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Travel Daily AU

First with the news

Fri 29 Jan 10 Page 1

EDITORS: Bruce Piper and Guy Dundas
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TMS ASIA-PACIFIC

Travel Daily AU

First with the news on location in Dubai, UAE

Today's issue of TD is coming to you from Dubai, courtesy of Emirates.

TRAVELLERS bound for Europe or the UK from Australia have plenty of flight options available when flying with Emirates, via Dubai in the UAE. EK operate a thrice daily service out of Sydney to Dubai, one of which is aboard the airline's ever growing number of flagship superjumbos, the Airbus A380. The EK A380 has been flying the SYD-DXB route for close to a year now, and it truly is an amazing jet. The Economy cabin is configured 3-4-3 and seats 399 pax, there are 76 seats in the Business cabin and 14 First Class Suites. Guests travelling in Business Class on the A380 are seated in their own pods in a 2-2-2 configuration, with direct access to the aisle. The sleeper seats recline to a lie-flat position which makes it possible for that traveller who can't sleep on planes at the best of times, to enjoy an extremely comfortable rest so they can hit the ground running. EK's inflight entertainment system, ICE, provides over 600 channels on demand, with options including new release movies, TV shows, games, music, phones and SMS service.

Carnival to double pax

CARNIVAL Australia is expecting to double its passenger numbers to 700,000 by the year 2020.

Carnival UK ceo David Dingle, who is chairman of the Carnival plc Management Committee which oversees Carnival Australia, said the company anticipates carrying 300,000 passengers from Australia and New Zealand across its brands in 2010.

"I think we've got the capability of doubling that as we move into the next decade," he said at a press conference at Carnival Australia's new North Sydney headquarters yesterday.

Following the launch of P&O's *Pacific Jewel* last month, this equates to 60,000 additional passengers from 2009, and the same increment is expected to follow when *Pacific Pearl* comes into service in Dec this year.

In order to achieve the goal to double passenger numbers, Dingle said the company needs at least another four to five P&O and/or Princess ships in the market, and must also encourage non-cruisers to experience their product.

Dingle emphasised that positive word of mouth plays an important role in attracting new passengers.

"We need to give people a brilliant holiday and make sure they advocate it to their family

and friends," he said.

Dingle also highlighted the instrumental role of the travel agent to help grow the market, with their access to customers who have never cruised before.

He said he was impressed by internal Carnival research from Dec 09 which showed a 38% increase in agents recommending cruises without being prompted.

The company attributed this spike to the 'hugely effective' in-house programs such as the P&O Academy, and getting more agents onboard for ship inspections and famils to experience the product.

And whilst statistics show between 4-5% of Carnival bookings are made directly online, Dingle said the company is not trying to drive this number up.

"We're finding that people are doing far more research than before but are still going to a travel agent to book their cruise."

Although pleased with forward bookings for the company's brands, judging by the Carnival UK boss' task list, there's still a fair bit of work to be done.

2010/11 will see Dingle involved in driving up pricing to reflect the onboard cruise value offered, growing the Seabourn brand and reinvigorating P&O World Cruises in Australia.

Indonesia ditches \$10 visa option

THE Indonesian Ministry of Culture and Tourism has announced changes to the Visa On Arrival (VOA) system for foreign tourists, with the move becoming effective on 26 Jan.

The seven day VOA which previously cost US\$10 is no longer available, with tourists entering Indonesia now offered a 30-day visa at a cost of US\$25.

New legislation also allows visitors from 64 countries, including Australia and NZ, to extend their stay to sixty days on application, with officials hoping the move will encourage travellers to extend their stay.

The move appeared to come as somewhat of a surprise to the Sydney office of Indonesian flag carrier Garuda, which issued an urgent update yesterday saying it was awaiting clarification on the changes, but told agents: "Please ensure all passengers are aware that the VOA will now cost US\$25".

Indonesia is targeting 7 million arrivals in 2010, up from last year's figure of 6.4 million.

7 pages of news

Travel Daily today has seven pages of news and photos plus a full page of jobs from AA Appointments.



