

10
SPACES
TO BE WON



YourSingapore.com

WIN A 96 HOUR
EXPERIENCE



The Singapore skyline has transformed significantly. For a chance to enjoy your very own Singapore experience and get to know the new Singapore, sell Singapore Stopover Holidays between 01 February and 28 March 2011. They're available from AU\$40 (for stays to 31Mar11) in conjunction with a Singapore Airlines airfare for travel beyond Singapore. If you are one of the top 10 selling agents Australia-wide at the end of the promotion, you will win a place on a special YourSingapore Famil (to be held in late May). This amazing famil opportunity includes return economy airfares to Singapore, 3 nights accommodation at Shangri-La's Rasa Sentosa Resort and 1 night accommodation at the Shangri-La Hotel, all sightseeing and most meals (all relevant airport taxes and government levies are the responsibility of the prize winners). For more information, terms and conditions contact your local sales representative.



eXperts

Introducing
the new
eXpertsplus
Visa card.

Shop
till you drop.

lufthansaexperts.com

Travel Daily AU

First with the news

Thu 17 Feb 11

Page 1

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

**MANAGING DIRECTOR,
Sydney**

- Leading travel wholesaler
- Provide strategic direction
- Competitive executive salary

Contact **Sally Frape** at
TMS sally@tmsap.com
T: **02 9231 6444**

BOE • MEL • PER • SYD • BKK • HKG • SHA • SIN

Superb Singapore

SINGAPORE Tourism is offering the top ten selling agents of Singapore Stopover Holidays a place on a special YourSingapore Famil in May, including SQ flights, Shangri-La accom and sightseeing.

For more details see the special front full page of today's issue of *Travel Daily*.

THE ALL NEW GLOBAL FARES

SWISS MADE.

ECONOMY NET FROM JUST
\$1570* BUSINESS NET FROM JUST
\$5400*

Now including free return transfers to your Australian gateway for even greater flexibility. Fares are fully visible as AP in your GDS.

Combinable with:
AC CA CX JJ JL MU OZ
QF SA SQ TG UA VS

[Click here](#) for details.

*Fares are net and do not include fuel and other surcharges or fees.

swiss

Swiss International Air Lines

A STAR ALLIANCE MEMBER

Qantas to expand fleet

QANTAS today announced a significant capacity expansion to help meet needs in the short to medium term "particularly in the domestic and Asian markets".

The fleet plan includes:

- five extra 737-800s for Qantas
 - 10 extra A320s and one extra A330-200 for Jetstar
 - ten additional F100s for recent acquisition Network Aviation
 - two extra B717s for QantasLink
- Qantas will also extend the leases on a number of other QF and Jetstar aircraft.

CEO Alan Joyce said the group needed the extra aircraft to participate in the strong recovery of the domestic market and maintain its "profit maximising 65 per cent domestic market share".

The announcement coincided with the release of QF's half year results (*TD* breaking news), with a \$417m "underlying profit", up 56% on the previous year.

Jetstar and Qantas Frequent

EY drops Edelman

ETIHAD has brought its media relations in-house in Australia, with its current commercial relationship with PR firm Edelman formally ending on 31 Mar.

Stephen Mahoney has been appointed as EY's new Sydney-based communications manager for Australia and Asia.

Today's Travel Daily

Travel Daily today has six pages of news and photos, a front full page from Singapore Tourism Board, plus full pages:

- TMS Asia-Pacific jobs
- AA Appointments jobs

Flyer reported record results, and the result also included an estimated \$55m impact from the A380 engine explosion in Nov, with further costs of \$25m to come.

Non-recurring items in the figures also include a \$29 million "loss on disposal and other transaction costs relating to the Jetset Travelworld Group merger".

Allomes onto AFTA

TRAVELLERS Choice md Gary Allomes has rejoined the board of AFTA - more than four years after resigning from the organisation due to its "overall lack of strategic focus and inadequate accountability" (*TD* 31 Jan 07).

A board vacancy has been created by the resignation of HRG's Greg Treasure who is relocating to Hong Kong, and the AFTA board yesterday decided to add a further position, with Allomes joined by Corporate Travel Management ceo Jamie Pherous (*TD* breaking news).

"AFTA represents all sorts of travel businesses and the experience and different types of businesses that Gary and Jamie lead will bring a great value to the deliberations of the AFTA board as we go forward," said ceo Jayson Westbury.

AFTA also announced that Pherous will vacate his seat on the IATA Agency Program Joint Committee, and will be replaced by his CTM colleague Craig Smith.

