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Travel Daily AU

First with the news

Mon 01 Mar 10 Page 1

EDITORS: Bruce Piper and Guy Dundas
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Travel Daily AU

First with the news on location at **AIME in Melbourne**

Today's issue of **TD** is coming to you from the annual **Asia-Pacific Incentives and Meetings Expo**, courtesy of the **Melbourne Convention + Exhibition Centre** and **Reed Travel Exhibitions**.

AIME was established in 1993, and now in its 18th year continues its tradition of showcasing the best Australian, Asia-Pacific and international destinations, products and services for the business events industry.

More than 850 exhibitors are on show, with over 3000 visitors expected to attend this year.

The event also includes education sessions, examining a range of issues including return on investment, innovation, marketing, themes, catering and entertainment.

There are also lots of opportunities for networking and delegates will even be able to enjoy an exclusive VIP evening spending up at the new Crown shopping precinct tomorrow night.

See www.aime.com.au.

Expedia affiliate program

ONLINE travel giant Expedia has today announced that effective immediately it's offering direct commission to Australian agents.

The Expedia Travel Agent Affiliate Program gives agents direct access to Expedia's global inventory, offering commission on flights, hotels, packages, car rental and activities.

Agents who sign up to the scheme are provided with a "password protected channel" where they can book and earn commission on Expedia content.

Expedia mgr of Travel Agent Distribution Asia Pacific, Stuart Udy, said the scheme had been highly successful in Europe, with more than 6000 members enlisted.

Prices and products shown on the agency's booking will be identical to those on the

consumer site, allowing the agent to compete directly with an online price and still earn comm.

Udy said commission is earned on processed bookings regardless of whether the consumer credit card or the agency's card is used to process the transaction.

See expediaaccess.com/au.

New Karratha flights

QANTAS has announced new weekly non-stop services from both Sydney and Melbourne to the WA mining town of Karratha.

QF already operates direct services from Brisbane to Karratha, with the addition of the two other east coast capitals set to meet further demand from the mining and resource sector.

Group Executive Rob Gurney said "We are committed to supporting the increasing demand for air travel in and out of Western Australia during this period of strong economic growth."

Today's Travel Daily

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

- AA Appointments
- Explore Holidays
- Club Med
- Air Tickets

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First with the news

Mon 01 Mar 10 Page 2

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Sail somewhere NEW

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Rail Plus winner

THE weekly winner of our Rail Plus competition was Maureen Hamilton from Jetset Cessnock, who correctly identified the train as being in Canada.

Maureen wins a Eurail pass; while the grand prize winner, who will get to take place in the upcoming Rail Europe educational, will be announced later this week.

MEANWHILE today we launch yet another amazing *Travel Daily* competition - this time offering a reader an opportunity to win a trip for two to Abu Dhabi.

See the details on page seven.



We've arrived in Bangkok and can't wait to get stuck into it. First we meet our tour manager Dave, a guru on all things Asia, and the Contiki crew we will be travelling with. Everyone on tour is around the same age and here for the same reason – to discover new culture, see some awesome sights and have a lot of fun.

Tonight we hit the night markets, do a spot of shopping and Tim gets his dreads touched up. It's not long before the call of a tasty Pad Thai tempts us over to a roadside vendor. Although filling, we still manage to fit in a before-bed snack – fried insects! The crunchy critters are a bargain at less than a dollar a bag and a lot more appetising than you may think.

Catch you tomorrow!
Tim & Tim

Click here to watch the Two Tims



Chile quake hits flights

WHOLESALEERS have responded quickly to the devastating earthquake in Chile over the weekend, which has disrupted flights from a number of South American and Pacific destinations.

Adventure World says it's working closely with its ground operator to assist affected clients, with marketing manager Neil Rodgers saying bookings are being revised and agents informed about changes.

AW won't be charging any cancellation fees itself, and will liaise with local suppliers on a case by case basis.

