

# GET SWISSSED EXPERTS

## WANT TO BECOME A SWISS EXPERT IN 2012?

Let Switzerland Tourism, Swiss Travel System and Swiss International Airlines show you how!

Taste Swiss cheese, chocolate and schnapps, hike, bike & ride panoramic trains through the Alps all in one evening! Learn how you can get 'Swissed' and be one of 35 agents joining us in Switzerland this June.

### WHEN AND WHERE?

**Mon 16th April SYDNEY**

6pm - 8pm

The Arthouse Hotel,  
275 Pitt Street

**Tues 17th April BRISBANE**

6pm - 8pm

Tempo at Rugby Quay,  
123 Eagle Street

**Wed 18th April MELBOURNE**

6pm - 8pm

CQ Functions,  
113 Queen Street

**Thurs 19th April CANBERRA**

6pm - 8pm

The Boat House by the Lake,  
Grevillea Park, Barton

### REGISTER

Register now for your place by emailing [getswissed@traveldaily.com.au](mailto:getswissed@traveldaily.com.au)  
Remember to include your full name, travel agency details and which event you wish to attend.

Places for each event are strictly limited so please register early to avoid disappointment!

Switzerland.  
by Train, Bus and Boat.



**SWISS**

Switzerland.  
get natural.



**cit rail**

**infinity**  
RAIL



**rail plus**  
way to go!



sabre red  
app centre

open for business

www.sabreredappcentre.com

Watch video now

Sabre  
pacific

# Travel Daily

First with the news

Tuesday 27th March 2012

TMS ASIA-PACIFIC www.tmsap.com

**TICKETERS WANTED APPLY NOW!**

CONTACT <b>STACY BALDERSTON</b>	DESTINATION <b>LVL 10, 109 PITT ST SYDNEY, NSW, 2000</b>	PHONE <b>02 9231 6444</b>
------------------------------------	---	------------------------------

CLICK HERE TO BOARD

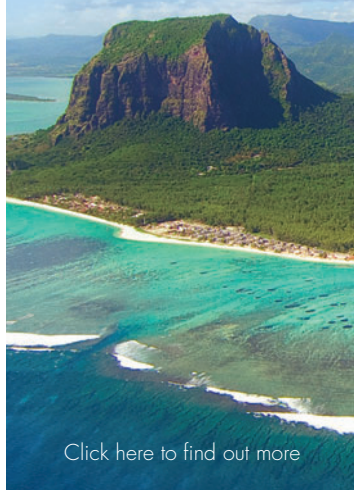
ISSN 1834-3058

## KEITH PROWSE STATE OF ORIGIN 2012



Call us now for Melbourne  
Sydney and Brisbane Packages.  
www.keithprowse.com.au  
1300 730 023

Play golf on  
beachfront fairways  
shielded by a  
spectacular coral reef



Click here to find out more

Mauritius  
It's a pleasure

## EK tightens Dubai transits

EMIRATES has announced a revision to its STPC (Stopover at Airline Cost) policy, tightening qualification guidelines in an effort to more efficiently manage how passengers are able to qualify for the offer.

The new policy took effect late last week and currently applies to all new bookings.

New guidelines have been introduced to ensure a passenger is not deliberately booking flights

with longer connection times in Dubai purely to take advantage of the complimentary stopover offer.

The Dubai-based carrier has amended its reservations system, allowing it to now calculate STPC eligibility at the time a booking is made, based on seat availability on the best connecting flights, not simply the flights of the passengers' choosing.

Flyers originating their journey from Australia or New Zealand with a wait time in Dubai of more than 8-hrs for Economy, 6-hrs for Business Class and above, and less than 24 hours will still be offered the stopover accom free.

Different conditions can also apply to bookings originating from other parts of the world.

## DJ Prem Valet at BNE

VIRGIN Australia has this afternoon announced the launch of its Premium Valet parking at Brisbane Domestic Terminal.

Located adjacent to the terminal, the latest DJ Premium Valet offers a valet car park (rates from \$55/hr) and a dedicated check-in desk for guests travelling with carry-on baggage only, and joins similar facilities in Sydney & Melbourne.

It's open daily, from an hour before the first flight of the day & 30mins after the last service, and is positioned off Chloris & Hibiscus Streets at Brisbane Airport.

## Eight pages of news

Travel Daily today has eight pages of news and photos, a front full page for "Get Swissed" plus full pages from: (click)

- TMS Asia Pacific jobs
- AA Appointments jobs
- VisitBritain
- Consolidated Travel

## South Australia

### Flyer out now!

For more information visit  
qantasholidays.com.au/agents



Holidays



## Get Swissed, agents!

TRAVEL agents are being invited to an upcoming series of special events to learn about Switzerland - including the opportunity to win one of 35 places on a Jun famil.

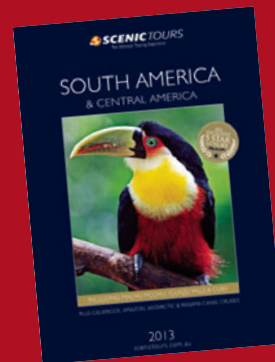
There will be lots of chocolate, schnapps and fun at the events which will take place in Sydney, Brisbane, Melbourne and Canberra next month.

To register for a place email [getswissed@traveldaily.com.au](mailto:getswissed@traveldaily.com.au) - see the front full page of TD today.

