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Travel Daily

First with the news

Tuesday 29th November 2011

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CLUB Med is offering agents the opportunity to win \$50,000 worth of Club Med travel in one of its biggest ever agent incentives.

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Australia Post travel push

AUSTRALIA Post has today launched a concerted move into the travel sector, with a major new partnership with American Express, a new travel insurance product and the first co-located travel agency within an Australia Post outlet (**TD** breaking news).

Harvey World Travel will operate the new branch within an Australia Post "superstore" at the Brisbane GPO, and HWT md David

NZ fares \$10 cheaper

AIR New Zealand has rolled out its 'Seats to Suit' flexible fare structure on NZ domestic routes, with the move reducing the lowest fares by about NZ\$10.

The move sees a new seat-only fare joining existing baggage-inclusive levels of grabaseat, Smart Saver and Flexi plus.

Air NZ also today announced the introduction of standby fares across its 27 domestic ports, leading in at just \$59 one way seat only on non-stop off-peak flights (10am-3.30pm).

Today's issue of **TD**

Travel Daily today has eight pages of news and photos, a special front full page for **Royal Caribbean's agent training** plus full pages from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Club Med

Rivers told **TD** this morning the company will roll the concept out to other locations if a 12 month trial proves successful.

Australia Post ceo Ahmed Fahour said the move meant that Australians planning a holiday would now "only need to go to the post office for foreign currency exchange, passports, travel insurance, flights and bookings".

In the last year alone Australia Post processed more than 1.5 million passport applications, while the move will also see 200 American Express currency exchange outlets established within Australia Post branches.

Australia Post has also launched its own travel insurance product, and other travel services offered will include int'l SIM cards and of course mail redirection.

QF London waiver

QANTAS will operate its flights to London Heathrow as per the normal schedule tomorrow, but is allowing passengers to change their travel plans in the light of expected disruption due to strike action by UK Border Agency staff.

Inbound QF passengers to the UK may rebook to alternative QF flights between 28 Nov and 07 Dec, or reroute at no charge.

The waiver does not apply to pax departing from UK airports, or those transferring in London onto another international flight without clearing customs.

RCCL training live

ROYAL Caribbean's new travel agent training site (**TD** yesterday) is now live, and consultants are being encouraged to take part with an offer of 50 \$50 Coles Group & Myer gift cards for those who complete the courses first.

Cruising For Excellence offers an online experience of Royal Caribbean, Celebrity and Azamara Club Cruises, with participants also able to earn up to 20 International Cruise Council Australasia accreditation points.

For more information see the special front full page of today's **TD** or cruisingforexcellence.com.au.

Show us your mo's!

WE haven't been running our usual Movember competition this year, but the travel industry is still very keen to see some facial growth so if you have grown a Mo for charity this month, send a pic to movember@traveldaily.com.au.

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Travel Daily

First with the news

Tuesday 29th November 2011

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EY reschedules LHR

ETIHAD has responded to the UK Border Agency strikes (p1, TD yesterday) by altering its London flight schedule on Wed 30 Nov.

Three EY services (EY19, EY20 and EY17) have been cancelled "to spare the airline's guests the expected disruption in Heathrow airport and the long delays in waiting to clear immigration".

LHR authorities are warning of huge delays, with affected EY pair to be rebooked onto other flights.

SilverNeedle comes to Oz

THE Constellation Hotels Group has today officially rebranded to the name of its new parent company, SilverNeedle, with the move heralding a goal to be "one of the top hotel groups in Asia-Pacific," according to SilverNeedle president Bill Black.

SilverNeedle purchased the Constellation Hotels portfolio of about 60 properties earlier this year (TD 21 Sep), and Black told TD yesterday that the group aims to grow from its current 4,000 rooms to more than 10,000 over the next five years.

He said that the systems and strong management brought to the business by the Constellation buy formed a basis to roll out across India, Sri Lanka, South East Asia and China, with the strategy including the introduction early in 2012 of the NEXT brand.

NEXT aims to meet the needs of aspirational emerging middle-class travellers across Asia who are now much more mobile due to the advent of budget airlines.

The brand also aims to operate more efficiently in Asia, where labour costs are starting to climb,

and will offer an outsourced food and beverage concept to provide guests with a local experience.

But the Australian hotel brands - Chifley, Grand Chifley, Australis, Country Comfort and Sundowner - will remain in place and are still growing, with the debut later this week of a new Chifley Executive Suites property in Newcastle, NSW.