The Department of Foreign Affairs and Trade has upgraded its travel advice for Chile, and is advising that due to the earthquake Australians should reconsider their need to travel.

The earthquake's epicentre was around Concepcion, about 300km south of Santiago, and the major port of Valparaiso has also been declared a disaster area.

Tucan Travel advised that all of its passengers in Chile are safe and uninjured, with tours to Patagonia diverted to alternative routes.

Tucan GM Australia, Justin Ewin, said the main difficulty for tour operators will be the reductions of flights at Santiago,

with the operator's base in Peru set to work closely with any clients affected by the delays.

LAN this morning confirmed that its flight LA800 which departed Sydney yesterday was held over in Auckland, but is expected to depart for Santiago this afternoon.

Inbound flights from Santiago will not operate today or tomorrow, with the airport there not yet open for full operations.

However LAN said it does have limited access to an alternate airport near the city.

Emergency enquiries to LAN can be directed to 1800 558 129.

MEANWHILE Air Tahiti Nui said yesterday's inbound flight TN101 from Papeete to Auckland was postponed due to a tsunami warning as a result of the quake, and will operate today instead.

Air Austral comp

AIR Tickets and Air Austral today launched a new agent incentive in which the winner will receive a return trip to Paris and the Indian Ocean.

The top seller of UU tickets from Sydney to Paris 01-26 Mar will win, with the prize also including VIP activities during Paris Fashion Week and a relaxing Reunion Island holiday.

More info 1300 306 365.

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TRAVELLERS arriving at Sydney International Airport on Fri were really in the pink, with lots of excitement coinciding with the landing of Air New Zealand's special Mardi Gras flight 'The Pink Express'.

Adrienne Witteman of Trendsetter Travel in Sydney happened to be in the arrivals hall at the time, and suggested that Sydney Airport could employ some 'showstoppers' to work during peak periods on a permanent basis, in an effort to defray long queue tempers.

"Customs was a blaze of pink, 6 foot 5 'girls' in sequins and big wigs were the highlight and I have never seen so many smiles on so many faces - including customs and immigration officials," she told *TD*.

THIS is a true example of air mail.

Two bags of priority packages appear to have gone missing over the US state of Montana, after a cargo plane door was accidentally opened in flight.

Alpine Air confessed that the hatch on the twin engine turboprop opened during a flight between Billings and Kalispell.

It's not clear whether any mail is missing, but at the most two bags could have disappeared, with staff now optimistically searching the Bob Marshall Wilderness Complex, covering about 6,100 square kilometres.

THERE would have probably been significant shrinkage at Sydney Opera House this morning, with cooler autumn weather greeting the more than 5000 people who turned up to pose naked on the steps for a Spencer Tunick photo (*TD* Wed).

Tunick took about an hour to get the shot, posing participants in a "variety of positions".

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RENAULT EURODRIVE



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Page 3

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Best Business Class White Wine

Business Traveller Cellars
in the Sky Awards

QATAR
AIRWAYS القطرية

New 1car1 brand

CAR rental specialist 1car1 has this morning launched Compass Cars - what it's describing as "a new direction in car rental wholesaling in Australia."

1car1 has for many years been associated with UK car hire, but last year switched suppliers after the demise of the UK operation of the same name (TD 13 Mar 09).

Founder James Frape said that since then agents have asked if the company could provide car rental round the world "as they like our hassle free way of doing business".

The company will continue to operate its Australian car rental operations under the 1car1 brand but Compass Cars will offer an ever-expanding range of overseas product including Renault leasing, campervans and motorhomes in Europe and UK/Ireland car hire through Enterprise Rent-a-Car.

Frape said Compass would continue the existing 1car1 policies of instant confirmations, quotes held for 30 days and no reductions in commission if agents call to amend - see www.compasscarrental.com.au.

Magellan addition

THE Magellan Travel Group this morning announced that ACT-based Capital Travel Manuka has become its newest member.

