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Austrian

7% Commission

*Conditions apply. Fares shown to Sydney based on Sydney to Europe via Bangkok. 7 days. 7 days per person and does not include taxes, fees and surcharges. Departures valid from 10 February 2010 to 31 December 2010. Must be purchased before 31 December 2010.

www.austrian.com

Travel Daily AU

First with the news

Mon 15 Feb 10

Page 1

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

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Chinese capacity boosted

THE government has finalised an air services agreement which will boost capacity between Australia and China by 70%.

Transport minister Anthony Albanese described the pact as a "significant breakthrough," with the deal also including a commitment to negotiations over a comprehensive open skies agreement with China.

Effective immediately carriers from both countries will be able to offer up to 10,500 seats per week via major Australian gateways, with a further 4,000 seats from Nov.

That's a total increase of 6,000 weekly seats from the previous 8,500 passenger allocation.

The new pact also provides a special entitlement for new

services between Brisbane and China, with 2,000 of the extra seats for Chinese carriers quarantined for flights to BNE.

It also allows more opportunities for Australian airlines to operate onward from China to Europe, as well as for Chinese carriers to fly beyond Australia, and for the airlines of both countries to operate via more intermediate points.

Passenger growth on routes between Australia and China has averaged 16.9% a year since 2005.

San Fran incentive

TODAY the front page of TD is a special colour in honour of a new promotion encouraging agents to sell Qantas direct flights between Sydney and San Francisco.

A prize of \$10,000 in cold, hard cash is on offer, with the incentive valid for sales 18 Feb-30 Jun.

You can sign up to participate from today at the special website www.sfo10k.com.au.

See the Peas!

AIR Tickets has launched an agent incentive offering consultants the opportunity to take a friend to London to see the Black Eyed Peas live in concert.

Enter by ticketing any Qantas flights over the next week (15-21 Feb) - more info on page 11.

Another whopper!

Travel Daily today has seven pages of news and photos, plus full pages from:

- AA Appointments jobs
- Explore Holidays incentive
- Club Med new brochure
- Air Tickets QF incentive

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Economy class to and from Australia and Business to and from Europe. Fares are non-seasonal and flexible permitting combinability of booking classes. Follow the [link](#) for full details.

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travel counsellors Where will your conversation take you?

2010 FORMULA 1 AUSTRALIAN GRAND PRIX

Melbourne, 26 - 28 March 2010



Book your clients a Qantas Holidays package today. Tickets* on sale now!

Valid for Sale until 22 February. *Conditions Apply.

qantasholidays.com.au/agents

Formula 1 AUSTRALIAN GRAND PRIX 2010

QANTAS Holidays

Extra points Trip

You will, if you win \$2000 worth of Ticketek vouchers!

Play Contiki's 'Trips to Tix' game for a chance to win \$10,000 worth of Ticketek vouchers every week. Includes daily prize of \$2000 worth of Ticketek vouchers.

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Simply book a Contiki tour to play Contiki's Trips to Tix game.
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www.inplacerecruitment.com.au

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Mon 15 Feb 10

Page 2

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NOU Year Sale
Up to 50% Off Airfares **CLICK HERE**
From **\$465** Per Person Return inc all taxes and levies
Conditions apply. Refer to your GDS for details
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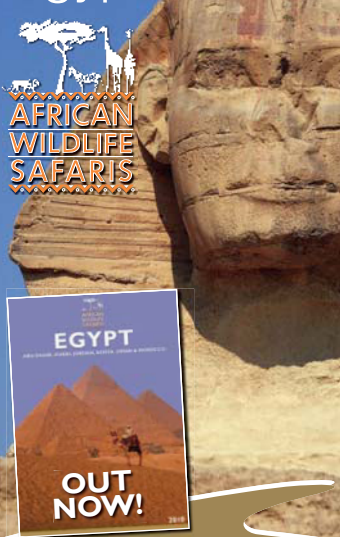
Rail Plus winner

CONGRATULATIONS to Sue Myers from Travel On Q in NSW who was last week's winner of a Eurail Select Pass in our Rail Plus competition.

Her caption was *One small step takes you to over 3,500 kms of track on Amtrak USA.*

This week's pic is on page 6.

Discover Egypt



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OUT NOW!

Unlock the mysteries of ancient Egypt on our Legends of the Nile Tour. 11 days/10 nights air and land package ex Australia from \$4,180* per person twin share.
Valid for travel 01 May -30 Jun 2010.
*Conditions apply.
For further information contact African Wildlife Safaris on 1300 363 302 or email info@awsnfs.com
www.aws.travel

LIC NO: 30248

Traffic to double by 2025

AIR passenger movements at Australian capital city airports are expected to increase at an average annual rate of 4%, which will see a total of 228 million in 2025/26 - almost twice the 2007/8 figure.

The predictions are summarised in a report published on Fri by the Bureau of Infrastructure, Transport and Regional Economics which predicts that Perth will have the highest rate of overall

PAL promotion

PHILIPPINE Airlines is ramping up its promotion in Australia with the appointment public relations firm MG Media to mount a campaign coordinated with new flights from Brisbane to Manila which launch next month.