SilverNeedle is also looking to expand further within Australia, with Senior Vice President Jonathan Wooller saying the hotel sector here is seeing a shortage in the four and four-and-a-half star market which NEXT can help fill.

"We are very interested in talking to developers and property owners of existing hotels or commercial buildings who are looking to maximise the returns on their investment," he said.

The brand 'SilverNeedle' is the name of a rare white Chinese tea, which is traditionally offered as a welcoming gesture to visitors.


SilverNeedle is owned by a Bangalore-based family company which is investing around \$750m to make a "major play in hospitality," Black told TD.

Qantas Perth boost

QANTAS yesterday announced increased capacity on a number of routes within Western Australia, with more seats from Perth to Karratha, Newman, Port Hedland, Paraburdoo and Broome.

Effective immediately QF will operate about 9 extra return flights per week in WA.


Qantas will base an extra Boeing 737-800 aircraft in Perth to service key regional ports, with some routes upgauged from 717s.



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CLICK HERE for further details

QH drops Price Protection

QANTAS Holidays and Viva! Holidays have removed their Price Protection policy for all bookings made on or after 24 Nov, with the move bringing them into line with other JTG wholesale brands.

The policy, launched a year ago, guaranteed to hold prices for deposited bookings - and the change follows a 5% currency-related price rise announced by

the firm last week (**TD** Thu).

QH advised agents that to avoid the increase clients would have to make final payments by 07 Dec, but yesterday confirmed it had received feedback saying that this request was contrary to the Price Protection Policy.

"We are also aware that our request for final payment before Christmas is not good timing for many of your customers," the wholesaler said.

In response, QH and Viva! are removing the final payment requirement on existing bookings as at 24 Nov, which will now be price protected "as long as they are not amended in any way".

But the move sees the demise of the price protection policy too, with QH saying this is "in light of the current and forecasted economic climate to ensure our pricing is in line with the market at all times".

Mantra strong in Qld

THE Mantra accommodation group says it's seen a 3.9% increase in Queensland bookings over the last year, with further strong expectations for Gold Coast, Sunshine Coast and Far North Queensland occupancies over the upcoming holidays.

CEO Bob East said the company had "defied domestic tourism industry trends," with revenue for the financial year to date up \$8.3 million on 2010.

He said there's been a resurgence in leisure travel to Qld, and while there are still some rooms available on the Gold Coast, Mantra is expecting them to be picked up by the late-booking local drive market.

The 600-room plus Salt resort at Kingscliff is almost 100% booked for the Christmas season, with East attributing the result partly to Mantra's new ambassador, Aussie tennis champ Pat Rafter.

"Without doubt our association with Pat Rafter has helped bring the Great Australian Holiday to the forefront, and despite an attractive exchange rate, more Australians are holidaying at home which is great to see for the industry," he said.

DXB passes 50 million

DUBAI International Airport says the depressed European and US economies don't appear to be significantly dampening growth, with its 12 month rolling total of passenger numbers surpassing 50 million for the first time in Oct.

Oct traffic rose 7.3% to 4.3 million monthly passengers, with year to date figures totalling 41.8 million, up 7.7% on the corresponding period in 2010 and driven by increased EK capacity.

TG reducing MEL

THAI Airways International is temporarily reducing frequencies between Bangkok and Melbourne from 15 Jan through to 24 Mar 2012, with the normal double daily flights moving to 12/week.



Window Seat

TRAVELLERS on American Airlines in the coming weeks can enjoy some true in-sky shopping - and it's not from an onboard catalogue.

The carrier's provider of inflight connectivity, Gogo, is offering 30 minutes of free access to its online 'Fly & Buy Holiday Store' - allowing them to get a head start on that Christmas shopping.

The complimentary access to the online shop is now available through until 02 Jan.

ONLY in China?

Travellers to Nanping in Fujian Province should make sure they head to a unique noodle restaurant, where the meals are prepared by robots.

The owner of the eatery says he paid about \$1500 for the automatons, which are made in the likeness of popular Japanese cartoon character Ultraman.

According to Chinese news agencies the robotic chefs "slice noodles skillfully into boiling water," and have become a new tourist attraction for the city in their own right.

VISITORS are just dying to get to a major event which is coming up in Mexico City.

The organisers of the city's annual "Zombie Walk" say they hope this year's event will set a new world record, with more than 9800 participants already registered.

