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Travel Daily

First with the news

Thursday 19th April 2012

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Consolidated winners

CEDAR Jet Travel and Prahran Travel in Vic were last week's cash prize winners in the Consolidated Travel/Etihad Airways incentive - see the **last page** for details.

Holiday Inn appoints

GARRY Beadel has been named as the new manager of Holiday Inn Melbourne on Flinders, moving from Crowne Plaza Christchurch. More appointments on **page 6**.



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Sustainable education push

CONSUMERS are being urged to consider what the true definition of sustainable tourism is, with the topic now so cluttered it's creating confusion among the public, says the founder of G Adventures.

In Melbourne last night at G Adventures' first Australian Future of Tourism event, the adventure touring company's Bruce Poon Tip said education was needed on what sustainable tourism means and why it's important, to aid them with making the right choices.

"No one seems to know what the definition of sustainable tourism is anymore," he said.

"Right now we have sustainable tourism, we have ecotourism and we have ethical tourism - the

consumer thinks, "what is important to me?" Poon Tip said.

"Some people like animal or human rights issues or climate change or sustainability projects that create employment in local communities, but no one company can be them all - you can't be everything for everyone," he said.

He told attendees that when it comes to sustainable tourism, too much pressure is put on the operator - "it's the operator's fault and the operator has to change the way they do things" - but the message of the now global Future of Tourism event is that consumers have the responsibility to make informed decisions.

"The consumer knows they want to do something, or have a local impact, but they have to define what is important to them as they can't have it all," he said.

Poon Tip says travel agents can play a part in the education of their clients by researching who owns the firm they are booking with and if their profits go back to supporting the local economies.

More exclusive coverage from the Future of Tourism on **page 5**.

What an issue!

Travel Daily today has eight pages of news including a full page from the "Get Swissed" event in Melbourne, plus full pages from: (**click**)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment
- Consolidated EY incentive



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CZ seals property deal

CHINA Southern Airlines has further expanded its Australian presence with the purchase of a building in the Sydney CBD.

The property is located at 120 Clarence Street, opposite the Grace Hotel, and will be up and running by the end of Jun.

CZ's Bill Bryant told **TD** the carrier will have four floors, housing a call and customer centre as well as ticketing, sales and marketing staff - more on **p4**.

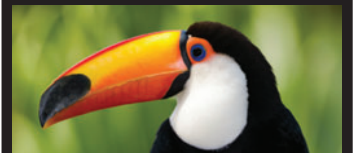


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Wendy Wu US deal

THE New York-based operation of Wendy Wu Tours has announced the signing of a distribution contract with Flight Centre-owned Liberty Travel.

Effective immediately, all of the 165 Liberty Travel stores in 14 US states will carry the new US-focused Wendy Wu Tours China, Tibet and Hong Kong brochure.

Founder Wendy Wu said the company had been working with Flight Centre for a decade.

"They have been a great supporter of ours, and now working together in America I am very excited that we can achieve the same excellent results."

QF change fees up

QANTAS has confirmed that it will increase the amendment fees applicable to domestic and international fares, with the move effective from 02 May.

On domestic fares the change fee for Red e-Deals will increase from \$60 to \$65, while Flexi Saver and Fully Flexible fare types will remain fee-free.

For international economy tickets, the change fee for sale fares will be \$200 for US routes and \$100 for other destinations.

International Red e-Deal and Super Saver changes will incur an \$80 fee, an increase of \$20.

Webjet partners with Coles

ONLINE travel agency Webjet has been named as one of several retail partners for the Flybuys loyalty scheme which is set to be officially relaunched by supermarket giant Coles on Mon.

Under the deal, Webjet customers will be able to earn one point for every \$2 they spend on bookings, as well as use their Flybuys points to pay or part-pay for any flight or hotel at any time.

The relaunch of Flybuys will see over 16 million cards delivered to nearly every household in

Australia and a "new and fresh way for customers to collect points with a bigger and better range of Flybuys partners".

There's also expected to be a massive advertising blitz for the scheme, to counter the ever-growing strength of the Qantas/Woolworths loyalty partnership.

The Webjet move is a surprise to many who expected Flybuys to align with Virgin Australia.

MEANWHILE, it's not clear at this stage what the involvement of Jetset and Travelworld will be with the relaunched Flybuys, with the retail network previously the scheme's exclusive travel partners.