PR gm Australia, Mike Garcia, said the agency would also work in partnership with the Philippines Department of Tourism to promote the destination.

Big win for Scroo

FLIGHT Centre md Graham Turner has done very well by putting his money where his mouth is over the last year.

In Mar 2009 the Flight Centre share price slumped below \$4, and Turner along with fellow directors Peter Barrow, Gary Smith and Peter Morahan weighed into the market to snap up some of what now turn out to be absolute bargains.

According to analysis by share market research firm The Inside Trader, Turner paid just under \$400,000 for 100,000 Flight Centre shares - which at the current price of \$19.30 are worth almost \$2 million, a gain of over 400% in just under 12 months.

growth at 4.7%, followed by Brisbane at 4.5% per annum and then Darwin at 4.3%.

However just separating out international movements, Adelaide is predicted to grow faster than any other capital, with a forecast rate of 5% a year.

The Bureau said the growth will require significant investment by airports to cope with increased future capacity, as well as a "coordinated response to improve landside transport links between airports and city centres."

Thomas tkt winners

TRAVEL Daily was inundated with entrants for last week's mini-comp to win tickets to see the Rob Thomas Concert at Sydney's Acer Arena on Wed, thanks to the Macau Government Tourist Office.

The eight lucky winners in the competition were: Carolina Gavin, Elite Travel Parramatta; Gloria Baidarman, World Business Travel; Lisa Krajnovic, HWT Corrimal; Jayne Kelderman, Northbridge Travel; Tara de Andrade, Donna Barlow Corporate Travel; Vicky Gilden, Jetset Tours; Samantha Galea, Sun Island Tours; and Karen Lazaric, Travelworld Richmond.

You've all won a double pass to watch Rob's concert on 17 Feb.

Club Med brochure

CLUB MED is reminding agents that its 2010 brochure is now out, with copies available by calling 02 9519 1666 - more info page 10.



Window Seat

MANCHESTER Airport in the UK entered into the Valentine's Day spirit last week by offering private pre-flight searches for romantic travellers planning to surprise their partners with an engagement ring.

Officials told Reuters that in previous years a number of marriage proposals were at risk of being ruined when screeners inadvertently revealed hidden rings during searches.

Pax travelling 12-15 Feb were told they could whisper "Be my Valentine" to security staff, and then be taken behind a screen for a private pat-down.

QANTAS certainly appears to be having more than its fair share of A380 teething problems.

QF flight 32 en route from the UK to Singapore yesterday had an unexpected return to London, dumping fuel and turning around after the crew reported smoke in the A380 cockpit when the plane was above Poland.

Comments on an aviation blog queried why the decision was made to return to Heathrow, with one wit quipping "Overhead Poland with an A380, I would divert to FRA, MUC or ZRH...all equipped to handle that baby."

"Or take it right back to [the Airbus factory at] Toulouse and return it for a refund."

Travel Industry Account Manager.

Virgin Blue Group has reshaped and revolutionised the Australian travel industry by doing things differently. We have a unique and innovative culture and encourage each and every team member to have a bit of fun at work.

Based in Melbourne, the Travel Industry Account Manager will be accountable for aggressively growing the Virgin Blue Group Account portfolio [Virgin Blue, Pacific Blue, Polynesian Blue & V Australia], through efficient targeting and conversion of high value retail, wholesale and group business customers.

To be successful in this role you will have a great sales track record, an established network of industry contacts and will be accustomed to negotiating contracts. On the road sales experience in a service industry, travel or FMCG field will be highly regarded and supported by a degree of 'product knowledge' of the airline/travel industry.

Click here to apply.

Applications close 22 February 2010.



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RENAULT EURODRIVE

Travel Daily AU
First with the news

Mon 15 Feb 10 Page 3

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Best Business Class White Wine
Business Traveller Cellars in the Sky Awards

QATAR AIRWAYS القطرية



Pacific Cooks up a treat
ABOVE: Pacific Resorts and Air New Zealand hosted a group of seven agents to the Cook Islands from 31 Jan to 04 Feb.

The group were lucky enough to experience the Pacific resort properties in both Rarotonga and Aitutaki, including a lagoon cruise and are seen here enjoying a fabulous dinner at the new Te Manava luxury villa and spa located in Rarotonga.

The group were also able to trial the award winning Air New Zealand service, which will soon introduce a direct weekly Sydney-

Rarotonga service from Jul.

Pictured *from left* are: Katherine Reid, Pacific Resorts; Luke Hardaker, Flight Centre MLC; Ilana Thomas, Escape Travel, Eastgardens; Carolynne Evans, Low and James Travel Associates; Leanne Downie, Spencer Travel; Allison Barclay, Revolve Communications; Thomas Koteka (seated), Pacific Resorts; Kara Mackie, Travelforce; Adelle Glick, Sabra Travel; Gordon Sutherland (chef), Pacific Resort; Tony Burns, Air NZ; Marcus Niszow, Pacific Resort and partner Melanie Cooper.