The Zombie Walk involves dressing up as animated corpses, with decaying bloody bandages and blank looks on the faces of people curiously pretending to be the living dead.

Spokesman Pablo Guisa says the Mexico Zombie Walk aims to "celebrate diversity and human rights," with walkers also collecting donations for local charities.

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

Velocity-Westfield pact launched

THE official launch this morning of the new partnership between Virgin Australia and Westfield (TD 17 Nov) is claimed to have created the "widest retail offering of any frequent flyer program in Australia".

The deal will see members earning two points per dollar spent at the Westfield online store www.westfield.com.au with a launch offer of double points (4 per dollar) available until 31 Dec.

Speaking this morning alongside celebrity ambassador Danii Minogue, Virgin loyalty chief Phil Gunter said that program partners are "particularly important because our members want to be able to earn points for their everyday spending.

"Now that our program offers global flight coverage and Australia's best flight rewards and benefits, Westfield shoppers will be able to fly all over the world with the points they earn," he said.

The deal with the Westfield online store is claimed to give access to over 160 shops and 3000 brands.

Virgin also released the results of research into Australian preferences for loyalty programs, which found that "being able to automatically pool points with family members" was the most appealing way to improve frequent flyer programs.

The study also reported that while good value flight rewards and a comprehensive network were important, of almost equal value was the ability to redeem for non-flight rewards.

Gunter cited the range of family-friendly benefits offered by the revamped Velocity scheme, including companion gold and platinum membership, the ability for platinum members to invite up to three additional guests, and points transfers into the accounts of eligible family members.

Moree disruptions

QANTAS says its flights to Moree in western NSW are currently experiencing some disruption due to extensive flooding within the town.

Passengers with a Qantas (081) ticket issued on or before 26 Nov for travel to/from Moree can make changes to their bookings without charge up to and including 04 Dec, with refunds also on offer where travel has not commenced between these dates.

CHC hotels comeback

CHRISTCHURCH & Canterbury Tourism has confirmed that three central city hotels, previously shut due to the city's devastating earthquake earlier this year, will re-open in the first half of 2012.

The 171-room Rendezvous Hotel Christchurch (formerly known as The Marque) will be the first to launch in Mar, with a further four hotels opening in the latter half of 2012 or early 2013.

UK cruise revamp

A MAJOR makeover of Britain's main cruise industry convention will see it split into two separate events in 2012.

One will be a 'Selling Cruise Conference' aimed at front line travel agency sales staff, while there will be a separate 'Columbus Day' for senior managers and agency owners.

The May sales-focused event will take place in Southampton and will include visits to four ships - Royal Caribbean's *Independence of the Seas*, Cunard's *Queen Elizabeth*, Princess Cruises' *Grand Princess* and P&O Cruises World Cruising's *Adonia* which will all be docked nearby.

Columbus Day will be held in Birmingham in Sep, including an awards dinner to recognise top contributors to the industry.

The conferences are organised by UK trade group, the Association of Cruise Experts (ACE).

More at www.cruiseexperts.org.

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*2010 and 2009 World Travel Awards. Terms and conditions apply. Fare levels displayed include return airfare, fuel and applicable taxes per person from Melbourne correct at 21NOV11. Fares also available departing from Sydney and Brisbane. Valid for outbound travel between 18NOV11-15JUN12. Taxes and surcharges are subject to change with currency fluctuations. Offer subject to availability and booking confirmation. Fares are valid for sale from 18NOV-16DEC11. Minimum stay 5 days; maximum stay 6 months. Stopovers in the UAE are permitted at the Guests' own expense. Single and double open jaws are permitted. Important information regarding Chauffeur Drive limousine and airport lounges: Guests travelling on the mixed Business/Economy class airfare are not eligible for Chauffeur Drive limousine transfers. Guests are entitled to use the applicable airport lounge when in possession of a First or Business class boarding pass for their next flight (Guests with a Economy class boarding pass for the next flight will not be eligible for access to the lounge). The ticketed baggage allowance for mixed Business/Economy class Guests is 30kg; for mixed First/Business class Guests it is 40kg. Other terms and conditions apply. Refer to SYDT187 for further details.

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ABOVE: Viva! Holidays, Emirates and Interpid Travel hosted a group of Victorian JTN agents on an adventurous and unique family to Sri Lanka recently.

