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# Travel Daily

First with the news

Monday 18th April 2011

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## Disneyland incentive

**QANTAS** Holidays, California Tourism and Disneyland are inviting travel agents to take part in a "magical famil" - see **p10**.

### Another big TD issue

*Travel Daily* today has eight pages of news and photos, plus full pages from: (**click**)

- AA Appointments jobs
- Disneyland Incentive
- V Australia incentive

### Vote Thrifty as the 'Best Car Rental Operator'

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## DJ lightning fast check-in

**VIRGIN** Blue has today launched new Premium passenger valet and kerbside lounge access which can shave at least 10 minutes off the regular check-in procedure.

The product is at the moment exclusive to Sydney's Domestic Terminal, with a dedicated access point for Business, Premium Class and Velocity Gold members, allowing guests to drive up or be dropped off at the door of the facility, where they can check-in before passing through a personal security screening, then directly enter Virgin Blue's Lounge.

Martin Daley, Group Executive Product & Guest Service, told **TD** this morning that the Lounge is "giving back time" to passengers, and creating "less stress".

From today, guests with carry-on baggage only are permitted to use the VIP Lounge entry, but Daley said DJ was looking at ways to make it accessible to guests with checked luggage too.

Daley said the product offers peace of mind for time-poor business travellers, who will "know they've got this dedicated point to come to, so they can check in straight away, have access to the lounge for a few minutes, and then be on their way."

"We're trying to take as much stress away from the check-in procedure as possible," he added.

Daley also confirmed that DJ was also "looking at what we can do in Brisbane and Melbourne," emphasising that the DJ lounge in Sydney is "the only one in the market" to offer direct access.

A similar product elsewhere will "depend on the infrastructure of the other airports".

Other guests wanting to gain entry to the Lounge can still do so via the existing entry point within the terminal.

Undercover valet parking is available for 10 vehicles, and the remodelled DJ Sydney Lounge now has a capacity of 350 guests.

For more details see **page three** of today's **TD**, and for exclusive photos of the new lounge see [www.traveldaily.com.au](http://www.traveldaily.com.au).

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## Julie Primmer JTG gm

**JULIE** Primmer was today named by JTG ceo Peter Lacaze as the new general manager for the Jetset and Travelworld retail network (**TD** breaking news).

Primmer takes the place of Warwick Blacker, who will take on a role as a special adviser to Jetset Travelworld Limited, focusing on the transition to Primmer as well as key customer and supplier relationships.

## Virgin/Delta 2yr flight vow

**VIRGIN** Blue Group and Delta Air Lines have committed to fly at least 1,916 trans-Pacific flights during the first two years of their proposed joint venture.

Details of the Joint Applicant's Capacity Commitment Agreement were lodged to the US Department of Transportation (DoT) last Fri.

The prospective alliance partners said they now "wish to provide assurances to each other and to the DoT that they will not reduce nonstop service...as a result of the approval of and grant of antitrust immunity."

Virgin and Delta applied to the US authority for anti-trust immunity in mid-2009, but were informed last Sep that their pact was likely to be denied because they didn't provide "sufficient public benefits", as revealed first by **Travel Daily** on 09 Sep 2010.

The agreement says Virgin will maintain 'Historical Levels' of US-Australia frequencies, of 14 weekly peak season & 11 weekly off-peak season services using Boeing 777s.

VA will operate 1,260 segments over two years, which allows for 20 cancellations per year.

Delta says it will maintain its seven weekly peak season and six weekly off-peak season B777 frequencies, which allows 10

annual cancellations, meaning it will operate 656 US-AUS flights.

The flight pledge excludes "external events" beyond their control that "materially affect the demand for or cost of providing transpacific air services".

An economic crisis, the price of West Texas Intermediate oil rising above US\$120/barrel, a drop in the exchange rate, a terrorist attack, natural disaster or a pandemic illness were some 'external events' mentioned.

Virgin and Delta also made public their Alliance Cooperation and Coordination Agreements - see page five for details.

