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Travel Daily AU

First with the news

Wed 24 Mar 10

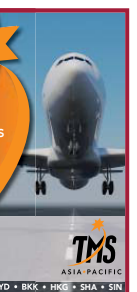
Page 1

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

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AW charters MS Volendam

ADVENTURE World has today announced a 20-night charter of Holland America's *MS Volendam* from Oct 2011, and is offering cruise packages combined with finals tickets for next year's Rugby World Cup in New Zealand.

AW is an Official Travel Agent for the event, and is offering 21 itineraries including options of flights, on-board entertainment, meals, accom and finals tickets.

The company's RWC2011 gm, Nigel Adams, told *TD* the charter "will allow us to take advantage of the very best locations close to stadia where the finals will be played" with the trip departing Sydney 04 Oct 2011.

Three legs will operate - firstly for the quarter finals in

Wellington and then two itineraries based around Auckland for the semis and the final.

Interestingly, the packages are being marketed under the Adventure World brand, usually used for NRMA's travel wholesale operations - but won't be commissionable to agents.

Adams said this was because ticket sales are "very strictly governed by the Rugby World Cup organisers" and can only be sold by authorised subagents.

Adventure World has a dedicated website for the event at rugby.adventureworld.com.au.

Uluru for agents

VOYAGES is offering special industry rates at its Ayers Rock properties in conjunction with the new Virgin Blue direct flights from Sydney - see page ten.

Today's Travel Daily

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

- AA Appointments
- Voyages Hotels & Resorts
- Air France/KLM

Sign up for AFL

THE 2010 AFL season kicks off tomorrow, so we're reminding the industry to sign up for this year's Travel Daily AFL tipping comp.

First prize is a trip for two to Dubai with two nights at the Jumeirah Beach Hotel, courtesy of Emirates and Jumeirah Hotels.

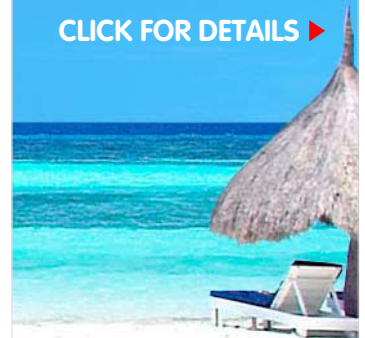
The season runner up will win a Melbourne Cup package courtesy of Keith Prowse, while the third prize is two nights at any Travelodge Hotel in Australia courtesy of Toga Hospitality.

There are also great weekly prizes for both the NRL and AFL comps so sign up today for free at www.traveldaily.com.au.

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E-mail: info@traveldaily.com.au Ph: 1300 799 220

10 GOOD REASONS TO VISIT NEW CALEDONIA

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TC hails Phenix success

TRAVEL Counsellors is looking at expanding its custom-designed Phenix dynamic packaging system to offer more travel product including flights and cruising.

The company's Australian gm, Peter Watson, told TD this morning that the software is "almost an in-house wholesaler".

The system currently offers hotels, transfers and car hire rates as well as some sightseeing options from a range of directly contracted suppliers including Tour East, AOT, GTA and Stella's ATS Pacific.

Watson said that gross sales via Phenix in Australia since 01 Nov amount to \$750,000 "which represents a huge growth over the corresponding period last year."

He said the system delivers an "absolutely fantastic margin" to agents who are part of the group,

with the average margin on Phenix sales over the last five months in excess of 22%.

Phenix already offers flight bookings for Travel Counsellors in the UK and "it's entirely possible" to add air here too, Watson said.

Watson said Travel Counsellors was continuing to grow strongly in Australia, with six new members being inducted this week bringing the total to around 130, and a target of 160-180 Aussie Travel Counsellors by the end of 2010.

ASTA slams iTrek

THE American Society of Travel Agents has once again blasted Aussie online travel insurer iTrek over the way that it's withdrawn the controversial 'The Travel Agent is Dead' promotion (TD 09 Mar, 19 Mar).

ASTA said that it had initially applauded iTrek when it cancelled its film competition, but is now withdrawing its previous positive comments because it's disappointed that the company "has continued its negative campaign against travel agents".