## SCENIC TOURS

### SOUTH and CENTRAL AMERICA 2013

### BROCHURE OUT NOW



EARLYBIRDS  
NOW AVAILABLE

PARTNER  
FLY FREE\*



\*plus GST if applicable

## REISSUES ARE A CINCH (HONEST)!

online..anywhere..24/7..no ADMs\*\*..and now for only

**\$7\*** a reissue! Over 50% of all reissues can now be completed in an instant online!

P.S Don't forget to NYOP your reissues! \*\*Refer to our website for terms & conditions, \$7 applies to instant online reissues, queued reissues cost \$22



**Senior Retail Cons - Melbourne**

- ▶ Centrally located in Melbourne CBD
- ▶ Solid team and great client base
- ▶ Excellent management
- ▶ Salary from \$45K + super + inc.

click  
here for  
details

Contact: ben@inplacerecruitment.com.au

# Travel Daily

First with the news

Tuesday 27th March 2012

**SUN ISLAND TOURS**  
Your Mediterranean and Middle Eastern Travel Experts

**FLY & CRUISE**  
Unbeatable price  
[Click here](#)

## Travel Daily on location at the Grand Canyon

Today's issue of *TD* is coming to you from the USA, where 100 lucky travel agents are being hosted on the Travel Corporation Mega Famil.

THE Contiki group on the Travel Corporation Mega Famil travelled south from LA via San Diego and Phoenix, Arizona to the Grand Canyon, where *TD* joined up.

As well as seeing the wild west, they've enjoyed a hot air balloon ride and a baseball game.

We're staying inside the Grand Canyon NP at Maswik Lodge, one of the small number of properties located along the south rim of the spectacular natural wonder.

It's very cold here, in fact some hardy early risers experienced a late Mar snowfall this morning, before warming just in time for the group to take in the stunning vistas from a helicopter tour.

This afternoon we'll watch the sunset before a special hosted dinner, and tomorrow we hit the road to Las Vegas where all of the groups will meet up - more on p7.

## Qantas to fly biofuel flight

**QANTAS** will next month operate Australia's first commercial flight powered by sustainable aviation fuel.

The Sydney-Adelaide return service will take place on 13 Apr using an Airbus A330 powered by a biofuel derived from used cooking oil, split 50/50 with conventional jet fuel.

The fuel is produced by SkyNRG and has been fully certified for use in commercial aviation - as well as being endorsed by the World Wildlife Fund.

"With high fuel costs and carbon pricing affecting airlines around the world, the Qantas Group is taking the lead in advocating the development of a sustainable aviation fuel industry in Australia," the carrier said.

The 'life cycle' carbon footprint of the biofuel is about 60% smaller than that of conventional aviation fuel.

QF Head of Environment, John Valastro, said the green sectors aimed to raise awareness of the potential for sustainable aviation fuel in Australia.

He said operating the Australian

aviation industry on sustainable fuel was possible, but not until the product was produced at a commercial scale and at a competitive price.

"No single player can make this happen, it needs support from government, private sector investment, access to infrastructure and market demand," he said.

QF1121 will depart Sydney at 10.20am on 13 Apr, returning as QF1120 ex ADL at 1.35pm.

Customers can book seats on the flight just as they would for any QF service, and will be notified at the time of booking that the flight will be powered by sustainable aviation fuel.

## TCF terminations

THE Travel Compensation Fund yesterday afternoon advised of the non-voluntary termination of two agents for non-payment of fees, with immediate effect.

The agents are Ballina Travel Value (ABN:45 767 415 697) and Intercontinental Travel Group (ABN:69 143 459 170).

**BENCHIN INTERNATIONAL**  
AMERICAN EXPERTS SINCE 1969

# EGYPT

MOROCCO AND ARABIA

ASK FOR OUR RANGE OF BROCHURES FOR AMAZING TRAVEL IDEAS

CONTACT US TODAY  
**1300 195 873**  
[benchininternational.com.au](http://benchininternational.com.au)

f t YouTube

# LIVE LOCAL WORK LOCAL

"The local support from my state based Business Partnership Manager helps me focus on my business" JP

FOR CAREER OPPORTUNITIES CLOSE TO HOME CALL SUZANNE FOR A CONFIDENTIAL DISCUSSION ON 1800 019 599 OR EMAIL [JOIN.US@TRAVELMANAGERS.COM.AU](mailto:JOIN.US@TRAVELMANAGERS.COM.AU)

Finalist 2009, 2010 & 2011 Best Travel Agency Retail - Multi Location

**TRAVELMANAGERS**  
the smarter choice

**sunlover** Love New South Wales?

Hurry, sale ends 5 April 2012  
Travel until 21 Sep 2012

[Click here for deals](#) You'll love these Sunlover deals  
David Reyne - acclaimed travel presenter and writer

The Sunlover Service Promise - Expert advice every time

[www.agents.sunloverholidays.com.au](http://www.agents.sunloverholidays.com.au) Phone: 13 88 30

# VOTE 1 TRAFALGAR NTIA AWARDS

Call waits under 1 minute + increased definite departures + over 120 famil seats to Europe & the USA

We look forward to supporting you even more in 2012

**TRAFALGAR** see the world from the inside [CLICK HERE to vote now](#)



## JOB OF THE WEEK

- Retail Travel Consultant
- Sydney, Perth, Melbourne, Brisbane
- Salary up to \$55K!