## Sabre loads DJ bus

**SABRE** Pacific today confirmed that it has implemented the new Virgin Blue business class fares in its corporate booking solution.

Effective immediately Sabre Online will display a message during the booking process to ensure travellers flying business class are aware of any seating change for connecting flights.

## QantasLink Qld boost

**QANTALINK** this morning announced significant capacity increases for flights from Brisbane to Gladstone, Rockhampton and Mackay.

The boosts include eight new weekly services to Gladstone (which has just opened an upgraded terminal), as well as the use of larger aircraft to Mackay and Rockhampton.

QantasLink exec mgr Narendra Kumar said the total increase of 1380 seats weekly across the three destinations would further meet demand from the resource sector and the tourism industry.

## Meet Celebrity Chefs



**Maggie Beer** cooking demonstration and 4-course lunch at 'The Farm'.



**Holidays**

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## QF back direct to NRT

**QANTAS** will tomorrow resume direct flights between Australia and Tokyo, rather than routing via HKG (**TD** breaking news Fri).

QF ceo Alan Joyce said the carrier is "now satisfied that infrastructure services have returned to normal in Tokyo".



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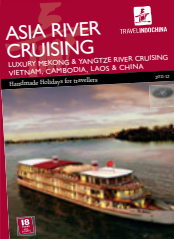
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**AFL Rd 4 Winner**

**CONGRATULATIONS Karen Touchstone**  
from MP Travel

Karen is the top point scorer for Round 4 of *Travel Daily's* AFL industry footy tipping competition, and has won two bottles of wine, courtesy of **Compass Car Rental**

**Major Prize Sponsors**

**1st Prize:** 4-night holiday to Europe, courtesy of **Emirates, Adina Apartment Hotels & RailPlus**

**2nd Prize:** 4-night cruise in Fiji, courtesy of **Pacific Blue & Blue Lagoon Cruises**

**3rd Prize:** Apple iPad 2, courtesy of **Compass Car Rental**

## DJ Lounge changes

**VIRGIN** Blue has given its Sydney domestic Lounge a minor facelift, with the cinema being removed in favour of additional seating, lifting capacity to about 350 seats.

The Sydney Lounge will also undergo further changes, with a refurbishment in the next financial year expected, DJ's Group Executive Martin Daley, told **TD** today at Sydney Airport.

Additional space on a level above the existing lounge, is to be added, while Daley also confirmed the carrier is planning to expand its regional Lounge concept in the future.

After reconstruction work on Melbourne and Brisbane lounges was complete, Virgin would "look at more regional locations."

"The locations are in decision at the moment," he said.

Besides Sydney, Melbourne and Brisbane, Virgin has Lounges in Canberra, Adelaide and Perth.

**MEANWHILE** Virgin Blue's Danielle Keighery also confirmed that the airline's major IT system upgrade over the weekend (**TD** Fri) went off without a hitch.

## Amex drops Canada agency relationships

**AMERICAN** Express has reiterated its commitment to the Travelscene partnership in Australia, after announcing the severing of ties with its Canadian independent affiliate agencies.

The Canada move is effective 31 Jul, with about fifty Amex Travel Partner Network agents affected because the credit card giant believes they "will be better served by a partner for whom consumer travel is a core area of focus," according to an email sent to the group by Amex.

A spokesperson told **TD** this morning: "Since 2003, American Express has had a successful partnership with Travelscene in Australia and we are committed to ensuring the continued success of that partnership".

## SQ increases fuel fee

**SINGAPORE** Airlines will lift its fuel levies by up to US\$32 per sector effective 21 Apr.

The carrier said the charge will be dependent on the distance and class of travel on both SQ and SilkAir flights



## Window Seat

**AIR** New Zealand is targeting 1980's fashionistas in a new US promotion leveraging off its new all-spandex Richard Simmons safety video (**TD** 28 Mar).

The carrier is running a photo contest "to find the American with the best (and by best, we mean worst) 80's style".