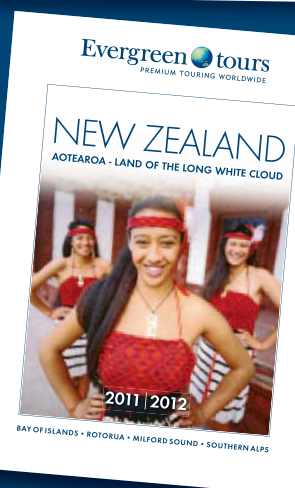
More appointments on page 4.

Radiance part 2

SEE youtube.com/traveldaily today for the second instalment of our exclusive video on Royal Caribbean's *Radiance of the Seas*.

Evergreen tours
PREMIUM TOURING WORLDWIDE

**NZ 2011
BROCHURE
OUT NOW!**



**Click to Download BROCHURE
OR CALL TIFFS TO ORDER NOW**

**SAVE UP TO
\$1600 PER COUPLE***

Call 1300 364 414

SCENIC TOURS



**NEW ZEALAND
2011/2012**

FLY FREE*
return incl. taxes

CLICK HERE
FOR MORE DETAILS



The BEST
seat in the
house

Click here
to find out more

Travel Counsellor
Tanuja Sudra

travel counsellors



Retail Consultant - SE Asia

- Sydney CBD
- Amadeus, but all systems considered
- No face to face
- Base to \$48K. + big commissions

Call Ben Carnegie
02 9278 5100
ben@inplacerecruitment.com.au



inPlace
RECRUITMENT

[click here for details](#)

Travel Daily AU

First with the news

Thu 17 Feb 11

Page 2

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

Athens. 14 times a week
from Australia.

الإتجاه
ETIHAD
AIRWAYS

EK extends Cup pact

EMIRATES Airline will sponsor the Melbourne Cup for a further five years under a new Principal Partner agreement with the Victoria Racing Club.

The contract gives EK naming rights through to 2015, and also includes increased commitments from the airline to assist with promoting the event internationally.



NATURAL FOCUS
SAFARIS

Experience
American Safari Cruises'
exclusive motor yacht
explorations, combining
elegance with adventure.



Famed Inside Passage
15 days/14 nights
Seattle to Juneau or reverse
from \$8995 p.p. twin share.

Contact
Natural Focus Safaris
on 1300 363 302
email info@awsnfs.com
www.naturalfocussafaris.com.au
Brochures: www.tifs.com.au
We are the experts in tailor made safaris and tours.

ALASKA
Beyond Your Dreams. Within Your Reach.

LIC NO: 30248

AA backs off booking fee

AMERICAN Airlines has backed down in its fight with Travelport, with the carrier saying yesterday that it "will not move forward" with the controversial Booking Source Premium fee for bookings via Galileo (*TD* breaking news).

The fee was to be assessed via ADMs effective for AA/American Eagle marketed segments made using Travelport GDSs on or after 20 Dec last year (*TD* 22 Nov 10).

Travelport responded by adding an estimate of the Booking Source Premium as a "tax" owed by customers - an action which AA says "created tremendous confusion in the market and hurt our travel agency partners".

AA md Asia/Pacific, Theo Panagiotoulas, said that with the withdrawal of the additional fee it expects the GDS to "immediately drop the false tax it unilaterally has added to American's fares".

The AA backflip will please many Australian Galileo users - including Flight Centre - with *TD* readers warning that the now withdrawn impost was likely to significantly impact sales of AA as

well as oneworld RTW fares.

Panagiotoulas warned that if Travelport "continues to misuse its market position" AA may be forced to reinstitute the fee and/or "remove some or all of its content from Travelport GDSs".

FC expos soar

THE Australian travel industry is set to boom if attendances at the current round of Flight Centre expos are any indication.

The Sydney event saw 40,000 people attending, with demand so strong that the doors had to be closed to limit numbers in the exhibition hall; while 32,000 Melburnians attended the Victorian expo on 05/06 Feb.

Last weekend's Perth expo also had 16,000 visitors - double the number last year, with upcoming Flight Centre expos in Brisbane and Adelaide also expected to see strong results.

"These are certainly our most successful expo events to date," said Flight Centre's Cruise product and marketing manager, Jan Harrington.

Cruise boycott

SYDNEY travel agent Richard Davey of HWT Mosman is urging the industry to stop selling cruise lines which sell here at higher prices than in the US market.

He's responding to a litany of consumer complaints that they're being ripped off by booking locally rather than via US websites.

For the full story see today's *Cruise Weekly* - subscribe free at www.cruiseweekly.com.au.



Window Seat

REPUBLICANS take note - a holiday park in Wales is offering a special deal for people wanting to escape the upcoming Royal Wedding fever.

The Balchder Cymru campsite will host an 'Escape the Wedding' weekend from Thu 28 Apr until Sun 01 May.


