers guided and day tours throughout the region. Trips range from five to 20 days and include popular tourist spots such as Monkey Mia, Carnarvon, Broome, Exmouth, Karatha, Geraldton, The Pinnacles and much more. The 35 day booklet offers full information on the all inclusive tours and more two-night stopovers.



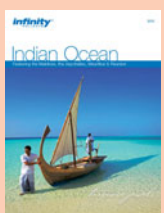
Adventure World - Trek America USA, Canada, Alaska and Latin America 2012

The new Trek America brochure is featuring a range of tours across North and Latin America. The small group tour operator has tours ranging in length from seven to 64 days and includes trained American tour leaders and private transportation. Brochures are available through TIFS or online at adventureworld.com.au.



CIT Holidays - Italy with the Best of Europe

CIT offers a range of villa, apartment and hotel accommodation options with CIT's one week villa stays including Avis car rental. New self drive gastronomic tours in Tuscany and Umbria have been included as well as a new tour 'Living Sicily' a six night itinerary visitation the Eastern part of Sicily and staying in the seaside resort of Taormina. New hotels and apartments have been added in Rome, Florence, Venice, Cinque Terre in Italy and many other destinations.



Infinity Holidays - Indian Ocean 2012

The new Indian Ocean brochure for the 2012/13 season offers expanded Mauritius and Seychelles sections. New properties are also being featured throughout the destinations as well as additional products and options for the Australian traveller visiting the tropical paradise for the first time, or repeat visitors wanting a second or third look at the destinations.

Rendezvous savings

RENDEZVOUS and The Marquee Hotels are offering summer deals of up to 50% off over Dec and Jan along with bonus late checkouts - see www.rendezvous-hotels.com.

iPhone cooks itself on Rex flight

THE Australian Transport Safety Bureau and CASA are investigating an incident on Fri afternoon when a passenger's Apple iPhone began "emitting a significant amount of dense smoke" during a Regional Express flight from the Northern NSW town of Lismore to Sydney.

The carrier issued a statement on Fri afternoon saying that the phone (pictured) also had a "red

glow" and in accordance with company standard safety procedures, a flight attendant successfully extinguished the device.

"The mobile phone in question...has been handed over to ATSB for analysis," the carrier said, all passengers and crew on board were unharmed.



Ocean Road toll?

URGENT upgrades to Victoria's iconic Great Ocean Road could be funded by a toll, according to a proposal by the mayor of Corangamite Shire which encompasses the route.

According to an ABC report, Matt Makin suggested a toll of up to \$20 which could be used to "enhance and protect" the road.

MEANWHILE tourism is also putting pressure on the NSW Hunter Valley, where Cessnock Council has proposed charging guests at the popular local vineyard concerts a \$3 "road tax".

Money raised would fund community infrastructure, tourism development and marketing - but ceo of tourism lobby group TTF Australia, John Lee, has described the idea as appalling and "a tax on fun".

Queenstown events

QUEENSTOWN says its appeal as a business tourism destination is growing, with the NZ South Island playground to host next year's Conventions and Incentives NZ conference as well as the Australia NZ Agent Workshop.

New Horizons iPad winner

RIGHT: New Horizons Holidays awarded an iPad2 to Brooke Beer, Flight Centre Wanneroo for being one of the lucky winners of its trade incentive 'Discover more and more and more with New Horizons Holidays'.

Beer is the fifth consultant to walk away with the latest technology and joins more than 500 agents who have also been awarded with Myer gift cards for their 2012 bookings.

Pictured is Beer receiving her prize from Vicki Gordon, New Horizons Holidays' sales manager.

The campaign is being run until 10 Dec with the three major prizes including a Balinese getaway for two; holiday for two to Vietnam and first prize of a luxury holiday to Mauritius.



Scenic Asia webinars

SCENIC Tours will hold two free agent 'webinars' providing training on its new Asia product which includes all-inclusive luxury touring and river cruising options.

The online sessions will take place on Wed 30 Nov and Tue 06 Dec at 8.30am (WA time) and 10.30am (Qld time).

Agents can reserve a place by heading to bit.ly/scenicasia.