A teaser site for the revamped Flybuys today shows a number of partners including Telstra and NAB as well as a number of Coles retail operations such as Target, Liquorland and K-Mart - but not Jetset or Travelworld.

JTN wasn't able to comment on its relationship with Flybuys before **TD's** deadline today.

US tourism push

BRAND USA will unveil America's first comprehensive marketing strategy to entice international tourists at next week's Pow Wow in Los Angeles.

Focusing on the broad range of destinations within the country, the campaign message being spread is that "everyone is welcome" in the United States.

Advertising will commence from 01 May and will encompass efforts across social media, television, mobile, print and outdoor signage to audiences in Canada, Japan and the UK before expanding to South Korea & Brazil in Jun.

TD will be reporting on location from Pow Wow next week.

LLA now off the list

LIVING and Leisure Australia, the MFS offshoot which owns the Falls Creek and Mt Hotham ski resorts as well as a number of aquarium attractions, was yesterday removed from the official list of the Australian Stock Exchange, following the completion of its successful takeover by Merlin Entertainments (Australia) Pty Ltd.

Live free with Creative

CREATIVE Holidays has once again launched its mega-popular Live Free agent incentive, with \$70,000 worth of prizes on offer.

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Biggest Travel Deals closes down

GROUP buying travel specialist website Biggest Travel Deals - which touted itself as offering the ability for agents to participate in the explosively growing daily deal coupon sector - has been shut down after a disagreement between its shareholders who include Adrian Caruso from TA Fastrack and Excite Holidays' George Papaioannou.

Biggest Travel Deals launched in Sep last year and claimed to be the only deals site which exclusively specialised in travel.

It attracted more than 150,000 registrations within the first few months (**TD** 03 Nov).

Papaioannou confirmed the closure today but didn't comment any further, saying "it is with the lawyers at the moment".

And Caruso told **TD** that while the business had been trading

well, it was now not operating after a difference of opinion about its future direction.

Other shareholders included the people behind internet search specialists Adlux and Excite Digital Media.

Voyager back in 2013

ROYAL Caribbean International has released its 2013/14 program for Australasia, confirming that *Voyager of the Seas* will return for her second season, alongside *Radiance of the Seas* and the just-refurbished *Rhapsody of the Seas*.

The three vessels will offer 55 sailings from 2 to 18 nights, calling at 56 ports in Australia, NZ and the South Pacific.

Additions including a one-off nine night Tas, Vic and SA cruise departing 04 Feb 2014.

Scoot to launch early

SINGAPORE Airlines' low cost long-haul offshoot Scoot will debut its first routes, between Singapore and both Sydney and the Gold Coast two weeks ahead of schedule.

Launch fares were initially announced as debuting on daily flights from 26 Jun, but in an email to subscribers today Scoot placed its "first two weeks of flights" on sale, with a booking engine offering availability of Sydney services from 05 Jun and Gold Coast from 13 Jun.

One way fares from Sydney to Singapore lead in at A\$118.

In-flight connections

SATELLITE operator Inmarsat has signed a massive deal with electronics firm Honeywell to produce a new global system for in-flight internet connectivity.

Estimated to be worth over \$2.8 billion over the next 20 years, the new Global Xpress service is said to offer speeds which will allow for real time videoconferencing and multimedia presentations in flight.

Global Xpress will launch next year and operate in the Ka-band to offer four times the bandwidth available to alternative solutions.

The system will initially be targeted at "the most demanding bandwidth-hungry customers in government aviation" but the system is also touted as "offering airlines a future-proof option with ample broadband capacity for growth".

Window Seat

ABU DHABI received some great exposure when channel 7's *Sunrise* breakfast show weather presenter Grant Denyer took part in a special drive day at the Yas Marina circuit during a week of live broadcasts from the emirate last week.

Joining him behind the wheel was Aussie Soccer captain Lucas Neill, who currently plays for UAE football team Al Jazira, and who was very much on message, describing Abu Dhabi as a "holiday you never want to leave".

The pair are **pictured** below as Denyer tries to protect his race-car from the soccer superstar.



VISITORS are set to be rushing to the US city of Little Rock in Arkansas, which will host the Third Annual World Cheese Dip Championships at the Clinton Presidential Centre on 20 Oct.

Dip-makers will compete in amateur and professional divisions with winners of the high-stakes contest determined through a series of blind tastings by celebrities, politicians and food critics.

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Thrifty revs it up

THRIFTY Car Rental in the United Arab Emirates will expand its range to include "high-end sports cars" including the 2012 Ford Mustang 5.0 and the 2012 Dodge Charger.