New Tiger chief

SHELLEY Roberts is stepping down as managing director of Tiger Airways Australia, to be replaced by the former chief of UK low-cost carrier bmbaby, Crawford Rix.

Tiger Airways ceo Tony Davis hailed Roberts' performance in the job she has held since mid-2008, saying she had "established Tiger Airways Australia as a major national airline, leading it from infancy to profitability".

He said that after completing her handover to Rix, Roberts will take a "well-deserved break".

www.afkl.biz

A new website for closer cooperation with travel consultants.

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Details on last page

Window Seat

A WOMAN in a wheelchair has been told to travel by train for 46km in order to cross to an opposite platform at a British railway station.

53-year-old Julie Cleary was hoping to use a new elevator at Staplehurst station in Kent to get back to her car after returning from a day trip to London.

However due to "health and safety" issues relating to staffing at the station she was told the lift wasn't available, and was instead advised to catch another train to Ashford International - 23km away - and then return so she would end up on the right side of the tracks.

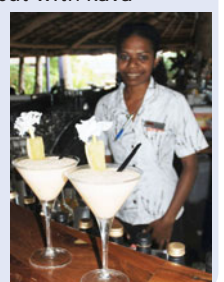
Eventually she called friends who pulled her up the stairs.

APPARENTLY they taste a lot nicer than dirty dishwater.

Vanuatu's Moorings Hotel has developed a range of new cocktails (pictured below) based around kava, the popular Pacific Islander intoxicant of choice.

Liquid kava extract is the base of the drinks, which were tried out by some brave customers earlier this week.

Kava Colada and Kava'rita (like a Margarita but with kava instead of tequila)



were tested by some P&O passengers who "left some very positive feedback".

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E-mail: info@traveldaily.com.au Ph: 1300 799 220

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Welcome back to BNE, PAL



ABOVE: After close to a 12 year hiatus, Philippine Airlines last Thu resumed direct flights between Manila and Brisbane, after suspending Qld services in 1998 during the Asian financial crisis.

To celebrate the relaunch, PAL hosted a group of 90 dignitaries and members from the travel trade to a special event at the Sofitel Brisbane, including the Philippines Ambassador, the Hon Ernesto de Leon, Brisbane Airport GM commercial services, Gert-Jan de Graaff, and PAL chief commercial group advisor Richard Miller.

Pictured are some of the Philippine Airlines Australia team, *from left*: Lindy McMillen, sales exec. SYD; Kylie Ryan, sales exec SYD; Mike Garcia, gm Australia; Kim Svenningsson, sales exec BNE;

Tijana Stefanovic, cargo sales exec; Brendan Grant, reservations BNE; Sue Notley, marketing mgr; Richard Miller; Lisa Christopoulos, sales exec MEL; Arnul Pan, country mgr Australia and Maarten Mulder, business development mgr, SYD.

Steady state for VS

VIRGIN Atlantic won't be increasing capacity to London for at least the next 12 months, with the carrier consolidating its operations in the wake of the global economic crisis.

The airline's Chief Operating Officer, Steve Griffiths, is this week making his first ever visit to Australia to thank the VS team here for all their hard work.

He told *TD* that loads are strong on the carrier's daily flights between Sydney and Hong Kong, but as with other carriers the yields are down.

"We're being realistic rather than overly optimistic", he said, with a previous plan for double daily flights between Hong Kong and London shelved last year.

In 2011 VS will take delivery of five A330-300s which Griffiths said would "give us an opportunity to do something a bit different."

Alliance expansion

QLD charter carrier Alliance Airlines has announced plans to acquire 8 additional Fokker 100 aircraft which will be delivered progressively from May.

The move will see Alliance able to expand its fly-in fly-out services for mining companies across the Asia-Pacific region.

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Indonesia to collect biometrics

THE Indonesian department of immigration has announced the rollout of a new border control system, developed by aviation IT provider SITA, which will see facial images and fingerprints collected from travellers.