Sep School hols dates

QUEENSLAND tourism operators have warned that prices for holidays in the state are likely to increase in Sep next year, with Qld aligning its school holiday dates (22 Sep-07 Oct) to line-up with both NSW and Vic.

WIN TICKETS TO THE 'RENAISSANCE' EXHIBITION



This week *Travel Daily* is giving five lucky readers and their friend the chance to see the *Renaissance* exhibition in Canberra, courtesy of Italian Government Tourist Office and The National Gallery of Australia.

The National Gallery of Australia shows over seventy 15th and 16th century Italian paintings by great Italian artists such as Raphael, Botticelli, Bellini and Titian.

The exhibition highlights the amazing art of Early and High Renaissance Italy. These treasures from Bergamo will only be displayed in Canberra.

To win, simply be the first person to send in the answer to the question below to: renaissance@traveldaily.com.au

Which country is Bergamo located in?



CASUAL TRAVEL CONSULTANTS

Hughes Global Travel is looking for two (2) experienced Travel Consultants to work in their corporate implant office located 10 minutes west of Brisbane.

Position 1

You have the opportunity to apply for either 3, 4 or 5 shifts per week.

This roster rotates and consists of:
Weekends - Day, Afternoon, Graveyard shifts.
Week nights - Graveyard shifts.

Position 2

This is for 2 shifts only being Saturday and Sunday.

This roster rotates and consists of:
Weekends - Day, Afternoon, Graveyards shifts.

Experience

- 2 years plus experience
- Domestic & International Travel
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- Galileo
- Tramada (an advantage)
- Excellent Time Management Skills
- Strong Customer Focus
- Ability to work in a corporate implant environment

Applications will only be considered if they have the experience listed above.

Please email resume to: sales@hughestravel.com.au

Applications close: 05 December 2011

ATE 2012 applications

TOURISM Australia has opened seller applications for the 2012 Australian Tourism Exchange being held at the Perth Convention & Exhibition Centre in Jun.

The Eastern Module (targeting buyers from Japan, Asia & the Gulf Countries) will be held between 15-17 Jun, while the Western Module (UK, Europe, the Americas, South Africa, New Zealand & the South Pacific) will run from 18 to 21 Jun.

See tradeevents.australia.com.

SQ student bag limits

SINGAPORE Airlines is offering university students on outbound flights ex Melbourne an increased baggage allowance of 30kgs to their end destination.

A valid Student Identification Card is required and stopovers in Singapore are not permitted.

Travel agents are advised that no SQ authority is necessary in the booking/PNR or endorsement on the ticket.

Additional baggage over 30kgs will be charged normal excess fee.

MEANWHILE clients booking SQ flights to one of 13 European cities the carrier serves between 15 Nov and 06 Dec will earn 50% bonus Krisflyer miles.

The Krisflyer bonus is valid for travel from 01 Dec to 31 Jan 2012.

What an appealing line up!



ABOVE: A number of tourism boards joined together to host a Christmas luncheon in Brisbane and Sydney for their key industry stakeholders recently.

Tourism Victoria, Tourism Tasmania, Tourism NT, Tourism Western Australia, South Australian Tourism Commission and Destination NSW thanked over 100 partners across the two functions.

Guests at the events included: Qantas, JTN, Virgin Australia, Flight Centre, Quickbeds, Student Flights, AAT Kings, Travelocity, Expedia, Travel.com.au, Godo.com, Lastminute.com.au, Harvey World

Travel, Pinpoint Travel Group, Tourism Australia, NRMA, Orbitz, Accor, Viator, ATDW, Infinity Holidays, Wotif.com, Blue Holidays and APT Group.

Pictured at one of the events from left are: Brooke Gregory and Toni O'Donnell, Tourism Western Australia; Emily Robertson, SATC; Victoria Langford, Tourism Tasmania; Alessandra Higgins, Tourism Victoria; Lisa Anderson, SATC; Rebecca Dawes and Julieta Lopez, Tourism NT.

Win \$5000

in travel vouchers with Qantas Holidays brochures

Using our extensive brochure range in 25 words or less, tell us where in the world you would go with **Qantas Holidays and a \$5,000 travel voucher?**

Submit an imaginative photo of yourself with one of our brochures to accommodate your reason. The most imaginative response will be the **lucky winner of a \$5,000 travel voucher** to use towards your next holiday with us.