The car hire franchisee said that many regional travellers to the UAE visit for an extended weekend and "a flashy car would complete the total experience".

Thrifty has 36 locations in the UAE along with 15,000 vehicles.

Voyager iPad app

CORPORATE travel specialist Voyager has launched a new iPad app which allows clients to access timely management information via Apple's popular tablet device.

CEO Richard Savva said the new version of Voyager's proprietary Zuno technology makes it the first TMC in Australia to offer a travel management information software tool as an iPad app.

ILTM popularity surge

SHANGHAI will play host to the International Luxury Travel Market exhibition from 04-07 Jun, with organisers saying increasing demand for high-end luxury travel experiences has spiked a surge in interest for the show.

The event will showcase the best in luxury travel products and tours, as well as sustainable experiences and wildlife conservation tourism.

Australia will be represented, with exhibitors incl NSW's Wolgan Valley Resort & Spa, highlighting its credo of actively protecting the surrounding habitat and native wildlife species.

More info at www.iltm.net/asia.

Record OS statistics

AUSTRIAN Airlines broke its all-time record for pax carried both for Mar and for the first quarter of 2012, reporting a 12% year-on-year increase for the month and a 10.1% jump in pax for Q1.

Load factor for the month was up 3.5 points, with OS posting a 73.6% overall figure.

Air China FF pact

STAR Alliance member Air China has launched a reciprocal frequent flyer pact with Air Macau, allowing members of each airline's respective loyalty schemes to earn and burn points on NX and CA services - details at www.phoenixmiles.com.

CZ's Aussie women in uniform

MEET 19 year old Jessi Kennedy from Wollongong and Heather Corbett aged 25 from Sydney's Newtown, all decked out in their smart new China Southern Airlines uniforms, fresh out of the carrier's flight attendant school in Guangzhou.

TD was on hand yesterday in Sydney to get exclusive pictures and interviews

with the ladies who are among the first batch of 13 Aussie cabin crew to be recruited by the fast-growing carrier.

Based in Sydney, they'll take to the skies on the airline for the first time next week.

Heather, a former hairdresser, said even when she was a little girl she'd wanted to be a flight attendant and can't wait to start flying.

"It's my dream job", she said.

Jessi gave up working at a hotel and was "over the moon when CZ offered me the job".

They went to the airline's home base for initial training that included cabin service, a crash course in Mandarin and emergency procedures.

"They'll be joined by a further batch of 20 Aussie cabin staff in June", said Bill Bryant CZ Manager Corporate Affairs and Marketing.



"As well as flying to Guangzhou, they'll also be deployed on our European routes", he said.

Mr Bryant has some tips for aspiring cabin crew applicants who have to undergo rigorous interviews for the job: "Firstly, you have to be 18 and over.

"Do research, know everything about the airline, be friendly, chatty and properly groomed."

Bryant said that successful applicants sign a 3 year contract with the carrier - to apply, visit www.altara.aero/chinasouthern.

Travel Daily TV has produced an exclusive video interview with the new CZ crew - click on the logo or see traveldaily.com.au/videos.



JetBlue Emirates deal

NEW York-based JetBlue Airways has further expanded its range of codeshare alliances with a new pact with Emirates linking the airlines' respective flights at JFK Airport.

The carriers have interlined since 2010, and the expanded agreement will shortly see the EK code added to JetBlue flights onward from JFK to a range of destinations including Boston, Chicago, Fort Lauderdale, Washington and Orlando.

Virtuoso addition

THE Virtuoso luxury travel agent network has added the new Shangri-La Hotel in Toronto, Canada to its Preview program.

The 202-room property, which comprises the first 17 floors of a new 65-storey tower, is set to open on 07 Aug and will be the second Canadian Shangri-La.

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G Adventures Future of Tourism in Melbourne

A CROWD of around 250 travel trade and consumers attended the first ever Future of Tourism (FOT) event in Australia at Melbourne's Spring Street Conference Centre last night.

The FOT kicked off on 27 Sep with a similarly sold-out event in Toronto on the United Nations World Tourism Day, with more than 1,200 attendees, along with several thousand other students from 42 universities around the globe listening in to a live simulcast of the event.

Originally, G Adventures planned to use the FOT as a vehicle to launch some of its new products, but such was the interest and demand the event was taken on the road to London, Melbourne, Vancouver & Calgary.