The agency has been in operation for some 23 years, with Magellan gm Andrew McFarlane saying the move "illustrates that the best agents look beyond 'free-fees' and other short-term incentives and see the long term financial benefit to their business of receiving full payment of overrides and other performance based supplier incentives."

Capital Travel Manuka takes Magellan's membership to 44 agency locations around Australia.

Wotflight drops JQ

THE new Wotif-backed flight search website wotflight.com.au (TD 17 Feb) is no longer displaying Jetstar inventory.

It's understood that a formal agreement with the carrier is yet to be finalised.

The move means that for flights on the busy Melbourne-Sydney sector only Qantas and Virgin Blue options are displayed, with Jetstar and Tiger both absent.

Looking hot in Hawaii



ABOVE: Hawaiian Airlines and the Sheraton Waikiki recently hosted this group of professional conference organisers on a visit to Honolulu.

The PCO's experienced the hotel's revamped conference facilities, and also made the most of some of the top spots to rejuvenate afterwards.

The Sheraton Waikiki now offers the newly renovated Hawaii Ballroom - the largest hotel ballroom in Waikiki - as well as 16 individual meeting rooms and a fully equipped business centre.

The group also sampled the local dining options, experienced a unique seaborne function venue called The Catamaran Experience, spa treatments at Spa Khakara and lots of shopping!

Pictured above outside the Sheraton Waikiki are, from left: Philippa Margan, Next Stage Events; Mary Karagiannis, Hawaiian Airlines; Jodie Haylock, Solterbeck; Kristina Jeney, Events With More; Joanne Mahoney, Leading Edge Conferences; Gladys Arraj, Nationwide Travel; and Josie Armao, Starwood Hotels.

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Accor super sale

ACCOR has today announced that a 3-day super-sale from 07-09 Mar will see more than 1 million rooms at 300 hotels in 16 Asia-Pacific countries offered at 50% off the normal rates.

The Super Sale is valid for stays 01 Apr-31 Aug, including Easter and winter holiday breaks in Australia, NZ, Fiji and Asia.

Accor Asia-Pacific vp sales, Graham Wilson, said the price levels "are unlikely to be seen again for a considerable time."

All external distributors connected to the Accor TARS CRS through GDS, Pegasus or XML direct connect will automatically have access to the promotion.

See accorhotels.com/supersale.

DMS workshops

DESTINATION Marketing Services is hailing the success of its ninth annual workshops, which took place last week in Sydney and Melbourne and showcased a range of overseas suppliers.

MD Leila Fiedler said the company has been overwhelmed so far in 2010 by the strength of the business events industry, and is seeing a huge interest again from Australia and NZ in international travel for conferences and incentives.

The workshops attracted more than 120 professional conference organisers, corporates and airline representatives.

Costa crash

THREE crew members were killed and several passengers injured when a Costa Cruises ship crashed into a pier at the Red Sea port of Sharm el-Sheik in Egypt.

The accident happened in the early hours of the morning, with Costa issuing a statement saying that "Costa Europa, while docking in Sharm el-Sheik port, hit the pier and reported damage on the right side.

"We sadly confirm that three crew members are deceased and that three passengers and one crew member required a visit to the city hospital."

It's believed that the incident occurred in bad weather, with Costa blaming an unexpected gust of wind for the collision.

Europa's current 18-night sailing from Dubai to Italy has been cancelled, with passengers to be flown from Sharm el-Sheik to their destinations.

Travelport brings GDS ads in-house

TRAVELPORT has announced that it's now selling advertising on its GDS products exclusively through its own internal staff, with the move part of ongoing development which will "bring the relevance and clarity of Google-like search advertising to the travel agent's desktop."

Travelport GDS vice president Advertising and Marketing Solutions, Paul Hesser, said the rollout later this year of the Travelport Universal Desktop "will accelerate the move from primarily a distribution vehicle to a strategic sales and marketing platform" offering integrated and targeted messaging opportunities.