Contestants are asked to upload their parachute pant and shoulder-pad pics to the Air NZ USA Facebook page, with prizes on offer including flights, a boombox and a case of that iconic 80's drink, Tab Cola.

**CABIN** crew at Hong Kong Airlines will be very capable of keeping unruly passengers in line, after the carrier announced a new policy to give them all lessons in a special form of kung fu called wing chun.

The martial art focuses on close-range combat - meaning it's ideal for use in the confined space of an aircraft cabin, a spokesperson for the carrier confirmed.

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**AIR NEW ZEALAND**

## VA/DL joint identity

**VIRGIN** Blue and Delta plan to develop a "joint identity" according to documents filed nearly two years ago, released to the public last week (see page 2).

The carriers told US regulators at the time a single, a master identity and individual local identities (Service Marks) were to be jointly developed.

The logos will be branded on aircraft exteriors and interiors, employee uniforms, facilities and ground vehicles, business cards and stationery.

The joint ID "may include harmonization of the existing identities and trademarks" the carriers told the US DoT.

## GA to boost Oz flights

**GARUDA** Indonesia is set to increase flights from Australia to Jakarta as a number of new aircraft are delivered this year.

Travel agent GDS shows flights from Jakarta to both Sydney and Melbourne will increase by two per week to a daily A330-200 operation, with the increases effective 11 Jun.

Frequencies will also increase on Garuda's Seoul and Hong Kong services in Jun, while CGK-BKK 737 flights will go to double daily.

Later in the year GA is expected to launch direct flights from Jakarta to Adelaide, with other new Jakarta routes including services to Taipei and Delhi.

## Europe. In style.

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## Looking Finger lickin' Mauritius



**ABOVE:** Air Mauritius and Club Med hosted a group of agents on a fam to Mauritius recently.

The group was lucky enough to take part in the popular Lion Walk tourist attraction at Casela Park.

Pictured above with the lion cubs and handlers back row from left are: Louise Curry, Motive Travel; Chelsea Sofield, Attadale Travel; Gaynor Vantsant, Travel Focus; Rhea Barnard, Travel Associates and Kurt Stocker, Omega Travel.

Front row: Leahni Collins, Collins Cruise and Travel; Linda

Kiernander, Everett Corporate Travel; Kerry Coupar, MK Perth and Charlotte Harding, Claremont Cruise & Travel.

## Guinea now safer

**DFAT** has decreased the level of advice for the African republic of Guinea from the highest level of 'Do not travel' to the second highest 'Reconsider your need to travel' category.

DFAT said the change is due to an "improved security situation following the Presidential election".



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## QH USA Magic points

**QANTAS** Holidays is offering 10,000 Frequent Flyer points with every air and land booking to the USA, on select dates from 01 May to 31 Oct, on sale 13 Apr - 18 May.

## VA/DL cooperation/coordination plans

**DELTA** Air Lines and Virgin Blue Group say the operation of an antitrust immunised alliance will make "each carrier a stronger competitor in the global air transportation marketplace".

Further details of the planned cooperation on trans-Pacific air services, signed in Jul 2009 by former Virgin Blue Group director Brett Godfrey, were made public by the prospective partners late last week (see p2).

The intended cooperation and coordinated activities to market and sell each other's passenger programs cover a wide scope for Delta, Virgin Blue, V Australia, Pacific Blue Australia and Pacific Blue New Zealand.

Travel agent programs as well as travel agent and GSA compensation are among some of the areas covered.

Sales, fares, seat allocations, revenue management, schedules, flights, route networks, joint marketing programs, frequent flyer programs, distribution programs, internet distribution, form agreements, joint purchasing, computer systems, consumer marketing programs, advertising, budgets and business plans are also part of the pact.

Cooperation between Virgin and Delta will also be extended to

Affiliated Carriers (an airline "operating flights under a Party's two letter designator code"), which could incl Air New Zealand and Etihad Airways services, both of which signed similar deals with Virgin Blue Group late last year.