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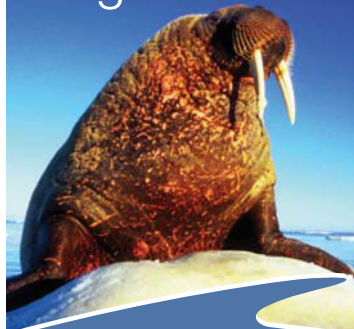
PNG suspension

THE Australian government has announced the suspension of subsidised flights to four airstrips along the Kokoda Track in Papua New Guinea, as the result of "serious safety concerns raised in an Airlines PNG assessment."

The affected airstrips include Milei, Kagi, Manari and Efogi, with the suspension announced in a Smarttraveller update today.

The assessment was undertaken in the wake of the crash last Aug of an Airlines PNG flight to Kokoda which killed all on board, including 9 Australians.

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Jetstar long-haul ex SIN

JETSTAR yesterday committed to the introduction of long-haul services using wide-body aircraft out of Singapore's Changi Airport, which has signed a new strategic partnership with the carrier.

The three year deal will see the Jetstar Group, including both the Australian and Asian divisions, commit to increase existing flight frequencies as well as offering more destinations ex SIN.

Projected growth includes wide-body A330-200 services to and from "destinations in Asia and beyond," with the carrier also aiming to grow the proportion of transit and transfer traffic through Changi.

Jetstar's growth will be supported by various incentives

Godfrey downplays alliance talk

VIRGIN Blue ceo Brett Godfrey has dismissed speculation that the carrier might join the SkyTeam alliance, in light of the pending approval of its joint venture with SkyTeam member Delta Air Lines.

Speaking at a conference in Singapore yesterday, Godfrey said "That will be for the next ceo [of Virgin Blue] to decide, but quite frankly I've never been in favour of joining alliances."

from the airport, which will enable it to lower its cost of operations at Changi, and there will also be extra incentives for launching services to cities not currently connected to Singapore.

Jetstar ceo Bruce Buchanan said the deal would allow the carrier to invest in both existing and new flying markets.

"The clear operational advantages of Singapore as a hub and primary access point into Asia are clear and can now be further built upon as a result of this agreement," he said.

SQ green flight

SINGAPORE Airlines is set to operate the world's first ever multi-sector "green flight" under the ASPIRE program which sees air navigation providers cooperate with carriers to provide optimum routings.

This Sun's SQ11, which operates from Los Angeles to Singapore via Tokyo, will be the fifth ASPIRE flight, and the first covering two sectors.

The flight coincides with the Civil Aviation Authority of Singapore joining the ASPIRE (Asia and Pacific Initiative to Recue Emissions) partnership, with the Joint Agreement to be signed by the CAAS next Mon.

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Window Seat

HERE'S a fresh idea for airport customer service.

An airport in regional Wisconsin in the USA is offering travellers free toothbrushes after they arrive on their flights.

The move follows observations of incoming passengers by airport officials, who noticed that many would get off the plane and go through their bags for a toothbrush because they were going straight to a meeting.

The airport's bathrooms now have free pocket-sized oral hygiene kits which contain mouthwash, a toothbrush and a single serving of toothpaste.

BETTER get that Russian tour in quickly if you want to catch a view of the Lenin statue in the southern city of Voronezh.

The statue has stood in the central square for about 50 years, but now the city-owned company responsible for Lenin's upkeep has gone broke.

The statue is up for sale to the highest bidder, who must be able to afford the 1.5 million rouble annual maintenance cost.

Officials said the future owner must continue to provide access to the 14 tonne statue to allow visitors to lay flowers.

PERHAPS this should be added to the DFAT advice for the UK.

Visitors to the Welsh capital Cardiff are being warned that shopping at one of the city's supermarkets in pyjamas has now been banned.

The large Tesco outlet in the suburb of St Mellons says it's responding to customer feedback by banning PJ's, nightgowns and bare feet, with a spokeswoman emphasising that "we're not a nightclub with a strict dress code, and jeans and trainers are of course more than welcome."

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QATAR
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Tennis a big hit for THAI



THAI Airways International has made the most of the Australian Open Tennis this year, hosting travel partners and top clients in a Superbox at Melbourne's Rod Laver Arena during the tournament - just around the corner from the channel 7 commentary team.