Call 02 8705 5428 to apply  
[www.candmrecruitment.com.au](http://www.candmrecruitment.com.au)



The Travel Recruitment Specialists



# Travel Daily

First with the news

Tuesday 27th March 2012

**BREAKAWAY**  
International Travel Industry Club

**Virgin Australia**  
EXTENDED! Virgin Australia Industry Rates to Los Angeles. Sales to 27 Apr 12.

From **\$599\*** pp return plus taxes.  
\*Conditions Apply. Taxes approx. \$645\* - \$660\*pp.

**CLICK HERE** for further details

## Cox & Kings launch Exotic Escapes

COX & Kings has developed a new program of products to over 100 holiday resorts, marketed under the brand 'Exotic Escapes'.

The program is targeting high-end travellers from Australia and New Zealand to destinations including Thailand, Bali, Malaysia, Vietnam and island locations such as Mauritius, Maldives, Cook Islands, Fiji, Hawaii and Vanuatu - all except Vanuatu are new.

Announced yesterday, the "first of the kind" program for Cox & Kings is comprised of 116 options, most of which are about seven-days and take advantage of short haul-flights from this region.

There's also a handful of longer escapes (up to 10 nights) & shorter trips (four nights minimum).

The product includes a range of "unique extras" according to C&K business head Antony Gilbin, such as private dinners, massages and free car hire at competitive prices.

"This is a first for Cox & Kings and has launched in response to demand for relaxing week-long breaks which are short flights from Australia and New Zealand - the result of growing air traffic and improved connectivity to these destinations," Gilbin added.

Properties used include the Modern Honolulu and Travaasa Hana in Maui, Hawaii or the Song Saa Private Island in Cambodia.

More at [coxandkings.com.au](http://coxandkings.com.au).

## Travelmarvel brox

TRAVELMARVEL has launched its 2012/13 Tasmania program, holding prices as featured in the 2011/12 season.

The firm has also released its Cruising & Touring New Zealand program for 2012/13 containing four tours - see [aptgroup.travel](http://aptgroup.travel).

## New Rome Aquarium

ROME will soon be the home to a brand new Museum & Aquarium housed in the historic Palazzo Civiltà del Lavoro in the city.

The aquarium will feature a 4,000sqf vertical water tank to replicate the Mediterranean Sea, and a 4D theatre when it opens in a few months time.

## Indonesia trade site

VISIT Indonesia Office Australia has rolled out a local Facebook page, providing browsers with the latest hotel, travel & destination info of the county - details at [facebook.com/Visit.Indonesia.AU](http://facebook.com/Visit.Indonesia.AU).



## Window Seat

PARTICIPANTS in the Insight Vacations group on the Travel Corporation Mega Famil this week (see p2, 7) have really enjoyed a wide selection of premium highlights.

But for TD it was hard to top a special dinner in San Francisco's Chinatown at the famous top class Tommy Toy restaurant.

The food was amazing - but so was the "wall of fame" showing off some of the many celebrities who have dined there - including *Lone Wolf McQuade* -

the one and only - martial arts expert/actor Chuck Norris, pictured right with the late Tommy Toy himself.



Chuck Norris and Tommy Toy

**Emirates**

Hurry, your chance to win a trip to Dubai ends on 1st April 2012.

Learn more

[emiratesincentive.com](http://emiratesincentive.com)

Travel dates of trip to Dubai between 13th May and 17th May 2012.

# sabre red app centre open for business

Expand the power of your *Sabre Red Workspace* with the world's first online b2b travel app marketplace

[www.sabreredappcentre.com](http://www.sabreredappcentre.com)



Empower your business today

Watch now

**Sabre**  
pacific

## HKG Sevens with QF/AMEX

**QANTAS** head of industry & corporate sales Karen Tsolakis was in Hong Kong last weekend, where she joined AMEX to host key corporate customers at the Hong Kong Sevens rugby tournament.



**Pictured** with Tsolakis (centre) at HKG Stadium in the Qantas/American Express corporate box from left are: Gai Tyrrell, Sabre Pacific ceo; Greg Webb, Sabre Airline Solutions president; Theresa Rynard, Rio Tinto general manager, global sourcing services and Mike Qualatone, AMEX Global Business Travel senior vp - global supplier relations, marketing & partner network.

## Amadeus E-Learning

**AMADEUS** has re-launched a series of enhancements to its online support guides as part of a new E-Support Centre, intended to provide an easier source of solutions to common problems encountered by agents.

Online tutorials on key topics, including "Show Me" videos are aimed at knowledge retention and minimising help desk calls.

## Skywest \$3m raising

**PERTH-BASED** Skywest Airlines has raised \$3.024m from a placement of 8 million of its shares, with the net proceeds to be used for "general working capital purposes".

The shares will be traded on the London-based Alternate Investment Market, and will represent about 3.8% of the enlarged issued capital of the company.

Prior to announcing the capital raising, Skywest issued a market update, detailing the draft approval of its corporate alliance with Virgin Australia (**TD Wed**), and a number of navigation system upgrades.

## Coral Princess is back

**FRESH** from a \$1m upgrade, the 35m catamaran *Coral Princess* has returned to service for Coral Princess Cruises and is currently enroute to Darwin ahead of its Kimberley season, starting 06 Apr.