The system will be fully operational at 27 air and sea ports by Jun, and will process most of Indonesia's approximately 20 million passenger annual movements across its borders.

SITA border management systems are also used in Australia, New Zealand and the USA.



Julia wants to win \$10k!



ABOVE: Julia Vanhuisstede of Harvey World Travel in Rutherford is pictured showing her support for the current SFO10K promotion in which agents can win \$10,000 by selling non-stop return Qantas flights between Sydney and San Francisco.

The competition is open to all licensed travel agents in Australia and is co-sponsored by the San Francisco Convention and Visitors Bureau, San Francisco International Airport and Qantas.

Entrants are awarded points for each individual segment they sell on the route between 18 Feb and 30 Jun this year, with economy class worth one point, premium economy 2 points and business class three points per sector.

For more information on the comp see www.sfo10k.com.au.

Super ski pass

MOUNT Hotham, Falls Creek and Perisher Valley will this year once again offer their X3 Superpass which allows holders to ski and board at all three resorts for unlimited days in winter 2010.

The passes are priced at \$1149 for adults and \$649 for children and must be purchased by 27 May - more info 03 5759 4444.

Strong Feb for Fiji

ALMOST 13,000 Australians visited Fiji last month, with arrivals up 25% compared to the same period a year ago.

Tourism Fiji regional director Paresh Pant attributed the performance to the intensive east coast TV advertising blitz launched in mid-Jan offering a range of all-inclusive deals.

Overall international arrivals in Fiji were up 11.5% to 35,010, with most key source markets showing positive growth, including a 21% increase from New Zealand.

Fiji also saw growth from China, Taiwan and South Korea, which were seen as showing "strong potential for Fiji".

FlyDubai to India

UAE-BASED low cost carrier FlyDubai has been granted the right to operate between Dubai and a number of Indian cities.

Ports to launch this coming northern Summer include Lucknow, Chandigarh and Kozhikode, with Indian reports saying that fares will be around a third of those offered by Emirates.

EY keen on Perth

ETIHAD Airways ceo James Hogan has confirmed the Abu Dhabi-based carrier is looking to operate services to Perth in the future.

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Bangkok [#]	from \$822*
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Rome	from \$1,813*
Prague (new)	from \$1,818*
Amsterdam (new)	from \$1,833*
Athens	from \$1,852*
Paris	from \$1,855*
London	from \$1,919*

More destinations available. Sale ends 20th April. Mixed Class fares to Europe are also on sale from \$5,796[^]

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*Airfares are inclusive of taxes and surcharges correct at 9th March 2010. Offer ends 20th April 2010 for travel between 19th March and 9th December 2010. Valid on the EK415 service. Seats subject to availability. Amendments and cancellation fees apply. Prices quoted are for the low season. Emirates will be flying to Amsterdam from 1st May 2010, Prague from 1st July 2010 and Madrid from 1st August 2010.[#]Travel dates to New Zealand and Bangkok vary. Blackout periods may apply. [^]Mixed Business/Economy class fares for travel from 1st April until further notice. Flight restrictions apply. For full terms and conditions contact your Emirates Sales Team or the Emirates Customer Service Centre on 1300 880 599. EMI2348/A

Mary MacKillop trip

INSIGHT Vacations has launched a specialty departure which will include entry to the Canonisation Ceremony for Australia's first saint, Mary MacKillop.

The "hugely significant event" will take place in the Vatican on 17 Oct, with the tour being a specialised adaptation of Insight's 11-day *Italian Wonders*.

See www.insightvacations.com.au.

Kingfisher growth

INDIA'S Kingfisher Airlines is continuing its international expansion, with new six times a week flights from both Delhi and Mumbai to Bangkok from 17 Apr.

And from 24 Apr Kingfisher will also launch daily flights from Delhi and Mumbai to both Dubai and Kathmandu, according to travel agent GDS (TD 17 Mar).

GlobalStar growth

WORLDWIDE travel management organisation GlobalStar has announced the addition of two new Middle Eastern members - ANTA Travel in the United Arab Emirates, and Al Bateel Travel in Qatar.