International Travel Consultant

Exciting and rewarding career position

Southside World Travel is seeking enthusiastic full-time senior and intermediate retail travel consultants to join its expanding team of professionals. Applicants will have:

- A minimum of 3 years experience
- Outstanding customer service skills
- The ability to work as part of a team
- Experience with Galileo and Crosscheck

We offer a great working environment, competitive salary and generous performance based incentives. Immediate start.

Send resume to:

The Manager

Southside World Travel

PO Box 636, Gympie, NSW, 2227

Email: mgr@southsidetravel.com.au

Olympic winners

TRAVEL *Daily* was rushed with entries from our readers in our Alisa Camplin celebrity interview comp which featured on Fri.

The names of the 2010 Winter Games' mascots are Miga, Sumi and Quatchi, and the three fastest people to tell us their names were - Rachel 'Sumi' Menhennitt of Flight Centre; Kathy 'Quatchi' Varley of Scenic & Evergreen Tours and Meaghan 'Miga' McLeod of Harvey World Travel Tumut.

QFLink in Lincoln

QANTASLINK has added its 54th destination, with flights between Adelaide and Port Lincoln kicking off this morning.

The QF subsidiary is offering 20 return weekly services and has employed 9 new Adelaide-based cabin crew for its latest route.

UU 777 to S Africa

REUNION-based carrier Air Austral (UU) has boosted capacity from St Denis to Johannesburg for the FIFA World Cup, between 10 Jun and 15 Jul (*TD* 10 Jul).

UU will operate a 364-seat Boeing 777-200ER on the twice weekly service in place of its 118-seat B737-500 usually on the route.

TA to target India

TOURISM Australia will launch a new promotion later this year in a bid to entice more Indians to visit Australia shores.

The tourism push will come despite a wave of negative publicity that has stemmed from violent attacks on Indian students in Melbourne (*TD* 05 Jan.)

The campaign will be a joint venture with airlines including Qantas and Singapore Airlines.

Minister for Tourism Martin Ferguson said the aim of the promotion will be to build on a 12% increase in tourist arrivals from India in 2009.

WIN YOUR DREAM ADVENTURE

OVER \$50,000 IN PRIZES TO BE WON!



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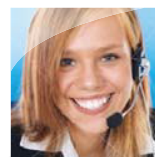
FULL DAY WORKSHOP

Do you sometimes feel that you are more of a 'travel information service' than a 'skilled travel consultant'?

Do you need a sales refresher and reinvigoration to get you to the top of your game?

Book this course to learn powerful new techniques and behaviours that will make it possible for you to turn every enquiry into a sale.

Investment: \$275 including GST



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Click here for more information and dates in your state
or call us on 1300 206 637

YOU'VE WORKED HARD YOU DESERVE A TRIP TO HAWAII

Hawaii Tourism would like to say mahalo nui loa (thank you very much) to Aussie travel professionals for supporting us through one of our most challenging years. Register at www.mahalomonth.com to get the details.



Hawaii Tourism Oceania

oneworld Atlantic pact gets US OK

THE US government has given provisional approval for the proposed trans-Atlantic alliance between American Airlines, British Airways, Iberia, Finnair and Royal Jordanian Airlines.

The tentative approval found that granting immunity to the oneworld alliance "would provide travellers and shippers with a variety of benefits, including lower fares on more routes, increased services, better schedules and reduced travel and connection times."

The department also said the proposed alliance "would enhance competition around the world" by providing an alternative to the Star Alliance and Skyteam groups, which have already been granted transatlantic immunity.

A condition to the approval is a

requirement that the applicants relinquish four pairs of slots at London Heathrow Airport.

Virgin Atlantic founder Richard Branson slammed the decision, saying it "beggars belief".

The proposed oneworld JV is still under consideration by authorities in Europe.

MEANWHILE American Airlines has also formally submitted a proposed "joint business agreement with Japan Airlines covering routes between the US and Asia.

Antitrust immunity between JAL and AA is made possible by the new Open Skies deal between Japan and the US, with the carriers saying they plan to coordinate fares, services and schedules "in order to attract new customers and boost revenues."

Insight Italy increase

SALES for Insight Vacations' 2010 Italy escorted touring program is up 40% on the same time last year, the tour operator has reported.

Managing director Lorraine Sharp attributed the growth to a "steady return of consumer confidence" following the global financial crisis.

She said the number of forward bookings for Insight's Italy program had enabled the firm to allocate 65% of trips as Definite Departures.

MEANWHILE, Insight's special groups department has also seen a rise in business, with Sharp saying enquiry levels are on track for a double digit growth year-on-year.

TQ Getaway promo

TOURISM Queensland, Flight Centre, Virgin Blue and Infinity Holidays have come together for a four-week campaign to promote holidays to the state.

The 'Queensland's Getaway Giveaways' will be advertised interstate and features over 130 special deals offered at hotels, attractions and tours, available across the Sunshine State.

Tourism Queensland ceo Anthony Hayes said funding for the new campaign was made available as part of the Tourism Action Plan to 2012.

"This is another example of the type of targeted tactical marketing we are focusing on," Hayes said.

