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Travel Daily

First with the news

Thursday 27th October 2011

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UNIGLOBE expansion

GLOBAL TMC group UNIGLOBE has added new partners in Brazil, Spain, Lebanon and South Korea.

The organisation now has more than 750 locations in 50 countries - including Australia's Jetset Travelworld subsidiary QBT.

Flight Centre online push

FLIGHT Centre md Graham Turner today reaffirmed the company's intention of expanding its offerings across all sales channels "to provide customers with a full range of options, whether they choose to book or research in-store, online, via the phone or via email".

Speaking at the Flight Centre agm today in Brisbane, Turner said the firm's "genuine multi-channel sales offering" was a key point of difference, allowing it to replicate the web-based booking services provided by online travel agencies but couple them with the services of its global shop network.

Turner also revealed a very strong start to 2011/12 for Flight Centre, with first quarter trading results confirming a 25-30% growth in pre-tax profit.

"So far all regions are performing in line with or better

than expectations," with the strongest performance in Australia the UK and the emerging Asia-Middle East operations, Turner said.

FC is still forecasting underlying profit growth of 10% to \$275 million, which will "easily surpass its previous full year records".

He said that locally the corporate travel business continues to perform well, while demand for international leisure travel remains healthy which is offsetting domestic weakness.

Domestic tourism remains Flight Centre's biggest individual travel sector "and we are committed to helping the local industry recover," Turner added.

Turner said key areas of focus for 2011/12 included improved retail processes and new tools for travel consultants to improve productivity, including the recently launched Travelport Universal Desktop.

He also slammed the industrial action continuing to affect QF, saying resulting tighter capacity will affect inbound and domestic tourism by forcing fares up.

Alpha joins Magellan

MAGELLAN Travel Group's agent membership numbers has risen to 63 nationwide, with Claremont WA boutique cruise specialist Alpha Travel the latest addition.

The agency also operates small group tours to Italy.

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Another bumper TD

Travel Daily today has eight pages of news, plus full pages:

- TMS Asia Pacific
- AA Appointments
- Air Mauritius incentive
- Singapore Airlines promo
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Travellers Choice set to name new gm

THE Travellers Choice agency group is set for a major announcement this weekend, with its new chief executive (**TD** 12 Sep) expected to be named during its annual Shareholders Conference in Singapore.

TC members will be flying out today for the event which will take place at the Marina Bay Sands Hotel - see **TD's** on location reports for exclusive coverage.

Aloft hotels opening in Oz

STARWOOD Hotel & Resorts is expecting to announce the debut of its four-star brand Aloft Hotels in Australia by the end of the year with its Regional vp predicting the chain will "make its mark in the Pacific" within five years.

Sean Hunt confirmed yesterday that Starwood was in the process of seeking partners, primarily in Brisbane, Sydney & Melbourne, for Aloft as part of an aggressive expansion of the brand.

Hunt said by adding Aloft as another option, it will widen its appeal to a greater demographic of clients across its nine-brands.

"Aloft has the most opportunity for the Australian market at this time...as it is cheap to build... and offers high operating margins," Hunt said.

The brand will be positioned as a competitor to other four-star hotels, "but Aloft is going to be marketed as more upscale".

Currently Starwood has 50 Aloft properties around the world and plans to add an extra 500 within the next few years.

Andrew Taylor, Director of Acquisitions & Development, Pacific Region says Starwood hopes to have the Aloft name placed on new build projects in Parramatta, North Ryde and Kings Cross, NSW.

Kakadu forum

NEXT Mon a key tourism forum will take place at the Holiday Inn in Darwin to "explore the issues and opportunities for the tourism industry in broader regions incorporating Kakadu and Nitmiluk National Parks."

Convened by the Kakadu Tourism Consultative Committee and the Kakadu/Nitmiluk/West Arnhem National Landscape Steering Committee, tourism businesses with interests in the region or keen to disperse visitors beyond Darwin are invited.

Topics covered will include the commercial realities of operating within Kakadu, visitor trends and satisfaction and insights into Tourism NT's marketing strategy.

Attendance is free; for more information or to register see www.tourismnt.com.au.

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BCD seeking staff

BCD Travel is advertising for a Head of Sales & Client Services (see **p4**), with the senior role reporting to its gm, leading the development and sustainability of the business within the corporate travel market.

Yesterday's BCD ad for a Sydney Team Leader was incorrectly published and we apologise to readers who reviewed this as the position has now been filled.

Exitnorth exits TCF

THE Travel Compensation Fund has this morning announced the non-voluntary termination of Exitnorth Travel & Tours of Wantirna, Victoria (ABN:51 141 167 151) after receiving claims.

Interestingly the firm's portal says it's "currently developing our website and uploading our 2012 tours and ski programs."

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Domestic PSC changes

QANTAS has advised of changes to passenger service charges at a number of airports, with the new rates applicable for ticketing and travel on/after 01 Nov 2011.

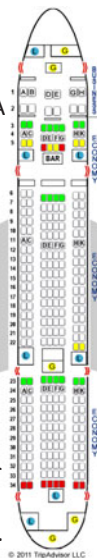
The QR passenger charge will now also be applicable for online and interline transfers at Adelaide (\$8.76), Melbourne (\$3.46) and Perth (\$3.88) airports.