G Adventures founder Bruce Poon Tip, speaking exclusively with **TD** yesterday at the firm's Melbourne office, said the show aims to "create education about what sustainable tourism means" (page1).

Trade partners, and competitors, were among those present at the event, keen to hear about where Poon Tip believes the future of tourism is heading.

Pictured are a collection of photos of trade attendees taken at the show - more at traveldaily.com.au/photos.



ABOVE: Guest speakers, Gary Arndt travel blogger of Everything Everywhere) and Jennifer Adams, founder/executive producer of Places We Go, flank G Adventures captain, Bruce Poon Tip.

RIGHT: Attendees also had a chance to win a trip for two to Vietnam in a fortune cookie draw - handed out here by Shailey Hewlett and Jeremy Neumann from G Adventures.



ABOVE: STA agents, from left are: Tash Wagner, Jeff King,, Cath Visalli, Simon Bell and Carissa Bennett.

RIGHT: South African Airways' Rolf Huber with LAN's Branislav (Bronco) Milic-Zumberski.



BELOW: Elise Greene, Peter Grimes, Julia Licciardi and Ryan Pell, all from STA Travel.



RIGHT: Some of the all black G Adventures staff with their local head honcho, Pete Rawley are Danica Jones, Erin Shanks and Natalie Whiston.



LEFT: Kara Pattison, Andrea Robinson and Amber Kelly, all from STA.

Recession benefits for tourism

THE global recession has had positive impacts on sustainable tourism, G Adventures founder Bruce Poon Tip believes.

"One thing that the recession resulted in was that people have become more conservative with their spending habits," Poon Tip told **Travel Daily** last night.

People have access to more information than ever before and they can now identify with tourism brands, Poon Tip said.

"Consumers can do their research before they part with their cash, compared to when times were good in the 80s & 90s impulse buying was very high.

"People just didn't care, they didn't identify with anything - they might want the cheapest price, or something that fits in with their dates, or what their friends have done - their motivation was totally different compared to today," he believes.

The entrepreneur says that's what is different with people today - they want something they can align their beliefs with, or they identify with a brand on some level.

easyJet GDS deal

TRAVELPORT has announced an expansion of its relationship with European low-cost carrier easyJet, allowing enhanced booking processes for agents including the sale of ancillary services.

The renewed agreement builds on a 2007 deal which was easyJet's first move into enabling third party distribution.

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Complete Cruise Solution adds air

CARNIVAL Australia's trade-focused Complete Cruise Solution is moving into the fly-cruise market, this week launching a new online booking tool allowing agents to easily book flights along with cruises (**TD** 13 Dec).

The offering is branded as eZAir for Princess, while P&O and Carnival Cruise Lines are offering the service as CruiseAir.

They offer real-time pricing and flight availability, allowing for seamless coordination of itineraries, and offer a range of benefits including immediate flight confirmations and a choice of flexible or restricted fares.

CCS director of sales, Don Clark, said another major feature is "next port protection" in the event of flight delays - a service which helps reroute passengers to the next port of call if they miss their ship's departure.

More info at www.myccs.com.au as well as in today's **Cruise Weekly** - subscribe free at www.cruiseweekly.com.au.

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Thursday 19th Apr 2012

CHC red zone tours

A NUMBER of tour operators in earthquake-ravaged Christchurch have expressed interest in operating tours to the city's "red-zone," following recent trial tours by the Canterbury Earthquake Recovery Authority (CERA).

Although preliminary operations ran at a loss, CERA are reportedly looking into turning the tours into a more commercial business.

QF freight expands

QANTAS Freight Enterprises has confirmed an expansion of its global network, with the inaugural freighter service between Sydney and Chongqing and onward to Chicago to take place tomorrow.

Executive manager Lisa Brock said the Chongqing operation would market freight capacity to nine mainland China ports including Shanghai, Gulin, Haikou, Hangzhou, Ningbo, Shantou, Guangzhou and Beijing.

She said the addition of Chongqing showed that the business is "well positioned to grow its footprint in Asia and respond to evolving global market dynamics by leveraging the Qantas Group's existing assets".

Sunsail to San Fran

YACHTING specialist Sunsail has announced the debut of its first base on the US West Coast, with the San Francisco operation to open in Jun this year.

In addition to Bareboat Sailing Vacations and Skipped Yacht Charters the base will offer a new product portfolio incl corporate hospitality and events, team building and incentive programs.