It follows on from recent successful campaigns such as the 2009 Unreal Deals and Bonus Breaks promos.

Skywest paper pact

WA airline Skywest has announced a new agreement to airlift Perth daily newspaper The West Australian across WA.

Skywest will provide overnight airfreight services to increase utilisation of some of its aircraft.

The move will be announced today by West Australian Newspapers ceo Chris Wharton, who will tell the company's AGM that it will "enable our product, which has a limited shelf life, to be on the shelf when the shops open, not, as is currently the case, arriving on the shelves just before closing time."



SALES COORDINATOR

Aircalin is looking to fill the role of Sales Coordinator based in the carrier's Sydney office.

This full time role, reporting to the General Manager Australia and New Zealand, has the following key accountabilities:

- Assist Sales Manager Australia in all aspects of Fares Distribution, including maintaining all Net Remit fares accurately in the Palms database.
- Provide fares and ticketing assistance to wholesalers, agents and GSA consultants.
- Quote, book, manage, monitor and ticket groups for all Australian group and incentive agents.
- Process requirements for Agent Familiarisations, Travel Agent Specials, Duty Travel and any other activities as necessary.
- Ticketing for ad hoc requirements not covered by GSA.
- Office administration and reports.
- Participation in trade shows, and account meetings.
- Airport back up, as required.
- Some external sales representation to travel agents, corporate and MICE market.

Our new team member should have:

- Minimum 2 years experience in an airline or travel related position.
- Experience with a GDS (preferably Amadeus), and Palms Database.
- Excellent verbal, written and presentation skills.
- Excellent priority and time management skills.
- Proficient in Microsoft Word and Excel.
- Be prepared to work flexible hours.
- Ability to handle a small amount of domestic and international travel.
- Fluent in English both verbally and written. French language skills are advantageous but not essential.

Applications should be sent to Ken Triffitt, General Manager Australia and New Zealand via email ken.triffitt@aircalin.com.au or fax 02-92996330. Applications close Friday 19th February, 2010.

Travel Special of the Week



Never before seen industry rates on Alaska Cruises with Coral Princess 7 nights from \$696* from May to July and valid for all members plus family and friends.

[CLICK HERE FOR MORE!](#)



Experienced staff needed

NOW!

Business is booming and China Holidays needs staff to help us keep up with demand!

We currently have a vacancy for a

Senior Consultant

You must have the relevant experience, have a good eye for detail and love a challenge. Applicants experienced in selling travel to China, able to use Sabre and are ticketing trained will be highly regarded.

If you feel you are up to the challenge, love working within a positive team located in the Sydney CBD, then please forward your resume in confidence to

salesau@bookchinaonline.com.

A competitive salary and bonus scheme will be offered to the successful applicant.

www.bookchinaonline.com

Bali & Jakarta Airfare Sale...limited time only

From \$778 *Economy Class Return ex SYD From \$759 *Economy Class Return ex MEL From \$442 *Economy Class Return ex PER

Contact Garuda Indonesia on 1300 365 331



Garuda Indonesia

Emirates kicks a huge €60m goal

EMIRATES has announced an extension of its partnership with Italian football club AC Milan, with a shirt sponsorship deal valued at a whopping €60 million (A\$92m) over five years.

"Once again, Emirates has demonstrated its unstinting support for the world of sports, while extending our relationship with one of the leading iconic football brands," said EK divisional senior vice president, corporate comms Boutros Boutros.

"Needless to say, in the current economic climate, our enhanced commitment to the club, Italy and sports fans across the globe takes on an even greater significance," he added.

Emirates is an Official Partner for the upcoming FIFA World Cup, and also sponsors the Arsenal club in the UK as well as a number of top football clubs in France, Germany and Greece.

Fly free to Vietnam

APT is now offering free return airfares on select tours to Vietnam as the tour operator launches its 2010 China Vietnam brochure.

The fly free promo is available on the 21-day Vietnam and Riches of The Mekong and 13-day Mekong Delights itinerary when booked and deposited by 31 Mar.

Free flights are also offered on some of APT's China tours as well. See www.aptouring.com.au.

VX raises bag fee

VIRGIN America has lifted its economy class first baggage fee from US\$20 to US\$25, matching the charge by other US carriers such as UA, CO, DL and AA.

Tempo welcomes AUH capacity rise

TEMPO Holidays says the move by the government to double Etihad's flight frequency between the UAE and Australia (TD Fri) will help to cater for an increased demand to the Middle East.

"Abu Dhabi is becoming an increasingly popular business and tourist destination...and is suited to those seeking a quieter, more relaxed experience than Dubai," Tempo Australia senior product manager, Jeremy Hearst said.

Time to get Strategic in WA



STRATEGIC Airlines hosted an Arrival Cocktail Party last Tue at Fraser's Restaurant in Perth for key stakeholders, wholesale and retail travel agents, with over 100 guests attending (TD Tue).

Strategic flew its inaugural service between Perth and Derby last Mon, and is planning to fly Perth to Bali services from Jun.