They join more than 75 other GlobalStar members around the world, including Corporate Travel Management in Australia, to provide seamless service to multinational corporations.

Stamp of approval for P&O Cruises

NORFOLK Island is commemorating the return of P&O Cruises to its shores this week, launching a series of new postage stamps featuring past and present ships from the fleet.

Pacific Sun will make her maiden call at Norfolk this Fri, berthing at a custom-made floating pontoon.

It's almost 80 years since P&O first called at Norfolk, with a visit by the 22,500 tonne *Strathaird* during the cruise line's first roundtrip voyage from Australia.

Accommodation Updates

WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



SHERATON ON THE PARK in Sydney has introduced a newly refurbished Gallery Tea Lounge, complete with a special menu including High Tea, Contemporary Afternoon Tea and an Afternoon Tea buffet - details 02 9286 6000.



PARK PLAZA HOTELS has announced the opening of its 7th "art'otel" in Cologne, Germany. The 218-room newbuild is located on the banks of the Rhine River, within walking distance of the city centre. The trendy property offers conference facilities for up to 100 delegates and is the first of several new art'otel properties to open in the next three years.



HOTEL REPRESENTATION AUSTRALIA has announced that it's now looking after The Spencer on Byron Hotel on Auckland's north shore. The property is located 200 metres from Takapuna Beach and 10 minutes from the city, with fabulous views, award winning dining and meeting facilities including the Panoramic Penthouse Retreat on the 20th floor - more info 02 9410 3405.



Dubai's NAKHEEL has confirmed that three new properties are expected to open in the next 12 months on the beachfront of the iconic Palm Jumeirah island. The first will be the Zabeel Saray by Rixos which will have 410 rooms as well as suites and residential villas. This will be followed by Movenpick's The Royal Amwaj Resort & Spa with 293 rooms and six restaurants, and then the Jumeirah Al Fattan which is expected to welcome guests by the end of the year.



Hawaii's KEAHOU BEACH RESORT has launched a new cultural program of daily activities which are free and open to both hotel guests and the general public, allowing them to immerse themselves in the history, culture and landscape of the area - www.keahoubeachresort.com.



TOURISM NT
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Marketing & Communications Opportunities, Tourism NT

The primary role of our marketing area is to increase demand of the NT as a global travel destination and work with partners to convert interest into visitation. Tourism NT has recently restructured the Marketing and Communications Division to provide a more holistic global marketing focus and leverage the opportunities provided through digital platforms. As a result has three exciting opportunities within the team, all three positions report to the Director, Global Distribution.

Manager, Industry & Trade Marketing

Permanent – Salary \$79,166 pa

This management position is based in Darwin and is responsible for developing marketing and communications programs to engage NT tourism stakeholders in Tourism NT marketing activity. The successful candidate will be a marketing and communications professional and have experience in developing Business-to-Business marketing programs in support of consumer lead brand campaigns.

Manager, Trade Engagement

Permanent – Salary \$85,139 pa

This Sydney based position will, through education and relationship building be responsible for motivating the tourism distribution network to sell the NT as a destination offering world class nature and culture experiences. The successful candidate will have a strong understanding of global tourism distribution channels and will work closely with the Manager, Industry & Trade Marketing to drive the implementation of a Trade Engagement Strategy ensuring all partner activity aligns to and enhances Tourism NT marketing activity.

Manager, e-Enablement

Temporary six month position – Salary \$79,166 pa

This position, based in Darwin, will be responsible for driving Tourism NT's e-Enablement strategy that aims to increase NT tourism stakeholder's online and digital capacity to take advantage of the advancement of online distribution and digital media. The successful candidate will have a sound knowledge of online distribution channels within the tourism industry and a rounded technical knowledge of the online environment in relation to web site design and maintenance.

Applications close Tuesday 6th April 2010

For a detailed job description and further information please visit tourismnt.com or contact HR on 08 8951 8495.



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WIN A LUXURY WEEKEND IN MANILA

One of the most technologically advanced aircraft to hit the skies now joins PAL's impressive fleet of wide-body aircraft. The Boeing 777-300ER is now servicing Sydney and Melbourne.