Como offers Serenity Now!



SINGAPORE-BASED COMO Hotels & Resorts says it has the perfect antidote for the weary traveller - it offers complimentary yoga sessions at its eight properties worldwide.

In fact, at its two London Hotels, The Halkin and The Metropolitan, there are yoga mats in every room and even a dedicated yoga TV channel for guests to relieve stress.

Speaking at an agent function in Sydney last Thu night, COMO's Director of Sales & Marketing, Simon Kerr, said his company has become known for its quality, Asian-inspired holistic spa treatments.

"We are different to other groups: we're very small, very personal in our approach with each of our locations chosen for their peace and serenity, whether it be on a hillside in Bhutan or riverbank in Bali."

The company, which started 19 years ago is privately owned by wealthy Singaporean Christina Ong who also owns 400 fashion stores worldwide that sell to the rich and famous.

In London Ong is known as The Queen of Bond St, and in Singapore, The Queen of Orchard Road.

As well as the two London hotels, others in the group include The Metropolitan in Bangkok, Uma Ubud in Bali, Uma Paro in Bhutan, and two COMO Shambhala island retreats in the Maldives and Parrot Cay in the Caribbean, which has become actor Hugh Jackman's favourite getaway, says Kerr.

In addition, COMO Shambhala owns and operates Glow Restaurants in Bangkok and Bali

that focus on enzyme-rich, healthy and delicious cuisine created by Aussie, Amanda Gale who trained under Neil Perry.

"In fact, most of our chefs have come out of the Rockpool stable, so our guests are in for a top culinary treat," Kerr added.

Pictured above at the function are, from left: Simon Kerr, Group Director of Sales & Marketing; Tom Orchard; GM of the two London properties; Jean-Paul Riby, GM Uma Paro; Jon Halpin, GM Como Shambhala Estate; and James Low, GM Metropolitan Bangkok.

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bmi off to Berlin

BMI has announced the debut of daily London Heathrow-Berlin Tegel flights from 28 Mar.

The A319 service complements the existing thrice daily flights on the route from bmi's codeshare partner Lufthansa.



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.



Ski Express - New Zealand 2010
Ski Express' 2010 New Zealand ski brochure is now available, with exclusive benefits incl Ski Hosts, Mountain Tours, Resort Passes and apres activities. New for this year are in-hotel equipment fitting at some Queenstown hotels, and the firm says it's the only wholesaler offering a completely flexible interchangeable ski pass. Copies via TIFS.



Travel Indochina - Japan Handmade Holidays
This expanded e-brochure features vastly expanded content including new 'Footloose' itineraries ranging from 8-16 days, as well as small group touring, self-drive tours and an expanded range of handpicked accommodation - more info 1300 362 777.



Travel2 - Singapore & Malaysia 2010/2011
This recently launched brochure features 24-pages covering the traditional hot spots and some new destinations, including Redang and Tioman Islands, which are located of the East Coast of Malaysia. T2 can package up flights with 5 airlines to Singapore and Malaysia, meaning getting there couldn't be easier. For bookings go to Calypsonet.



Bentours - Scandinavia & Russia 2010
Bentours' core Scandinavian, Arctic, Baltic and Russian cruising, rail travel, cruise & land combos and independent travel options are coupled with some new soft adventure trips to Inari, The Faroe Islands and Southern Greenland in this year's brochure. See www.bentours.com.au.

ATEC preferences

PARTICIPANTS at the upcoming ATEC Symposium in Apr are now able to register their preferences for workshop appointments online. The event will take place at the Hotel Grand Chancellor in Hobart 20-23 Apr - see www.atec.net.au.



Mon 01 Mar 10 Page 5
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Creative Holidays - Australia 2010
Rolled out recently, this brochure provides accom, sightseeing, activities, car hire, transfers right across the country. Destinations incl Sydney, Melb, Canberra, Brisbane, Adelaide, Darwin, Kakadu, Katherine, Central Australia, Perth, the Kimberley, the Coral Coast, Geraldton, Kalbarri, the Outback Broome and Margaret River. For details see creativeholidays.com.



