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Travel Daily^{AU}

First with the news

Wed 31 Mar 10

Page 1

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Contact **Sally Frape** at
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Last day of comp

TODAY is the final day of our exclusive month long comp in which we are giving away an amazing trip to Abu Dhabi, courtesy of Abu Dhabi Tourism Authority.

One lucky *TD* reader will win a five-day adventure to the UAE capital for 2 flying Etihad Airways and staying four nights at the luxurious Fairmont Bab Al Bahr, with sightseeing also included.

Entries will be accepted up until midday Thu 01 Apr, and sent to trade@abudhabitourism.com.au.

The winner's name will be featured in *TD* on Tue 06 Apr.

More new DJ routes

VIRGIN Blue will commence a thrice weekly service between Perth-Christmas Island on Thu and its twice weekly Perth-Cocos Islands (Keeling) service on Mon.

The new DJ routes, revealed by *TD* (*TD* 24 Dec), will be operated by an Embraer E-190 jet.

Ferguson backs TA push

"IT'S about time we all gave Tourism Australia a fair go".

That was part of federal tourism minister Martin Ferguson's resounding endorsement of the new Tourism Australia *There's nothing like Australia* global marketing campaign launched this morning (*TD* breaking news).

He said that the organisation had been "getting it right" over the last year or so, as evidenced by Australia's stronger relative tourism performance through the global recession.

The new campaign has a social media basis, using what TA md Andrew McEvoy described as "user-assisted content" in which Australian consumers will upload photos of their favourite domestic holiday spots in a national competition which is hoped to attract up to 15,000 entries.

These will be geo-located on a special website - linked through to australia.com - which will form an "invitation to the world to experience Australia as we know it," according to McEvoy.

Ferguson admitted that the previous "big bang Lara Bingle approach" had failed, while the

C&I agency job

A LEADING Conference and Incentives Agency in Sydney is recruiting for a business development manager who has proven sales experience, with a package including salary, vehicle and commission - details on p10.

promotion around the Baz Luhrman movie *Australia* had given TA "breathing space" to develop this new campaign.

TA will spend \$4 million on developing the promotion, with the month-long photo comp from 15 Apr then providing materials for the development of the print, online and TV collateral which will also feed into industry marketing.

McEvoy said the campaign would lay the foundation for long-running consistent promotion of everything that is great about Australia.

CZ closer to BNE

OFFICIALS at China Southern Airlines (CZ) have signalled a start up of direct services between the carrier's Guangzhou hub and Brisbane which could begin by Sep.

The addition of a 3rd Australian gateway (behind SYD & MEL) was flagged by *TD* over 12 months ago (*TD* 09 Jan 09) at which time CZ's manager of corporate affairs and marketing Australia, Bill Bryant said the intention was to launch BNE services sometime in 2009.

It's understood the SkyTeam airline is looking at a thrice weekly triangular service operating from Guangzhou to BNE and on to AKL.

In 2008 CZ added a dedicated reservation call centre in the Queensland capital to cater for a significant rise in bookings coming from the region (*TD* 28 Aug 08).

CZ also increased its Guangzhou -Sydney operation from five times weekly to a daily service in Feb.

Pacific Blue Cooking

VIRGIN Blue Group's Pacific Blue Airlines has applied to the Int'l Air Services Commission seeking to operate two additional weekly services between Australia and the Cook Islands.

In its request, PB said it wants to progressively introduce the new services and fully utilise the capacity by 01 Apr 2011, using a Boeing 180 seat B737-800 aircraft.

A spokesperson for PB told *TD* yesterday that the extra capacity would operate via Auckland.

Pacific Blue has requested the capacity for a five year term.

Today's Travel Daily

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- Voyages Uluru industry rates
- American Express jobs
- The Conference Room
- Air France/KLM

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PAL blocked into EU

PHILIPPINE Airlines along with all other carriers based in the Philippines have been blacklisted against flying into European cities by the European Union in the commission's latest list.

The EU said airlines from the Philippines showed "serious safety deficiencies" in its ruling, which has also impacted on carriers based out of Sudan.

EU Transport commissioner Siim Kallas said: "We cannot accept that airlines fly into the European Union if they do not fully comply with international safety standards."

PAL and Cebu Airlines were both acknowledged by the European Union for their attempts to improve safety standards but the blockade of flights to the 27 nations will come into force effective today.