Kingfisher shrinks

BELEAGUED Indian airline Kingfisher Airlines has shrunk from the subcontinent's largest carrier six months ago to its smallest.

The recently announced "holding plan" has seen IT make significant changes to its network as it works to rebuild its market share, which has slipped from 20% down to just 6.4%.



Industry Appointments



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THIS week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Flight Centre Ltd has welcomed **Karen Cooke** as the company's new Corporate Marketing Leader. Karen will oversee marketing activities and strategies for the group's corporate brands.

Robert Kunkler has been appointed to the position of Senior VP of Hotel Operations for the **Minor Hotel Group** - owners of the Anantara brand. He will be in charge of the group's 17 properties worldwide, plus the successful opening of future hotels.

Mirvac Hotels & Resorts is pleased to announce Terry Dwyer to the role of General Manager at **Quay West Resort & Spa Falls Creek**. Terry brings 26-years experience from a number of tourism bodies.

Alila Hotels & Resorts has appointed a new management team for its growing Indian portfolio. **Vikram Singh** has taken the helm as Regional Director India as well as General Manager of Alila Diwa Goa, whilst **Pranav Patel** has been appointed General Manager of Alila Bangalore, the group's first city opening in the country.

Bipan Kapur has been appointed as Managing Director of **Sheraton Bali Kuta Resort** and **The Westin Resort Nusa Dua, Bali**.

SeaLink Travel Group has announced a number of senior appointments following last year's acquisition of Sunferries in Townsville and Sydney based Captain Cook Cruises. **Paul Victory** is the new SeaLink Queensland General Manager while **Michael Niemann** has taken on the role of the group's Fleet Manager. **Michael Shepley** is the Client Relationship Manager for the IT Development team and in South Australia **Dean Bagley** is the Product Development Manager and **Mike Furber** is SeaLink's new Business Development manager.

Hayman resort credit

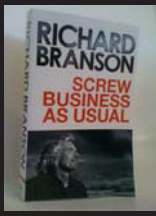
QANTAS Holidays has released a special offer of \$400 resort credit on stays at Hayman Island Resort.

The deal is on sale until 03 May unless sold out prior - call 13 27 87.

VS A330 to JFK/DEL

VIRGIN Atlantic will operate 3-class A330 aircraft on services between London-Delhi beginning 10 Jul, according to GDS displays, with Mumbai flights starting in Oct.

WIN WITH VIRGIN ATLANTIC!



This week **Travel Daily** has teamed up with **Virgin Atlantic** and today is giving one lucky reader the

chance to win a copy of Richard Branson's new book: *'Screw business as usual'*.

For over 26 years, Virgin Atlantic has been one of the world's leading long haul airlines. We're famous for creating memorable journeys by providing award-winning, excellent value products and friendly service in every class.

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Get Swisshed hits Melbourne

MELBOURNE was last night given a taste of Switzerland as over 130 agents tried their hands at skiing via the Xbox Kinect system, yodelling and of course the now famous hammer-the-nail-into-wood game of Nageln.

Many more video entries into the "Get Swisshed" 9-night mega-famil trip were submitted, making the race for the 33 famil places tighter than ever.

RIGHT: Cassie Muhlhahn from HWT Malvern preparing for a splintering attempt at Nageln.



ABOVE: Kathy Roszman and William Montalvo doing their bit and dressing the part.

BELOW: Skiing isn't as easy as it looks, as Jenna Haughton and Kelly-Anne Kallaste try to prove.



LEFT: Kirsty Blows from Rail Plus and Andrew Young from STA Travel tasting some Swiss schnapps

BELOW: Mike Finnie from HWT Mt Waverley putting all the pieces of the jigsaw puzzle in their place.



RIGHT: Fenella Waganer and Vanessa Larkins from SCA flanking Andrew Young from STA Travel.



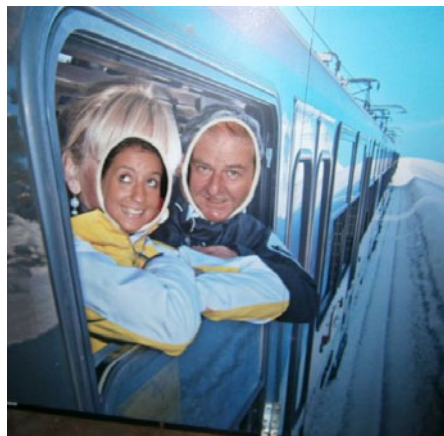
LEFT: Jess Halliday and Rhonda Cashmore from Rail Plus in their respective shades of red, hoping to find themselves on the Switzerland mega-famil trip.