Organiser Adam Phillips said he's outraged at the cost of the nuptials, with the event aimed as a "distraction".

The venue is described as a "riverside camping site with loos, showers and hot and cold water".

THE iconic Athenaeum Hotel in London is getting into the Easter spirit, with a special chocolate egg hunt planned in nearby Green Park for guests staying over the Easter weekend.

The festivities will be led by the hotel's team of resident nannies as well as its in-house Kids Concierge.


And as well as confectionery, participants can also find hidden in the park a range of other more adult treats including afternoon tea vouchers and pampering beauty treatments.



Hahn Air

You feel penalised by an ADM?
Claim it and get it waived!

Your Rooster



Find detailed information
on www.hahnair.com

Call us toll-free
AU: 1300 850 006
NZ: 0800 747 380
hahnair@aerius.com.au

tell us your travel tale.

V Australia and Etihad Airways can now connect you to 35 European cities and a further 30 destinations across Africa, Asia and the Middle East. To celebrate V Australia are giving you the chance to win one of 50 V Australia International Business amenity kits. Just tell us your best travel story from a recent worldwide adventure, in 100 words or less.* Email your hot tip to competitions@virginblue.com.au

الإتجاه
ETIHAD
AIRWAYS

V Australia

International airline of **Virgin blue**

*Conditions apply. Visit virginblue.com.au/competitions for more details

WIN
an 8-day Vietnam Educational
Tour with VN Holidays

The more bookings you make, the more chances you have to **WIN**

For booking, enquiries or further information, call us now 1300 309 117
www.vnholidays.com.au

VN Holidays
Vietnam, Cambodia & Laos Specialist

Travel Daily AU
First with the news

Thu 17 Feb 11 Page 3

EDITORS: Bruce Piper and Guy Dundas
E-mail: info@traveldaily.com.au Ph: 1300 799 220

One of the world's
youngest fleets.

QATAR
AIRWAYS القطرية

Tiger pushes for DRW international

TIGER Airways decision to suspend all flights to Darwin is partly related to its inability to operate international flights from the NT capital.

TT spokesperson Vanessa Regan told *TD* yesterday that although the carrier had Melbourne-Darwin flights on sale for the new season from 27 Mar, it's now contacting affected passengers after cancelling the services.

She said the main problem was the strong seasonality of the destination and a lack of demand

during quieter periods.

"However if we had international connectivity...we would probably be able to sustain our services year round," she said.

Regan also said Tiger continues to deploy its aircraft where the best business opportunities are.

"We have a close relationship with NT Tourism and Darwin Airport and will continue to monitor the situation," she added.

"If we can get the right levels of demand year round and the right formula (cost base) to make it work, we'll of course be back".

Virgin lifts fuel levy

VIRGIN Blue Group is raising its int'l fuel surcharge on V Australia flights to Los Angeles and other US destinations by \$30, to \$115 each way, from 09 Mar 2011.

The move comes "in response to current high fuel prices which Virgin Blue has been absorbing for some time", which DJ hopes to "partially recover."

DJ is also doubling baggage fees paid at the airport from 01 Mar, to \$40 domestically and to \$60 on Pacific Blue (PB) int'l routes, and raising excess baggage charges from \$10 to \$15 on DJ/PB routes.

NZ ups China flights

AIR New Zealand is adding two extra weekly direct flights between Auckland and China, with the seasonal addition of an additional service to both Beijing and Shanghai over the peak summer period.

The carrier said it's making the move in response to a 20% growth in NZ visitors from China.

No DL Miles expiry

DELTA Air Lines has revamped its SkyMiles loyalty program, with the removal of the previous two year expiry deadline for points, which will now last forever.

The change is effective for all accounts from 01 Jan.

Dubai to target families

THE appointment of Julie King as the new Australasian representative for Dubai's Department of Tourism and Commerce Marketing (*TD* Tue) comes in the lead-up to a significant surge in marketing activity for the fast growing emirate.

Speaking to *TD* at AIME yesterday, DTCM director of overseas promotions, Saleh Mohammed Al Geziry, said a key focus this year would be the family market, with the annual Dubai Kids Go Free promotion offering discounted fares, accom deals and a range of other special offers.

He said DTCM also aims to promote itself as a standalone destination as well as boosting the length of Aussie stopovers.

"Australia and New Zealand are key markets for Dubai," he said, with a wide range of attractions now open and plenty to do during a longer stay.

The new DTCM operation in Australia will also target the key cruise segment, while adventure



tourism is another area for focus.

Dubai will also shortly launch a major trade education program, including an online training program for travel agents, a localised website and regular agent communications.