Travel agents are being referred to their GDS for further details on the changes.

Seatguru 787 map

EXPEDIA-owned SeatGuru has already released a colour-coded seatmap for the new ANA 787 Dreamliner, which completed its inaugural flight from Tokyo to Hong Kong yesterday.

The layout (right), shows the configuration of the plane, including recommended seats with extra leg room and details of facilities such as the TOTO washlets in the lavatories which offer a "warm-water bidet function" - seatguru.com.



NFS Patagonia sale

NATURAL Focus Safaris is offering savings of up to \$1039 per person on its new 9 day Patagonia and Chile itinerary, for selected departures from Nov 11.

The exclusive NFS package starts at \$3517pp including Santiago, Torres del Paine and a four night cruise with Cruceros Australis - 1300 363 202.

Ryanair German growth

RYANAIR has launched its 47th European base in Karlsruhe/Baden Baden, Germany, with two 737-800s operating from Mar 2012 offering 20 routes.

Window Seat

VISITORS to New York this week were in for a real cultural experience, with an art gallery exhibition featuring the live birth of a newborn child.

Performance artist Marni Kotak publicised the event in the lead-up to the birth, which saw her transform the Microscope Gallery into a special "birthing room".

"This is all part of my approach to life and art, and my goal of creating authentic interactions," she said.

Titled 'The Birth of Baby X', the show saw the child delivered yesterday at 10.17am before a crowd of fascinated onlookers.

If your clients missed it, they can still catch some of the action because the exhibition continues until 07 Nov, with "remnants of the birth" to be added, along with candid video.

TOURISM Australia is making a last push for votes in the New 7 Wonders of Nature campaign, setting up the world's most remote voting booth about 30km off the coast of Cairns in Far North Queensland.

The Great Barrier Reef is a strong contender in the global poll, along with Uluru, and the booth on the tiny sandbar island of Upolu Cay has attracted votes from a number of passing snorkellers, who have been immortalised in a special video which can be viewed online via the

Travel Daily TV website at www.traveldaily.com.au/videos.

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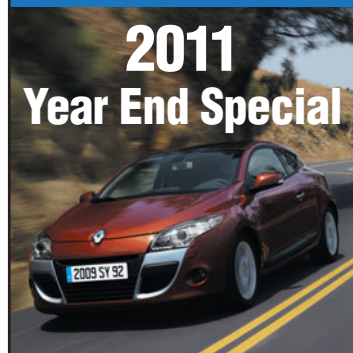
Extra 9,000 DJ seats

VIRGIN Australia has added 64 domestic services for two weeks from 31 Oct to cope with demand "and to support the Australian travel & tourism industry," the carrier said yesterday afternoon.

The boost will see a further 9,000 seats on aircraft between Sydney, Melbourne & Adelaide - four new flights on Mon & Tue and six on Wed, Thu, Fri & Sun.

Last week DJ added an extra 3,000 seats to its schedule for travel up until 30 Oct, in light of Qantas grounding aircraft.

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Rina cruise diversions

HURRICANE Rina off the Mexican coast is having a massive impact on cruise line's with over a dozen ships diverting their itineraries to avoid the Category 2 storm.

The storm is heading towards the cruise port of Cozumel, and is expected to linger for three days.

Ships impacted by the hurricane include Carnival's *Imagination*, *Inspiration*, *Freedom*, *Destiny*, *Liberty*, *Legend*, *Triumph* and *Valor*, Celebrity Cruises' *Celebrity Millennium*, Norwegian Cruise Line's *Norwegian Star*, Princess Cruises' *Island Princess* and Royal Caribbean's *Allure of the Seas*.

Hahn agent tools

HAHN Air has launched its 'Hahn Air City & Airport Ticketing Centres' for agents, which offers members signing up a second ADM waiver, news, info, access to the upcoming Booking Portal and more - Register at www.hahnair.com.

Whistler earlybirds

WHISTLER in Canada is offering early booking savings of up to 36% on accom packages plus kids stay, ski, rent & shuttle for free, on sale until 15 Nov - whistler.com.

Dunk, Bedarra sale

A SALE of the Hideaway Resorts portfolio including Dunk and Bedarra Islands is likely to be finalised by the end of the year, according to the real estate agent selling the properties.

CBRE Hotels has been marketing the resorts - devastated by the Queensland cyclones earlier this year - since last month and bids closed a week ago, with more than 100 expressions of interest received from both local and overseas groups.

Swiss firm Pamoja Capital paid around \$29 million for the two former Voyages resorts just two years ago, but the massive cyclone damage is likely to see them change hands at a sharp discount this time.

Ardent parks quieter

DREAMWORLD's parent firm Ardent Leisure has reported today a softening in attendance across its theme park division for the first quarter, with pre-tax profit sliding 11.7% to \$9.5m compared to the corresponding period.

CEO Greg Shaw said pricing has returned to a more normalised environment during the 3 months, which has seen per capita spending increased about 10% since a 15 Aug pricing restructure.

Jetstar Tassie increase

JETSTAR is adding an extra daily service between Melbourne and Hobart and three new weekly flights to Launceston from 22 Dec until the end of Jan.

The increases boost Hobart's weekly JQ flights, ex Melbourne, to 42 and 31 for Launceston.