## Govt in a spin over Silk

**FEDERAL** Tourism Minister Martin Ferguson yesterday said SilkAir's newly launched Darwin service has the potential to open up the top end of Australia to new investment and opportunity.

"This new service to Darwin, combined with Scoot [to Sydney and the Gold Coast], helps our tourism industry by growing business travel and tourists from our Asian neighbours," he said.



### Supplier Updates

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

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)



Now flying direct from Sydney to Santiago, Chile.





Qantas Airways Limited ABN 16 009 661 901.



**AA/BA India c'share**

**ONEWORLD** partners American Airlines and British Airways have received approval from the Indian government to expand their codeshare alliance into India.

Effective 29 Mar, American Airlines will be permitted to place its airline code on BA's flights from London to Bangalore, Delhi, Chennai, Hyderabad & Mumbai.

**NRL Rd 4 Winner**

CONGRATULATIONS

**Kim Wudko**

from *TravelManagers*

Kim is the top point scorer for Round 4 of *Travel Daily's* NRL industry footy tipping competition and has won a complimentary pass for two people to Sydney Tower Eye, courtesy of Merlin Entertainments Group.



**Major Prize Sponsors**

**1st Prize:** 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



**CATO wholesale push**

**TRAVEL** agents should be mindful of the risks of dealing directly with overseas suppliers, according to the Council of Australian Tourism Operators.

GM Peter Baily was responding to a recent report (*TD* Thu) in which an agency was quoted as saying that it sources hotel product for its clients as part of creating custom itineraries.

Baily said that wholesalers are able to offer quality assured, reputable product in many destinations across the globe without the dangers which can sometimes arise when there is no intermediary involved.

**3rd Heathrow runway**

**THE** option of a third runway at Heathrow will now be considered in an aviation review, in a backflip move by the UK Govt which has been welcomed by Sir Richard Branson and business leaders.

Talk of a brand new airport facility at the Thames Estuary has resurfaced among ideas aimed at solving London's air congestion.

**GNSS for Skywest**

**SKYWEST** Airlines has confirmed the recent completion of a flight test program as the launch customer for the Global Navigation Satellite System in the Fokker F100 aircraft type.

GNSS will give the airline "improved landing capability into airports with limited systems" by utilising satellite navigation.

The airline is also the first Australian Fokker operator to have the ADSB system (Automatic Dependent Surveillance Broadcast) fitted to its F100s.

ADSB has been mandated by CASA for all aircraft operating above 29,000 feet effective from 12 Dec this year.

**Travolta shakin' in Santiago**

**ACTOR** John Travolta says the 7.8 earthquake that struck Chile (*TD* yesterday) was no big deal, at least not for him.

The Qantas Ambassador-at-large flew his Boeing 707 jet into Santiago three days ago to be on-hand for the arrival of the Qantas inaugural from Sydney to the Chilean capital that touched down on time after a 13hr flight.

He told a packed conference at Santiago's Hyatt Hotel that he was having lunch at a local winery when the quake hit.

"I wasn't scared, having lived in LA, you get used to these things and it was really nothing to worry about", he said.

Pax on the flight were told of the quake mid-flight by the pilot - Capt Rob Meek - who came over the PA to assure them there was no damage to the airport and it was safe to land.

The pax quickly forgot about the drama when they deplaned to be met in person by Travolta in his pilots uniform (*above*).

He greeted each with a big smile and a "Hi there, how was your flight" and a handshake to boot.

Travolta, who has been associated with Qantas for 10 years and holds a Qantas 747 pilots licence, says he has influenced the airline in many business decisions.

**Abu Dhabi visits rising**

**ABU** Dhabi Tourism & Culture Authority has reported a 5% year-on-year rise in the number of guests staying in hotels and hotel apartments during Feb, as well as a 5% spike in guest numbers which were up to 184,296.



"I recommended they fly to Dallas and guess what, that's been a stunning success, and I had a hand in them coming to Chile and I've no doubt that'll also be a success".

Wally Marinari, QF vp - the Americas agreed, saying it's been an "amazing start to the service.

"We came in full and the return leg to Sydney had only one spare seat. There's tremendous interest in Australia for South America and it's our intention to build to a daily service in the near future," Marinari said.

**Full MK loads in Dec**

**AIR** Mauritius achieved a 100% seat factor on its 10 flights from Australia to Mauritius in Dec, latest govt data shows.

The BITRE International Airline Activity report shows MK filled all but one of 2,888 outbound seats during the month.

Last month Air Mauritius announced it would cease its Sydney and Melbourne services at the end of May 2012.

Neighbouring carrier Air Austral, which operates to Reunion had seat factors of just 25%, the figures reveal.

**2012 Earlybird Sale**

Car Hire - Peugeot Leasing - Motorhomes



Ends in  
**4**  
Days!

**Book & pay by Saturday 31 March 2012**

Trading hours will be extended from 9am - 5pm

To book call 1300 363 500  
or visit [www.driveaway.com.au](http://www.driveaway.com.au)



**TRAVEL CONSULTANT**



Travelworld Crows Nest is seeking an experienced travel consultant to join our team and assist with our corporate clients. The person sought must be self motivated and have a minimum of 2 years experience in domestic and international airfares; Galileo & CrossCheck Travel training preferred. Previous corporate travel experience not necessary and we offer excellent working conditions with top package.