At this time, neither carrier serves destinations within the European Union but travel agents within Europe who have clients wishing to fly with airlines based in the Philippines or Sudan are obliged to inform customers that the airlines are on a blacklist.



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Details on last page

Kakadu ups tourism profile

KAKADU National Park is aiming to lift the destinations appeal to new tourism businesses, last night announcing a tourism master plan for the World Heritage Listed site.

Minister for Environment Protection Peter Garrett said the goal is to open up opportunities for new experiences and visitor infrastructure at the iconic land mark over the next 10 years.

Garrett said the master plan calls for the addition of new eco- lodges, culture camps and other tourism projects, and rides on the

SIA the favourite

A SURVEY carried out by consumer group CHOICE has found that Singapore Airlines was voted as the "clear favourite" international airline for Australian travellers.

The annual survey saw SIA coming top in 11 of 12 destinations surveyed, with respondents able to rate up to three carriers on factors such as cost, in-flight service, comfort, food, baggage, check-in and on-time performance.

For flights to the UK SIA scored 81%, followed closely by Japan Airlines at 79% and then Emirates with a score of 70%.

THAI Airways International and Etihad tied in fourth place with a 68% rating, with Virgin Atlantic and Malaysia Airlines on 67% and Cathay just behind at 66%.

Qantas scored a 63% rating followed by Royal Brunei at 62%, while British Airways rated 57%.

Travellers to the USA gave V Australia the highest score for direct Pacific flights, while Emirates came in the clear winner for trans-Tasman services.

tail of new Indigenous tourism experiences recently adopted.

"We know there's demand for more small-scale accommodation and new Indigenous businesses - and untapped potential for visitors to come in all six seasons and stay longer," Garrett said.

"The tourism master plan maps out an exciting future for tourism in Kakadu, with new ideas for tour, facilities and other business opportunities," he added.

Garrett said at this stage the project "doesn't list a final set of future projects - instead it identifies gaps in the market and explains how businesses can take advantage of them."

Some of the plans include the establishment of seven 'precincts' within Kakadu which each offer a different visitor experience, as well as a strategy to develop new bushwalking tracks, and a project to build on cultural experiences.

"There are great opportunities for new and established tourism players to plan their future in the park and this plan sets clear directions for the tourism industry and the park to work together," Garrett said.

For Kakadu's master plan see environment.gov.au/parks/kakadu

CDU key speakers

CRUISE Down Under has named Princess Cruises vp of Shore Operations, Bruce Krumrine and Royal Celebrity Tours president Craig Milan as keynote speakers at this year's CDU Conference.

Dubbed 'Rise to the Challenge', the event will be held in Brisbane from 25-27 Aug.

See tomorrow's issue of *Cruise Weekly* for more details.



AT this morning's Tourism Australia campaign launch (p1), the organisation's md Andrew McEvoy was in fine form.

When marketing director Nick Baker described the ultimate prize in the national photo competition as a '\$25,000 money-can't buy holiday,' McEvoy chipped in "unless you have \$25,000".

The social media component of the campaign also reflects the changing world of the internet, with McEvoy also confirming that the Tourism Australia Facebook page has more than 370,000 fans "making it the most successful destination site in the world".

The special competition site at www.nothinglikeaustralia.com also has links to other social networking services including MySpace, Reddit, del.icio.us, Digg, Bebo, stumbleupon and of course Twitter.

PERFECT for a hot night.

An inebriated man has been found asleep inside the jet engine of an Indian Airlines A320, telling airport officials that he was just trying to "cool off behind the big fan."

The man was spotted at New Delhi airport when an engineer preparing the plane for a flight to Raipur and Nagpur noticed a leg dangling from the rear of the engine, said the *Times of India*.

The report also confirmed another incident at the airport a month ago, when a man was found asleep on the runway just as an aircraft was about to land.

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First with the news

Wed 31 Mar 10 Page 3

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Kokoda gets \$3m funding boost

THE Kokoda Track in Papua New Guinea has been allocated an extra \$3.1m in funding from the Australian Govt to assist with an upheaval in safety projects.

Last Sep, \$1.8m was provided to fast-track safety enhancements.

Chief executive officer of the Kokoda Track Authority, Rod Hillman told *TD* the initiative will see improvements made to roads, airstrips, trekker safety and most importantly communication.