Chief commercial officer David Koczkar said today the boost aims to "spark a summer tourism boom" for the Apple Isle, with fares priced from \$79 one way.



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- Develop Key Account and new business strategies and work with both internal and external customers to build solutions that exceed expectations to successfully position the company and grow the business
- Develop sales and marketing strategies for new and existing services and solutions
- Coach, train and mentor your team in professional sales, account management and time organisation techniques
- Structure and implement national budgets, forecasting, analysis and reporting tools and align these requirements with internal CRM software
- Implement change and innovation to improve systems and sales results

In meeting the challenges of the role you will be a results driven sales professional with a proven track record of meeting and exceeding sales targets. You will possess B2B solution based sales experience gained at a senior management level, strong relationship and management skills as well as excellent negotiation and influencing skills. Previous experience in the Corporate Travel Management industry would be highly regarded.

This is a position that doesn't come along every day and in addition to an attractive remuneration package and bonus structure this is your opportunity to give your career a new challenge with one of the fastest growing TMC's in the APAC region. If this is you, make a strictly confidential application today to

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Gold Coast Japan push

QUEENSLAND Tourism Minister Jan Jarratt yesterday unveiled a new campaign for the Gold Coast aimed at luring more Japanese tourists to the region.

The 'Go Gold Coast' campaign is designed to entice travellers to head to the Gold Coast over the summer months, and will be promoted via Japan's major radio network, BayFM, which has an audience of 30 million listeners.

The campaign is backed by HIS, Jetstar and Gold Coast Tourism.

Galactic astro pilot

VIRGIN Galactic has announced former USAF test pilot Keith Colmer as the first astronaut pilot to join the commercial spaceline's flight team, selected from a list of more than 500 applicants.

He'll be paired up with chief pilot David Mackay to begin flight training and testing of Virgin Galactic's WhiteKnightTwo and SpaceShipTwo space vehicles.

Horizons Dubai 2012

NEW Horizons Holidays has reported a 30% increase in sales over the past year for its Middle East program, encompassing Dubai, Abu Dhabi and Oman.

The wholesaler has extended its just released 2012 Dubai program as a result of increasing demand, adding 16 new hotels and sight-seeing options, including Ferrari World Abu Dhabi and Atlantis' Aquaventure & Lost Chamber.

Autograph website

MARRIOTT International has announced the launch of a new standalone website for the Autograph Collection hotels.

Browsers can search through over 24 unique properties based on criteria including Historic Exploration, Sporting Adventure, Family Fun and Artistic Getaway.

A mobile application is also planned to be launched soon.

See www.autographhotels.com.

20% off Orion cruise

BEYOND Travel has Orion's 11-day Natural Treasures of the Far East itinerary from Japan on 31 May, onboard *Orion II*, on sale for \$7,490ppts (a saving of \$1,870pp) if booked by 30 Nov.

New apartment rental option

THE founders of 'peer-to-peer' accommodation supplier Roomorama have set their sights firmly on Australia, and say their website offers an affordable solution for Aussies wanting a home away from home when abroad.

Roomorama was founded in New York just two years ago, and provides a low-risk way for property owners to offer their homes for short term accommodation.

Jia En Teo and Federico Folcia, pictured above in Sydney yesterday, told **TD** the program is free for hosts to list their properties, allowing them to set rates and availability.

Owners are vetted by Roomorama to verify their identity, and once properties go online they are available for booking by potential guests.

Travellers pre-pay for their accommodation but Roomorama holds the funds until check-in, when the guest provides a six-digit code allowing the host to collect the funds.

This provides security because the money doesn't change hands until the guest verifies that the property is as expected.

"We're trying to show that renting space from or to a



stranger can be a pleasant experience," they said.

Currently Roomorama has about 30,000 properties around the world listed - including 750 in Australia - and is targeting strong growth in Asia via a newly established office in Singapore.

Australians suit the model, the pair said, because they tend to stay longer in places such as New York and London, and want facilities such as kitchens and washing machines.

They said that rather than competing with hotels and other accommodation providers, Roomorama is likely to expand the market by making it more affordable for people to have a true destination experience.

As well as the main booking site at www.roomorama.com, they also run a separate site at hownottobeatourist.com, with tips on how to "live like a local" in destinations around the world.

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Great Escape for Avalon agents



ABOVE: This group of Escape Travel consultants enjoyed eight days on Avalon Waterways Creativity ship sailing between Paris to Normandy recently.

Pictured at artist Claude Monet's gardens at Giverny from left are: Tahnee Inverno, Knox City Vic; Melissa Jeffrey, Burleigh Qld; Bianca Robertson, Eastland Vic; Simone Vance, Stock Exchange Melbourne Vic; Natasha Bennett, Queen Street Melbourne Vic and Sophie Brichta, Traralgon Vic.

QR free flight offer

QUEENSLAND Rail is offering fly free deals with Virgin Australia to Brisbane from most intrastate airports, and Sydney, Melbourne and Adelaide, when booking select long-distance rail packages.

The latest deal is part of QR's 'All the holiday you can take campaign', valid for travel up until 28 Mar 2012, excluding peak periods and blackout dates.

Tickets are on sale until 18 Nov, and between 09 Jan and 24 Feb.

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Rocky Facebook comp

ROCKY Mountaineer is giving away a six-night Canadian Rockies Highlights vacation for two in a new Facebook photo comp.