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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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Howard Nature Park

HOWARD Springs Nature Park in the Northern Territory will feature eight new shallow rock pools, a waterfall and two aquatic viewing platforms by early 2012 as part of a \$1.4m NT govt project which is now under way.

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THERE ARE MANY REASONS WHY YOU SHOULD CALL AA – HERE'S A FEW

DIG DEEP FOR YOUR RELATIONSHIPS

**CORPORATE CLIENT MANAGEMENT – MINING & RESOURCES
PERTH / BRISBANE – SALARY PACKAGES DOE**

If your sales or account management work has taken you deep in to the mining & resource sector and you have the ability to leverage those relationships to gain new business, this new opportunity is waiting for you to uncover. You will be experienced in business development and client relationship management, and be focused on achieving revenue goals. This is a new high profile role with a top tier client.

A SOLUTION TO YOUR NEXT SALES JOB

**SOLUTIONS SALES ASIA PACIFIC
SYDNEY – SALARY PACKAGE TO \$130K**

Lead a team through change and implement a fresh approach to solution selling. This role requires a blend of sales and technology, needing skills & knowledge of both to deliver commercial outcomes for the business. You will have experience in engaging with both new and existing clients and exercising your strong negotiation and communication skills. APAC experience and proven Sales abilities are required.

JOIN A BRIGHT AND SHINY BRAND

**CORPORATE ACCOUNT MANAGER
MELBOURNE – SALARY PACKAGE OTE \$80K**

Moving to this high profile brand will put a spark in your account management career. Managing a portfolio of corporate clients, you will have responsibility for the retention and growth of the business as well as identifying new opportunities to gain new clients. You must have outstanding communication and presentation skills and be experienced in dealing with the corporate sector. You won't look back.

THE HUNGER AND THE PASSION FOR SALES

**CORPORATE BUSINESS DEVELOPMENT
PERTH & SYDNEY - SALARY PACKAGES OTE \$100K+**

These roles require your skills in pipeline development, rapport building, delivering compelling pitches, negotiation skills and a real hunger to win. If you're self motivated and enjoy seeing the fruits of your labour turn in to profits in your pocket, these are the roles for you! You'll be joining a leading organization that will support you with a great Brand, technology, people, and reputation. Get on board today.

ARE YOU GOOD AT CATCHING MICE?

**BUSINESS DEVELOPMENT – MICE MARKET
SYDNEY – SALARY PACKAGE OTE \$90K++**

We're looking for a self-motivated go-getter who has a proven background in new business acquisition and experience within the MICE market. In this role you will be developing pipelines, taking client briefs, delivering complex proposals and using your negotiation and rapport building skills to win new conference, incentive and events business. This leading specialist will reward you with amazing incentives & benefits.

GET THE BEST FROM YOUR TEAM

**CORPORATE TRAVEL OPERATIONS / TEAM LEADERS
MELBOURNE & SYDNEY – SALARY PACKAGES TO \$80K**

Re-energize and manage this team of experienced consultants within a growing business. This role is all about getting the best from your team, coaching & development, workflow management, process improvement, managing KPI's and service delivery excellence. You must thrive in a leadership role and enjoy and having a positive impact on people and the business. Great career progression here.

RUN THE ENGINE ROOM

**OPERATIONS SUPERVISOR
SYDNEY – SALARY PACKAGE OTE \$65K NEG**

If you have a solid background in reservations, travel consulting, ticketing / documentation or product support and have risen up to a supervisory level, this new position is now available within a fast-paced travel agency. Your role will include managing the ticketing & docs team, problem solving, supplier communication and database management. You'll have a calm can-do attitude and good GDS skills.

BEST IN SHOW

**BUSINESS DEVELOPMENT EXECUTIVES
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CLUB MED BINTAN ISLAND	\$1954	ADULT	•	\$1072	2ND ADULT
CLUB MED KANI	\$3105	ADULT	•	\$1635	2ND ADULT
CLUB MED LA PLANTATION D'ALBION	\$2385	ADULT	•	\$1251	2ND ADULT

(ALBION – 6 NIGHT PACKAGE)