Hillman said last year's crash of a twin-otter aircraft, which resulted in the death of 9 Aussies (*TD* 12 Aug), was a "trigger" for the KTA's establishment.

Over 4,600 people completed the 96km trek in 2009, and over 20,000 since the year 2000.

Hillman, who is based in PNG and responsible for delivering the upgraded services, said the project will see better navigation systems added at the Kokoda airstrip and the lengthening of the landing zone to 855m, from the current 700-750m.

This will enable larger aircraft such as a 38-seat Dash 8 plane to land at the airstrip, in addition to the smaller 19-seat Twin Otter that normally services Kokoda,

thereby increasing capacity.

The 16km access way to the starting point of the track - Owers Corner Road - will be converted from a "rough dirt road" to an all-weather gravel road, making it easier for tour operators to transport trekkers to the track.

Additional radio communication points are planned to be installed in all villages along the track as part of the funding, with a second radio band enabling operators to talk with their respective PNG bases and other operators which will also "beef up safety".

Last Sep, the Kokoda Track Authority made it necessary for tour operators to obtain a commercial operating licence.

Hillman said the move created "another layer of insurance" for trekkers, in that operators have a minimum standard to comply with to run tours on the track.

Under terms of the licence, each guided tour must now carry a satellite phone or radio along with medical kits, and groups are monitored by six rangers who are based along the track.

The added requirements mean "there's no cowboy's operating on the track," Hillman said.

Emirates & NSW extend pact



ABOVE: Emirates and Tourism NSW has struck a new \$2.4m three year marketing partnership which aims to promote tourism to regional cities including Albury, Coffs Harbour, Port Macquarie and Newcastle to overseas markets from the Middle East and Europe.

The destinations are served by Emirates' codeshare partner, Virgin Blue.

Emirates vp Australia Stephen Pearse said the pact will "further serve to grow the inbound travel market for Sydney and NSW from Emirates' destinations."

NSW Minister for Tourism Jodi McKay said: "By working more closely together, Tourism NSW and Emirates will create a compelling

proposition to attract more visitors from these high value markets and to encourage them to stay longer and spend more."

Pictured from left are Tim Harrowell, Emirates sales manager NSW/ACT; Stephen Pearse; vp Australia; Jodi McKay, NSW minister for Tourism and Les Cassar, chairman of Tourism NSW.

EK A380 to MAN

EMIRATES will begin offering its First Class service between Dubai-Manchester from 01 Sep, when the carrier launches Airbus A380 services to the British city.

Currently Emirates operates a twin-class Boeing 777-300ER on the route.

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Melbourne Tuesday 13 April | Hobart Wednesday 14 April | Perth Thursday 15 April | Adelaide Friday 16 April

FC hard heads hit Rotorua



ABOVE: Newmans Holidays and Air New Zealand recently hosted a group of eight novice consultants from Flight Centre in VIC for a weekend in Rotorua, NZ.

The group enjoyed lugging and lunch at the Skyline which boasts the best views in Rotorua.

Pictured back row *from left* are: Ben Gardner, accountant Sin City; Richard Davey, FC Camberwell; Reece Kooloos, FC Parkmore; Gena Summons, FC Hawthorn; Grace Ghattas, FC Mornington; Jasmin Beale, Product Manager Metropolis. Front row: Joanna Kim, FC West MEL; Hannah Tabak, Newmans Holidays sales exec VIC and Luke Wennen, FC Toorak.

Cheap dom. flights

VIRGIN Blue and Jetstar have today instigated a battle on domestic fares, with DJ launching a \$29 one way fare sale on select services this morning that was quickly matched by JQ for \$25.

The deals end at midnight today.

CCT membership

CENTRAL Coast Tourism (CCT) has overhauled its membership structure, now allowing tourism operators to select the extent of marketing they wish to be involved in with the organisation.

A new 'Social Membership' category has been introduced for less than \$100, available to those companies wishing to engage with the industry as tourism advocates.

CCT has also adjusted its four tier system to a six category structure, made up of Social, Local, Regional, National, International and Corporate Memberships, which "allows operators to select a marketing level suitable to their business.

The new structure comes into effect from tomorrow.

CCT ceo Oliver Philpot said, "I am confident that based on the merits of the new membership structure, we will attract new members and re-engage those that did not renew their membership last year."