The prize is valued at \$CAD8,500 and includes two-days of rail travel in GoldLeaf Service - to enter see on.fb.me/rockycomp.

\$50,000 LAN penalty

LAN Airlines is the latest in a string of carriers to be hit with a fine for deceptive online pricing by the US govt, after overnight copping a US\$50,000 penalty for not disclosing fare taxes or fees.

Travelport winner

TRAVELPORT has named Marilyn Brow of Reho Travel as the winner of its recent 'Waiting to be Enlightened?' travel agent promo, collecting for herself an Apple iPad 2.

Viking relocates

VIKING River Cruises has relocated its Sydney offices to Lvl 8, 107 Walker St, North Sydney.

The move follows recent growth and the appointment of new staff, including Melissa Garrett, product & marketing manager; Ivana Krunes and Adriana Petkov, marketing co-ordinators; and Lauren Scarcella, inside sales exec.

Viking's phone contact numbers are unchanged.

Blue Sydney TQUAL

THE Blue Sydney, A Taj Hotel, has received TQUAL accreditation by the govt for tourism quality.

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, bottle opener & lots more.

For your chance to **WIN** this great pack:

• **Register as a user on Hahn Air's website -**
www.hahnair.com/register.html

• **In 25 words or less tell Hahn Air's mascot Martin:**



What advantages are there when issuing a ticket through Hahn Air?

Email your answer to:
hahnaircomp@traveldaily.com.au

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

Jetstar ski packages

JETSTAR is offering ski packages to Japan priced from \$1,656pp ex Melbourne, a saving of \$414pp on select dates in 2012.

The package includes return economy airfares to Tokyo or Osaka, transfers, seven-night's accom, brekkie and a six-day lift pass for Happo One, Iwatake and Tsugaike.



AI to cut 787 order

AIR India plans to cut its Boeing 787 Dreamliner order from 27 to 12 aircraft due to it being billions of dollars in debt, the *Economic Times* has reported.



Industry Appointments



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WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Christine Zeuschner has joined **Globetrotter** as its new Client Relationship Manager. She has a strong background in customer service after spending the last 18 years in the travel industry.

TUI Travel plc has had a number of movements in its organisation with the appointment of **Johan Lundgren** to the newly created role of deputy chief executive, moving from his current role as managing director of TUI Travel's Northern Region. Commercial director TUI UK and Ireland, **David Burling** has also moved up to managing director.

Minor International has taken on **Tracey Lloyd** as the new Group Director of Talent for the **Anantara Hotels, Resorts and Spa**. Lloyd has moved on from her role as Senior Director Global Talent Management for Hilton Middle East and Africa.

Airfares & accom rates tipped to rise

BUSINESSES in Asia Pacific and North America are planning to increase their travel budgets, with buyers expecting domestic fares to rise between 5.3% up to \$412 and 5% (\$487) respectively according to a recent survey by the Global Business Travel Association (GBTA) Foundation.

Int'l airfares in economy and business class in Asia Pacific are predicted to rise by 5.1% and 4.6% respectively, with domestic

hotels rising to \$181, up by 4.9%.

Buyers in the two regions said they expect the discounts yielded in negotiations are likely to be the same or worse in 2012 from airlines and hotels.

"Companies are attuned to the importance of travel and boosting their budgets in the face of higher rates so they can keep their people on the road, said GBTA president and ceo Jim McMullan.

"Buyers are working to identify savings and protect their budgets through strong travel policies and strategic negotiations with suppliers heading into 2012".

Air NZ offers Viator

AIR New Zealand will offer its passengers access to tours and activities with Viator.com through its revamped website.

The airline will offer Viator's new API system that gives customers enhanced search capabilities, the latest deals and a selection of activities based on personal preferences.

NT's frontline tour

TERRITORY Discoveries is offering a four-day package priced from \$455ppts to attend the 70th Anniversary of the Bombing of Darwin (Frontline Australia) program next Feb - 13 31 01.

Wyndham Q3 results

WYNDHAM Worldwide has recorded a 14% year on year rise in revenue to US\$1.2b during the three months ending 30 Sep.

The rise was represented by an increase of 6.3% RevPAR in hotel business as well as rental revenues with contributions from acquisitions of vacation rentals businesses and higher sales for vacation ownership business.

During the quarter Wyndham operated 7,190 properties comprising over 610,000 rooms.

Sheraton suits in suite



STARWOOD Hotel and Resorts has signed agreements for two new hotels in the Pacific region - Sheraton Hotel in Melbourne and Sheraton New Caledonia Bourail Resort and Spa - as part of its \$5 billion global expansion.

The investment has also seen the completion of the suites at Sheraton on the Park in Sydney.

At an exclusive lunch yesterday in one of the four newly refurbished Deluxe Terrace Suites Sean Hunt, regional vp, Starwood Pacific Hotels and md of Sheraton on the Park said five-star properties in Sydney are running at a 93% occupancy rate.

"We are blazing a new path in the Sheraton journey," he said.

Other hotels being refurbished in the region incl the Sheraton Fiji and a \$20 million investment in the Sheraton Mirage Gold Coast, which is expected to be launched in Apr next year.

The Melbourne & New Caledonia properties scheduled opening dates are planned for 2013.