Pictured above in the box at last night's nailbiter between Andy Murray and Marin Cilic are TG's Sue Marr, Matthew Rice and Suzanne Bowles.

AOT Super Savers

AOT Holidays will next week launch a fresh campaign aimed at driving domestic tourism.

Deals will be on offer in South East and Tropical North Queensland, as well as the Qld Islands, NSW, WA, SA, VIC, the NT and Tasmania.

Agents will be able to download flyers on the packages from NSW Holidays, Travelpoint Holidays or Sunlover Holidays from next week.

Travel Oz returns

THE ABC television network is set to air the first episode from the third series of the Australian *Travel Oz* program next month.

GraingerTV will film 42 episodes of the travel program this year alone, with filming to take place in over 120 destinations across the country, including Torres Strait, Cocos Is and Murray River.

Travel Oz screens from 6pm on Mon evenings on ABC1.

Calif. train funds

THE Obama Administration is spending US\$8b on modernising a number of rail systems within the US, including the development of a high-speed rail system in the state of California.

The four lines in California will link San Francisco-San Jose; Merced-Fresno, Fresno-Bakersfield and Los Angeles-Anaheim are planned to be up and running by the end of 2020.

Other projects include a high-speed line between New York City and Washington DC, along with a rail link in Florida which will connect Tampa and Orlando.

Back-Roads 2010

BACK-Roads Touring Company has added two new tours to its 2010 European program - an 11-day French Riviera trip and an eight-day tour of Tuscany.

The small group tour specialist says its product offers guests a way "to go beyond the tourist façade and experience the local charm and history of the countries they visit, through culture, cuisine and architecture."

The company is a wholly owned subsidiary of Flight Centre; see www.backroadstouring.com.au.

Get hitched in Fiji

THE InterContinental Fiji Golf Resort & Spa is giving away a wedding package for couples who get engaged while at the resort during Feb this year.

The offer includes the services of a wedding coordinator, venue hire, marriage license, minister or celebrant, Fijian choir and more.

Couples need to book their wedding before Feb 2010, with a minimum of 10 room bookings - info weddings.fiji@interconti.com.

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SATC is mad about Lance

LAST week the South Australian Tourism Commission hosted Dennis Basham, national product manager, Blue Holidays; Jo Campbell, manager business development,

Blue Holidays and Alison Thomas, travel industry account manager, Virgin Blue/Pacific Blue Airlines and V Australia to experience the Santos Tour Down Under (TDU).

The Virgin staff trialed first hand some of the packages they have offered to the cycling event for the last two years.

They watched the Jayco Stage 5 from Snapper Point to Willunga, Adelaide City Council Stage 6 of the race, they attended the Legends Night Dinner and enjoyed many close up views of Lance Armstrong (pictured right).

Stay tuned for further details on the Blue Holidays



packages for the Santos Tour Down Under for 2011.

Pictured above *from left* are: Emma Giles, South Australian Tourism Commission; Dennis Basham and Alison Thomas.



ABOVE: The crowds came out in force to see Lance on the boil.

Brindabella boost

BRINDABELLA Airlines says it's responding to consistently high load factors on its flights between Brisbane and the NSW country town of Tamworth, by introducing larger 30-seat aircraft on weekend services on the route.



Travel Specials

WELCOME to *Travel Specials*, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of send the details to specials@traveldaily.com.au.

QATAR AIRWAYS has announced a range of special economy class fares between Melbourne and Europe, on sale until 12 Feb to numerous destinations including Athens, London, Paris, Istanbul, Frankfurt and Beirut. Economy fares lead in at \$1709, with the current specials including Melbourne to Rome at \$1845, Istanbul at \$1754, Athens at \$1805 and Beirut at \$1709.

CHAT TOURS is celebrating its 30th anniversary by offering a 5% reduction on its full range of coach tours in Greece. The move is effective immediately and applies to half day, full day, one night, two night and three night departures - details 1800 22 22 32.