Air France lawsuits

AIR France is being sued by relatives of passengers who were killed, when the A330 crashed into the Atlantic Ocean on 01 Jun just three and a half hours into the flight from Rio de Janeiro, for 'wrongful death' against the Airbus alleging that the aircraft crashed because of flaws in the plane and its US made components.

The two dozen lawsuits have been filed in Miami, by Podhurst Orseck law firm with attorney Steve Marks saying he expects to file at least 10 more lawsuits in the new few weeks.

Defendants include Airbus and France's Thales and their US subsidiaries.

Also named are US companies Honeywell, Motorola, Intel, Rockwell Collins, Hamilton Sundstrand, General Electroc, Foodrich, Rosemount Aerospace, Dupont, Judd Wire and Raychem.

"Air France is not named in the lawsuits because separate laws and treaties govern airline liability," Marks said.

SFO near miss

THE US National Transportation Safety Board is investigating an incident at San Francisco in which a United Airlines 777 came within 200 feet of another aircraft shortly after taking off for Beijing earlier this week.

The NTSB said the UA long-haul flight was at a height of just 1100 feet when the cockpit collision-warning system sounded, with the two United pilots reporting seeing the underside of a light plane making a hard left turn.

The pilots levelled off and descended before continuing to their destination.

Travelport Expands

TRAVELPORT has signed a multi-year agreement with Online Travel Agent (OTA), Cleartrip, based in Mumbai, to enhance its eCommerce portfolio of products.

"Online travel is the fastest growing segment in the Asia Pacific worth almost \$30 billion annually...with online travel agents holding approximately 43% share of that business," said Shelley Beasley, md - Pacific, Travelport.

RSI down under

ITALIAN tour & event operator RSI Group is launching in the local market in Apr and will hold an information roadshow for key wholesalers and MICE operators in Sydney and Melbourne.

Luncheons will be held on 19 and 22 Apr respectively - rsvp by calling Sarah on (03) 9429 0088.



Once again the Macau Government Tourist Office in partnership with **Travel Daily** is giving subscribers the chance to join in the experience of World Class Entertainment at Sydney's Acer Arena.

On Saturday 17th April, American pop starlet **Kelly Clarkson** will rock the stage and the Macau Government Tourist Office is giving seven lucky winners and their friends a chance to join them in their very own Private Suite.

All you need to do is answer all 4 questions featured in **Travel Daily** this week for your chance to WIN...

Email your answers to kellyconcert@traveldaily.com.au

KELLY CLARKSON

Q2: Name 3 different adventure activities that can be performed at the Macau Tower?

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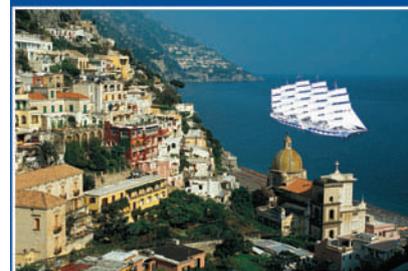
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BROCHURE



Accommodation Updates

WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



The LAKES CAIRNS RESORT & SPA has added to its guest facilities and services with the opening of a spacious new reception lounge. The hotel says check-in and out will be in a comfortable air conditioned library style lounge that adjoins the reception foyer and check in desk. Magazines, books, tea, coffee & water are all available.

The doors only opened on 18 Mar for this new hotel in Christchurch, THE MARQUE HOTEL, but its been made a 'green' hotel, committed to reducing the environmental footprint of the hotel. This is the first of The Marque Hotels brand to launch in New Zealand, and the property is situated in the heart of the city's central business district.



THE OUTRIGGER ON THE LAGOON FIJI will launch its Meimei Nanny Service from tomorrow. Packages are available for children aged between 2 and 12 years, consisting of four consecutive days of personalised care for up to 8 hours a day.

The child-minding service is priced at \$135. Visit outriggerfiji.com.



OUTRIGGER KIAHUNA PLANTATION in Kauai, Hawaii has introduced a complimentary vow renewal ceremony. The non-denominational ceremony is held every Thu at 4.00pm, and the couples begin by exchanging complimentary fresh flower lei's.

TE MANAVA LUXURY VILLAS are the newest 5 star accom option in Rarotonga, Cook Islands, featuring six villas with their own private spa. Set to open in Apr, the property has a launch special of 20% off the daily rate for a 7 night stay on sale until 31 May. Visit temanava.com.