Contact Ivan on (02) 9906 7000 or 0418 286 275 or email resume to: [ivanb@gentry.com.au](mailto:ivanb@gentry.com.au)

## CZ Sydney scheduling

**CHINA** Southern Airlines has adjusted flight frequencies between Guangzhou-Sydney to 11 weekly from now until 25 Jun, when it will return to twice daily flights.

## Another sparkley Spencer



**ABOVE:** Spencer Travel recently presented Louise Brown with a 1-carat diamond necklace as reward for reaching her 10-year milestone with the organisation.

Louise joins two other members of the Diamond club, those being Lisa Allan and Tina Killeen.

All three are **pictured** above at a celebration dinner to mark the event, with company founder Penny Spencer.

## Icon 2-4-1 Nile tour

**ICON** Journeys has released a special two-for-the-price-of-one offer on its nine-day Treasures of the Nile itineraries for Sat departures until 07 Sep.

“Executive” options are priced from \$3,125ppts and include four nights in Cairo and four on a Nile cruise, all meals while onboard as well as other inclusions.

The offer is on sale until 31 Aug, with more info at [bit.ly/241nile](http://bit.ly/241nile)

## Better DL connections

**ALASKAN** Airlines has begun operations at Terminal 6 at LAX in an effort to ensure better onward connections for Delta customers travelling on DL or VA services from Australia.

## Scenic to Patagonia

**SCENIC** Tours will operate a range of trips visiting Patagonia in South American as part of an expanded 2012/13 brochure.

A highlight in the program is the 34-day *Spectacular South America and Luxury Patagonian Fjords Cruise*, which includes a 13-night cruise aboard the 5-star *La Boréal* through the Patagonian fjords.

## Korean backs Games

**KOREAN** Air has signed an Memorandum of Understanding to officially sponsor the 2014 Incheon Asian Games.

The deal will see KE underwrite air tickets, luggage and most air related transport during the event.

## AFTA UPDATE

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



**THE** Queensland Election has demonstrated just how harsh an electorate can be when it is not happy.

The numbers at the time of doing this column in terms of the result were:- LNP 78, ALP 7, TAP 2 and 2 independents making up the 89 seats in the parliament. Remember also, that Queensland is a one house parliament so there is no upper house whatsoever. This clearly gives the LNP a very clear mandate for change in Queensland.

No matter what your view of politics, this is a historically significant election as it brings a number of questions into play, such as that of the ALP forming an opposition. Parliamentary rules state that an opposition needs to have 10 seats and reports so far indicate that Premier Elect Newman will grant Labor with opposition status even with only 7 seats. As one person put it, they will only need a maxi taxi to hold a caucus meeting and in terms of the front bench, each member will need to cover multiple portfolios to handle all of the shadow ministerial responsibilities.

This win for the LNP will also have to send a message to Canberra and let's just hope that some of the many issues that impact the travel industry will start to gather some momentum. Specifically for travel this result now means that we will have a far greater chance of reaching an agreed outcome for the review of consumer protection. In opposition, the LNP had supported the reforms on the table and there have been no indications that this position will change now that they are in government. The other important political point for this reform is that the next state election is not scheduled until 9<sup>th</sup> March 2013, in WA, so this gives us a solid year to finalise the reforms and get them implemented.

AFTA will look forward to the confirmation and announcements of Ministerial responsibilities in Queensland and will continue to build on our many relationships that have already been formed while the LNP was in opposition. A solid result with an appropriate message of congratulations to be sent by AFTA to Premier Elect Newman in the coming week.



## Bitter fit and proper

**THE** Civil Aviation Safety Authority has found that Jason Bitter, the newly appointed ceo of Skywest Airlines, is a fit and proper person to run the carrier in accordance with the terms of the Air Navigation Act.

## UTracks bail-out sale

**ACTIVITY** holiday firm UTracks has released a 10% off sale on a number of its multi-day walking and bike tours in Europe, including guided walks and cycle tours in Greece & Portugal.

More info, see [utracks.com](http://utracks.com).

## Money

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

## \$1AUD = US1.051

After a poor local session yesterday, the AUD regained much of its lost ground last night to close about even at USD \$1.05.

With not much in the way of positive news from the US business markets, many currencies stayed where they were, decreasing if moving at all. *Wholesale rates this morning:*

US	\$1.052
UK	£0.659
NZ	\$1.279
Euro	€0.788
Japan	¥87.39
Thailand	฿32.300
China	¥6.644
South Africa	R7.984
Canada	\$1.043
Crude oil	US\$107.11

## QATAR AIRWAYS RECRUITMENT

**Strive for Excellence with One of the World's Fastest Growing Airlines!**

As one of the World's 5-star airline and fastest growing carriers, Qatar Airways is dedicated to excellence and continuous improvement. We apply this same philosophy towards our people where we provide diverse career focus, continual development and training.

### Sales Executives (Perth based)

Objective to maximise and ensure the commercial success as well as to surpass the allocated targets of the airline in the area of responsibility. To create maximum awareness of Qatar Airways products and services as well as to protect existing business and constantly explore/seek new opportunities.

We require 3 or more years of professional sales experience, preferably in an Airline industry. Proven knowledge of GDS system and ticketing with strong negotiation and presentation skills. Experience of working in a target driven environment.