New Caledonia will also continue to feature the two Le

Meridian properties after Starwood Hotels & Resorts renewed management contracts with the resorts.

Pictured in the Deluxe Terrace Suite from left are: Sean Hunt, Regional Vice President, Starwood Pacific Hotels and MD, Sheraton on the Park; Daniella Tonetto, Regional Director of Sales and Marketing, Pacific Director of Sales and Marketing, Sheraton on the Park and Andrew Taylor, Director of Acquisitions and Development, Pacific Region.



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

SALE

Book by 31 December 2011 for travel 1 April - 30 September 2012

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OSLO \$1350

LONDON \$1350

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Scandinavian Airlines

sassalesinfo.com or call **1300 727 707**

A STAR ALLIANCE MEMBER

Published return fare. Taxes & surcharges additional from \$459. Conditions apply.



ABOVE: Finnair and Bentours recently hosted this group of travel agents on an educational to the Arctic Circle.

Pictured on the lake at Hotel Korpikartano at Inari, Lapland, Arctic Circle back row from left are: David MacKenzie, Travelscene Kilsyth; Hayley Gross, PHT

Glenelg; Jan Bracey, St Leonards Travel Centre; Ebony Reeve, Trans Otway Travel Corio; Julie Reid, HWT Highton and Rebecca Hodgson, Finnair.

Front Row: Jackie Balzan, Bentours; Harmonie Dawson, Flight Centre Mornington and Trish Clowes, FC Gippsland.

Caesars agent winners

CAESARS Entertainment has named Madonna Dwyer from Travelworld Helensvale as the major winner of its *Escape to Las Vegas* travel agent incentive.

Other winners included Diane Bajjali from Travel House, Joanne Haines of Travelmanagers Berwick, Travella Travel's Maria Xylas, Ash Quinn of Flight Centre Narellan, Sabra Travel's Darren Gross, Kevin Mason of Albion Park Travel and Melinda Thorne of Creative Hols.

Anantara all inclusive

ANANTARA Golden Triangle Resort and Spa in Thailand is launching all inclusive rates effective 01 Jan 2012.

Packages are priced from THB28,300 (A\$883) per night including accommodation, breakfast, lunch, dinner, mini bar, internet access, a single ticket to Opium Museum, a cooking class and choice of spa treatment, Elephant and Mahout Training or Three Country Tour.



Customer Service Manager, Air Tickets

Air Tickets a division of Jetset Travel World Group has an exciting opportunity available for a Customer Service Manager to lead the Fares and Ticketing team based in Sydney. In this role you will be responsible for managing the State based operational functions of Air Services Division to ensure the unit achieves company standards and business expectations by operating efficiently and effectively.

To be successful in this role you will be a strong leader, have an excellent understanding of the Air Product Consolidation systems and processes, appropriate travel qualifications, organisational and priority management skills, including the ability to meet deadlines.

This is an exciting role with a market leader in the Travel Industry.

Send your CV to careers@fitrecruitment.com.au

70,000 hit by Qantas strikes

QANTAS says a strike tomorrow by the Transport Workers Union will bring the total number of passengers impacted by the industrial action to of 70,000.

Since the unrest commenced QF has cancelled 129 flights and delayed almost 400 more.

Qantas also yesterday grounded another Boeing 767 due to "ongoing concerns about the reliability of the 767 fleet" over the engineering industrial action.

A previously suspended 737 has returned to service, with QF still

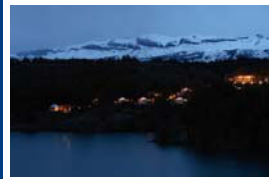
having seven aircraft on the ground and about 500 flights cancelled during the current four week period - despite engineers suspending their long-running industrial action last week.

QF Group Executive, Lyell Strambi, continued to accuse unions of orchestrating a coordinated campaign against the airline.

"Our customers have been very loyal and understanding over the past few months, however we appreciate that their patience is wearing thin," he said.

WIN A HOLIDAY FOR TWO TO CHILE

Throughout October, **Travel Daily** is giving subscribers the chance to win a fabulous Chile holiday package valued at almost \$10,000, courtesy of Turismo Chile, LAN, Latitud 90 and Patagonia Camp.



The prize includes:

- ◆ Return Economy Class airfares on LAN to Santiago ex Sydney plus domestic flights Santiago/Punta Arenas/Santiago
- ◆ Transfers in/out from Punta Arenas & Santiago Airport
- ◆ Three (3) nights' accommodation in a Luxury Yurts with views To The Paine Massif at Patagonia Camp - Torres Del Paine
- ◆ Entries and full day guided excursions to Torres del Paine National Park
- ◆ One (1) nights' accommodation at La Casona at Matetic Vineyards
- ◆ Breakfast and dinner daily
- ◆ Wine tour and tasting

Every day **Travel Daily** will ask a different Chile-related question – just read the issue and email us your answer. There will be twenty questions in total.

At the end of the month the subscriber with the most correct entries and the most creative response to the final competition question will win this fantastic Chile holiday.



Q.18: How many daily excursions does Patagonia Camp offer to enjoy the Chilean Patagonia and Torres del Paine at the most?

Email your answer to: chilecomp@traveldaily.com.au

Click here for terms & conditions



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.