Delta and Virgin told the US Dept of Transportation they would seek all necessary government approvals for the codeshares.

"The Parties agree that the participation of a Party's 'Affiliated Carriers' will enhance their ability to offer coordinated passenger and cargo programs in competition with other international airline alliances over a larger hub and spoke network," the applicants said.

The carriers revealed they plan to combine some sales personnel, "including a common staff, authorised to represent both Delta and V Australia, independently and jointly, in marketing their products."

The common staff would promote the alliance to both customers and travel agents.

A coordinated distribution program, offering agency, group, corporate & override commissions and/or discounts is another area planned under the alliance.

Cooperation on cargo operations is also included.

## Infinity's Aussie Gold agents



**ABOVE:** Infinity Holidays held its annual Aussie Gold reward trip in South Australia's Barossa Valley this year, hosting sixty top Flight Centre agents from around Australia late last month.

The event was supported by South Australian Tourism and the Accor group, with the weekend deemed highly successful.

Highlights included a Product Bazaar with the sponsors, a cocktail party by the pool, day tours to some Barossa Valley wineries followed by a

spectacular dinner at Yalumba in the 'Signature Cellar' room.

The top ten agents were spoilt further, with a private plane picking them up to go to Kangaroo Island where they spent the night at the luxurious Southern Ocean Lodge followed by a day of adventure and relaxation including quad biking, kayaking and massages - and yet another feast of local produce and wines.

Pictured above is the full group enjoying the fruits of their labour.



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Monday 18th Apr 2011



## WIN A SPA PACK FOR EASTER



To celebrate Easter, **Travel Daily** has teamed up with **Pezula Resort Hotel & Spa** this week and

today is giving one lucky reader the chance to win a fantastic Pezula hamper valued at over \$100 (pictured above)\*.

The Pezula hamper includes six Signature Spa Treatment products from the Maruwa collection, a unique African range of body treatment products as well as a Bunny Buddy and imported chocolates.

For your chance to win this great prize, simply be the first reader to send the a correct answer to the question below:

**How can booking agents win 10 Nights all inclusive accommodation for 10 People at Pezula Private Castle in Knysna, South Africa?**



Email your answer to: [pezulacomp@traveldaily.com.au](mailto:pezulacomp@traveldaily.com.au)  
Hint! Visit [www.pezula.com](http://www.pezula.com)

\*Please note: participation in the competition allows Pezula Resort Hotel & Spa and its representation company, Gorman Leisure Group, to include them on their promotional mailers.



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## Travelport CTE boost

**TRAVELPORT** has announced enhancements to its Cross Check Travel Enterprise back office system for travel agents, with the new version offering new payment options, productivity tools and customisation.

CTE is used by more than 1000 agencies in the Pacific region, with changes including the addition of BPAY, updated itinerary styles and the ability to create and print documents on agency letterheads.

## Vanuatu keen on regular China flights

**THE** chairman of the Vanuatu Tourism Office has expressed a desire for Chinese carriers to consider operating more regular air services to the Pacific island, to entice more Chinese travellers.

Charles Lin, who was in Sydney last week for the official launch of the nation's new branding (**TD** Fri), told **TD** the VTO was hopeful for scheduled services from at least one airline from Vanuatu's emerging market.

Currently, a number of charter services are operated into Port Vila throughout peak season for Chinese tourists.

Lin said there was a prospect of having a carrier like China Eastern or China Southern operate directly, more consistently.

At the moment, people from China either need to fly to Vanuatu directly on one of the charter services, or via hubs in Australia.

## AF earlybird change

**AIR** France has changed the name of its earlybird special fares to 'Flavours of Europe', with fares starting from \$1724 from five Aussie cities.

## Plantation Surf ferry

**FIJI's** Plantation Island Resort has launched daily boat transfers to the famous Namoto and Wilkes surf breaks starting from FJD\$50.

## 60 Canada Starwoods

**STARWOOD** says it will open its 60th property in Canada this year with additions including two Aloft hotels in Calgary and Vaughan.