**Applicants must have the right to live and work in Australia. Please send your detailed CV to [employment@au.qatarairways.com](mailto:employment@au.qatarairways.com) by 11 Apr 2012. Only those candidates that have made the shortlist will be advised.**

World's 5-star airline. [qatarairways.com](http://qatarairways.com)





# The Travel Corporation - brands for all seasons

Tuesday 27th Mar 2012

**THE** Insight Vacations group on the Travel Corporation Mega Famil have enjoyed a wide range of conditions, from sparkling sunny days on the California coast to a cold and wet San Francisco.

But their spirits certainly weren't dampened, as these photos taken over the last few days will attest.

Activities have included a Monterey Bay Aquarium experience, walking across the Golden Gate Bridge, dinner at Fisherman's Wharf, a very hippy dippy tour of Haight-Ashbury and a Chinatown walking tour and highlight dinner.

Lots more pics at [facebook.com/traveldaily](http://facebook.com/traveldaily).



**LEFT:** The group travelled along California's famous 17 mile drive and visited the Pebble Beach golf course, where the green fees are a snap at just \$500 for 18 holes.

Standing in on the fairway are Melanie Wilson of Flight Centre Beecroft; Sally McCallum, Phil Hoffmann Travel; Jessica Godsall, Escape Travel Warringah Mall; David Farrer, Insight Vacations; and Nicole Laurie, Virgin Australia.



**LEFT:** Keeping dry with their complimentary-use Insight Vacations umbrellas on the Golden Gate Bridge are Kymberly Roursheim of HWT King William and Sally McCallum from Phil Hoffmann Travel.

**BELOW:** Clearly enjoying dinner are Christina Macdonald of Escape Travel Penrith & Raymond Cashman, Flight Centre Top Ryde.



**ABOVE:** Kaye Gray of HWT Belconnen; Lisa Kirwan of Insight Vacations; and Jillian Twigg, RACQ Eight Mile Plains are pictured at the Tommy Toy Chinese Restaurant.

**BELOW:** Insight took the famil group to the Monterey Bay Aquarium for a unique experience which included feeding the resident "bat rays" as pictured here.

**BELOW:** The group also included Nicole Laurie from Virgin Australia and Yvette Ranger of Creative Holidays who's looking fantastic and unfazed despite being in charge of organising all of the complex itineraries for the famil.



**BELOW:** On San Francisco's Fisherman's Wharf are Melanie Wilson, FC Beecroft; Jessica Godsall of Escape Travel Warringah Mall; Lisa Kirwan of Insight Vacations; Jessica Mai of Flight Centre Sunnybank; and Jessica Bradley, FC Neutral Bay.



**BELOW:** Insight engaged a real live hippy (pictured in the fur coat) to give participants an authentic experience of the swinging sixties during their tour of the Haight-Ashbury district of San Francisco.



**RIGHT:** Joel Webber of Flight Centre Southland and James Sitters of Creative Hols enjoying a night out with the group at Johnny Foley's dueling pianos at Union Square.





## Snow photo blunder

**YESTERDAY'S** Canadian Rockies famil photo featured a group of agents hosted in the region by Tourism Alberta, not Tourism BC.

Our apologies to organisers.

## US joins MSP & DCA

**US AIRWAYS** has announced it will commence thrice-daily flights between Minneapolis and Washington DC's Ronald Reagan Airport from Jul 2012.

The services will operate using subsidiary carrier Republic Airlines's Embraer aircraft.

**Royal Caribbean INTERNATIONAL**

**The Global WOW Sale!**  
3 days only!

**Savings on all cruises worldwide\***

**Book 25-27 March**

**\*Click here for more**

## Boomers enjoy luxury

**TRAVELLERS** from the 'baby boomer' generation are spending more on luxury travel today than 10 years ago, according to survey results from Peregrine Reserve.

The data collected shows the company has seen an increase of 20% in the last five years of passengers aged 50+, with 67% of its clientele now aged 50 or over.

The confidence level in the company's clients prepared to pay for a luxury experience has increased by 48% in the last 4 years, with adventure now the sought-after journey as opposed to the typical beach holiday, the survey results show.

## Hard Rock loyalty club

**HARD** Rock Hotel & Casino Las Vegas has introduced a new "Backstage Pass" loyalty program.

The scheme has three tiers, with increased earning potential and reward offerings ranging from room upgrades, show pre-sales and discounts on dining and spa experiences available as members progress up the tiers.

Points can be earned on all hotel facilities, including 500-points for every hour spent at the poker table.

## Swim with sharks

**BROOME & The Kimberley** Holidays has released a range of Ningaloo Reef Experiences, each offering unique adventures such as snorkelling with whale-sharks, Cape-Range tours, luxury eco-escapes and self-drive itineraries.

Packages start at \$724ppts for the 4-night Ningaloo Essentials, for travel 23 Apr to 31 Jul 2012.

## New Gauguin itins

**PAUL** Gauguin Cruises has announced details of its voyages available aboard the *Tere Moana* vessel in 2013.

The luxury small-ship will operate cruises in Europe during the summer, and will sail in the tropical Caribbean and Latin America during the winter.

# TASC nabs Consolidated gong

**CONSOLIDATED** Travel, in conjunction with South African Airways, presented The Africa Safari Co. with their prize for winning their National Sales Incentive.