A cooperative campaign with wholesalers is also set to push the 'Definitely Dubai' brand.

Pictured above at AIME are, from left, Veronica Rainbird, DTCM's new Manager Trade, Training and Promotions; Saleh Mohammed Al Geziry; and Julie King, DTCM director Australasia.



WIN BIG WHEN YOU SELL SINGAPORE AIRLINES*

Every 1 Adult Return ticket
sold to SQ online destination:

Economy Class =
\$10 Woolies Voucher
Business Class =
\$20 Woolies Voucher
First Class/Suites =
\$40 Woolies Voucher

BONUS Voucher value will
be doubled for any tickets
issued to Japan!

[CLICK HERE FOR DETAILS](#)



*Conditions Apply

**Want 14% commission on all
accommodation bookings between
now and the end of February 2011?**

JOIN TRAVEL AGENTS NEXUS NOW



Joining is **FREE, SIMPLE** and takes about 10 minutes.

Go to www.travelagentsnexus.com.au
and then click on the 'Join Now' button.

Discover Europe in a Brand New Renault - 2011 Earlybird Offer



BOOK AND PAY BY 31 MARCH 2011 TO GET:

- **17% COMMISSION**
- **10 FREE DAYS ON LAGUNA MODELS**
- **7 FREE DAYS ON ALL OTHER MODELS**
- **MOST VEHICLES INCLUDE GPS EUROPE**
- **FROM 21 DAYS TO 6 MONTHS**

Call **1300 55 11 60**



RENAULT EURODRIVE

Established since 1955

TAX FREE EUROPEAN CAR LEASING



FCm Costa tie-up

FCM Travel Solutions has formed a partnership deal with Time Square Travel Agency in Paseo Colon to "significantly strengthen" its product and service offering in Costa Rica, with the alliance scheduled to launch in Jun.

QF best OTP in '10

QANTAS achieved the highest level of on time departures and on time arrivals domestically last year (among major airlines), with 85.6% of outbound and inbound flights getting away or arriving as planned, according to govt stats.

83% of Virgin Blue's flights left on time, followed by Jetstar (80.7%) and Tiger Airways (71.7%).

Regional Express led regional airlines in 2010, with 87.5% of flights departing as scheduled, just pipping Skywest, on 86.6%.

Virgin Blue had the highest cancellation rate in 2010, at 1.5%.

McGrath mixes with VIPs



ACCOR held a client recognition dinner at AIME on Monday night following the conference's Welcome Event.

The dinner provided a menu designed by the group's leading chefs and included special guests R&B singer Jessica Mauboy and TV personality Larry Emdur, who emcee'd the event.

Guests were transported to the Novotel St Kilda in stretch limousines and treated to a red carpet arrival.

Pictured here are Larry Emdur, Jessica Mauboy and Accor's vp Australia, Simon McGrath.

Luxor downgrade

THE United Kingdom's Foreign & Commonwealth Office website has downgraded its advice for travel to Luxor, saying "we no longer advise against all but-essential travel to Luxor".

The site continues to advise against all non essential travel to Cairo, Alexandria and Suez.

Australia's Department of Foreign Affairs and Trade is still listing the highest level of warning against travel to Egypt, sitting at the 'Do not travel' status (TDMon).

Wu & SQ team up

WENDY Wu Tours and Singapore Airlines have partnered up to offer pax a fully inclusive deal to China, Indochina and India, from SYD, MEL, BNE, ADL and PER.



Industry Appointments

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

Michael Friend will head up Flight Centre in New Zealand. He has progressed through the company over the last 15 years with his most recent role as executive general manager for WA and SA.

Travel the World has announced new senior sales appointments, that start with immediate effect. Barry Downs has accepted the promotion to National Sales Manager, reporting to Michelle Taylor who is the Director of Sales and Marketing, and Candisse Lynd Blaney has stepped in to take Downs' previous position of Sales Manager for Western Australia.

Excite Holidays has appointed Kate Dalton and Stacey Alderton as business development managers in Victoria and Queensland due to a "period of significant growth."

Captain Cook Cruises announced the appointment of its new National Markets Sales Manager, Aleksandra Markouska. She has been working with the company since 2006 as Sales Manager NSW/ACT.

South American eco adventure firm, explora, has appointed Jesus Parilla as its new GM following Josef Stirnimann's decision to take up a strategic role at Corpora after four years in the position.

Webjet car deal

BRAZIL'S low cost carrier Webjet Airline has signed a partnership agreement with holidaycars.com, to be the carrier's exclusive car rental service provider.

Qatar adds Venice

QATAR Airways will begin new daily nonstop operations between its Doha hub to Venice, effective 15 Jun, making it the airline's third Italian destination.