THE AFRICA SAFARI CO has announced a pay 3 stay 4 summer package at Savanna Private Game Reserve in South Africa. The reserve borders the Kruger National Park, with the deal leading in at \$2040pp, a saving of more than \$600. It includes two game activities and three meals per day, drinks and laundry as well as a free bonus tour to a local village and a welcome bottle of sparkling wine - more info www.africasafarico.com.au.

APT is offering a 15% discount for single travellers and a half price companion offer on any of its Northern Territory short break tours of two days or more booked before 13 Feb. The deals apply to land touring only and don't include the cost of any associated air or rail travel. The APT NT Short Breaks brochure lists over 100 tours, most of which qualify for the companion deal - 1300 278 278.

&BEYOND has announced a big saving on its Simply Spectacular six night safari package in Botswana. Normally priced at \$4481 it's now on sale at \$3660, a saving of \$821 per person, and includes two nights at each of three different &Beyond lodges in the Savute region, Chobe National Park and the Okavango Delta. Luxury accommodation, all meals and drinks, inter-camp transfers, and twice daily game activities are all included. Valid for travel 01-31 Mar - see www.andbeyondafrica.com/specials.

INSIGHT VACATIONS is offering a \$150 discount per person on its 11-day *Treasures of Mexico* tour, with the deal available on the 13 Feb departure which begins and ends in Mexico City. The fully escorted trip also visits Queretara, Guanajuato, Morelia, Patzcuaro, Taxco and Puebla. Normally priced at \$2925, now \$2775pp land only, and single supplements apply. - more information www.insightvacations.com.au.

TRAVELZOO has highlighted a bargain London hotel deal, with the five star Wyndham Grand London Chelsea Harbour offering a \$243 per night rate for a Junior Suite - almost \$180 off the regular price. The suite sleeps up to two adults and two children, and the offer also includes a 50% discount on breakfast for adults and free breakfast for kids under 12. Valid for stays until 31 Mar and must be booked by 31 Jan - see www.travelzoo.com.au/news.

Travel Agency Manager

An outstanding opportunity is available for a motivated individual ready to take on a challenge as Travel Agency Manager, in Bondi Junction.

We require an experienced Travel Agency Manager to manage all aspects including bookings, ticketing and travel advice for both International and Domestic Travel.

Key responsibilities include:

- Managing a small team
- Liaising with travel partners, including airlines and hotels, to manage bookings and schedules
- Dealing with travel enquiries and aiming to meet customer expectations;
- Prepare reports and assist in analysing travel trends and spend

To be considered for this position you will have:

- A minimum of 10 years knowledge in travel agency
- Experienced in the use of travel systems
- Extensive experience in fares and ticketing

Tertiary Qualified candidates or applicants with previous experience managing an agency with the following skills will be highly regarded:

- Microsoft Office Suite,
- Fare and Ticketing I and II training
- Excellent knowledge of Galileo GDS
- Knowledge of Travelog

You will be an extremely organised, hands-on individual, with high attention to detail. You will also have the ability to take ownership of work and have a proven track record in travel coordination.

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DL ditch LAX-GRU

DELTA Air Lines has withdrawn seat availability from travel agent GDS on its Los Angeles-Sao Paulo service, which launched just last month, with the move suggesting that the carrier is terminating the route altogether while still in its infancy.

DL had previously said it was suspending the route between 01 Mar-01 May - meaning flights operated for just three months.

However, now flights beyond 01 May show no seat availability.

The route connecting Brazil and California was announced on the same day Delta officially said it would begin Los Angeles-Sydney services, as revealed exclusively by *Travel Daily* (TD 18 Dec 08).

LAN has also announced a new route between California and South America (TD yesterday), with the first service between San Francisco and Lima to debut in Jul.

CX boosts Seoul

CATHAY Pacific Airways has announced the addition of four flights a week to Seoul from 02 May, with a further three weekly services from 01 Jul to return the frequency back to the 2008 level of 5 return services a day.

CX will also retime its daily Mumbai flights from 28 Mar to depart at 2150, offering improved connectivity from Australia.

AAT NZ strong

AAT KINGS is urging travel agents "not to forget about New Zealand" with the destination offering excellent value and a huge variety of experiences.

Outgoing MD Les Cox said AAT Kings had seen a steady increase in NZ bookings with the most popular length of stay 12-14 days.