The group won a ticket to South Africa, \$1,000 cash and 2-nights at the Davinci Hotel in Jo'burg.

**Pictured** delivering the prize to Susie Potter of the Africa Safari Co., are Arthur Angelopoulos from Consolidated Travel (front left) and Graham Ware (front right) from SAA.



## WIN A HOLIDAY TO SINGAPORE

Throughout March, *Travel Daily* is giving readers the chance to win a fabulous Singapore holiday package for two valued at \$5250, courtesy of Singapore Tourism Board, Singapore Airlines and Resorts World Sentosa.

The prize includes two return economy class afares on Singapore Airlines, four nights stay for two people at a Resorts World Sentosa Hotel, two one-day passes to Universal Studios Singapore, two tickets to Voyage De La Vie and tickets to Maritime Experiential Museum and Aquarium.

Every day *Travel Daily* will ask a different Singapore-related question – just read the issue and email us your answer. There will be 22 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 Singapore holiday.

Email your answers to: [singaporecomp@traveldaily.com.au](mailto:singaporecomp@traveldaily.com.au)

**Q.19: Located in the Arab Quarter, name the Lane where you can find quaint boutiques, vintage fashion and quirky homewares**

Hint! Visit: [www.yoursingapore.com/au](http://www.yoursingapore.com/au)

Click here for terms & conditions

**YourSingapore** | **SINGAPORE AIRLINES** A great way to fly | **Resorts World SINGAPORE** A MILLION MOMENTS. ONE WORLD. | **Travel Daily AU** First with the news

*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](http://www.traveldaily.com.au).

PO Box 1010, Epping, NSW 1710  
Phone: 1300 799 220 Fax: 1300 799 221

*Travel Daily* is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Contributors:** Matt Lennon, Chantel Long, Jenny Piper and Barry Matheson  
**Email:** [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

*Travel Daily* Group:

**CRUISE**  
WEEKLY

**Travel Daily TV**

**Pharmacy DAILY**

**Advertising and Marketing:** Christie-Lee Lachance, Lisa Martin and Magda Herdzik  
**Email:** [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)  
**Business Manager:** Jenny Piper  
**Email:** [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)





# LET TMS LEAD YOU TO SUCCESS!

QUALITY RECRUITMENT FOR THE TRAVEL AND HOSPITALITY INDUSTRIES IN ASIA PACIFIC

## ▶ PERMANENT ROLES

Project Manager SYDNEY	\$90k + Super <a href="#">CLICK FOR MORE</a>	Wholesale Opportunity SYDNEY	\$50k + Super <a href="#">CLICK FOR MORE</a>
VIP Corporate Travel Consultant SYDNEY	\$65K + Super <a href="#">CLICK FOR MORE</a>	International Travel Consultant SYDNEY	\$38k - 45K + Super <a href="#">CLICK FOR MORE</a>
Move to Corporate from Retail NORTH SYDNEY	\$60K + Super <a href="#">CLICK FOR MORE</a>	Network Services Coordinator SYDNEY	\$40k + Super <a href="#">CLICK FOR MORE</a>
Corporate Travel Consultant MELBOURNE	\$55K + Super <a href="#">CLICK FOR MORE</a>	Senior Fares & Ticketing Consultant MELBOURNE	D.O.E <a href="#">CLICK FOR MORE</a>
Application Support Analyst NORTH SYDNEY	\$45k - 55K + Super <a href="#">CLICK FOR MORE</a>	Junior Fares & Ticketing Consultant MELBOURNE	D.O.E <a href="#">CLICK FOR MORE</a>

## ▶ CASUAL ROLES

Corporate Travel Consultant SYDNEY	up to \$30/hr + Super <a href="#">CLICK FOR MORE</a>	Admin & Back Office SYDNEY	\$20/hr + Super <a href="#">CLICK FOR MORE</a>
Retail Travel Consultants SYDNEY WIDE	\$25/hr + Super <a href="#">CLICK FOR MORE</a>	Customer Services/Reservations Consultant Long Term Temp Role NORTH SYDNEY	up to \$19/hr + Super <a href="#">CLICK FOR MORE</a>

## ▶ CLICK HERE TO GET STARTED

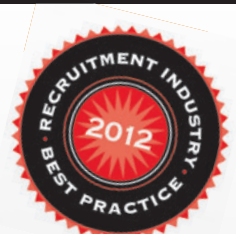
DON'T WAIT ANOTHER YEAR... **MAKE THE CHANGE NOW!**

@ [nswjobs@tmsap.com](mailto:nswjobs@tmsap.com)

☎ 02 9231 6444

🌐 Level 10, 109 Pitt Street

➔ [tmsap.com](http://tmsap.com)







# AA APPOINTMENTS

RECRUITMENT CONSULTANTS

**DON'T PUT ALL YOUR EGGS IN ONE BASKET! CALL AA**



NSW & ACT – 8/6 O’Connell St, SYDNEY – (02) 9231 6377 – [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)

VIC – 1/167-169 Queen St, MELBOURNE – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

WA & SA – (03) 9670 2577 – [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au) & [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au)

**CHECK OUT MORE TOP ROLES ONLINE@ [www.aaappointments.com](http://www.aaappointments.com)**

### ENJOY DOING THE GROUP THING?

GROUPS LEISURE CONSULTANT

SYDNEY – SALARY PACKAGE TO \$65K

A top career opportunity exists for an experienced travel consultant to join this well established global travel company in their highly successfully groups team, booking international and domestic group leisure travel. You will have a min of 4 years in the travel industry and experience working with groups, knowledge of Galileo is a must. Work with a friendly and supportive team in modern offices close to the CBD and earn a great salary package with access to top training.