Highlights of the trip included cycling through Minneriya NP where the group got to admire the 1,000 year old ruins at Polonnaruwa and scaling the 5th century fortress of Sigiriya, and a visit to the Sacred Temple of the Tooth Relic at Udawalawe NP.

Pictured back row from left are: Carl, Jetset Shepparton; Robert, Jetset Brandon Park, Sian, Black Rock Travel and Bronek, Emirates.

Middle: Rhonda, Jetset Williamstone; Chloe, Jetset Vermont; Karley, Jetset Moonee Ponds, Ruth, Jetset Ivanhoe; Saskia; Viva! Holidays; Bronwyn, Encore Travel; April, Jetset Waurn Ponds and Clare, Intrepid.

Front: Devrim, Destination Travel Centre.

Tamworth joins New England North West

TAMWORTH Regional Council in the northern inland of NSW has signalled a strong focus on boosting tourism, with the formation of a new organisation called Destination Tamworth.

The council has also for the first time joined Inland NSW Tourism, as well as "re-engaged" with New England North West Tourism.

Destination Tamworth is aiming for economic development, events and more visitors, with its participation in Inland NSW Tourism giving access to marketing and product development funding programs from Destination NSW.

Other councils in the region are also part of Inland NSW Tourism, including those in Gunnedah, Liverpool Plains, Moree Plains, Gwydir, Narrabri, Armidale, Walcha, Inverell, Uralla, Tenterfield, Glen Innes and Guyra.

Topdeck Oktoberfest

TOPDECK has released a range of five itineraries ranging from four to seven days duration for Oktoberfest 2012.

Itineraries are priced from \$369pp and can be viewed online until the release of a hard copy Oktoberfest brochure in Jan.

Money

WELCOME to Money Talk, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US\$0.98

THE Australian dollar is sitting below parity with the US greenback, but analysts are predicting an uptick after positive news from Europe and the USA overnight.

Strong sales over the 'Black Friday' holiday period in the USA has led to a boost in stock markets, which are factoring a healthy Christmas trading period for retailers and a flow-on effect across the US economy.

The European debt crisis continues to hang over financial markets, with ongoing talks regarding a bail-out for Italy as well as resolving the crisis in other floundering economies such as Greece and Spain.

Wholesale rates this morning:



US	\$0.986
UK	£0.635
NZ	\$1.303
Euro	€0.741
Japan	¥76.54
Thailand	฿30.92
China	¥6.21
South Africa	R8.16
Canada	\$1.016
Crude oil	US\$97.76

Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.


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Fascinosa naming

COSTA Cruises will christen its 16th vessel, the 1,506 cabin Concordia class *Costa Fascinosa* at a ceremony in Savona, Italy on 06 May 2012, during its first sailing.

AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury

As we all but arrive at the business end of 2011 with just four weeks till Christmas, news of the European debt crisis being worse than first thought may just put a sting in our tail in the travel industry as what has been a patchy, but still solid year draws to a close.

There are some reports that the Reserve Bank may be looking to drop the official interest rates by 0.25% next week when it meets, and this could be the real sign of trouble ahead. With the Aussie dollar now slipping below parity with the US greenback and holding in the high 90c mark for a few weeks, and the general news that the Federal Treasurer is looking to make further cuts to the national budget, the months ahead may just be a little rocky for the travel industry.

Usually when we see an interest rate cut, this is good news as household budgets are a little relaxed and we see consumers continue to spend and spend on holidays. It also underpins the corporate travel intentions. But, with all the other stories of trouble, talks of economic crisis in Europe, a slide on the Australian currency and generally a fall in consumer confidence, we in the travel industry had better brace once again for some strong headwinds over these next few months. As if we had not already dealt with enough drama, it seems to never end.

Also, last week marked the end of the sitting of Federal Parliament until the 7th of February 2012. Given the most extraordinary ending to this year with the long time Speaker of the House Harry Jenkins MP resigning and the election of the now estranged ex Liberal National Party of Queensland, turned Independent Peter Slipper MP as the new Speaker of the House, we are set for a ride when Parliament returns.

That is of course unless these Federal politicians of ours get up to more manoeuvring over this long summer break. Should make for some interesting festive and summer holiday television as we watch these things unfold. This move gives the Gillard Labour Government one extra vote on the floor of the House of Representative which may just change the dynamics of what is being considered and indeed passed by the House next year when Parliament resumes.