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Wanaka flights

NEW Zealand's flyDirect will begin offering services from Wellington and Christchurch to Wanaka for guests booking a ski package deal, from 01 Jul.

See www.flydirect.com for info.

Flighties jet to Port Douglas



FLIGHT Centre's Future Team Leaders from Tasmania spent the weekend in Port Douglas for a conference, sponsored by Infinity and Cover-More Travel Insurance.

The group was hosted at the Sheraton Mirage, Sea Temple Port Douglas and Peppers in the Village, and were treated to a day out on the Barrier Reef with

Quicksilver.

Pictured above ready for a night out on the town with Tourism Port Douglas and Daintree back row *from left*: Skye Collie, Parker Travel; Susan Christie-Johnson, product Manager; Anthony Cowles, Area Leader; Julie Housego, Flight Centre Charles St; Justin Rattray, Flight Centre Devonport; Tim Van Oyen, Flight Centre Rosny; Doug Ryan, Port Douglas Tourism.

Front Row: Felicity La Terra, Cover-More Travel Insurance; Vannin Alberts, Infinity; Lindsey Bird, Flight Centre Glenorchy; Luisa Cuppari, Flight Centre Hobart; and Krystal Oates, accountant.

Wilcannia eco-hotel

NEW South Wales's outback is expected to have a major tourism boost if the proposal for a riverside eco-resort gets approved to meet fast growing demand for accom in Wilcannia, along the Darling River Run.

Plans for the resort include a restaurant, bar, produce garden and eventually, 15 lodges - five set to be luxury standard.

The Darling River Run located in south west NSW, recorded a 21% increase in visitors last year.

The resort will not only put Wilcannia on the map but according to Tim Hazell, gm of Central Darling Shire, will be the investment that the town has been crying out for, and will positively impact their economic and social life.

Qantas flight drama

QANTAS flight QF05 bound for Singapore last night was forced to return to Sydney, after the pilot discovered an issue in the third engine, dumping fuel and touching down safely just 65 minutes after take off.

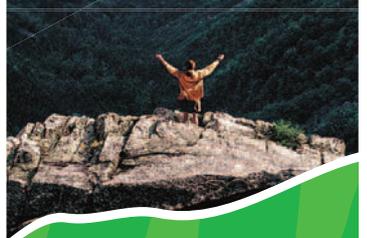
One pax reported seeing "flames coming out from under the wing," while another person said that he heard a "big bang".

Holiday Inn PNG

KUMUL Hotels has this week signed contracts to build a 200 room Holiday Inn Express and a separate block of 86 apartment suites adjacent to its existing hotels in Port Moresby.

The apartments will be built immediately with completion in late 2011 and the Holiday Inn Express due to open in Jan 2012.

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Don't Trip on this cheque!



ABOVE: Sonia Gebrael of Travel Time in Thornleigh NSW was the lucky winner of 250,000 bonus Qantas Holidays/Viva! Holidays Trip points in the wholesaler's March Madness competition.

The promotion is open to all Trip members who make a confirmed air and land booking

with QH or Viva! by 31 Mar for departures 01 Mar-30 Jun.

Sonia said the 250,000 points - awarded using this giant novelty cheque by Qantas Holidays sales executive Nathan Burke - will go towards "a big LCD TV".

Indian Pacific deals

GREAT Southern Rail has announced 40 days of savings on selected Indian Pacific holiday packages to celebrate the iconic train's 40th anniversary this year.

GSR is also encouraging couples celebrating their Ruby anniversaries this year to take a trip on the train, with the presentation of a special commemorative ruby pendant.

The sale includes special deals on six holiday packages and is valid for booking to 30 Apr and travel prior to 31 Aug - see www.greatsouthernrail.com.au.

Crawford production

EMMY award-winning Australian TV producer Henry Crawford has opened another resort, this time in Arrowtown on the doorstep of Queenstown, NZ.

Crawford and his wife Nina created the famous Vatulele Island Resort in Fiji in 1987, which has since regularly found itself at the top of various must-see global resort lists.

After 20 years in the tropics the couple have opted for a cooler climate, buying a heritage listed property in Arrowtown which was previously known as OLD NICK.

The homestead currently offers three new designer rooms and is close to golf courses, walking tracks and of course local skifields - www.crawfordsarrowtown.com.