Biznaga Travel Co. - Experience Spain
This boutique travel firm offers unique cultural holidays to Spain for intimate groups of up to eight people. This brochure contains details of 3 Planned Holidays in 2010, along with information about their Tailor Made Holidays. The trips incl the 10-day Andalucian Gastronomy luxury tour on 15 May, the Biznaga's Spain tour on 31 May and the Beach Culture itinerary on 18 Sep. For info phone (02) 8003 4007.



Greece & Mediterranean Travel Centre - Greece & Turkey 2010
Released recently is GMTC's core destination brochure - Greece and Turkey. This year's program features more hotel options in Athens and on the Greek Islands. Louis Cruises' three continents voyage also returns, along with more Greece and Turkey combo tours.



Mediterranean 2010
Italy, Spain, Croatia and Cyprus feature in this brochure along with cruises of the Adriatic and Mediterranean. In Italy, GMTC has added a range of English speaking only tours. For more information phone 1300 661 666.



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Melbourne

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

Typically working 4 x 10 hour shifts each week (full-time) and receiving ongoing training and support in their daily roles, this role is suited to people who enjoy working shifts.

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EACH day this week, South African Tourism is again 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.



What city is Table Mountain situated in?

Visit www.southafrica.net for hints



Russian rail online

GATEWAY Travel has launched a new system which allows the online booking of rail travel in Russia.

The range includes direct Trans-Siberian itineraries for single journeys and return from Beijing to Moscow or vice versa.

More info 02 9745 43333.

Formule 1 for AKL

AUCKLAND Airport has announced plans to build a Formule 1 hotel, at the same time as releasing a 4.7% first half profit result of NZ\$54m.

CEO Simon Moutter said there was strong demand for short-stay accom near the airport.

Theme park special

DREAMWORLD and WhiteWater World on the Gold Coast are offering a \$59 unlimited school holiday (27 Mar-18 Apr) ticket for Australian and NZ residents, or \$69 for unlimited entry to 30 Jun.

See www.dreamworld.com.au.

Going Above & Beyond



OVER 900 glamorous guests packed the Grand Ballroom at The Westin Sydney last Friday night for the 24th ASX Thomson Reuters Charity Gala Dinner.

Hosted by New Zealand Idol judge, Frankie Stevens, the night included great food and wine and a dual performance by Australian Opera singer, Amelia Farrugia and pianist, Tamara Anna Cislowska.

Generous guests reached deep into their pockets on the night to raise close to \$900,000 through the sale of raffle tickets and a silent auction, with prizes being donated by over 200 sponsors.

It was a big night for Platinum sponsor and Indian Ocean holiday expert, Above & Beyond Holidays, as well as Air Austral who donated an eight night Indian Ocean luxury tour, airfares and accommodation at Naiade Hotels & Resorts, which was auctioned off for \$15,000.

"We are delighted to be a sponsor of this very worthy event", Above & Beyond Holidays director, Stephanie Savage told *Travel Daily*.

"Our main aim is to offer a travel experience that's above and beyond our customers' wildest expectations", Savage said.

Sustainable winners

SKYRAIL Rainforest Cableway in Cairns, Old and Crystal Creek Meadows Luxury Cottages & Spa Retreat from Kangaroo Valley, NSW have been named joint winners of the Qantas Award for Excellence in Sustainable Tourism.

The winners each received a \$25,000 cash prize from Qantas at last Fri's Australian Tourism Awards in Hobart.

And to add to the company's fabulous evening, they were announced as winners of the mixed golf team at the Charity Golf Day that had taken place earlier at Pennant Hills Golf Club.

All of the money raised on the night will now be distributed to over 20 charities including CanTeen and Autism Spectrum Australia, adding to the \$21m already raised by the Charity Foundation since its inception.