BELOW LEFT: John Lengacher from Travelmanagers Windsor posing with Kirsty Blows from Rail Plus.

BELOW: Chris Cogan from Travelmanagers needed a photo buddy, and Vanessa Larkins from SCA was happy to add her cheery face.



BELOW: Fresh from their Xbox video downhill skiing adventures, Jenna Haughton and Kelly-Anne Kallaste from Qantas Holidays finish off this jigsaw puzzle.



Pirates made of Lego

CALIFORNIA'S Legoland theme park will next month open its newest attraction - Pirate Island - featuring several interactive attractions and rides.

Tanya wins 30 days on the road

RIGHT: Tanya Ballard from Norton Plaza Flight Centre in Leichhardt, Sydney is set to travel the length breadth of Europe's roads, after winning a 30 day lease of a four-door C3 Citroen.

Her name was drawn from scores of entries from consultants across the country, in a recent four month incentive by car rental specialist globalCars.

She's pictured with globalCars team leader Jason Gould accepting her prize worth \$2000.



Airports top ad spots

FREQUENT business travellers are 83% more likely to be the first to try and buy new products and services than other American adults, a US survey has found.

Commissioned by Clear Channel Airports, the results highlighted the benefit to advertisers in taking advantage of the frequent high-visibility points located within airport terminals, particularly transit lounges and concourses.

Leisure on track

EUROSTAR has released sales figures from Q1 of 2012, showing a 7% increase in revenues in the three months to Mar and overall traveller numbers up 4%.

That equates to nearly 90,000 more passengers, with the cross-channel rail operator citing leisure traffic as the key driver in the improved results.

Business travel remained largely flat over the same period, with the revenue being substantially boosted by travellers taking advantage of competitive fares to cities beyond the Eurostar network, such as Amsterdam.

WIN A TRIP TO NEW CALEDONIA



Throughout April, **Travel Daily** is giving one lucky reader the chance a win an amazing holiday for two people to New Caledonia, courtesy of **New Caledonia Tourism, Aircalin** and **GLP Hotels**.

The prize includes Aircalin Return Airfares from SYD/BNE to Noumea, return airport transfers, three nights accommodation in a superior room at Le Nouvata Hotel Noumea, one night accommodation in an overwater bungalow at L'Escapade Island Resort including return boat transfers and a day trip to Amedee Lighthouse.

Every day **Travel Daily** will ask a different New Caledonia-related question - just read the issue and email us your answer. There will be 18 questions in total, which will also be posted on our website.

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

Q.12: How long is the flight from the east coast of Australia to Noumea?

Email your answers to: newcalcomp@traveldaily.com.au

Hint! Visit www.aircalin.com

Click here for terms & conditions



Finnair signs TAP pact

FINNAIR today announced a new codeshare agreement with TAP Portugal, covering flights between Lisbon and Helsinki.

Cooperation commences tomorrow and the deal also offers new connection opportunities via combined codeshare services through intermediate points such as Geneva, Zurich and Brussels operated by AY to Helsinki.

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

Roaming data plan

US travellers will be available to avoid mobile data "bill shock" under a new global data plan offered by telco giant Verizon.

Under the deal, US-based customers can access 100MB of data for \$25 a month, allowing them to access the internet from their mobile devices in 120 countries including all of Europe, South America, the Caribbean, Mexico and Canada.

Mirage real deal

SHERATON Mirage Resort & Spa on the Gold Coast has today completed the refurbishment of all of its rooms and suites.

To celebrate the property is offering a special Pay2 Stay3 offer available via all travel agents, costing \$580 for three nights.

Qantas looking at travel money card

QANTAS is considering adding further functionality to its frequent flyer cards which would enable them to be used as a prepaid travel card.

The move was revealed in a survey sent to some members of the Qantas Frequent Flyer scheme this week, telling them it could send them a new card "that you would also be able to use to make purchases or withdraw money from an ATM - like any other prepaid card offered in the market".

The survey question also confirms that members would be able to earn frequent flyer points on purchases made overseas, and asks respondents if they think the combination frequent flyer and prepaid card is a good idea.