The tour operator is currently offering 25% off the second passenger for any two pax travelling together on an AAT Kings Premium Escorted tour in NZ of 10 days or more, for bookings made up to 13 Feb 2010.

AAT Kings is also offering a number of domestic Australian deals including 50% off second passengers on short breaks in Tas, NT, Sydney and Melbourne.

WIN A SOUTH AFRICA BOOK

TODAY South African Tourism is giving *Travel Daily* readers the chance to win this stylish South Africa coffee table book.

To enter, simply register on South African Tourism's online training program at www.southafrica.net/fundi and be the first reader to email the correct answer to the question below to fundicomp@traveldaily.com.au.



Name the Big Five.

Visit www.southafrica.net for hints



CONGRATULATIONS to Melissa Devlin of Travelworld Penshurst who was Thu's lucky winner.



It's Possible

SYD rides the wave

NINETEEN cruise ships will dock in Sydney Harbour next month, boosting the state's economy by \$30 million as 40,000 visitors step foot in NSW, according to Ports and Waterways Minister Paul McLeay.

NSW Minister for Tourism Jodi McKay said tourism related cruise activity injects more than \$220m every year into the economy.

Vessels making stops in the NSW capital include *Rhapsody of the Seas*, *Seven Seas Voyager*, *Queen Victoria*, *Volendam*, *Pacific Jewel* and making her maiden voyage to Sydney is *Seabourn Odyssey*.

CEO of Carnival Australia Ann Sherry said, "the economic benefit of these visits is greater than ever as some of the ships, *Queen Victoria*, *Arcadia* and *Seabourn Odyssey* will make overnight stays."

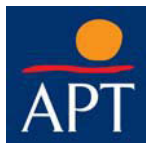
Electronic cruise docs on track

CARNIVAL Corporation says it will roll out its electronic documentation system to the Australian market over the course of this year.

Since Princess Cruises' switch to E-docs in the UK last Aug, 75% of passengers documents are now being printed over the internet, according to Carnival UK ceo, David Dingle.

"It's more efficient and instant, so people don't have to wait," said Dingle.

Once the booking is paid in full, passengers will be able to print boarding passes, terms and conditions, luggage tags and other pertinent information for their upcoming cruise.



BUSINESS DEVELOPMENT MANAGER

APT is the premier touring company in Australia and we are inviting applications for the position of Business Development Manager in Queensland.

The BDM Queensland is responsible for:

- Developing sales strategies to target distribution network of travel agents and wholesalers.
- Growing sales revenue of all the products in the portfolio.
- Representing the company at trade and consumer events
- Managing specific sales and marketing projects as required
- Contributing to a close knit, supportive Sales and Marketing team.
- Creating and maintaining relationships with industry and trade partners.

The role will suit an applicant who has a passion for travel and likes to work autonomously, managing his/her own "Territory" and who enjoys working in a fluid and highly competitive sector of the industry.

The successful applicant will possess:

- A successful track record of achieving sales targets within the travel industry in the role of a BDM
- A strong understanding of the APT market and product
- Demonstrated experience in providing professional and credible support to customers
- Excellent relationship management skills
- An analytical and creative approach
- Confidence in presentations and training customers in product features and benefits
- A passion for pursuing excellence in results
- A commitment to the team and a desire to help others to be successful
- Ability to undertake interstate and intrastate travel

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White Bay now OK

LESS than 12 months ago, the UK head of Carnival Corporation, David Dingle, expressed his concerns about the NSW govt's proposed plan to moving the current Wharf 8 terminal to the industrial precinct of White Bay.

Speaking in Sydney yesterday, Dingle said he is now "more comfortable about the move to be made," following confirmation of the cruise terminal's permanent relocation to Balmain (TD 21 Dec 09).

"It's not the type of place you'd associate with an upscale travel environment, but I feel reassured that eventually when we do go to White Bay, there'll be a good facility to greet our ships", he said.

Dingle identified his main concerns this time last year were that no decisions had been made about the new terminal, and that Wharf 8 in Darling Harbour would be closed by now.

Carnival PR move

TWO Carnival Australia staff responsible for public relations have left the company, with the departure last Fri of Anthony Fisk and Jane Humphries.