Pictured here are some photos from the event - above, *from left*, are Damien Vasta, head of commercial Strategic Airlines; Natasha Ford, Strategic Airlines; Dennis Cometti, Channel 7 and Alison Jones, Strategic Airlines.



ABOVE: Adrian Boys, Qantas; Elsie Archer, president - shire of Derby West Kimberley and Drew Gaynor, Westralia Airports Corp.

BELOW: Zoe Beckett, Strategic Airlines, Kim Bolvary and Terrell Bolvary, KT Aviation Services and Katrina Buckingham, Strategic.



ABOVE: Alison Jones, head of Cabin Services, Strategic Airlines with Clive Adams chief operating officer, Strategic Airlines.



TRAVEL TECHNOLOGY SPECIALIST/ MANAGER REQUIRED

Pinpoint Travel Group proudly operates Singapore Airlines Holidays, United Vacations, Freestyle Holidays and Rosie Holidays, and provides travel services to a number of high profile "closed-groups". Pinpoint Travel Group is part of Pinpoint Pty Ltd, an Australasian leader in marketing and loyalty. We are a dynamic, fast moving business. Staff turnover is low, and effort recognised.

Due to an expansion in our business and the increased demands for technology enhancements, we are seeking a Travel Technology Specialist/ Manager to join our team.

The successful applicant will have a flair for productivity improvement through the implementation of the right automation products and procedures. They will make recommendations about our travel automation architecture, build business requirements, work closely with internal and external support divisions (Pinpoint has large IT and Digital Services departments), manage projects to deliver working solutions and provide a point of contact for outages and ongoing maintenance requirements.

Experience with Calypso and Amadeus would be highly regarded but not essential.

Based in Balmain, Sydney, NSW.

For a full job description, please contact Alison Powers via email: alison.powers@au.pinpoint.biz

Applications are due by Friday 19 February 2010
Please send a cover letter and resume with your application.

PASSENGER SALES AGENT (RESERVATIONS/TICKETING) WORLD AVIATION SYSTEMS AIRCALIN



World Aviation Systems, the leading airline General Sales Agent, is seeking an experienced person in Reservations & Ticketing.

The following skills and requirements are desired:

- Fares and Ticketing experience
- Excellent CRS and keyboard skills
- Excellent phone manner
- Ability to work under pressure
- Commitment to customer service excellence
- Excellent verbal and written communication skills
- Ability to communicate in French will have a distinct advantage

Interested applicants should send their resume to Dilli via email (dillic@worldaviation.com.au) before Monday 22nd February 2010.

Only successful applicants will be contacted.

WIN A TRIP TO EUROPE

To celebrate the start of the New Year, Rail Plus is giving **Travel Daily** agent readers the opportunity to win some sensational prizes during the months of January and February. To enter this fabulous competition, subscribers will simply have to correctly identify what country the train featured below is from and come up with a creative caption to accompany this image. There will be a major prize awarded at the end of the competition period of a place on the 2010 Rail Plus European familiarisation being held from 28 Apr to 08 May 2010, visiting Northern Italy, Switzerland, France and the UK* - for the best caption overall!

A weekly prize of a Eurail Select Pass for 5 days in 3 countries will also be up for grabs for the cleverest caption received each week, as decided by the Rail Plus judging panel.

So put on those thinking caps and email your caption and contact details to railpluscomp@traveldaily.com.au.

Full terms and conditions available at www.traveldaily.com.au.



*Itinerary subject to change.

rail plus
way to go!

Bound for Driveaway glory



ABOVE: Travel Bound & Cruise in Eltham, Victoria was recently awarded Top Selling agent for Travellers Choice by worldwide car rental specialists, Driveaway Holidays.

Driveaway bdm Liz Callis is pictured left presenting a commemorative plaque to the excited trio of Kerry Anderson, Bernadette Kelly and agency owner Simone Kelly.

KE pushes Oz

KOREAN Air has launched a new series of TV commercials in Korea which highlight Australia as an exciting destination for the 20-30 age group.

The ads showcase Australia's "unique environment and breathtaking beauty" and feature a Korean celebrity online gamer visiting iconic Australian landmarks.

Phone savings

A NEW Australian service called RoamingSIM is claimed to make it possible for consumers to save up to \$7 per minute when making calls from overseas.

RoamingSIM also offers retail travel agents commissions of up to 30% on its products, which use local phone numbers so that family and friends can contact travellers overseas without incurring a per minute charge on their local landlines.

Travellers can add up to 50 local country landline numbers to one SIM, with 52 countries currently on offer worldwide.

The starter pack costs from \$49.95 which includes the SIM card and \$10 credit - and there's also a \$99.95 option with \$60 credit.

RoamingSIM has been launched by a Melbourne company called Roaming Solutions, which is headed up by Jonathan Hume, who's well known to the travel industry through his International Rail operation.

More information 1300 702 748 or www.roamingsolutions.com.au.

Travel Daily
First with the news

Mon 15 Feb 10 Page 6

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E-mail: info@traveldaily.com.au

On-board i-SITE

THE operator of NZ's Interislander Kaitaki Ferry has announced that an i-SITE visitors centre will open on-board next month, in a joint venture between Positively Wellington Tourism and Destination Marlborough.