Skywest partnership

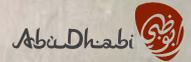
SKYWEST Airlines has announced a new preferred wholesaler pact with Asia Escape Holidays for its Bali charter service between Broome, Port Hedland and Denpasar - more information 1800 46 22 54.

Travel Daily AU
First with the news

Wed 31 Mar 10 Page 6

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au

Win a luxury trip to Abu Dhabi



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For the month of March, simply answer our daily question correctly and this intriguing Arabian holiday for two could be yours.

Send your daily answers to trade@abudhabitourism.com.au.

The deadline for all answers is 12:00pm Thursday 1st April 2010.

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Q-3. Tell us in 25 words or less why you'd like to experience the rich culture of Abu Dhabi?



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Feb demand strong

THE International Air Transport Association says global passenger demand in Feb was up 9.5%, while cargo demand surged a healthy 26.5% year on year.

IATA pointed out that while these are strong gains, "it must be noted that February 2009 marked the bottom of the cycle for passenger traffic during the global economic recession."

The Asia-Pacific region showed a 13.5% increase in Feb passenger demand with a 78.5% load factor.

IATA is also urging authorities negotiating aviation agreements between the US and EU to relax "outdated foreign ownership restrictions".

Avalon pre-reg

GLOBUS' Avalon Waterways has today opened pre-registrations on its full collection of 2011 European river cruises.

Prospective passengers can pay a refundable pre-registration deposit of \$500 to select their preferred cruise, cabin and departure date, and will still qualify for early booking discounts when the cruises open for sale in the coming months.

Avalon said the strength of the Australian dollar was likely to see strong demand for the 2011 program which operates Mar-Dec with 23 itineraries including new French river cruises - see www.avalonwaterways.com.au.

Shanghai World Expo 2010...

World Expo Package 8 days for \$1800pp

VISIT THE WORLD EXPO FROM 01MAY - 31OCT

MULTI DESTINATION 10 days for \$2980pp

SHANGHAI EXPO / HONG KONG & MACAU

Inclusions:
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www.helenwongstours.com
Helen Wong's Tours 1300 788 328



Want to get on board with some of the leading online travel brands in the Asia Pacific Region?

The launch of wotiflight.com means we need staff - and fast! Dazzle us with your CV and Cover Letter - recruitment@wotifgroup.com

Fares and Ticketing Clerks

- Make use of your completed fares and ticketing course
- Extend on the existing experience you have in the travel industry.

Apply now to join our Fares and Ticketing team and become involved in some of the most talked brands in the online space!

Flights Customer Service Representatives

- Do you have flights knowledge?
- How about 12 months experience in the travel industry?

Full time positions are available now in our customer service team.



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BRISBANE – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

ADELAIDE & PERTH – (03) 9670 2577 – recruitsa@aaappointments.com.au & recruitwa@aaappointments.com.au

KEEP IT CORPORATE

**CORPORATE TRAVEL CONSULTANTS
SYDNEY – SALARY PACKAGE \$55K - \$65K**

This is a top opportunity for truly exceptional talent! We are currently searching for corporate travel consultants to join this highly successful TMC. In addition to an amazing salary package you will receive top health benefits, free financial advice, top training and amazing career progression opportunities. Essentially, you will have excellent CRS skills plus sensational customer service with fantastic international fares knowledge. Apply now before this position disappears!

LOVE THE EASTERN SUBURBS & FACE TO FACE? RETAIL CONSULTANTS x 5

SYDNEY – SALARY PACKAGE CIRCA \$55K + BONUSES
Are you a strong retailer with fantastic sales experience? We are currently looking for outstanding retailers in Sydney's East. Here's your chance to walk to work and get paid what you are worth! Sensational salary package plus uncapped commission, subsidized health classes, free financial advice and incredible career advancement possibilities. Essentially, you must have 2 years retail experience with strong sales skills and fantastic customer service skills.

POTENTIAL TO EARN A \$10,000 BONUS!

**FARES AND TICKETING CONSULTANT
MELBOURNE (CBD) – SALARY PACKAGE TO \$43K + BONUSES**

Are you a ticketing whiz with amazing time management skills? This global online travel company requires a competent consultant with the ability to ticket fares in a high pressure environment. Galileo and Crosscheck are required, together with strong ticketing skills. In return, you will be offered a great base salary and the potential to earn \$10K in incentives! Shift work available. Great opportunity so don't delay!