### SUFFOCATING IN YOUR CURRENT JOB?

MULTI SKILLED CORPORATE CONSULTANT

NORTH SYDNEY – SALARY PACKAGE TO \$70K OTE

Are you striving to reach the top? Looking for a place where you can make your mark? Look no further – we have the perfect opportunity. Our client is a global TMC and they are looking for experienced corporate consultants to join their busy Sydney office. You will have a min 2 years corporate travel experience, with excellent international airfare and ticketing knowledge. This is a top role with amazing career development opportunities and a fantastic salary.

### MOVE WITH THE TIMES – ONLINE SUPPORT ROLE

DOMESTIC ONLINE SUPPORT AGENTS X 2

MELBOURNE (EAST) – SALARY PACKAGE TO \$49K

We currently have two positions available with a Global Travel Organisation where you will be assisting with the online booking procedure for business travellers. Working behind the scenes, you will need to possess strong customer service, communication skills, and exceptional attention to detail. This role will see you liaising with your clients predominantly over the phone and via emails. Min 6 months exp required.

### SHOW US WHAT YOU ARE REALLY MADE OF!

MULTI SKILLED CORPORATE CONSULTANT

PERTH (CBD) – SALARY PACKAGE TO \$60K (DOE)

We have a fantastic new role on in Perth for an experienced multi skilled consultant. This large corporate TMC will reward the right candidate with a high base salary, friendly team environment and a rare chance to move up in the company to team leader. If you are looking for career progression then this is the role for you. Don't miss out on this opportunity to join a company who doesn't recruit often.

### CRÈME DE LA CREME

LUXURY TRAVEL CONSULTANT

BRISBANE – SALARY PKGE UP TO \$47K

Here is the chance for a senior travel consultant with strong product knowledge and exceptional customer service skills to step into a five star agency. You'll earn an above industry salary package, no more weekends or late nights, along with having the opportunity to travel to exotic destinations. Experience handling the needs of the discerning traveler will be a must along with strong GDS skills and strong European & Cruise knowledge. Say Bonjour to your new career.

### ROCK AROUND THE CLOCK

AFTER HOURS - CORPORATE CONSULTANT

BRISBANE INNER SUBURBS - \$30 P/HR + SUPER

Are you available to work nights, weekends and graveyard shifts? If so, we need you for shifts starting ASAP. Based in an implant situation you will be responsible for making new bookings, amendments and cancellations. Your previous travel consulting experience along with the ability to remain calm under pressure will see you succeed in this role. You'll earn a top hourly rate along with penalties and be given ongoing training. Interviewing now – apply NOW!



## \$1000 AUTUMN GIVEAWAY

Register with AA Appointments between 21 March and 30 April 2012 and go into the draw for \$1,000.

\$300 referral vouchers are also available.

Conditions apply. See AA Appointments website for full entry details. License Permit Number: LTPS/12/02337



## VOTE AA NO. 1 IN CATEGORY 23

AA has been nominated for Best Agency Support Service. To show your support votes AA Number 1 in Category 23: Best Agency Support Service. [www.afta.com.au/NTIANominationsVoting](http://www.afta.com.au/NTIANominationsVoting)



# CULTURE IS GREAT

BRITAIN

Join the GREAT campaign  
and BOOST your business!

*British Museum  
London, England*

The 2012 Olympic & Paralympic Games and Queen's Diamond Jubilee will inspire BILLIONS to experience everything Britain has to offer. Use our tools and sell more of Britain:

- BritAgent Destination Training Programme
- GREAT Trade Marketing Toolkit
- UK Supplier Directory
- 2012/13 Events
- Market specific insights & newsletters

Logon to [visitbritaintrade.com](http://visitbritaintrade.com) for these free resources and more.

*You're invited*

[visitbritaintrade.com](http://visitbritaintrade.com)



# GET ON WITH “THE SPRING SPIRIT” IN EUROPE

Air France has introduced Special Spring Fares for tickets issued between 16-31 March 2012.

Fares start from 1188.00 net ex East Coast and 1093.00 net ex West Coast Australia.



### Nespresso coffee machine

Consolidated Travel & Air France are giving away a Nespresso coffee machine during the ‘Spring Spirit Fare Sale’ for the highest selling agent.

### \$30 Voucher

For every ticket issued on the sale fare (Quikfares references AF29/34) a \$30 voucher will be awarded.



On 1 April 2012, Air France will operate for the first time an Airbus A380 on the Paris-Charles de Gaulle-Singapore route. This first commercial flight will be followed by a regular three weekly service between June and end-October 2012.



**Consolidated Travel Group**

*Quikfares*

*Quickticket*

**CONDITIONS:** Valid for tickets issued by Consolidated Travel or via Quickticket between 16 – 31 March 2012 on AF itineraries ex Australia plated on AF (057) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. \*The Top agent Nationally with the highest sales will win the grand prize This offer is open to all full time international selling agents only. Consolidated Travel and Air France reserve the right to alter or cancel the promotion any time. Claims must be received by COB 08 April 2012. 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 16 March 2012.