Multi Skilled Corporate Travel Consultant Sydney



Our head-office is a boutique off street Corporate Agency located in Artarmon on the Lower North Shore.

Our Sydney agency requires a Multi Skilled Consultant to be part of our Dynamic team!

The Corporate role requires 3 years + current and working experience within the Corporate Travel Sector of the industry.

Duties will involve booking both Domestic & International Travel including Trans Tasman, with Hotels and Car Hire. You may also be requested to be able to "Switch Hats" and assist with Holiday-Leisure bookings.

We are also a Cruiseco member agency. Systems of Sabre is essential, and Tramada is preferred but not essential, on job training can be provided. You must be a Self Ticketing Consultant, and have wide fares knowledge and understanding.

Great working conditions, from 9am to 5.30pm Monday to Friday, no late Nights on Thursday or weekend work. Off street parking available. Our Artarmon office is located within 1 minute walking distance to Artarmon Railway station.

We have our own "After Hours" Consultants, so you will not be required to assist in any after hours work.

Salary NEG for the right person with experience. A Team Player attitude is a vital part of this role.

We look forward to receiving your application and CV in writing via email to – belinda@gtstravel.com.au to the attention of Belinda Orsini.

This position is available immediately! So apply now to avoid missing the plane!!

SWEET AS
MEMORIES
FOR LESS

SYDNEY
MELBOURNE TO
AUCKLAND

FROM

\$159

Seat

ONE WAY, PER PERSON

PLUS MORE
SEATS TO
SUIT YOU

SALE ENDS
20 FEB

AIR NEW ZEALAND

Travel periods and conditions apply

3rd HKG runway

THE International Air Transport Association is calling on Hong Kong authorities to add a third runway at Hong Kong International Airport, as its two runways are "near saturation" says IATA's soon to depart director general and ceo, Giovanni Bisignani.

"To protect the airport's competitiveness, sufficient capacity is needed to support growth," he said.

Anantara free night

ANANTARA Hotels, Resorts and Spas are offering an 'Extra Night on Us' promo at 15 properties worldwide when booking a three night stay, through until 15 Apr.

See anantara.com/extranight.

Market Manager (VIC)



ZUJI, the 'Best Online Travel Agent' in Asia Pacific is dedicated to bringing market leading value and choices to travellers within the region by offering inspiring holiday rates online. We are seeking a highly motivated travel professional to join our hotels team, based in Melbourne. This is a great opportunity for someone wanting to take 'ownership' of the role and their own market(s).

As a Market Manager, you will be responsible for targeting and maintaining our Victorian Region and managing a portfolio of relevant hotel products for distribution throughout Travelcity's Global Brand Network. This includes maximising revenue results for our partners through key merchandising activities and effective management/advisement of inventory, rates and pricing. Key responsibilities of this role include taking ownership and accountability for specific hotel contracting targets in your region; proactively analysing contracts, rates and inventory reports to gain an in-depth understanding of our partners within the market (including the high/low occupancy periods); and to build and maintain superior relationships with all partners, including regular contact with each of them.

To succeed in this role you will need to have a strong understanding of the online travel industry, hotel sales and/or account management in Asia Pacific. A minimum of 3-5 years relevant experience, with proven ability to meet / exceed targets and deadlines, is required. We also require an exceptional communicator with high attention to detail, strong negotiation skills, analytical thinking and the ability to work both independently and as part of a team in a fast paced environment.

If you meet the above criteria and would like the opportunity to work in a challenging and rewarding role within this global company, then please send your cover letter and resume to scott@sabrepacific.com.au or call 02 8204 2624 for a confidential discussion. Applications close Monday 28th February.

TAAP bookings

EXPEDIA'S Travel Agent Affiliate Program has achieved record booking levels so far in Feb, with the online agent saying 139 of its 263 destinations were booked last week alone.

The majority of bookings are for the Northern Hemisphere, split between Europe (34%), the USA & Canada (25%) and Asia (16%), with Australia/NZ/Pacific region taking a 20% slice of TAAP's destinations for the month to date.

Getaway tonight

TONIGHT'S episode of Channel Nine's dedicated travel program, *Getaway*, features stories on:

- Paris, France
- South Australia on a budget
- New South Wales
- Christchurch-Dunedin roadtrip
- Melbourne shopping tour

Fiesta gets Strategic

WHOLESALE Fiesta Holidays has announced a new partnership with Strategic Airlines, offering a range of air and land deals to Bali.

EY-ssentially Abu Dhabi livery



SkyCity profit up

NEW Zealand publically listed firm Skycity Entertainment Group has reported a half year ending 31 Dec net profit of NZ\$67.4 million, up 2.1% on the same period 12 months earlier.