Regrettably, none of this helps build confidence in the consumer, something which the travel industry needs to be strong in order for us to succeed.



Ethihad UK call centre

ETIHAD Airways will open a new call centre in Manchester in the UK early next year, its 4th behind locations in Abu Dhabi, India and Australia.

The UK call centre will employ up to 160 people.

Marriott Qatar triple

MARRIOTT International has launched a new multi-brand Doha City Center complex in Qatar's capital signalling the entry of three Marriott brands to the country.

The 257-room Renaissance Doha City Center, the 204-room Courtyard by Marriott Doha City Center and 123-unit Marriott Executive Apartments Doha City Center are located within two 48-storey towers of the complex.

Creative Oman pitstop

CREATIVE Holidays is offering earlybird packages to Europe with a bonus side trip to Oman from 01 Mar to 31 May 2012, when booked before 30 Dec.

Packages are based on Etihad Airways flights, with a return economy class deal to Paris and a four-night stay at the Chedi Muscat, return private transfers from Abu Dhabi to Oman, and brekkie priced from \$2,335ppts.

More at creativeholidays.com.

AIME visit regos

VISITOR registrations for the Asia-Pacific Incentives & Meetings Expo 2012 have now opened.

Online registration is free prior to the show, or \$22 at the door. Details at www.aime.com.au.

Kids ski free in Japan

AUSTRALIANS are being encouraged to think about skiing in Japan towards the end of the northern winter season, with the Niseko Free Passport team and Skijapan.com offering free skiing for kids 12 years and under in Mar next year.

Niseko accommodation rates are also up to 60% cheaper in Mar than in peak periods, and there is a free village shuttle and night skiing during the month.

For families locked into school holidays there's also a 'Free Night Frenzy' offer for travel 17 Dec 2011-02 Mar 2012, with a range of bonus offers and free kids ski/board rental.

See www.skijapan.com.

Two TCF terminations

THE Travel Compensation Fund has advised of the non voluntary termination of TCJ Projects Pty Ltd (ABN 14 050 408 547) of Helensvale, Queensland after claims were received.

The agency has been with the TCF for two years, and previously traded as Harvey World Travel Helensvale.

This morning the TCF also confirmed the termination of Perth agency Australian Pinnacle Holidays (ABN 17 009 224 926) and its branch at the Perth Sightseeing Centre, due to licence cancellation.

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

What centuries are the Renaissance paintings from?

Congratulations to yesterday's lucky winner, **Alison Price** from **Qantas Holidays**.



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

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Sarah Devin
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Margaret River tour

BROOME & The Kimberley Hols has introduced a three night Margaret River self drive package based at Quay West Resort Bunker Bay, priced from \$571pp.

Great Ocean Rd investment prospects

THE Federal govt has released its 'World Class Tourism Investment Study' on the Great Ocean Road, highlighting a need for an eco-lodge, a convention centre and an upgrade of Geelong Airport to an international standard in order to meet long term visitor needs.

Tourism Minister Martin Ferguson yesterday said the eight potential tourism priority infrastructure projects had the ability to deliver \$1.1 billion in short-term economic benefits.

The Product Gap Audit outlined the need for a Geelong Convention & Exhibition Centre, which the govt says has the potential to be a "game changer" for the Great Ocean Rd, by increasing exposure of the region to new markets.

The report suggests a 200-room 4-star \$35 million intergrated resort, located at Port Campbell,

could offer a number of accom options to appeal to the touring market, as well as an 'iconic' 5-star \$20 million signature hotel at Moonlight Head needed.

"Victoria is the only state in Australia which does not have a 'luxury lodge' as identified by luxurylodgesofaustralia.com.au," the report says.

The concept for the chic hotel would feature outstanding coastal views, 25 luxury suites, day spa, restaurant, guest lounge and bar.

Other possible investment opportunities include spending \$10m to transform the Great Ocean Walk to an 'international status' through trail development and new routes, along with tours and activities businesses.

A Port Campbell Precinct with a signature accommodation, an integrated resort, water based tours and new retail and food businesses, plus a new Loch Ard interpretive centre, valued at a combined \$100m, was flagged.

There's also a potential for a \$50m indigenous experience at Lake Condah, a \$15m over-haul of Geelong Airport to bring it up a standard to handle int'l arrivals and departures (providing quicker access to the GOR).

The projects would deliver nearly 1,900 jobs and over \$700m a year in Gross Regional Product.