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Monday 18th Apr 2011

## National Tourism Planning Guide

**FEDERAL** Tourism Minister Martin Ferguson has released a new *National Tourism Planning Guide* to help planners in local and state governments across Australia "streamline investment" in the tourism industry.

Ferguson launched the document at the Tourism Ministerial Council Meeting in Darwin on Fri, saying it "is a good example of the work of Australian governments through the National Long Term Tourism Strategy".

Funded by a TQUAL grant to the Tourism and Transport Forum, Ferguson said the new guide would help with decision making regarding approvals for developments such as hotels, cellar doors, resorts, restaurants or tourism attractions, highlighting the "unusually high spill over effect" from tourism investment on local jobs.

For every ten rooms of accommodation an additional 18.2 jobs are established in the local community, he said.

## NZ wine festivals

**FIVE** New Zealand wine festivals are available for agents to book during the Rugby World Cup, all of which are commissionable - details see [www.nzwine.com](http://www.nzwine.com).

Ferguson said the guide urged planners to consider the impacts on tourism of their decisions.

The Darwin meeting also saw the release of a number of other reports and research papers including the *National Online Strategy for Tourism* and a *Going Global Action Plan* for operators. See [www.ret.gov.au/tmc](http://www.ret.gov.au/tmc).

## Najar's AGENTLINK

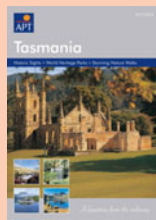
**ADELAIDE** industry icon Max Najar has developed a new Independent Contractor Agreement to "fill the voids" which he says currently exist in home-based or mobile travel agency contracts - as a way for agencies to remunerate their senior staff who want flexibility.

He says the 'AgentLink' document protects the interests of both travel agencies and their independent contractors, with pre-set commission levels for both "cold and hot clients" as well as a fair system for use of shared services - [freda@handzon.com.au](mailto:freda@handzon.com.au).



## Brochures of the Week

**WELCOME** to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### APT - Tasmania 2011/12

New enhanced experiences have been added to APT's new Tasmania brochure including a visit to the Museum of Old and New Art at Moorilla Winery. Six escorted coach tours ranging from four to 12 days have been slightly changed with new hotel stays, a seafood dinner in Hobart and the Montgomery Hotel added as a new choice of accom - [aptgroup.com.au](http://aptgroup.com.au).



### Momento Travel Services - Planes, trains and automobiles, beds, boats, buses and more 2011/12

The new brochure features product from representing companies incl Aston Hotels and Resorts Group, Alamo Rent-A-Car, Amtrak Rail, Via Rail, Papillon Grand Canyon Group, Peirce and Leslie, and Original London Sightseeing Tours. See [momentotravel.com.au](http://momentotravel.com.au).



### World Expeditions - Active Adventures 2011/12

Travellers now have the choice of over 200 adventures throughout the world incl 40 new tours in Myanmar, Taiwan and Tajikistan and the chance to trek the Great Himalaya Trail. The company has leased land to develop a series of permanent campsites on Everest region treks. Details at [worldexpeditions.com](http://worldexpeditions.com).



### Hurtigruten - Norwegian Coastal 2012 preview

A range of new plans for the 2012 season are being featured in the new Norwegian Coastal Preview brochure. Guests can choose from 12, 11, 7, and 6 day voyage itineraries, with the brochure including an overview of the fleet and two pages of excursions. 20% discounts are being offered on select dates & sailings when booked by 30 Sep - [discovertheworld.com.au](http://discovertheworld.com.au).

# Geneva. Our Swiss encore.

Flying daily from June to our second Swiss destination.

From 1st June, your clients can fly Emirates to one of Europe's most picturesque cities with just one stop via Dubai. Plus if they fly First or Business Class they can enjoy up to two complimentary nights in Dubai, experiencing the perfect red carpet treatment before they even arrive.