It's believed the move signals a larger role for PR firm MG Media.

3rd Seabourn named

THE highly anticipated new vessel to join Seabourn Cruises fleet has been given the name *Seabourn Quest*.

Scheduled to debut mid 2011, the latest addition will be the third of the sleek design that first appeared on *Seabourn Odyssey* in Jun 2009.

The second sister ship, *Seabourn Sojourn*, will debut on 04 Jun this year in Greenwich, England.

Carrying just 450 guests each - mainly early retirees and well travelled people, Carnival UK ceo David Dingle said he is looking to expand the Australian Seabourn market, particularly with the introduction of two ships.

"The visit of *Seabourn Odyssey* in Sydney next month is going to be a great platform to get the Seabourn brand out to the agents and the community," he said.

According to Dingle, the majority of new business for Yachts of Seabourn is the result of positive word of mouth.

Asia cruise board

THE newly formed Asia Cruise Association has named its office bearers, all representatives of the founding cruise line members.

The association is dedicated to promoting cruising in Asia, with 2010/11 directors including Royal Caribbean's Rama Rebbapragada as chairman, along with RCC's Jennifer Yap and Kelvin Tan; Costa Cruises' Dario Rustico, Melvin Yap from Silversea Cruises and Michael Goh from Star Cruises.

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
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Key Accounts Manager

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Amadeus is the world's largest supplier of travel distribution services and the largest supplier of IT solutions to the Australian and New Zealand travel and tourism industry. Amadeus is the chosen technology partner for providers, sellers, and buyers of travel. We have won awards around the globe in recognition of our innovative and progressive IT solutions.

Amadeus currently has a new exciting opportunity to join our Sales Department based in Sydney or Melbourne. The key purpose of the Key Accounts Manager position will be to oversee the acquisition, retention and development of assigned Key Accounts.

IN ADDITION THE ROLE WILL BE RESPONSIBLE FOR THE FOLLOWING ACTIVITIES:

- Build, develop and maintain relationships with Key Account (KA) decision-makers to develop opportunities, maintain, and expand business within the accounts, visiting clients and defining solutions as required

- Manage the decision-making between Strategic Key Accounts and the wider Amadeus Commercial Organisation

- Maintain a high level of current knowledge of the solutions portfolio and the benefits of specific products for Key Accounts

- Monitor business trends that may impact the Key account market segment

- Create, implement and monitor Key Account Development Plan

- Achieve monthly, quarterly and yearly acquisition targets for segments and retention of customers at agreed profitability levels

- Ensure high levels of industry contacts with customers, prospects and suppliers are developed and maintained

Essential to the role will be sales experience in the travel and tourism industry, key account management,

project management and excellent problem solving and negotiation skills.

A solid understanding of Amadeus products and services along with knowledge in IT and technology at a functional level and an ability to build and implement a Key Account Development Plan will be a significant advantage.

Amadeus has a well-defined set of corporate values, and we seek out those who will enjoy our culture. If you are looking for a work environment where you will be exposed to industry best-practice, where you will be encouraged to learn and grow, where you will be in a supportive team environment and have the opportunity to be recognised for a job well done, then please apply.

If you want to be part of a global dynamic company please apply by logging onto www.au.amadeus.com and click on "About Us" and then "Careers" or e-mail the Human Resource department at careers@au.amadeus.com

Egypt incentive

AFRICAN Wildlife Safaris is offering travel agents the opportunity to win a once-in-a-lifetime holiday to Egypt valued at more than \$7500.

To be eligible simply book two clients on any AWS Egypt tour between now and 30 Apr 2010.

The prize includes return economy class flights, a six night tour of Egypt including a 3 night cruise from Aswan to Luxor, as well as all transfers, sightseeing and entrance fees.

Every booking made gives agents another chance to win - more info 1300 363 302.

Avalon charges up

THE Australian Competition and Consumer Commission has said it won't object to a proposed terminal navigation charge from Airservices Australia at Melbourne Avalon Airport.

The new charge of \$5.49 per tonne will apply to planes landing at Avalon from 01 Feb.