PO Box 428, West Ryde, NSW 1685
Phone: 1300 799 220 Fax: 1300 799 221

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Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Contributors: Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson
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Travel Daily Group:





Ticketing Consultant – Perth

- ★ National well known company
- ★ Solid work environment
- ★ Attractive salary

This back office role is now available for experienced Ticketing Consultant who is looking for a change.

You will have excellent airfare knowledge, experience in issuing tickets, you will be a team player and you will have great attention to detail.

In return, our client offers supportive and friendly work environment, attractive salary package and travel benefits.



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

GDS Technical Specialist, Sydney

- ★ Global Technical Product role
- ★ Lead 3rd party integration
- ★ Salary \$110 K Package

You will need to work closely with 3rd party developers to drive the adoption of product offerings / development. This will be through learning the product to the level of being able to write code and deliver proof of concept applications, spending time one-on-one with 3rd party developers as directed by the partner account manager as well as developing and delivering promotional and educational activities such as seminars, blogging and participating in forums etc.

Contact **Sally Matheson** T: 02 9231 6444 E: sally@tmsap.com or apply online.

Sales Manager - Sydney

- ★ Global travel online company
- ★ Loads of career opportunities
- ★ Salary \$70-90k

Exciting role with strong business development management and sales generation. Great company with approachable management and several opportunities for career progression. If you have strong hotel sales experience this is your dream career.

Contact **Sally Matheson** T: 02 9231 6444 E: sallym@tmsap.com or apply online.

Business Development Mangers - Corporate Travel Sydney

- ★ Great earning potential
- ★ Large travel company with fantastic management and support
- ★ Salary \$70-90k

This company has a wide portfolio of clients including blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business. You will need to have proven sales experience, be confident and highly self motivated.

Contact **Sally Matheson** T: 02 9231 6444 E: sallym@tmsap.com or apply online.

Reservations Consultants

- ★ Sydney based
- ★ Ongoing training
- ★ Career opportunities

Seeking experienced retail reservations consultants for an expanding travel business. Great salary and working conditions with fantastic opportunities for the future. Our client has multiple positions available working either full time, part time or casual hours. Strong customer service skills are required for this position along with extensive travel experience. Work hard – play hard and reap the rewards with exciting travel incentives available.

Contact **Jane Dearden** T: 02 9024 5555 E: jane.dearden@tmsap.com or apply online.

Director of Sales

- ★ True Executive role
- ★ Outstanding Salary

Are you the dynamic Sales Director I am looking for? This is your time lead new business strategies and increase company performance across Australia. This exclusive role with TMS is up for confidential discussions.

Contact **Sally Matheson** T: 02 9231 6444 E: sally@tmsap.com or apply online.

Business Development Manager – Perth

- ★ Leading Wholesale Company
- ★ Independent and interesting role
- ★ Attractive salary package and travel benefits

Our client is a well known boutique Wholesale Travel Company. They are currently looking for a motivated, dynamic and experienced Business Development Manager to help them identify, qualify and capture new business. You will be on the road for most of your time, concentrating on forming new and strengthening existing relationships. We are looking for experienced Sales professionals with solid knowledge and success within the travel industry.

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

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LOOKING TO CLIMB THE CORPORATE LADDER? CONTACT AA EXECUTIVE

TOP JOB OF THE WEEK

**NATIONAL SALES & MARKETING MANAGER (AIRLINE)
SYDNEY – SALARY PACKAGE DEP ON EXP**

Do you have the ability to drive and develop an airline to reach new heights? This superb airline is looking for a strong leader to add value and scope for new development of revenue improvement. To secure this fabulous position you will have proven success within an airline National Level position with strong leadership and commercial awareness. Don't delay this role could be yours in 2012!

JUST CRUISIN

**NATIONAL MARKETING MANAGER- CRUISE
SYDNEY– SALARY PACKAGE \$110K+**

Are you a talented Marketing Manager with experience in the dynamic world of cruising? This well established travel company is looking for your drive, creativity and determination to combine with their award winning product. Essentially you will have a minimum 5 years senior marketing experience with a current understanding of the cruise market. Great perks plus salary package on offer.

BE PART OF SOMETHING NEW

**CORPORATE GROUPS - TEAM LEADER
SYDNEY - SALARY PACKAGE \$93K+**

Are you tired of working within a hostile team environment? Take your skills to this award winning TMC and be part of launching a brand new department. With an existing client base, you will also be responsible for mentoring and developing a talented team of group consultants. This company offers long term career opportunities, a fantastic salary package and a support executive team.

SET WAVES CRASHING

**OPERATIONS CRUISE MANAGER
SYDNEY– SALARY PACKAGE \$110K+**

Do you have a solid background within the cruise market and the ability to manage and busy department. This company is looking for a senior manager who has the capacity to create a solid team working environment while focusing on the development of the department including involvement in proposals, itinerary planning for onshore activity and managing budget requirements.

ONLINE SYSTEMS MANAGER

**MATERNITY LEAVE CONTRACT
SYDNEY – SALARY PACKAGE CIRCA \$76K+**

Are you an online systems guru? Do you want to be the face of the system? Here is an opportunity for you to support the corporate account managers in their quest to introduce new online booking systems to their current clients. This fantastic TMC is dynamic, award winning and a leader in its field. Amazing perks and benefits on offer in addition to long term career progression.