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**Air Transport World 2011 Airline of the Year.** <sup>^</sup>First Class Passengers receive a two-night stay at the Armani Hotel Dubai or Jumeirah Zabeel Saray. Business Class Passengers receive a one-night stay at the Address Dubai Marina or Jumeirah Emirates Towers. Breakfast included along with priority tickets to 'At The Top', Burj Khalifa or complimentary access to Wild Wadi Waterpark. Valid for travel from 1st June to 30th September 2011. Terms and conditions apply. For more information contact your Emirates Sales Team or the Emirates Customer Service Centre on 1300 880 599. EMI3046

Monday 18th Apr 2011

## Bunnik gives them some curry



**ABOVE:** Bunnik Tours raised over \$1000 for the Japan Disaster Relief Appeal last week, during a Japanese Curry Lunch Day at their offices in Adelaide (TD 07 Apr).

Japanese staff members Yoshie Furusawa and Reiko Hosokawa were the brains behind the operation, with Bunnik Tours providing the ingredients and chefs from a local Japanese restaurant donating their time.

Over 100 staff members attended the event, each paying \$10 for a serve of Japanese Curry.

Pictured above is the Bunnik team from left: Yoshie Furusawa, Marion Bunnik, Dennis Bunnik, Sacha Bunnik & Reiko Hosokawa.

## Iririki family switch

**IRIRIKI** Island Resort and Spa, Vanuatu will be fully family friendly, effective 01 Jul, with children being given access to all facilities inc the Island Fares, Michener's Restaurant, Bali Hai Cafe and Infinity Pool.

Deluxe Poolview and Deluxe Ocean view apartments will also be configured to incl two adults/ three children, with Iririki also set to introduce a school holiday Kids' Club and new activities.

**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).

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

**Advertising and Marketing:** Lisa Maroun (Manager), 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)

## WIN a Luxurious Holiday to Abu Dhabi!

On what 2 floors can you experience a variety of superb restaurants and choice of culinary temptations at Jumeirah Etihad Towers?



Abu Dhabi Tourism Authority is giving one Travel Daily reader and their guest a chance to indulge and luxuriate in the exotic and charming Abu Dhabi emirate. Fly return economy class to Abu Dhabi courtesy of V Australia celebrating their new flights from Sydney and spend a luxurious 5 night stay at the sophisticated Jumeirah at Etihad Towers near the fashionable corniche area. Enjoy a City Spectacular Tour, a Dune Dinner Safari and return airport transfers thanks to Arabian Adventures.

To enter simply name the images displayed each day (pictured) during the month of April 2011 and send your answers to [abudhabi@traveldaily.com.au](mailto:abudhabi@traveldaily.com.au) by 5:30pm Saturday 30th April 2011. (Click Here for more information).



## Wyndham in Hawaii

**WYNDHAM** Hotels and Resorts has opened its first Hawaii property, the US\$15m Koloa Landing Poipu Beach Grand Resort on Kauai, with 85 two-three- and four- bedroom residential style luxury villas.

## Alaska ups digEplayer

**ALASKA** Airlines has increased the price of its digEplayer in flight entertainment systems by \$2, which will now cost US\$14 for flights longer than 4.5 hours.

For shorter routes the new price if booked in flight is US\$8.

## eCommerce Web Designer Brisbane CBD

Take your website design career to the next level with industry leading technology



Flight Centre's renowned eCommerce team is seeking a talented Brisbane-based Website Designer to join their growing team.

This is a fantastic opportunity to be involved in the online presence of some of Australia's most viewed websites, while working with leading platforms.

Flight Centre is interested in hearing from candidates looking for a career - not just another job. To excel your career with the industry leader - Apply Now!



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## **TRUST THE MOST EXPERIENCED TEAM IN EXECUTIVE RECRUITMENT**

### **STRATEGIC SALES FOR A HIGH FLYER**

#### **SENIOR SALES & PARTNERSHIP MANAGER**

#### **SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE**

This is a key role for a hard-hitting Sales professional with good knowledge of airline commercial operations and distribution. It is essential that you are experienced in creating pipelines, high level negotiations, client relationship management and strategic planning. This rare opportunity with a global organization is available now for a seasoned professional looking for wider horizons and aiming for greater success.