To celebrate the B777-300ER arrival and the launch of twice weekly flights from Brisbane to Manila, Philippine Airlines is giving six *Travel Daily* readers a chance to win a luxury weekend in Manila over the next two weeks.

Flying Mabuhay Business Class return on the B777-300ER to Manila and staying two nights at the Shangri-la Makati Hotel including daily breakfast, all transfers, dinners and a luxury spa treatment you will be pampered for the whole weekend!



To be one of the lucky six people to win this fabulous prize, all you need to do is answer the eight questions and send your photo caption entry in at the end of each week to: palcomp@traveldaily.com.au

Q8. What is the newest Shangri-la Resort to open in the Philippines?

[CLICK HERE FOR TERMS & CONDITIONS](#)



Philippine Airlines



AF-Aeroflot pact

SKYTEAM members Air France and Russian carrier Aeroflot have signed a new cooperation agreement to enable both airlines to offer code-shared flights beyond their respective hubs at Moscow and Paris, with the deal covering six Russian destinations and three in France plus Lisbon.

New Sonaisali gm

ROBERT Taylor has been named as the new general manager of Sonaisali Island Resort in Fiji, moving from his previous role as area gm for Wyndham Vacation Resorts on the Gold Coast where he was responsible for the Kirra, Crown Towers Swell and Q1 Resorts properties.

Air China deal

BEIJING-based Air China has taken a majority stake in Shenzhen Airlines, with a US\$100m investment which will see Shenzhen become Air China's fourth major base and boosting its presence in southern China.

A whirlwind trip to JNB



ABOVE: Bench International and V Australia hosted four Victorian travel consultants on the VA inaugural flight between Melbourne and Johannesburg last week (*TD* last Wed).

The group spent a night at the new Radisson Blu hotel in Sandton, as well as enjoying game viewing at Ants Nest in the malaria-free region of South Africa's Limpopo Province.

They're pictured above returning from a game drive, back row from left: Carly Miers, V Australia; Julie DePalo, Bench International; and Lisa Harrison, Harvey World Travel Malvern.

Front row: Traci Webber, Travelscene Cranbourne; Martin Edwards, Bench International; Liz Hancock, Ackerfeld & Goldberg Travel Associates, Elsterwick; and April Selby, Jetset Waurrn Ponds.

Costa
CRUISES
The holiday you miss.

Just released, Costa Cruises' 2011 brochure, featuring exclusive new itineraries:

- Historic 100-day "round-the-world" cruise on the brand new jewel of the fleet, Costa Deliziosa. Plus, 7-day Red Sea cruises departing from Sharm el-Sheik and new 7-day Mediterranean winter cruises.
- Costa Favolosa, the new flagship under construction in Marghera will depart in July 2011. A veritable "fairytale castle" that will set sail from Venice on her inaugural cruise bound for Israel and Turkey.
- A new 14-day itinerary in Dec 2010/Jan and Mar/Apr 2011 on board Costa Classica, can also be enjoyed as a 7-day sector, departing from Singapore. Visit some of the finest destinations in Malaysia and Thailand.
- In summer 2011, cruise to Greenland from Amsterdam on board the jewel of the fleet, Costa Deliziosa.



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QF compo fine

QANTAS has been ordered to pay about \$160,000 in compensation for loss of earnings, medical expenses and legal costs to a 747 pilot who was cleared to continue flying for three years despite a "compulsive urge" to crash the planes he was flying.

Bryan Griffin worked for the carrier between 1966 and 1982, resigning due to a psychiatric condition manifesting itself in depression and anxiety as well as obsessive compulsive disorder.

He's taken his case to the Workers Compensation Commission of NSW, which this week ruled that his illness was made worse by continuing to fly.

Court documents reveal how he "struggled to resist an overwhelming urge to switch off his plane's engines on several occasions" on flights between Australia and Singapore.