Adelaide Casino achieved an approximate 6% increase on earnings before tax, with Skycity saying it's continuing to discuss the properties redevelopment and casino reforms with the SA govt. Revenues at Skycity's Darwin property were down 5% during the period, blamed on the smoking ban introduced in Jan 2010.

Venture Thai 2011

VENTURE Holidays has released its 2011 Thailand brochure which features a broader choice of sightseeing programs in Bangkok, Phuket, Chiang Mai & Koh Samui.

13 new hotels have been added to the program in Bangkok and resorts in Kamala Beach on Phuket; Khao Lak, Koh Samui; and Koh Tao and Chiang Mai.

QR STR \$1035 fare

QATAR Airways has a special launch fare from Melbourne to Stuttgart, Germany priced from \$1035 including taxes and fees for travel between 05 -17 Mar 2011, when booked by 23 Feb 2011.

Magic celebrates 20

NEW Zealand's Magic Travellers Network has this week celebrated its 20th anniversary of linking like minded young travellers from around the world.

Hotels.com Fivestar

HOTELS.com has launched a new loyalty program that offers a members-only dedicated phone and email service for exclusive deals and promotions.

Dubbed 'Fivestar', membership is being made available to customers based on their booking activity through the website.

Typhoid back in Fiji

FIJI will have curfews imposed to contain the resurfacing of Typhoid after another major outbreak in villages located north of Suva was reported.

100 people have been tested for the disease but the number of confirmed cases has as yet not been released.

ABOVE: Abu Dhabi-based Etihad Airways has shown off brand new livery for one of its Airbus A330-300 aircraft as part of a recently launched 'Essential Abu Dhabi' marketing campaign.

The jet's livery features the caption 'Visit Abu Dhabi in 2011', which chief commercial officer Peter Baumgartner says underlines EY's commitment to Abu Dhabi as a tourist and business destination.

The triple class A330-300 which features the new Diamond First Class cabin will fly to Frankfurt, London, Geneva, Paris & Mumbai.

WIN A SPA PACK



To celebrate Valentine's Day, **Travel Daily** has teamed up with **Pezula Resort Hotel & Spa** this week and is giving away five lucky readers the chance to win a fantastic Pezula hamper valued at over \$100 (pictured above).

The Pezula hamper includes eight Signature Spa Treatment products from the Maruwa collection, a unique African range of body treatment products incorporating ingredients and essential essences garnered from the indigenous fynbos of the Western Cape.

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

Par for Pezula's 18 hole Championship Golf Course, which has just been ranked No7 in The Worlds Best Golf Resorts, is what?

Email your answer to: pezulacomp@traveldaily.com.au
Hint! Visit www.pezula.com
Congratulations to yesterday's lucky winner, **Rebecca Cushing** of **FCm Travel Solutions, NSW**.

WIN A 5-NIGHT HOLIDAY FOR TWO AT ANANTARA PHUKET



Throughout February, **Travel Daily** is giving travel consultant readers the chance to win an indulgent Phuket holiday package for two, courtesy of **Anantara Phuket Villas** and **Strategic Airlines**.

The prize includes Strategic Airlines return business class flights for two from Brisbane or Melbourne to Phuket; five nights accommodation in a luxurious one bedroom pool villa at Anantara Phuket Villas; daily buffet breakfast and return transfers.

Anantara Phuket have introduced an outdoor movie theatre on the beachfront lawns on Friday evenings. Guests can enjoy a complimentary movie and popcorn from the comfort of their beanbag as they take in the stunning ambience of the resort.

Anantara Phuket Villas are represented in Australia by Exclusive Resorts. For more info email exclusiveresorts@smink.com.au.

Every week **Travel Daily** will ask a different question relating to either Strategic Airlines or Anantara Phuket Villas – just read the issue and email us your answer.

There will be four questions in total. 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 stunning Phuket escape.

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

Q.3: Which category of villa at Anantara Phuket Villas would your clients be staying in to enjoy this unique Dining by Design experience (pictured above)?

Hint! Visit www.anantara.com



Crystal Alaska trips

CRYSTAL Cruises has introduced a range of shore excursions in Alaska for its return to the region after a six year hiatus.

Some of the options for pax sailing onboard *Crystal Symphony* on any of her nine 12-day voyages from San Francisco between May and Aug include the Sitka Sound Science Center Volunteering, White Pass Scenic Railway & Bike Ride or the Champagne & Glaciers by Helicopter tour.

AAT Kings discount

AGENTS have until tomorrow to take advantage of AAT Kings 30% and 25% discounts on select Flexi or Premium Australia/NZ trips for the second pax - aatkings.com.au.