The initiative means that over 400,000 travellers a year will be able to make accommodation and activity bookings while crossing the Cook Strait.

AAT Kings extends

AAT Kings has extended its 50% off Short Break and Rail Break companion fare offer for NT trips of two days or more, with the deals now ending 28 Feb 2010.

The promotion also offers single passengers a 15% discount - more info www.aatkings.com.

STA Travel is the multi award-winning, global leader in travel solutions for students and young adults with over 30 years experience. Due to an expansion of our Product Department, there are two rare opportunities to join the team based in the Melbourne Head Office.



Land Product Manager

The primary focus of this role is to drive the STA Travel preferred supplier strategy to drive attachment and maximise sales and yield growth across a portfolio of preferred land products.

This will require the Land Product manager to ensure STA Travel has the best deals in the marketplace, negotiate optimal commercial terms with suppliers and promote and position STA Travel products effectively throughout distribution channels.

The ideal candidate is commercially astute, has strong analytical skills, and the self confidence to undertake negotiations with external suppliers.

Air Product Manager

The focus of this role is to develop an STA Travel air product range with a portfolio of preferred airlines that is compelling to the student/youth market while maximizing sales and yield.

The Air Product Manager will be responsible for ensuring that STA Travel continues to differentiate itself in the marketplace by way of exclusive Student and Youth air product, negotiating optimal commercial deals with airline partners, and the promotion and positioning of air products effectively across distribution channels.

For this role, the successful candidate will have strong commercial and analytical skills with an excellent understanding of Travel Agent and Airline relationships. They will also possess the ability to undertake high level negotiations with external suppliers and have a complete understanding of airline fare contracts.

Both roles require:

- The ability to communicate across all levels of the business
- Proven ability to work towards strict deadlines and under pressure
- Self motivated and personable with good people skills
- Excellent presentation skills both written and verbal
- Ability to travel domestically

A salary commensurate with the seniority of this role will be provided to quality candidates. Other benefits include Employee Assistance Program, Annual Study Grant, Tenure Based Rewards plus many others.

To apply for either of these opportunities, send a covering letter along with an updated CV to careers@statravel.com.au by 5pm 19th of February 2010. Only successful candidates will be contacted. No agency applications will be considered.



Brochures of the Week

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



The Africa Safari Company - Africa 2010

Launched earlier this month, this program features an expanded Kenya and Egypt combination range, more Gorilla trekking options and Malawi mini stay packages, along with TASC's tried and true product range. Debuting for the first time in the brochure is a selection of Indian Ocean cruise voyages sailing from Durban for between 3 and 14 nights. For

more info see africasafarico.com.au, or order a copy through TIFS.



Falls Creek - Winter Brochure 2010

This brochure provides all the info ski buffs will require for planning their 2010 winter ski holiday over 56 pages. On and off mountain package details are provided, with hotels ranging from budget to five-star. 'White

Space' value-for-money packages are also featured - offering 50% off the cost of peak season rates. Contact the Falls Creek Reservations Centre for a copy on 1800 45 35 25.



Sunlover Holidays - Queensland Rail Tours

This brochure has been expanded to eight pages in 2010/11 and features two new tours - a nine-day Reef and Rainforest Rail Tour and a nine-day Outback Adventure Rail Tour.

Brisbane 2010/2011

There are 47 accom listings, 21 tours, attractions and cruise options showcased in the latest Sunlover Holiday's Brisbane brochure. New for this year is the Novotel Brisbane Airport, Oaks Casino Towers and the Tangelo Island Resort - Dolphin Adventure Tour.

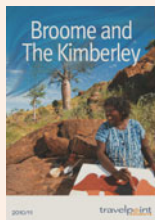


Tropical North Queensland 2010/2011

Covering the Tropical North Qld region - and new for 2010, the Cape York region - this Sunlover Hols brochure has 156 hotel options and 55 tour and sightseeing suppliers.

Travelpoint Holidays - Northern Territory 2010/2011

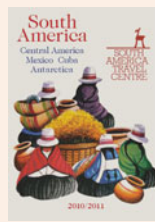
This new-look brochure includes a number of new suppliers in the Territory, such as Aboriginal Uluru Day Tours, Alice Springs City Sights and Arnhemland Tours. In all, there are 46 accom providers and 108 attractions and cruise listings.



Broome and The Kimberley 2010/2011

This recently released Travelpoint Holidays brochure has a collection of 38 hotels and resorts in and around the NT's Broome and The Kimberley region, complemented by close to 40 tour and cruise options. New for 2010 are self-drive holidays and a guide for the 'must-see' attractions.

To order a copy of any of these brochures visit www.tifs.com.au.



South America Travel Centre - South America

South America Travel Centre specialises in tailor-making personalised itineraries to suit travellers looking for a special experience in Latin America. Encompassing South America, Central America, Mexico, Cuba and Antarctica, the 2010/11 program is designed as a catalogue of tantalising ideas and inspiration and includes recommendations of some of the most interesting things to see and do in Latin America and how best to put them all together. Email satc@satc.com.au or phone 1800 655 051 for a copy or for more information.