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state sales manager WA/SA/NT

The successful candidate will possess:

- Proven business management and people management experience
- Relationships within the travel industry at a senior level
- Proven ability to formulate and execute successful business strategies
- A strong track record of success in a sales environment, including the setting and exceeding of sales targets
- Strong communication and negotiation skills
- A positive, fun attitude and the ability to inspire this in others

To apply for this role, please email your expression of interest, including your CV, to: **Amy Nelson-Strom**, National Sales Manager
amyns@covermore.com.au

Corroboree winner

CONGRATS to Judy Vincent of Compass Travel NSW who has been named as the winner of the 2010 Scenic Tours Canadian Corroboree Competition.

By correctly answering five questions on Scenic Tours and Evergreen Tours Canada touring program at the recent Canadian Corroboree expo in Sydney, Judy has won herself a place on next month's Scenic Tours 11-day Canadian Rockies famil.

\$1b resort for Oman

AN investment firm in Oman has announced it plans to construct a US\$1 billion tourism resort in the port city of Salalah.

Omnivest expects to begin stage one of the tourist complex which includes four hotels, later this year or early in 2011.

The resort will aim to capture a mix of local and int'l visitors to the Southern region of Oman.

New KEA website

CAMPERVAN and motorhome specialist KEA Australia has rolled out a revamped website, which introduces a new 'best daily rate' booking system - for details see www.keacampers.com.au.

business development manager QLD

The successful candidate will possess:

- A proven track record in a sales environment, preferably in the travel industry
- Motivation to achieve both individual and team sales targets and objectives
- Effective negotiation skills
- Strong communication skills
- A passion to build relationships within the industry
- Very importantly - a positive and fun attitude

To apply for this role, please email your expression of interest, including your CV, to: **Tamba Lebbie**, State Sales Manager QLD
tambal@covermore.com.au

Abu Dhabi Tourism Authority

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.

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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-3. Name two of Abu Dhabi's biggest shopping malls?

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US air overhaul

THE US Senate has unanimously voted in favour of legislation which will help provide funding for a massive revamp of the country's air traffic control.

Measures including increasing fuel taxes on private planes and business jets by more than 60% to 36 cents per gallon, with the government estimating that shifting to a more modern satellite-based air traffic control network will cost about US\$20b.

Other changes include more crew training for small carriers, banning pilots from using laptops or other gadgets in the cockpit which aren't related to their work, while there are also new 'passenger bill of rights' provisions which require airlines to disembark passengers after a three hour ground delay, as well as providing adequate food, water and toilet facilities.

TripAdvisor mobile

ONLINE travel community TripAdvisor has launched a new website optimised for mobile devices such as the Apple iPhone.

The site, available in 11 markets incl Australia, links to GPS facilities to help travellers find nearby restaurants, hotels and attractions - and post reviews and opinions while travelling.

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LHW adds 5 more

THE Leading Hotels of the World has announced the signing of five new member hotels, the majority of which are in Peru.

Additions incl Hotel Monasterio in Cusco, Peru and the Lotte Hotel Moscow, while The Leading Small Hotels of the World has added the Miraflores Park Hotel in Lima, Las Casitas de Colca in the Andes and the Machu Picchu Sanctuary Lodge.

GPT comp reminder

TRAVEL agents have a few more days to enter Grand Pacific Tour's latest travel agent incentive.

The NZ coach holiday specialist is giving away two seats on its 19-day Grand New Zealand tour and return airfares to the parents or inlaws of the lucky winner.

To enter, agents need to tell GPT in 32 word or less why their parents should win the vacation by 31 Mar, and send their response to 32reasonz@grandpacifictours.com.

Qatar to ditch First

QATAR Airways is eliminating the First Class cabin on a number of new aircraft it has on order, including 18 Boeing B777s, as a result of the global downturn in premium class travel.

QR chief exec. officer Akbar al-Baker said the decision was made as the carrier would be introducing a new "outstanding Business Class" product next year.

Carnival Q1 result

CARNIVAL Corporation in the US has reported a nett income of US\$175m (AU\$190m) for its first quarter ending 28 Feb, a drop of about 33% year-on-year.