View the 203-page report at <http://bit.ly/gorWCTIS>.

CWT appointment

CARLSON Wagonlit Travel has announced the appointment of Vanessa Moore as its new director of sales, CWT Australia & New Zealand, effective 21 Nov.

Moore has been with CWT since March 2002.

CZ Euro Business fares

CHINA Southern has introduced new Business class levels to points in Europe as part of its recently expanded codeshare services with Air France (**TD** 21 Nov).

Fares to Venice are priced from \$4,837 or to Copenhagen from \$4,843, via Guangzhou & Paris.



ABOVE: THAI Airways International recently hosted this group of top selling Flight Centre agents on a trip to Bangkok, Thailand.

One of the highlights of the trip was a visit to the brand new Aloft Sukhumvit Soi 11 hotel.

Pictured at the hotel from left are: Soravee Khamchoo, Aloft; Patcharee Bunma, Aloft; Natalie Keating, Flight Centre Melbourne; Amy Schneider, Flight Centre Canberra; Matt Brien, FC Hong Kong; Russell Small, FC London;

AA skis into Spring

AMERICAN Airlines is offering fares to Los Angeles (via Tokyo) priced from \$1449 ex SYD, MEL and BNE, for travel until 31 May 2012 and on sale until 07 Dec.

The Ski into Spring sale also features fares to Chicago and Midwest gateways and New York and Northeast gateways priced from \$1649 & \$1749 respectively.

Simon McNally, FC Brisbane; Brandan Daly, Aloft; Kevin Fisher, TG; Nathan Salhani, FC Sydney; Nicole Ballard, FC Brisbane and Stacey Collyer, FC Sydney.

Int'l air travel up 4.6%

THE International Air Transport Association has reported a 4.6% year on year growth in int'l air travel during Oct.

The result was "in line with an overall upward trend, albeit as a slowing pace," IATA said.

Load factors were down about two percentage points to 77.6% during the period.

Asia-Pacific carriers saw a 3.8% boost in demand against a 7.5% capacity upgauge, with load factors of 75.2%.

Middle East carriers showed the strongest demand growth in Oct, up 7.7%, followed by European carriers (6.4%), while Latin American airlines had the highest capacity growth (10.4%).



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Canada

Multi Skilled Corporate Travel Consultant



Our head-office is a boutique off street Corporate Agency located in Artarmon on the Lower North Shore. Our Sydney agency requires a Multi Skilled Consultant to be part of our Dynamic team!

The Corporate role requires 3 years + current and working experience within the Corporate Travel Sector of the industry.

Duties will involve booking both Domestic & International Travel with Hotels and Car Hire. Systems of Sabre is essential, and Tramada is preferred but not essential, on job training can be provided. You must be a Self Ticketing Consultant, and have wide fares knowledge and understanding. Salary NEG for the right person with experience.

A team player attitude is a vital part of this role.

We look forward to receiving your application and CV in writing via email to - belinda@gtstravel.com.au to the attention of Belinda Orsini.

Down under with Qantas Hols



ABOVE: Qantas Holidays brochures can take you anywhere - even deep underwater, as demonstrated here by Monika Racz from World Travel Professionals in Double Bay, NSW. She sent in this stunning pic - complete with a soggy Qantas

Holidays brochure - as her entry in this month's comp (see right). Monika's caption was "Down Under and around the World, Qantas Holidays let you discover some of the world's best dive destinations at the most amazing holiday places".



National Support Administrator - Sydney

Due to internal movement we have an exciting opportunity for a National Support Administrator to join the National Sales team in Sydney. This role is responsible for providing efficient, accurate and timely sales, operational and administrative support to the National Sales team, external customers and trade partners, whilst also providing general administrative support for the regional office.

You will have demonstrated experience in a customer service role combined with excellent administration and computer skills with the MS Office suite. Experience within the travel industry and an understanding of airfares and ticketing is preferred as well as your flexibility and adaptability to operate in a fast paced, dynamic environment where priorities are often conflicting!

Apply online to start your journey today (reference 102812) and to view the full job description. For further information contact Sheryl Moore on sheryl.moore@airnz.co.nz or +64 9 336 2684.

Applications close on Monday, 5 December 2011.

Visit our website for more information on this position and others like it...

<http://careers.airnz.co.nz>

New Rialto chef

INTERCONTINENTAL Hotels Group has announced the appointment of Nicholas Shadbolt as executive chef at the InterContinental Melbourne.