Pictured above is John Archer, Nina Prakash, Bev Archer & Peter Savage from Above & Beyond, Lyn Tan, s2i Communications; Stephanie Savage, Above & Beyond; Terri and Francis Ong-Seng, Air Austral; Katina Generalis, Above & Beyond and Linda Christie, Naiade Resorts.

US fee gets closer

A US\$10 fee is likely to apply for all Australian travellers to the USA under the Visa Waiver Program, after the US Senate last week passed the new Travel Promotion Act.

The legislation now awaits assent from President Obama, and if he signs it into law this will create a Corporation for Travel Promotion, described as a "multi-million dollar public-private partnership to promote the United States as a premier travel destination."

The new body will also aim to "better explain travel security policies to foreign travellers".

The US\$10 fee will be collected once every two years in conjunction with the issuing of the Electronic System for Travel Authorization.

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OS incentive

AUSTRIAN Airlines is offering agents the opportunity to win an iPhone 3GS 16GB by ticketing any OS fare ex Australia this month.

The prize will be drawn on 15 Apr 2010 - info 1800 642 438.



Win a luxury trip to Abu Dhabi

Abu Dhabi Tourism Authority is giving one Travel Daily reader and their guest the chance to visit and experience the rich culture and hospitality of this charming Arabian Gulf emirate.

Beautiful weather, pristine beaches, captivating oases, dramatic desertscapes, vibrant city life and centuries-old culture and traditions come together in Abu Dhabi to create an experience like no other.

Your luxurious prize will include: Return economy flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane), 4 nights accommodation at the 5* beachfront Fairmont Bab Al Bahr, Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

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

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

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

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

Q-1. Do Australian passport holders require a visa to enter Abu Dhabi?



visitabudhabi.ae

Fairmont
BAB AL BAHR

Arabian Adventures
THE DESERTS MANAGEMENT COMPANY

C&K China incentive

COX & KINGS is celebrating its official launch in Australia (TD Fri) by offering agents the opportunity to win a holiday in China for booking C&K products.

GM Marketing Ash Jurberg said agents would go into the draw for the 10-day land-only China Experience for two for each new C&K booking deposited by 30 Apr.

See www.coxandkings.com.au.

More US chaos

WINTER storms have once again caused widespread havoc across the US, with more than 1000 East Coast flights cancelled on Fri.

New York was hit particularly hard, with 30% of flights affected.

NBTA member push

THE National Business Travel Association has launched a membership drive which aims to deliver new and enhanced services to participants.

NBTA, which recently rebranded locally as NBTA Australia/NZ (TD 14 Jan), brings together major corporations and travel suppliers.

The membership initiative includes unlimited availability of the Managed Travel Index & Benchmarking Tool developed by the NBTA Foundation, which enables members to benchmark aspects of their travel programs against their peers.

Use of the tool previously cost US\$595 a year - www.nbta.org.

Tough year for travel salaries

NOT many people in the travel industry received a pay rise last year, according to the 2009 Australian Salary Report released yesterday by recruitment firm TMS Asia-Pacific.

TMS ceo Andrew Chan described this as "not so suprising" given the backdrop of the economic crisis, with less than 50% of respondents seeing any increase in salary.

Only 37% actually received a bonus, and fewer than nine percent of those who did manage to see a pay increase received anything greater than 6%.

But salary was certainly in focus by respondents in the 29-35 and 34-45 age groups, with 90% and 86% respectively saying that salary was 'important' or 'very important'.

The corresponding figures for 2008 were 71% and 67%.

Chan said that in tough financial times it appears that people become more focused on ensuring employment and earning enough to make ends meet, rather than worrying about career progression.

Average salaries in 2009 ranged from \$220,000 for a ceo through to \$31,465 for a junior travel consultant.