The cruise company's chairman and ceo Mickey Arison said: "We were very encouraged by our results as pricing continued to rebound off last year's lows, and we returned to top line revenue growth after a challenging 2009."

Carnival also reported that booking volumes for the next three quarters are running ahead of the year prior with prices significantly higher than last year's discounted levels.

Amadeus float out

GLOBAL Distribution System firm Amadeus is planning an initial public offering in the first half of 2010 in a bid to raise €910m (AU\$1.33b).

Jucy free ski deals

JUCY Rentals is offering 1 free all day lift pass to Treble Cone Skifield in Wanaka, for every day a vehicle is hired during the NZ ski season (01 Jul - 30 Sep).

The deal represents a saving of about \$91 per customer - for bookings see www.ski4free.co.nz.

Kimberley program

SMALL group tour and safari specialist Aussie Adventure has launched its 2010/2011 Small Group Tours and Safaris, Kakadu brochure, featuring a selection of one to three day packages.

New tours include the three-day Kakadu Culture Camp 4WD Safari package, priced from \$1,020ppts.

See aussieadventures.com.au.

Wings score OETG/SQ prize



THE Orient Express Travel Group has presented its 'Select' agency, Wings Travel, with the major prize in last year's OETG Express Ticketing promotion, in conjunction with Singapore Airlines.

OETG chief executive officer Tom Manwaring commented on SQ's commitment to the promo was the airline's recognition of the scale and importance of the Orient Express Travel Group's Select group within the Asian market in Australia.

Pictured here collecting their brand new Honda Jazz, from left are: Quynh Giang, OETG general manager Australia; Chris Rowe, agency sales manager, Singapore Airlines; Lin Lee, Wings Travel;

and Adrian Martin, passenger sales executive, Singapore Airlines.

Holiday Xperience Travel in Melbourne took out second place, winning two Business Class SQ fares to any on-line destination, while Seniors Holiday Travel in Brisbane won the third prize.

Oops for Cooks

YESTERDAY'S TD had a blunder where we mixed up the Cook Islands and Samoa.

Thanks to the hundreds of readers who pointed out the error; the story should of course have said that exposure on channel 9's *Getaway* had helped drive a 34% increase in Australian visitation to the Cook Islands in the last year.



INTERNATIONAL TRAVEL CONSULTANT

We are looking for an experienced International Travel Consultant to join our boutique professional team in Carlton. This position is full time Monday to Friday.

To be successful in this role you will have:

- A minimum 3-5 years experience as an International Travel Consultant
- A passion to expand your working knowledge in corporate travel
- Great presentation skills and a high degree of attention to details
- Knowledge of fares and ticketing including both domestic and International fares
- An excellent working knowledge of Sabre and Tramad
- Strong skills in Microsoft Office applications

In return you will receive:

- A great position in a professional boutique agency
- Exposure to corporate groups and leisure travel
- A supportive and friendly team
- Great working conditions

This is an excellent opportunity to join a highly professional team who share your passion for travel.

To apply for this position forward your resume to

lgiandinoto@navigatoraustralia.com

The Jetset Travelworld Group

Business Development Executive SA/NT

A vacancy exists for a Business Development Executive in the Jetset Travelworld Group.

This role, located in the retail segment of the business, will be responsible for providing services for Jetset, Travelworld and Affiliate Offices in SA/NT.

The position is based in our Adelaide Office and reports to Sandy Osborne, State Manager SA/NT.

The role is responsible for:

- supporting a network of member travel centres ensuring they are cohesive, motivated and are working toward the achievement of shared outcomes;
- developing and increasing sales and support for all airline, leisure and approved partners in the network;
- developing the network through the recruitment of new locations and reporting on all network growth opportunities to assist in increasing the number of locations in the territory;
- implementing and monitoring the network program initiatives with clear goals of delivering value to our locations;
- participating in event co-ordination; and
- facilitating conferences, travel shows and training days.

To be successful in the role you will display:

- strong sales experience;
- strong customer service skills;
- strong business development skills
- applied negotiation skills;
- sound conflict resolution skills;
- sound marketing and relationship management skills; and
- competency in Microsoft Word and Excel.