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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?**

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View terms & conditions and sample image: [CLICK HERE](#)

PROMOTION PERIOD
1 NOV - 30 NOV 2011.



*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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RJ airberlin c'share

ROYAL Jordanian Airlines has launched a codeshare pact with **oneworld** member-elect airberlin covering 14 European routes.

The move will see the RJ code placed on flights from Berlin to Cologne, Dusseldorf, Frankfurt, Karlsruhe, Krakow, Munster, Nuremburg, Salzburg and Stuttgart, as well as from Munich to Berlin, Cologne, Dusseldorf, Hamburg and Hanover.

Royal Jordanian is also a member of the **oneworld** alliance.

UU Seychelles-Paris

AIR Austral is planning to operate twice weekly 777 flights between Seychelles and Paris, with the move following the planned withdrawal of Air Seychelles services to Europe.

GDS displays currently show UU schedules for flights on a Reunion-Seychelles-Paris CDG route from 27 Mar, but the services are not open for booking.

The Air Seychelles pullout is part of a wide-ranging restructure to cut loss-making routes.

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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Corporate Domestic Consultant (Fulltime)

- ★ Minimum 12 months experience in domestic travel
- ★ Preferably Galileo and Tramada proficient
- ★ A good attitude



Work for a high profile company that still exudes a family atmosphere! A great opportunity to excel in the domestic sector and train other consultants. You will earn the privilege of overseas travel. A handsome salary will be paid to the right candidate. Does this sound like you?????

Contact Marie Anderson
T: 02 9231 6444 E: marie@tmsap.com

Team Leader MICE & VIP Leisure

- ★ Pure management & sales role, no consulting
- ★ Manage team of 6 MICE and Leisure Consultants
- ★ Executive Salary + Commission

Our client, a corporate travel management company is renowned in the industry as being the market leader in their field. They have a long standing impeccable reputation, and most people in travel aspire to work for this leader. They are currently looking for an experienced Manager / Team Leader run their MICE and VIP Leisure Department. You will be managing a team of 6 MICE and Leisure Consultants, all of whom have been in the industry for a long time and are renowned for their customer service levels and travel knowledge. This is a rare opportunity for an experienced MICE Sales Manager or a experienced Groups / Leisure Manager who would like to work for this leader. You will be rewarded with an outstanding working environment, have the ability to work within the most experienced travel team in Australia and they are offering a leading salary with an attractive bonus structure.

Contact Sally Frappe T: 0422 621 029 E: sally@tmsap.com or apply online.

Corporate Travel Consultant - Sydney

- ★ Up to \$50k plus super plus incentives
- ★ Fun office environment
- ★ Good training, career opportunities and benefits

Due to growing accounts this fantastic corporate travel company is looking for experienced international corporate consultants to come on board. You will be managing your own clients in an account management style of role, building and nurturing the relationships and booking all aspects of domestic and international travel needs. If you are currently a leisure consultant and looking to get into corporate travel this is your opportunity.

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

Junior Account Manager

- ★ Leading Online Company
- ★ Salary 65k plus super
- ★ Rare opportunity

Our client is a leading online company with offices throughout the world. They are currently looking for an experienced sales professionals to join their team in Sydney. You will be motivated and driven and have previous experience in working towards tight deadlines. The role will see you developing and managing the region to maximize revenues.

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

Travel Consultant - Volunteer Product- Sydney

- ★ Small Office - Fun working environment
- ★ Working with volunteers and working holiday makers
- ★ Make this role your own!! - Salary package up to \$50k

Our client, an expert in working holiday services, is looking for an experienced, well-travelled retail consultant to assist with inbound services for travellers as well as selling work programmes to destinations such as the UK, Ireland and USA.

Contact Mehdi Spighi T: 02 9231 6444 E: mehdi@tmsap.com or apply online.

Business Development Manager - Sydney

- ★ Corporate Travel
- ★ Fantastic team
- ★ Executive Salary + Commission

A well known and major business travel company is seeking the "Cream Of The Crop" corporate sales professionals. Endless opportunities to progress your career within this company to the very top! You will be responsible for the acquisition of corporate clients through a consultative B2B solution sales approach. In return you will receive generous commissions along with growth and development. Applicants with a proven track record in gaining new business from the corporate market is essential for this role.

Contact Sally Frappe T: 02 9231 6444 E: sally@tmsap.com.