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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AFTA AWARDS 2012


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***HOT* NEW AIRLINE SALES ROLE** SENIOR CORPORATE BDM - AIRLINE BRISBANE - SALARY PACKAGE TO \$110K

This outstanding Airline has a place for you in their Brisbane team if you can tick all the right boxes. You will need to possess outstanding experience working in Sales within the Aviation sector with thorough knowledge of compiling and delivering large market tenders. Be part of this fantastic airline and watch your career soar to greater heights if you are a results-focused BDM with great connections. Aviation knowledge essential.

***HOT* SENIOR ROLE WITHIN CORPORATE** GENERAL MANAGER CLIENT MANAGEMENT SYDNEY – EXECUTIVE SALARY PACKAGE

This new senior role is responsible for managing a national Account Management team within a leading global TMC. To be selected for this coveted role you must have proven experience with large market clients and tenders, outstanding leadership & coaching skills, highly developed account management & retention strategies, numeracy & analytical skills and advanced negotiation & communication skills.

INFLUENCE BUSINESS DECISIONS DIRECTOR OF FINANCE SYDNEY – SALARY PACKAGE DOE

This diverse and multi-faceted role is sure to challenge the most seasoned Finance professional. If you enjoy working as a partner & advisor to the business, not just as a processor, this senior level operational finance position offers you the chance to make a difference. Provide leadership and insight in to the budgeting and planning processes to improve the performance of the business. Tertiary Qualls and CA/CPA preferred.

A FOOT IN THE DOOR WITH A GLOBAL TMC CORPORATE OPERATIONS MANAGER (6 MTH CONTRACT) SYDNEY – SALARY PACKAGE TO \$130K DOE

This rare opportunity is available now with a large corporate travel organization and is responsible for managing the national operations of a key corporate account. You will have line managers reporting in to you from 3 states and have proven capabilities in managing a large contact centre, service based operation, leadership & coaching staff, and driving best practice to achieve business outcomes.

AN EVENT WINNING COMBINATION EVENTS & CONFERENCING ACCOUNT MANAGER / BDM MELBOURNE – SALARY PACKAGE TO \$85k

Do your skills in events and conferencing add up to the winning formula to take home this prized position? This outstanding company is looking for the best in the business when it comes to account management within events sector. Your go-getter attitude will also be able to source new leads with your strong communication & presentation skills, leveraging your amazing relationships across the industry.

YOUR WISH HAS BEEN GRANTED TRAINING & DEVELOPMENT

MELBOURNE & PERTH – SALARY PACKAGE TO \$80k

Are you a first class travel industry trainer? To secure one of these fabulous opportunities you will need to possess your Cert IV in Workplace Training & Assessment and be skilled in travel systems and travel practices to be able to formulate and run comprehensive training programs within these companies. You will have exceptional communication skills and a friendly personality to interact with individuals.

DEVELOP TOP TEAMS TEAM LEADER (HANDS OFF) MELBOURNE & BRISBANE – SALARY PACKAGES TO \$80k

Be the best you can be when you join a company which has a fabulous working environment and low staff attrition rates. Show them that you have the experience to lead and manage a team of around 18 consultants with your ability to coach & develop skills, increase productivity and handle escalated issues. You will have a solid background in corporate travel and proven management skills from your past roles.

SHARE YOUR AIRFARE KNOWLEDGE BUSINESS DEVELOPMENT EXECUTIVE SYDNEY – SALARY PACKAGE TO \$65k DOE

If your experience within the travel industry has given you amazing knowledge of airfares, this new role will allow you to move out in to a sales role where you'll be Account Managing a portfolio of travel agencies. You must be a self motivated individual willing to drive sales and reach targets. Working as part of a small happy team, you'll be given scope for further development within the business.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
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NSW & ACT
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Ph: 03 9670 2577

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

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



Working in partnership with the Australian Travel Industry

Corporate Travel Consultants

Sydney - \$55-60K + DOE - Ref 1546

We have a number of roles across Sydney's CBD and suburbs with leading travel management companies & niche independents. We are searching for experienced Consultants from an International or Corporate Travel background to work within these travel organisations. Each company offers something unique and different, so you'll be spoilt for choice if you are an experienced Consultant ready to take the next step within Corporate Travel.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

Travel Reservations Consultant

Brisbane - \$Competitive + Super + Incentives - Ref 4211

Travel industry professionals needed for a variety of travel roles across the Brisbane travel industry. If you have experience working in a travel agency, wholesale, corporate or airline environment, and are looking for your next career move, then apply today. We have numerous roles to suit a selection of career paths and can help you find your perfect travel job! For more information and a confidential discussion on Brisbane opportunities, please call me today.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Corporate Travel Team leader