If you would like to apply for this role, please email Sandy Osborne a cover letter and resume to sosborne@jtg.com.au by 7th April 2010.

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TOP JOB OF THE WEEK

BDM FOR TOP PRODUCT

BRISBANE – SALARY PACKAGE \$60K + CAR

Been dreaming of becoming an on the road sales rep? Well your prayers have been answered. This successful sales team is looking to grow in Bne. Calling on travel agency clientele, you will enjoy the variety of mixing business development with account management. Essentially, you will come from a retail travel agency background, with the confidence to speak to large groups and an enthusiastic nature. This is an amazing opportunity that you can’t afford to miss!

LET YOUR CAREER TAKE OFF

CORPORATE LEISURE CONSULTANT

SYDNEY CBD – SALARY PACKAGE TO \$55K+

Our hugely successful client is searching for an outstanding leisure consultant to join their award winning team. You will enjoy working in a stunning CBD location; Monday to Friday hours, booking high end and unique products for VIP clientele only. Essentially, you will have excellent customer service skills, with fantastic luxury product knowledge and be an expert in international fares and ticketing. Amadeus skills would be highly desirable.

DON'T YOU DESERVE SOMETHING NEW?

INTERNATIONAL RETAIL CONSULTANT

SYDNEY – SALARY PACKAGE \$45K

A change is as good as a holiday and with this role you could easily get both! You will be working in Australia’s fastest growing travel company in their busy retail division booking a huge range of international products. You will be amongst a fun and friendly team with fantastic career progression and fantastic educational prospects. Min 2 years travel industry exp, terrific customer service skills and CRS knowledge essential.

APRIL START - 6 MONTH CONTRACT

AIRLINE DOMESTIC CONSULTANTS X 5

SYDNEY & MELBOURNE – TOP \$ HOURLY RATE

Looking for full time work that will take you through until October 2010? This global travel company is seeking experienced domestic corporate consultants to assist on one of the company’s busiest accounts. To be successful, applicants must commit to the full 6 months, corporate travel experience and have strong CRS skills, preferably Amadeus. Monday to Friday hours only – great hourly rate offered!

CALLING ALL DOMESTIC & INTERNATIONALS

CORPORATE TRAVEL CONSULTANTS X 10

MELBOURNE (INNER) – PKG TO \$60K (DEP ON EXP)

Calling all experienced corporate consultants! Are you looking to join a global travel management company which will provide you with the opportunity to advance your skill set & your career? Not only will you be given a friendly & welcoming work environment, you will be amazed by the supportive management & employee benefits you have access to including health, finance & travel benefits and staff discounts!

HIGH BASE SALARY + TOP COMMISSION!

RETAIL TRAVEL CONSULTANTS

MELBOURNE – SALARY PACKAGE TO \$45K + \$10K BONUS

Don’t deny yourself the salary you deserve! We have 3 award winning retail travel agencies in Melbourne’s Eastern and Southern suburbs looking for experienced & dedicated retail consultants to join their teams. Not only will you be offered a high base salary, you can be rewarded with up to \$10K per year for your sales. A proven sales history is desirable together with Galileo skills.

NIGHT RIDERS

RESERVATIONS CONSULTANT

HOBART

SALARY PACKAGE TO \$49K + BONUS

Do you feel most vibrant in the evening?

This international wholesale travel company requires dedicated staff to service their UK phone lines during the hours of 5pm to 3am (8 hour shifts). Not only will you be given the opportunity to join Australia’s biggest success stories, you will have the chance to prove your worth and eventually progress throughout the organisation. Many career opportunities await....all it takes is one call!

GO BEHIND THE SCENES

PRODUCT COORDINATOR

BRISBANE CBD

SALARY PACKAGE \$40K - \$45K OTE

Love a challenge? Have strong negotiation and communication skills? This market leader is looking for a product coordinator to join their fun loving team. Specialising in South Pacific product, you will work closely with product managers in establishing and maintaining contracts along with training consultants in new products and changes. Your hard work will be rewarded with great \$\$\$, career development, supportive management & more top benefits.

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