### **REACH THE PEAK OF ACCOUNT MANAGEMENT**

#### **REGIONAL SALES & ACCOUNT MANAGER**

#### **BRISBANE – SALARY PACKAGE TO \$125k**

This regional role is perfect for an ambitious and experienced Account Manager who can drive a team to achieve optimum results. This position is worth moving for – offering a great salary package and a seniority that will elevate your career profile. Leading a sales and account management team your role will involve strategic development, service delivery, and managing relationships with key suppliers and top tier clients.

### **HELP OTHERS REACH THEIR FULL POTENTIAL**

#### **TRAVEL MANAGER**

#### **SYDNEY – SALARY PACKAGE TO \$70K + INCENTIVE**

This travel agency is growing and you can make sure they reach their full potential by helping the team of travel consultants improve their selling skills as well as increase their product knowledge. You'll be experienced in retail travel and managing large teams, coaching & mentoring to achieve sales targets. You'll also be motivated by financial goals as your impact on the company's growth is incentivised.

### **INDUSTRY SALES & ACCOUNT MANAGEMENT**

#### **ACCOUNT MANAGER**

#### **SYDNEY – SALARY PACKAGE TO \$75K**

Stay in Travel but change your Product – this newly created role is available now for an experienced Industry Sales Executive who wants to learn new skills including dealing with the corporate market – training will be provided. Not many positions offer this variety of account management and sales, plus training, plus a top salary package & car allowance. Join a great team and enjoy the rewards.

### **FIND YOUR POT OF GOLD**

#### **BUSINESS DEVELOPMENT MANAGER - CORPORATE TRAVEL**

#### **PERTH – SALARY PACKAGE \$80k + INCENTIVE**

Know how to target new business? With your winning ability to develop a pipeline, deliver pitches, negotiate deals and win new business you will be well rewarded within this large corporate Agency. Representing a well known brand in the market you will be proud to be a part of this growing team, showing off your sales skills to close the deal and getting new clients to sign on the dotted line.

### **IF YOU LOVE TO TRAVEL YOU'LL LOVE THIS ROLE**

#### **INDUSTRY SALES / BDM**

#### **SYDNEY – SALARY PACKAGE TO \$65K + car allowance**

Hit the road with a pocket full of fun, beautiful and popular wholesale product. In this role you'll be responsible for a territory of travel agents working out on the road and driving sales through relationship skills and reliability. If you can demonstrate your skills in sales and industry knowledge you could be joining a fun team who are passionate about their destinations and love to travel there as often as possible.

### **DEVELOP INCENTIVE PROGRAMS TO ENTICE**

#### **PROGRAM DIRECTOR**

#### **MELBOURNE - SALARY PACKAGE TO \$90k**

As an enthusiastic, creative and energetic individual you will have the ability to develop incentive programs which achieve business objectives for your clients. You'll have experience in concept design and delivery of pitches, as well as strong relationship skills with both your clients and your team. Proven experience in a leadership role is definitely required. Events Pro and CRS experience will be highly valued.

### **A FUN PRODUCT TO PROMOTE**

#### **SALES MANAGER – LEISURE PRODUCT**

#### **PERTH – SALARY PACKAGE TO \$55k + CAR + Bonus**

Looking for a brand name that shines above the rest! This successful leisure product is building a bigger & better wholesale product year after year and their name is something you should be a part of. Our client is seeking an experienced on the road sales manager who has the ability to focus and deliver the goods! You will have great selling skills and the know-how to run a busy call cycle.