Tourplan connects

TRAVEL software specialist provider Synyati has confirmed a new direct interface between the Tourplan system and Synyati's Spurwing electronic data exchange platform.

The move will allow inbound tour operators and wholesalers using Tourplan to load purchase orders directly into Spurwing, where they will be automatically matched against electronic invoices loaded by suppliers.

Amadeus reward

AMADEUS has launched a special promotion for Australian and NZ travel agencies, aiming to reward consultants for making hotel bookings via Amadeus Hotel Store between 27 Jan-27 Apr.

It's open to all Amadeus agents in Australia and selected NZ agencies, and every participating agency which achieves 100 bookings via the Amadeus Hotel Store during the promotional period will win.

Prizes on offer include a corporate massage for the agency (the mind boggles!), a hamper full of goodies to share, or an Apple iPod Nano.

And the agency with the most bookings over the promotion will win a DeLonghi CitiZ coffee machine.

Amadeus will be conducting special virtual training courses for consultants wanting to familiarise themselves with the Hotel Store booking solution, which is fully integrated into Amadeus' front office system and allows faster and more efficient booking of hotel consolidator content.

See www.au.amadeus.com.

Cover-More appt

FELICITY La Terra has been appointed as the new Vic/Tas sales manager for Cover-More Travel Insurance, moving after many years with the Travel Corporation.

Also new to the Cover-More team is part-time bdm Kate James who will look after agencies in Melbourne's north.

Nippon to Munich

ALL Nippon Airways (ANA) will add direct daily services between Tokyo Narita and Munich, Germany effective 01 Jul.

From 31 Oct, ANA will also add twice daily flights between Tokyo Haneda and Taipei Sung Shan.

Sue sells Seashells...



ABOVE: WA's Seashells Hospitality Group recently celebrated the 20 year anniversary of its front office receptionist Sue Morris, who has worked in the company's Scarborough property since it began operating more than two decades ago now.

MD Paul King acknowledged the milestone by presenting her with a piece of Broome pearl jewellery, saying Sue had always provided guests with a "warm welcome and a friendly and familiar face."

Seashells has grown significantly since those early days, with properties in Broome, Mandurah and Yallingup, and marked its 20 years of operation with a rebranding in Dec, which rolled out with the refurbishment of the apartment complex at Scarborough.

The company has a strong focus

on staff training, having formed a joint venture with Mint Hospitality Training to give employees the opportunity to undertake continual training and enhance their skill sets.

Currently there are 24 Seashells staff undertaking fully funded Certificate 4 in Hospitality Studies and Training and Assessment Certificates.

Sue said she hopes to have many more years with Seashells.

"It's not too bad working on the beach every day," she added.

She's pictured above right on a sparkling Scarborough day with the property's gm Christie Vanderbroek.

Qld charter deal

CAIRNS-based Independent Aviation has won a whole-of-government tender to manage aircraft charters for the Queensland government, with the move effective 15 Feb.

HRG

HRG Australia - A leading global travel management company currently has several opportunities for the right people in the following roles:

Business Development Managers - (Sydney & Brisbane)

We are looking for experienced, driven and focused Business Development Managers based in Brisbane and Sydney. The be successful you will have; current travel management experience, strong industry relationships, thorough knowledge of sales principles, a proven track record and a genuine desire to succeed. You will also have excellent communication, organisational and presentation skills. If you are self motivated and have proven sales success then this is the role for you.

Strategic Client Manager - (Sydney or Melbourne)

This role will be suited to a person with extensive industry expertise and high level analytical and communication skills. You will be highly organised and disciplined with an in-depth understanding of industry technologies and the benefits they can bring to travel programs. You will have the ability to build strong relationships and a proven track record of successfully managing large corporate accounts. This role will give you the autonomy to make decisions and ensure that your clients travel program remains at the cutting edge.

If you believe you're suitable for any of these roles and would like to join HRG Australia please send through your CV to; recruitment.au@hrgworldwide.com

Applications close Friday 11th February

www.hrgworldwide.com
HRG Australia. A Hogg Robinson Group company

PRESENTATION SKILLS 2 DAY WORKSHOP

The ability to present well is a vital business skill.