Airtrain adds two

PAX travelling between Brisbane city centre and the domestic airport have two new Airtrain services to choose from, effective today, following the launch of new services departing Roma St at 5am and the Dom. Airport at 5:42am.



Back-Roads Touring Company - Europe 2010

A new 11-day French Riviera and an 8-day tour of Tuscany (which visits Cinque Terre) have been added to Back-Roads' latest European program. There are over 30 trips which vary in length from 3 to 13 days, tracking their way through 12 countries for groups of no more than 16 pax. For a copy see backroadstouring.com.au or phone 1300 100 410.



SIT - Italy 2010

Italian Travel Specialists Italy program covers travel throughout the country in great detail. It features tours through Italy's North and South, rail tours, walking tours, opera packages and gourmet tours. Other regions covered include the Aeolian Islands, The Lakes region, Umbria, Piedmont, Sardinia, Puglia, Campania, Liguria, Milan, Rome and Sicily.

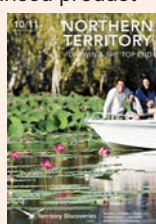
Phone 1300 885 173 or see southernitaliantours.com.au for info.



Territory Discoveries - Darwin & The Top End and Central Australia 2010/2011

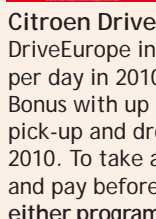
Uncover the hidden secrets of the Top End and discover the magic of the Red Centre with these new Northern Territory brochures from Territory Discoveries, valid for travel between Apr to Mar. The new brochures contain an enhanced product range, suggested itineraries, larger

maps and holiday reviews from NT experts. The Darwin & Top End brochure covers Kakadu, Arnhem Land, Katherine, Litchfield NP, Broome and The Kimberley. The Central Aus. brochure covers Alice Springs, Uluru/Ayers Rock, Kings Canyon, Tennant Creek, The Olgas and Macdonnell Ranges. Contact TIFS or see territorydiscoveries.com for info.



World Drive Holidays - Discount Motorhomes Rental 2010/2011

Get off the beaten track and rent a Motorhome with World Drive Holidays. The latest brochure features vehicle descriptions and pricing for motorhomes in Britain, France, Germany, Italy and the United States of America.



Citroen DriveEurope 2010 Tax Free Car Leasing

DriveEurope in a brand new Citroen from just \$30 per day in 2010. Take advantage of the Earlybird Bonus with up to 12 free days and 50% off European pick-up and drop off locations for all deliveries for 2010. To take advantage of the generous offer, book and pay before 31 Mar 2010. For more details on either program see www.worlddriveholidays.com.au.



Marketing Team Leader

- Advance your career with Australia's largest travel company
- Fantastic benefits including discount health & financial services

infinity
HOLIDAYS

Are you interested in using your marketing and travel industry experience to take on an exciting new challenge? Infinity Holidays has a fantastic opportunity for a **Team Leader of Marketing** to lead the strategic marketing direction of the brand, based in Brisbane.

Infinity Holidays is Flight Centre Limited's wholesaler of choice, with over 75% marketshare. As part of Flight Centre Limited, you'll enjoy an unbeatable range of benefits including **access to free health and financial consultations**, not to mention the **fantastic travel perks**. Best of all, you'll discover first hand why we're continually recognised as a **global employer of choice**. Apply Now!



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READY TO TAKE ON A NEW CHALLENGE?

BE THE FIGUREHEAD OF THIS EXCITING ORGANISATION COUNTRY MANAGER AUST/NZ SYDNEY – SALARY PACKAGE OTE \$250K+

A rare opportunity in one of the most prestigious brands in the industry. This is a senior leadership position with total responsibility for the commercial success and growth of the business locally. You will have a very strong industry presence with the proven ability to manage key stakeholder relationships and promote the product nationally. Proven leadership skills are a must as is experience within a multi-national organisation.

UNIQUE LEADERSHIP ROLE – ICONIC BRAND HEAD OF CUSTOMER SERVICE BRISBANE – SALARY PACKAGE \$115K + BENEFITS

You will be responsible for the seamless performance of a busy 24/7 operation, managing stakeholder interests and guiding the performance of a large customer service team (500+). You will have a strong operational and change management experience, including dealing with OH&S and EBA issues. This exciting opportunity is within a large, globally recognized organisation and must be filled soon. Apply now!

JOIN THE FASTEST GROWING SECTOR IN TRAVEL REGIONAL SALES MANAGER SYDNEY – SALARY PACKAGE OTE \$130K+

Here is a highly desirable position for a Senior Sales Manager who excels in the Leadership arena. Taking the helm of this experienced sales team, you will have impact as a leader and have the ability to gain respect which will ultimately drive and motivate performance. You will also have key client management responsibility at an executive level requiring a high level of professionalism & knowledge. This is a quality role!