Eagle to Grand Is.

AMERICAN Eagle is launching new nonstop services between Dallas/Fort Worth and Grand Island, Nebraska from 09 Jun.

New Taiwan brand

THE Taiwan Tourism Bureau last Fri officially launched a new brand for the country's tourism marketing, with the tag-line "Taiwan - The Heart of Asia".

The launch also includes a new logo (below) and coincided with a new Taiwan tourism promotional song and a 30 second video.

"The new brand will help the Bureau to develop international markets, opening a new era in Taiwan as the island continues striving to become one of the world's top travel destinations," a statement said.

The updated branding replaces the previous 'Touch Your Heart' slogan, with a major marketing campaign planned on global media such as CNN, BBC from next month, as well as in select markets incl Japan, Singapore, Malaysia and Hong Kong.



New TCF sign ups

THE Travel Compensation Fund has admitted 10 new head office agencies in the past two weeks, including an agent calling itself **Webjet Guru** of Concord in NSW (TD yesterday).

Also new in NSW are **Work & Travel Company** of Sydney (ABN: 24 100 120 689); **SOTC Travels** of Kellyville (ABN: 33 148 169 617); and **Mirage Travel** of Regents Park (ABN: 41 146 443 969).

Other additions include **Glaxis Travel** in Sunnybank (ABN: 41 143 161 326) and **Independent Aviation** in North Cairns (ABN: 28 094 748 491), both in Queensland; and **Beza International Travel** of Tarneit (ABN: 80 868 774 492), **Grandfield** in North Melbourne (ABN: 38 145 573 520); and **CTS Travel Services** of Williamstown (ABN: 45 147 660 106) in Victoria.

There's also a new sign up in Western Australia, with **Dial and Travel** of Leederville (ABN: 79 146 754 743) joining the TCF.

UA 757s airbourne

UNITED Airlines says it expects to have its entire fleet of Boeing 757s in the air on Wed (US time) after voluntarily grounding close to 100 aircraft on Tue.

UA needed to perform a series of checks on the 757's air-data computer software to meet FAA guidelines, which took about 90mins to perform, resulting in 15 flight cancellations on Tue.

Thai/Cambodia alert

THE Department of Foreign Affairs & Trade has increased its travel advisory to parts of the Thai-Cambodia border region to 'Reconsider your need to travel'.

The upgrade from 'High degree of caution' comes in the wake of ongoing border disputes, and is centralised to the area near the Pra Viharn temple.

TA India campaign

TOURISM Australia is using Indian nationals living in Australia as well as those who have visited the country to entice other Indian travellers to Australia, as part of a new advocacy campaign.

"Word of mouth can be very powerful when it comes to making holiday decisions," said TA's md Andrew McEvoy.

"This particular campaign aims to demonstrate Australia's warmth and friendliness through the eyes of Indians who have settled here or visited on holiday," he added.

Oman lifts BKK

OMAN Air will increase frequencies between Muscat and Bangkok to ten flights per week from 01 Jun.

The carrier is also boosting its services to Kuala Lumpur to a daily operation from the current five times per week services, according to agent GDS displays.

Queenstown gong

NEW Zealand's adventure capital Queenstown has been voted as the 'Best Incentive Destination' at the Micenet Australia awards.

Darwin re-opens

DARWIN International Airport reopened to international and domestic commercial services as of 9:00am local time this morning due to severe weather.

The move saw Jetstar cancel a number of services, allowing pax to alter their travel arrangements up until midnight Fri 18 Feb.



Inbound Groups Consultant

The AOT Group is one of Australia's largest Inbound Tour Operators and the largest wholesaler of domestic product in Australia. We are looking for a new Inbound Groups Consultant to join our dedicated and enthusiastic team.

The main focus of the role is to provide and support Inbound wholesalers with competitive quotes and 'sellable' itineraries. We are looking for someone with excellent communication skills, ability to multi task and time manage, Australian destination knowledge, foreign language skills will be advantageous (French, German or Italian), experience with group bookings, strong computer skills, attention to detail and experience with a reservation system such as Tourplan.

This is an excellent opportunity to be involved in an exciting and expanding side of the AOT business offering a diverse role with new challenges and experiences.

Please send your covering letter and resume through to careers@aotgroup.com.au



PAYROLL / ACCOUNTS MANAGER

- **Sydney CBD Office**
- **Global presence**
- **Permanent Part-Time**

TMS Asia Pacific is an established and trusted travel recruitment firm specializing in Travel and Hospitality. We are looking for an experienced **Payroll and Accounts Manager** to join our Sydney team.

THE ROLE

The successful person will be responsible for managing the payroll and accounts area of our Australian business and will work with and report to GM Australia and CEO and Founder in Asia.