## **CONTACT OUR EXECUTIVE TEAM FOR THESE AND MANY MORE GREAT ROLES**

**Adriana D'Angelis**  
MANAGING DIRECTOR

Ph: 02 9231 6377

**Linda Green**  
NSW & ACT

Ph: 02 9231 2825

**Carmen Pugh**  
OLD & NT

Ph: 07 3229 9600

**Kathryn Hebenton**  
VIC, SA, WA

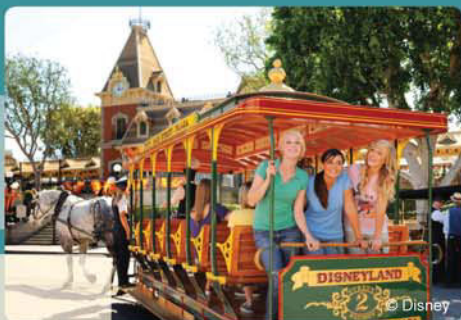
Ph: 03 9670 2577

**OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)**

**FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)**

QANTAS HOLIDAYS, *DISNEYLAND* RESORT AND CALIFORNIA TOURISM

# RETAIL INCENTIVE



**FIND YOURSELF HERE:** WIN A SEAT ON A MAGICAL FAMIL TO SOUTHERN CALIFORNIA WHERE YOU WILL VISIT AND STAY AT THE PLACE WHERE DREAMS COME TRUE.

**PROMOTION PERIOD:** 18 APRIL – 18 MAY 2011

**FAMIL TRAVEL DATES:** 18 – 26 SEPTEMBER 2011

(Winners must be able to travel on these dates)

Book a minimum 3 Day *Disneyland* Resort *Park Hopper* Ticket through Qantas Holidays and complete California Tourism's Online Training Course within the promotion period and you will be eligible to enter this incentive.

Ten places on the famil are up for grabs and the places will be rewarded on the highest number of bookings booked and deposited through Qantas Holidays, that include a 3 Day *Disneyland* Resort *Park Hopper* Ticket.

## THE FAMIL INCLUDES\*:

- Return economy airfare to Los Angeles flying Qantas Airways
- 3 nights' accommodation at a Disney Hotel in Anaheim
- 3 Day *Disneyland* Resort *Park Hopper* Ticket
- Disney Character Breakfast
- 3 additional nights' accommodation in Southern California
- 1 Day admission to Sea World, San Diego
- 1 Day admission to Universal Studios
- Plus much more!

\*Subject to change. \*\*Participation fee of \$750 is required and payable to Qantas Holidays.

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Resort in California  
LET THE MEMORIES BEGIN



**Holidays**

FOR MORE INFORMATION GO TO [WWW.DISNEYINCENTIVE.COM.AU](http://WWW.DISNEYINCENTIVE.COM.AU)

\*TERMS & CONDITIONS: Promotion is only open to Australian residents who are employed as travel consultants by an IATA-approved travel agent that sells products offered by Qantas Holidays Limited, and are not Flight Centre Limited employees. Prize winners must be able to travel in 18-26 September 2011. Prize must be taken as stated. Acceptance of the prize will include a participation fee. Promotion ends 18 May 2011 at 23.59 (AEST). See [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents) for full terms and conditions.

# Europe. In style.

Earn a \$300 Virgin Blue Gift Voucher for every 10 V Australia return tickets sold (departing Australia to Europe via Abu Dhabi)\*

Now departing to more than 14 destinations in Europe<sup>^</sup> and the United Kingdom with a quick one-stop service, V Australia offers a whole new world of choice for you and your clients.

- For every 10 V Australia return tickets sold (departing Australia to Europe via Abu Dhabi), receive a \$300 Virgin Blue Gift Voucher
- Vouchers are valid for 12 months from date of issue and are fully transferable

<sup>^</sup>With our partner Etihad Airways

\*For terms and conditions visit  
[vaustralia.com.au/competitions](http://vaustralia.com.au/competitions)

## to claim

List all eligible ticketed bookings on the sales tracker form sent via trade release and email a scanned copy to [salesassist@virginblue.com.au](mailto:salesassist@virginblue.com.au) with the words "Europe. In Style" in the subject line no later than close of business Friday 22nd April 2011.