Of the 57 different positions studied, 28 achieved an average

Carmel's a winner



CARMEL Sheehan from The Travel Brokers was recently named as the grand prize winner in a joint promotion conducted by Amadeus and Taj Hotels.

Carmel (pictured above) made the most Taj Hotels bookings with Amadeus over the promotional period and received a \$500 RedBalloon gift voucher.

Monthly prize winners of a \$300 voucher included Brad Thomas from TravelManagers and Mark Koffmann of Jetset Toorak.

salary greater than \$50,000 while three positions - ceo, general manager and HR manager - commanded an average salary in excess of \$100,000.

TMS said the highest individual salary was \$420,000 earned by a company ceo, while the lowest average salary received for a management role was \$43,000 for a front office manager.

Chan said about 6000 industry staffers had been asked for their feedback, with just over 10% (600) responding to the survey.

He said the survey provides key information on the link between salary and non-financial benefits, and the impact on job satisfaction and retention levels.

It also allows organisations to ensure they are paying market rates "thereby maintaining their competitive edge," Chan added.

The full report will shortly be online at www.tmsap.com.

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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.

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Rarely does a position like this become available in one of the most prestigious sectors of the industry. This is a true general management position responsible for the end-to-end operation & profitability of the organization. You will have very strong industry presence with the proven ability to manage key stakeholder relationships and promote the product nationally. Experience in GSA or Airline preferred.

IMPROVE PRODUCT FUNCTIONALITY PRODUCT MANAGER – LAND MELBOURNE – SALARY PKG \$65K - \$70K

Where do you see your career heading?

If you are an experienced Product Manager this company has a great opening. Working closely with their key suppliers you will be responsible for implementing marketing activities, product negotiation and competitor analysis. Part of this role will see you responsible for training in-house staff, planning relevant roadshows along with incentive and famil trips.

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To fulfill your passion for travel and sales management, join a dynamic & growing travel wholesaler and a team who share your passion and crave your leadership! You will be leading & motivating a team of talented BDM's, managing key industry relationships, developing trade incentives and measuring the effectiveness of the sales & marketing strategy. This is a high profile role for a talented Sales Manager.

CAN YOU DELIVER THE GOODS?

SENIOR BUSINESS DEVELOPMENT MANAGER MELBOURNE – SALARY PKG OTE \$110K PLUS

Know how to break into an untapped market and drive the business further to achieve great success? This superb senior role based in Melbourne will see you responsible for developing sales and adapting new strategies for market awareness building brand exposure. You will be driven to achieve, motivated by building relationships and networking and gaining the win! Lucrative bonuses on offer!

CORPORATE SALES – HOT BRAND, HUGE REWARDS 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.

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For EXPERIENCED Sales professionals we have a tasty selection of NEW roles available NOW. 1) Senior management position requiring a talented individual who has managed a sales team and who can represent the company around the world. 2) several on-the-road Sales Executive positions where you will be developing key Trade and Direct relationships, traveling as required, and helping to grow the business.

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This NEW position is available now for someone with sales, account management or contracting experience. You'll have experience in building partnerships across NSW (regional travel required) and negotiating with hotels to grow the business and increase revenue. If you're a flexible and reliable person who can work both autonomously and within a team this is your chance to join a growing international company.

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7 WONDERS

7 CONTINENTS, 7 WEEKS

TREASURES OF CHINA

Issue any Qantas Airways Tickets between 01 and 07 March 2010 for your chance to win a trip to experience the **TREASURES OF CHINA** for you and a friend!



The Week 3 prize is for a trip to China to experience some of China's most famous sights on this 9-day journey from the capital, Beijing, to harbour side Hong Kong. The prize consist of 2 Premium Economy class airfares (including taxes) from the winner's closest international airport to Beijing flying Qantas and return from Hong Kong, 9 day tour of China for 2 people on a double/twin share basis. The tour of China (ex Beijing) must commence by 13 November 2010. Winners and their companions must travel together on all prize flights and tour packages.



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.