RESPONSIBILITIES

- Weekly and monthly payroll for permanent and temp contractors
- Accounts Payable and Receivable and general accounting duties
- Monthly reporting - Profit & Loss, cash flow, budgeting and forecasting
- General ledger account maintenance and journal entries
- Manage and maintain financial database
- Prepare and oversee BAS and year end taxation requirements
- Client liaison in areas relevant to your area

SKILLS REQUIRED

- Current working knowledge of MYOB or Quickbooks essential
- Previous experience working with Fasttrack or other recruitment software
- Knowledge and experience of full function payroll and payroll practices
- Min. 3 years recent experience in accounting and bookkeeping
- Excellent communication skills and attention to detail
- Accounting qualification (CPA) preferred

If you possess a combination of the above skills and experience and have previously worked in the recruitment industry your application will be highly regarded

For interested applicants, please provide your updated CV along with cover letter in confidence to hr@tmsap.com

only shortlisted candidates will be contacted to complete our interview process





THE BEST NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

** EXECUTIVE ROLE – SYDNEY **

MANAGING DIRECTOR – INSPIRE AND DELIVER SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with passion for the travel industry, strong negotiation & relationship skills and the ability to be an energetic & inspirational leader. You will have great communication skills and the ability to inspire your team by setting clear objectives and celebrating success.

** EXECUTIVE ROLE – MELBOURNE **

GENERAL MANAGER INTERNATIONAL PRODUCT MELBOURNE – EXECUTIVE SALARY PACKAGE NEGOTIABLE

Move to Melbourne and be part of the Executive Team of this large travel operator. You will have a high level understanding of commercial aspects including extensive dealings with international product development, profitability, cost & margin management and competitor analysis with a proven track record of sustaining and delivering profits while managing your team.

A ROLE WORTH RELOCATING FOR

SENIOR ACCOUNT MANAGERS SYDNEY & BRISBANE – SENIOR PACKAGES AVAILABLE

This is a highly desirable position for an experienced corporate Account Manager – combining your expertise and confidence in managing high profile, high volume accounts and effectively managing the technical components that come with it. You will be tech-savvy and have advanced numerical skills, with the ability to consolidate complex data into clear information. You'll have proven negotiation and leadership skills as well.

IF YOU LOVE SALES, YOU'LL LOVE THIS ROLE

CORPORATE SALES MANAGER SYDNEY – SALARY PACKAGES OTE \$115K ++

Work on the cutting edge of corporate travel and join a global company that is expanding. If you can articulate your sales methods and ability to close the sale, and you're motivated by joining a company that will reward & recognize you for your sales achievements, this position will be a revelation for your career. Join a great team who will all reap the rewards from continued growth.

JUST CAN'T WAIT TO GET ON THE ROAD AGAIN

INDUSTRY SALES / BUSINESS DEVELOPMENT MANAGER SYDNEY – SALARY PACKAGES TO \$70K + incentives

Do you have experience out on the road? We now have many exciting Sales roles where you can sell a well known, international product to the Travel Agencies in your territory. Key to your success will be your proven experience in field sales, your ability to build relationships, your passion for growing sales, and your maturity to be accountable for your activities whilst out on the road. Car & clean License required.

SOURCE THE BEST PRODUCT IN THE MARKET

HOTEL CONTRACTING MANAGER SYDNEY – SALARY PACKAGE TO \$65K

If you have touched across product contracting, sales, revenue analysis, and hotel distribution this unique role may suit your skills. You will be joining a global organization providing a fun team environment and lots of ongoing career opportunities if you're up for new challenges. Advanced Excel skills are an advantage, and you must be well presented with strong communication skills. Take a chance on this one.

A GREAT CAREER MOVE TO AN INDUSTRY LEADER

CORPORATE ACCOUNT MANAGERS SYDNEY and MELBOURNE – SALARY PKGS TO \$85K

If you're an experienced Account Manager and have a perfect track record in client retention & revenue growth, use that experience to step up to a larger, more rewarding role and a company that can offer your career scope for future progression. Working in a great team you'll be assigned a portfolio of corporate clients to develop and grow. You'll be working with an inspirational leadership group.

BROADEN YOUR RETAIL TRAVEL CAREER

REGIONAL SALES MANAGER PERTH - SALARY PACKAGE OTE \$70k - \$90k

This Senior Regional Manager position will see you running the WA travel agency network. You will be a strong and confident communicator with the ability to show outstanding results in delivering increased sales throughout your retail travel career. With effective interpersonal skills your role will entail guiding and training store managers to build better teams, in turn increasing profits. Retail Management essential.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

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

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

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