Melbourne - \$Competitive + Super + Incentive - Ref 4233

Experienced travel industry professional to join this award winning TMC. If you have a solid corporate travel background & managerial experience, then this could be the career opportunity you have been waiting for. You will be responsible for any operational issues involved in the travel booking procedure, as well as closely working with a team of experienced consultants mentoring & managing their progress within the company.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

International Travel Consultant

Perth - \$50 + Super + Bonus - Ref 1747

Have you got a previous retail travel background and experience selling worldwide tailor-mades and cruise? Are you confident with various travel products and confident you can offer customers a choice like no other? We have a role with a well-known travel company based in Perth, who are expanding due to ongoing repeat business and a constant flow of new enquires. They are in search of a passionate Travel Consultant to join their successful team. Sabre experience desirable.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

Customer Service Executive

North Sydney - \$41K + Benefits - Ref 0069

Customer Service Executives are needed to join this busy online accommodation travel company. As part of this dynamic and encouraging team, you will handle incoming calls & queries, utilise your excellent communication skills, and have ability to solve any issues. Your experience working in a call centre environment and in a customer service role will be beneficial. You will be a confident and enthusiastic travel professional with an interest in finding a solution.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Temp Assignments

Brisbane - \$Excellent Hourly Rate - Ref 1588

Are you an experience Retail or International Consultant, with Galileo or Sabre, looking for a role that offers you flexibility? Or are you an ongoing Temp Consultant looking for an exciting change with a top hourly rate? We are looking for some experienced Travel Consultants to join a busy team in Brisbane's CBD, day to day duties includes booking flights, hotels and car hire both Domestic and International (Mon-Fri only). Call today, start tomorrow!

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Wholesale Reservations Consultant

Melbourne - \$40K + Benefits - Ref 0094

This recognised high end travel company seeks a Wholesale Reservations Consultant to join their small team. As a Reservations Consultant, you will book tailor made holidays and specialise in selling resort destinations in South East Asia, Indian Ocean and Pacific Islands. You will also have an opportunity to assist other areas such as Marketing & Product. If you have previous wholesale or retail experience selling worldwide destinations this may be your lucky day.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Sales Manager / BDM Corporate Travel

Perth - \$Competitive + Super + Bonus - Ref 5211

Do you have sound understanding of corporate travel sales, business development experience & a proven sales record? A leading travel management company are looking for Sales / BDM to assist with their ongoing expansion across the travel market. You will manage existing accounts along with building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au



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You BeautEY! Win \$10,000 cash with Etihad Airways.



Sell Etihad Airways - the World's Leading Airline*, for your chance to win!

At Etihad Airways, we're all about making **good business decisions**, so we'd like to **reward you** for choosing to book your customer's travel with the World's Leading Airline*.

Between **1st April and 12th May, 2012**, Etihad and Consolidated will be running the **You BeautEY Incentive**, giving you the chance to win some of these **fantastic prizes**:

- **\$10,000** Major Prize
- **\$500** Weekly Bonus for the Diamond First and Pearl Business Class top seller
- **\$250** Weekly Bonus for the Coral Economy Class top seller

To be in the running for the Major Prize you must achieve 30% growth of your EY sales through Consolidated Travel. All qualifying participants will then be invited to tell us in 25 words or less why they believe Etihad is the World's Leading Airline. The most creative entry will **win \$10,000 cash!**

Weekly bonuses will also be awarded to that week's highest seller of Diamond First and Pearl Business Class tickets, and Coral Economy Class tickets each week during incentive period!

So when it comes to doing business,
who better to turn to than the World's Leading Airline*.



*2011, 2010 and 2009 World Travel Awards. Valid for tickets issued by Consolidated Travel or via Quickticket during the incentive period 01APR-12MAY12 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Agents must achieve minimum growth of 30% vs same period in 2011. To win the major prize agents must also tell us in 25 words or less, 'Why do you believe Etihad is the World's Leading Airline' and sell a minimum of \$15,000 worth of tickets during the incentive period. The winner will be determined by the most original and creative answer. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. The winning Travel Agency will be rewarded with \$10,000 deposited into their account by Consolidated Travel. The winners of the bonus cash prizes will be rewarded with \$250 or \$500 deposited into their account by Consolidated Travel. The same office cannot win the weekly bonus more than once. This offer is open to all full time international selling agents only. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. 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 30MAR12.

FROM ABU DHABI TO THE WORLD

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