STOP THE SEARCH, YOU'VE FOUND IT!

**LEISURE TRAVEL CONSULTANT
MELBOURNE (SOUTH) – PKG TO \$60K OTE**
All consultants prefer a role that is challenging & rewarding and this boutique travel company in Melbourne's Southern suburbs is offering just that! As part of this winning team, you will be required to organise predominately leisure travel requests; however some corporate travel may be involved. You must be able to use your initiative! Experienced consultants will earn in excess of \$60K so call us now!

ESCAPE THE CHICKEN COUP FOREVER

**BOUTIQUE CORPORATE TRAVEL CONSULTANT
MELBOURNE (INNER) – PKG TO \$62K**

Want to move away from the large call centres and be recognised as an individual? This successful and well established travel company requires a dedicated & loyal corporate consultant to join their small team. With a flexible & social office, you will enjoy walking in the door each morning and continuously being challenged with something different! Potential to move across to groups / incentives in the future.

CALYPSO CRAZY

**WHOLESALE TRAVEL CONSULTANT
PERTH (CBD) – PKG TO \$55K++ OTE**
With the economy forever improving, this in-house travel wholesaler requires a sales focused consultant to sell international travel to travel agents around the world! The more bookings you process, the more money you earn! With a secure base salary + a sensational commission structure, you will have the potential to earn in excess of \$55K! Calypso skills are essential & a self starting attitude!

READY TO HIT THE SLOPES?

**SKI CONSULTANT – TEMP CONTRACT
BRISBANE – TOP HOURLY RATE**

Do you have expert ski knowledge and Crosscheck Travel skills? Then check in for this great assignment. You will be offering your worldwide knowledge and experience to ski enthusiasts everywhere. Based on the city fringe and close to public transport, this is a great opportunity to talk all day about your passion....skiing! Call today, as this role has an immediate start and offering top rates for the right person! You must have Galileo and Crosscheck skills to be considered for this FAB role.

IT'S A GROUPS THING – ADVENTURE SPECIALIST TOURS & GROUPS CONSULTANT

BRISBANE CBD – PACKAGE TO \$45K
Love organising exciting client adventures? Believe travel should be experienced with others? We have an opening for an experienced GROUPS CO-ORDINATOR with a market leader. You will enjoy the challenge of arranging travel plans from 10 to 800 people, be it international or domestic destinations. Sound like what you are looking for? You will need strong travel consulting skills, a can do attitude and CRS qualifications. Enjoy a top salary and fantastic benefits.

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*Conditions apply, subject to availability. Rates are per person, per night, based on 2 people sharing a lead in room type. Confirm prices at time of booking. Valid for bookings until 31 May 2010 and travel until 16 December 2010. Offer valid for bona fide travel industry employees only. Quote INDUSTRY60. ^Conditions apply for Children under 12 years stay and eat free. See Voyages website www.voyages.com.au for full terms and conditions. Voyages Hotels & Resorts Pty Ltd ABN 24 079 925 036



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OPPORTUNITY | DEVELOPMENT | TEAMWORK | SUPPORT
FLEXIBILITY | OPPORTUNITY | DEVELOPMENT | TEAMWORK

American Express is currently recruiting in both its leisure and corporate travel businesses. We have several exciting roles that have become available that offer unparalleled employee benefits. Some of these include up to eight weeks annual leave, a 37.5 hour working week for your work/life balance and well-structured training and development support. If you are truly seeking a professional career within the travel industry, American Express can help you realise your potential.



A leisure consultant role unlike any other

Sydney

Trust. Integrity. Security. Quality. Customer service. These attributes are the hallmarks of American Express® – the world's most respected service brand. Demand for our exclusive premium travel service is increasing, which means we are looking to add to our team of travel consultants.

You will be responsible for servicing Platinum and Centurion Card Members' leisure travel and lifestyle enquiries.

This is an environment where we service, consult, advise and sell the most luxurious international leisure travel and lifestyle products possible. We take this approach to service because our clients expect and deserve it.

You should be experienced, confident and creative professionals and have worked in the travel industry with international travel consulting experience, ideally within a leisure environment to qualify for these roles.