MAKE A DIFFERENCE TO THE DOLLARS FINANCIAL CONTROLLER – WHOLESALE TRAVEL SYDNEY – SALARY PACKAGE TO \$130K

Provide commercial and strategic advice to the GM of a fast growing company and help drive the company growth. You will lead the Accounts team and work closely with the executive team to ensure that the company is in a sound financial position and has the capacity to take advantage of growth opportunities. You'll be experienced foreign currency management & trading and current taxation laws.

EXPERIENCE LUXURY PRODUCT FIRST HAND RESERVATIONS SUPERVISOR SYDNEY – SALARY PACKAGE to \$65K

Do you have experience leading a team and developing their skills? If you have proven experience as a supervisor and enjoy the challenge of making improvements to both people & procedures, this new position will offer you a wonderful working environment, inspirational leadership, amazing educational, and a top salary package. Come and demonstrate your talents and make a positive impact on this great business.

SELL WITH A LEADING NAME BEHIND YOU CORPORATE BUSINESS DEVELOPMENT MANAGER SYDNEY / BRISBANE – SALARY PACKAGE OTE \$100K+

Can you articulate your success and passion for sales and quantify your achievements in winning new business? If you're a talented, fearless, energetic and self-motivated BDM this world renowned agency will support you with leading products & services and a team of people that will ensure your success. Its easy selling with a great name behind you, and you'll be rewarded with a top salary & incentives.

DO YOU WANT A CRUISEY JOB? SALES MANAGER SYDNEY – SALARY PACKAGE TO \$75K

Are you an experienced on-the-road Sales Manager with a great reputation across the travel industry and strong relationships? How's your knowledge of international cruise product? If you're a classy Sales Manager looking for a role that reflects the quality of your experience and knowledge, this role will allow you to promote the brand and increase sales. Attractive salary package with car is available.

MANAGE THIS NEW DEPARTMENT INHOUSE CORPORATE/LEISURE MANAGER MELBOURNE – SALARY PKG \$65K - \$70K (NEG ON EXP)

Looking for a new challenge? This is the one you have been waiting for. You will be responsible for managing the entire efficiency of this in house corporate/leisure department supervising the team, implementing processes and procedures and ensuring this department is running smoothly and effectively. As a senior level manager you will be able to handle high end VIP clients. Mon – Fri Hours.

CONTACT YOUR DEDICATED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
NATIONAL
Ph: 02 9231 1299

Kate Dalrymple
QLD & NT
Ph: 07 3229 9600

Linda Green
NSW & ACT
Ph: 02 9231 2825

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

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au
FOR MORE GREAT EXECUTIVE VACANCIES VISIT www.aaappointments.com

Explore
HOLIDAYS™

Elite Explorers reward famil



Come and join us on an 8 day

Cruise around the Greek Islands
in October 2010!

Simply make as many Explore Holidays international, Cruise & Rail bookings between 1 July 2009 – 30 June 2010 to be in the running (sales are based on gross figures).

The **TOP 20** Elite Explorers will qualify for
THE EDUCATIONAL EXPERIENCE OF A LIFETIME!

This is your chance to sit back and relax and soak up the sunshine aboard the **MS Galileo** courtesy of Explore Holidays!

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THE NEW 2010 CLUB MED BROCHURE IS NOW AVAILABLE



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Club Med Ψ
WHERE HAPPINESS MEANS THE WORLD



7 WONDERS

7 CONTINENTS, 7 WEEKS

*Rocking London
with*



**Ticket any Qantas
between
15 and 21 February 2010
for your chance to win a
trip to London to see The
Black Eyed Peas
in concert
for you and a friend!**

Prize includes

- Qantas Premium Economy Class flights to London
- 4 nights accommodation in a twin/double room
- Black Eyed Peas Tickets for the 27 May 2010 concert



The Week 1 prize is a trip to London to see The Black Eyed Peas in Concert on 27 May 2010. The prize consist of 2 return Premium Economy class airfares (including taxes) from the winners closest international airport to London flying Qantas (on the new A380 if available), 4 nights Accommodation in a twin/double room, 2 Category 1 (Seating) concert tickets to the Black Eyed Peas at the O2 arena in London. The date of the concert in London is 27 May 2010 and all travel must be commence by 24 May 2009. Winners and their companions must travel together on all prize flights.



Terms and Conditions

Valid for any Qantas Sales ticketed via Air Tickets or via SmartTickets Online between 15 February and 04 April 2010 for departures on Qantas on or before 30 June 2010. The prize winners will come from the agencies which have the greatest growth each week during the promotion period of 15 February to 04 April 2010 and have issued a minimum of \$8,000 in net ticketed sales on Qantas via Air Tickets or SmartTickets Online. A minimum of 10% growth in Qantas sales versus the same period last year is required. One prize winner will be selected across the Stella Group each week and will win that week's 7 WONDERS prize. Winners will be notified at the conclusion of the promotion. The prizes must be utilised by an international travel consultant (and their partner of choice) employed full-time by the winning travel agencies. Prizes are non refundable, and cannot be exchanged for cash. All travel is subject to embargoes and availability. Travel Insurance, Visas and any FBT implications are the responsibility of the winning consultant. Stella Travel Services and Qantas Airways reserve the right to withdraw or change the conditions of the promotion at any time.