INDUSTRY SALES MANAGERS IN DEMAND

**INDUSTRY BUSINESS DEVELOPMENT MANAGERS
SYDNEY, MELB, PERTH – EXCELLENT SALARY PACKAGES**

Get the equation that's right for you! These superb products and well known brand names are looking for sales executives who have the ability to deliver and exceed expectations. With a professional brand name behind you and your strong presentation skills you will have the ability to influence others and increase sales for these companies while managing your time effectively within one of these sensational roles.

A MIX OF CULTURAL FUN

**PRODUCT MANAGER
MELBOURNE - SALARY PACKAGES TO \$65K**

Looking for a challenging new destination to market? This wholesale company requires the skills of an adaptable Product Manager. You will be well organised and have the ability to source and develop new and unique products to your competitors while being able to develop a brochure that stands out from the rest. With your talents you will have a creative flare and an eye for detail.

MAKE AN IMPACT TO CLIENT ACTIVITY

**SENIOR CORPORATE ACCOUNT MANAGER
PERTH – SAL PKG TO \$110K INCL CAR ALLOWANCE**

Join a name you can trust with a portfolio of interesting top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis. Your knowledge of corporate travel account management strategies will be required for these high value clients along with your negotiation skills to be able to offer solutions and formulate reporting requirements.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
Ph: 03 9670 2577

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

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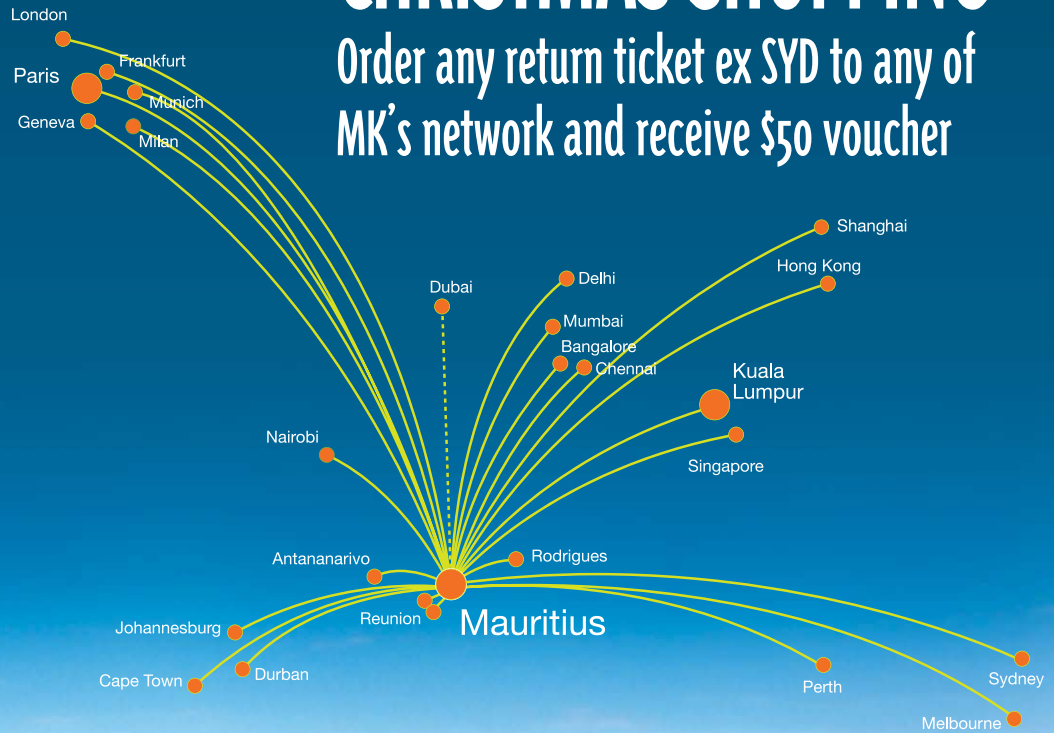
Air Mauritius flies to some 25 destinations across the globe via its beautiful and wonderfully cultured island home of Mauritius located in the Indian Ocean.

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FLIGHTS FROM AUSTRALIA

DEPARTURES	DESTINATIONS	FLIGHT	DAYS	DEPARTS	ARRIVES	DURATION
Sydney	Mauritius via MEL	MK 943	Wednesday	09:30	17:55	14hrs 25mins

FLIGHTS TO AUSTRALIA

DEPARTURES	DESTINATIONS	FLIGHT	DAYS	DEPARTS	ARRIVES	DURATION
Mauritius	Sydney via MEL	MK 942	Monday	19:45	14:20 + 1	12hrs 35mins

For more information contact us on

1300 332 077

www.airmauritius.com

Agency name:

Ticket number:

TO CLAIM YOUR VOUCHER, PLEASE FAX TO 03 9251 5079

NOTE: Weekly supplementary flights are available from DEC to JAN. Download our latest timetable from our website for up to date scheduling. **CONDITIONS:** Valid for tickets issued between 27 September - 16 November 2011 on 100% MK itineraries ex Sydney plated to MK (239) ticket stock only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Airline Marketing Australia and Air Mauritius reserve the right to alter or cancel the promotion any time. Vouchers for this promotion are capped and will be distributed at the completion of the promotion or as otherwise stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. ABN 48 069 492 397 Date of issue 26 September 2011.