Emergency Travel Consultant (after hours)

Melbourne

An Emergency Travel Consultant's role is to assist travellers with after hours emergency queries or requests and typically deal with a variety of domestic and international bookings/fares. This can include urgent ticket issues, rerouting itineraries, making or amending accommodation and car bookings or providing general travel advice.

The ETC is a great team environment in which to work. Consultants share their ideas and knowledge on a daily basis and work autonomously. Typically working 4 x 10 hour shifts each week (full-time) and receiving ongoing training and support in their daily roles, this role is suited to people who enjoy working shifts.

You should possess strong attention to detail, domestic or international consulting experience, the ability to make sound judgements and previous experience booking through a G.D.S. Benefits include a generous allowance of between 10% – 26% depending on the shift worked, five weeks annual leave plus all other standard American Express employee benefits.

To apply for the above opportunities, visit us online at www.americanexpress.com.au/careers and select the travel category.

For more information, contact Darren Grant – Human Resources (02) 9271 3137.



Business Development Manager

- **Are you driven, organised and fun?**
- **Ready for that next challenge?**

Our rapidly expanding conference and incentive management agency is seeking a strong performer in the MICE market, servicing mostly blue chip Australian and International corporations. Boutique sized our focus is on delivering an extraordinary total customer experience. Our team is energetic, highly motivated, loyal, and with a commitment to organising and delivering nothing less than successful client programs each and every time.

Your 10 years selling within hotels/MICE agencies has seen you travel Australia and the globe and your grasp of the corporate market's MICE needs makes you an exceptional and committed performer. You too are looking for long term growth and expect to play a key role within a team sharing your strong experience. Exceptional time management and customer focus is a given. Naturally you are a great listener. Inspiring your colleagues is a must.

You will need:

- A solid 5 years experience in a similar role
- At least 10 years in the conference and incentive industry.
- Strong experience in hotel sales
- Exceptional presentation skills
- Exemplary dress standards
- The ability to work autonomously yet remain a people person
- To show initiative

Your responsibilities include:

- Source and develop customer base
- Management and use of website as sales tool
- Respond with immediacy to new leads
- Research and Develop effective proposals and presentations
- Meet existing and prospective client objective of creating effective event solutions
- Maintain client database in an orderly and useful manner
- Share expertise with operational team
- Negotiate rates with suppliers as required for all program models
- Network with relevant industry and target client related bodies
- Ensure brand is given direct exposure to relevant corporate targets
- Diligently maintain company standards and ethics
- Achieve sales targets and KPI's
- Direct report to the Director

Our reliable operations team has waited patiently to unleash you into the corporate market as you pursue an aggressive sales plan incorporating both the existing and growing customer base of our two brands. The objective is to take our agency from its strong base to the next level over the next 2 – 5 years.

Applications will only be accepted in writing to: applications.bms@gmail.com

All applications will be treated as confidential.

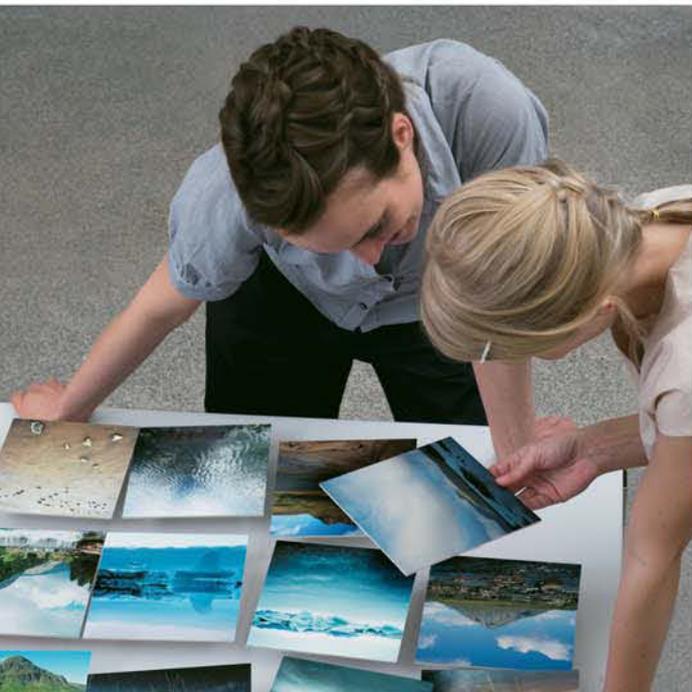
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