Wholesale Reservations Consultant - Sydney

- ★ Sydney CBD Location
- ★ Exciting international product
- ★ Competitive salary on offer for the right candidate

Come and join this leader in wholesale travel and be part of this dynamic reservations team. Are you an experienced wholesale reservations consultant? Don't miss your opportunity to be part of this winning team.

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

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READY TO HANDLE THE EXECS?

**VIP CORPORATE CONSULTANT
SYDNEY CBD – SALARY PACKAGE TO \$65K**

Are you a talented corporate consultant looking to handle more prestigious accounts? Here is your chance to join one of the best global TMC's with a unique feel of a boutique! As part of their elite VIP team, you will enjoy organising global itineraries for their most important clients. Amazing benefits include first class educationals, a great salary package and the chance for progression. A minimum 3 years corporate consulting experience is essential.

CRUISEY OPPORTUNITY

**WHOLESALE RESERVATIONS CONSULTANT
SYDNEY – SALARY PACKAGE \$45K**

Love the idea of organising luxury cruise itineraries to amazing destinations around the world including romantic trips down the Rhine, adventurous cruises along the Nile and exotic getaways in the Caribbean? Well here is your chance! Join this leading wholesaler and enjoy a great salary, excellent five star educationals and be part of this fun, energetic team. A minimum of 12 months travel industry experience with some cruise knowledge is essential.

GET IN BEFORE THE XMAS RUSH

**MULTI SKILLED CORPORATE CONSULTANT
MELBOURNE (CBD) – SALARY PACKAGE TO \$57K (DOE)**

This large TMC is looking for a Multi skilled travel consultant to join their team in Melbourne. Located in the CBD this Global Company will reward you with a fantastic set salary, career progression and personal satisfaction. All you need to be successful for this role is a minimum of 2 years consulting experience at an international level. This is one opportunity you don't want to miss. Apply today!

ARE YOU SICK OF THOSE BALI PACKAGES?

**LEISURE TRAVEL CONSULTANT
MELBOURNE (INNER) - SALARY PACKAGE TO \$60K (DOE)**

Are you an experienced and professional travel consultant looking at making the move to a long standing boutique office with Monday to Friday hours only? You will want to be quick as staff retention in this office is high so this rare opportunity. If you have a minimum of 5 years experience and enjoy looking after high end leisure client then this role may be for you. Apply today to find out more about this

NO TWO DAYS ARE EVER THE SAME IN THIS ROLE!

**ONLINE TRAVEL CONSULTANT
PERTH (NORTH) – SALARY PACKAGE TO \$80K (OTE)**

Do you love selling leisure holidays? We have a fantastic role for a sales driven consultant who wants to step away from face to face but still be in charge of their clients. This large online travel agency has an opening for an experienced consultant to join their team, with full training provided and due to commence on the 9th of December you will want to get in quick for this one, the salary you will earn will blow your mind!

TAKE PRIDE IN YOUR AFRICA KNOWLEDGE

**WHOLESALE TRAVEL CONSULTANT
MELBOURNE (INNER) – SALARY PACKAGES TO \$55K (DOE)**

Fancy yourself as an AFRICA encyclopedia? If you know all about this area of the world and want to package together unique holiday itineraries across the continent, this is the role for you! You'll be working within a small, friendly team putting together touring, groups and independent trips across a variety of African countries. Min 3 years experience is required for this role, be quick to snap this role up!

BE ONE OF THE BEST PAID IN BRISBANE

**CORPORATE CONSULTANTS
BRISBANE CBD – \$65K OTE +++**

Want to see your salary double? Then take a leap and join a market leader that is experiencing unbelievable growth. As a corporate consultant in these fun teams you will be arranging international and domestic travel plans for business clients. You will thrive in a fast paced environment and not be afraid of a little hard work. Your efforts and expertise will be rewarded with the best benefits in Brisbane including amazing \$\$, fails and management opportunities. Call to find out more!

MAKE YOUR MARK IN MACKAY

**SENIOR TRAVEL CONSULTANT
MACKAY – UP TO \$52K PKG**

Looking for the chance to make your mark in the travel industry? We currently have the opportunity for an experienced travel consultant to be part of opening and building this new office to become a travel leader in Mackay. Having the support of a head office you will have a constant flow of enquiries and feel secure in knowing you are part of a trustworthy brand. Strong salary pkg & top benefits on offer. This role is interviewing now – don't miss out

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