In fact, your effectiveness in communicating to small and large groups is often a make or break component of closing a sale, gaining a new client, receiving approval for a new idea or venture, and implementing a business plan.

Whether you are a state or national leader, a rep, a business development manager, an account manager, or trainer, this 2 day workshop is guaranteed to significantly improve both your confidence and your presentation ability.

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

STAMP YOUR MARK ON THIS CORPORATE TRAVEL CONSULTANT ADELAIDE (CITY) SALARY PACKAGE \$60K (OTE)

Adelaide is thriving with a great new corporate travel position up for grabs. This could be your chance to shine!

With a sensational mix of itineraries and the potential to earn an executive salary, you could soon be one of the highest paid corporate consultants in Adelaide. All candidates must have a min 2 years international travel consulting experience, have strong Galileo skills and be motivated by targets.

HEAVENLY WHOLESALE WHOLESALE TRAVEL CONSULTANTS x 7 PERTH (INNER) SALARY PACKAGE TO \$43K + OVERTIME

Looking to move away from face to face consulting or maybe you're just looking for a new wholesale company who can offer you a great career, fun team environment, funky chill out room and exciting extra social events. There will be new friends made when you join them today! You need to be an experienced international travel consultant with strong communication skills and the ability to work in a busy office!

TIRED OF FEELING LIKE A NUMBER? CORPORATE TRAVEL CONSULTANT MELBOURNE (INNER) – SALARY PACKAGE TO \$55K

Our client is a boutique travel company with an extra edge. This small travel division is seeking an experienced corporate consultant that is capable of working independently and can be left to their own devices. Although predominately corporate travel you will be required to book leisure travel occasionally if the corporate clients request it. Minimum 2 years international corporate travel experience required together with Amadeus.

EXCITING UNIQUE ROLE GROUPS & LEISURE CONSULTANT MELBOURNE (EAST) – SALARY PKGE TO \$50K +

Join this sensational company where you will enjoy working in a small team but with a varied role including arranging small to large groups for special interest touring from cruising to gardening and archeological tours. Plus you will also get to know the solid repeat client base who also book their own leisure holidays. It's a great mix and if you have the skills you may also be leading a tour one day too.

TOP TEMP TO PERM OPPORTUNITY PRODUCT ADMIN ASSISTANT SYDNEY NORTH - EXCELLENT HOURLY RATE

Hot off the press - exciting and diverse temp role just called in! You will be assisting the Product Manager of this amazing wholesaler where your day to day duties will include creating price sheets and rates; creating briefs and assisting with marketing. You must have excellent grammar; attention to detail; strong typing skills; high level organisational skills; ability to multi-task and a fantastic can-do, but relaxed attitude.

TEMP FOR THE BEST! HIGH END LEISURE – SABRE AND TRAMADA SYDNEY NORTH – FANTASTIC HOURLY RATE

Our client specialises in Corporate & Leisure travel to the discerning traveller. This assignment is to cover a Senior Consultant/Managers annual leave, so you will be handed a portfolio of corporate and leisure clients that you are to maintain, nurture & assist whilst the consultant is away. You will be extremely proficient using both Sabre & Tramada, with very strong international and domestic product skills.

A BREATH OF FRESH AIR PRODUCT SUPPORT AND LOADING ROLES AVAILABLE BRISBANE CBD SALARY PACKAGE \$40K - \$45K OTE

Enjoy problem solving and have a high attention to detail? Looking for a change from consulting? Why not make a move today to product! This market leader is looking for dedicated consultants to join their product team in support and loading roles. This role will bring not only a much needed change but you will enjoy fantastic \$\$, team building nights, yearly conferences and much more! NATIVE CALYPSO skills are highly desirable along with experience in data entry.

UP, UP AND AWAY AIRLINE FARES AND TICKETING SUPPORT BRISBANE CBD SALARY PACKAGE \$45K - \$50K OTE

We are currently looking for experienced fares and ticketing consultants to fill a rare opportunity to work for an airline. You will love working Monday – Friday, no long hours and enjoy fantastic benefits. What are you waiting for? If you have a minimum of three years experience, strong skills in Galileo, Amadeus or Sabre and exceptional customer service skills we are looking for you! These roles won't last for long, call today for a confidential chat.