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2nd Prize

\$500

DEBIT CARD[^]

Sell a minimum \$10,000 in one week with 10% growth.

3rd Prize

\$250

DEBIT CARD[#]

Sell a minimum \$8,000 in one week with 30% growth.

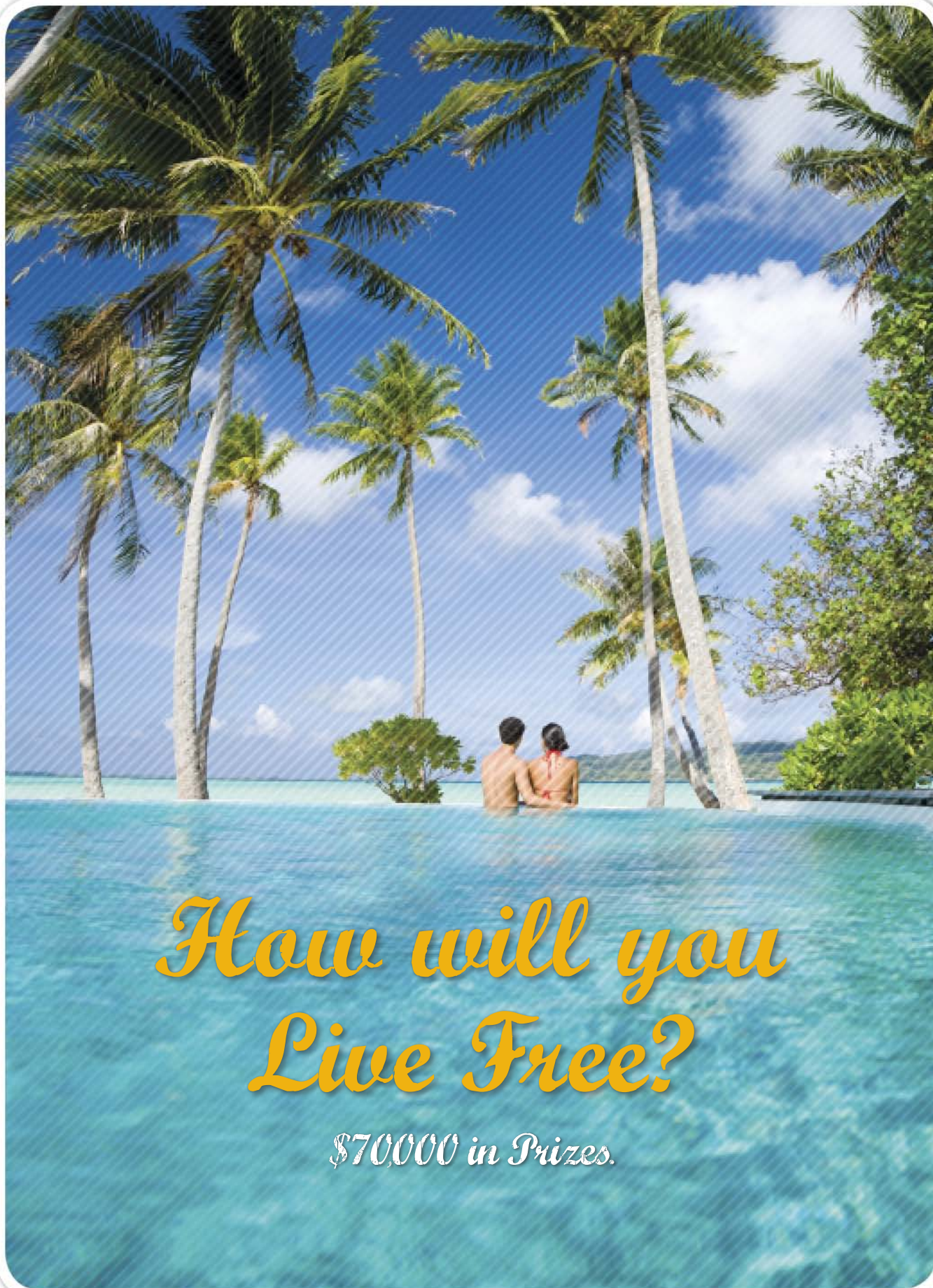


Consolidated Travel Group

Quikfares

Quikticket

CONDITIONS: Valid for all tickets & not limited to Earlybird fares issued by Consolidated Travel or via Quikticket between 01-31 October 2011 on 100% SQ itineraries ex Australia plated to SQ (618) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Singapore Airlines reserve the right to alter or cancel the promotion any time. *GRAND PRIZE: to be eligible you are required to ticket a minimum \$50,000.00 of International Sales during the duration of the promotion plus a 20% growth from the previous year. WEEKLY PRIZES: +to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year ^to be eligible you are required to ticket a minimum \$10,000.00 of International Sales in any week of the promotion plus a 10% growth from the previous year #to be eligible you are required to ticket a minimum \$8,000.00 of International Sales in any week of the promotion plus a 30% growth from the previous year. States are defined as follows: VIC/TAS, NSW/ACT, QLD, SA/NT & WA, if a state has no winners the prizes will flow onto the next eligible winner in any state. Debit Cards for this promotion are capped and will be distributed at the completion of the promotion or as otherwise stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 29 September 2011.



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