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Travel Daily AU

First with the news

Mon 29 Mar 10

Page 1

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

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Philippines winners

SEVEN lucky *TD* readers are set to enjoy a fabulous weekend in Manila after winning last week's Philippine Airlines competition.

We had an outstanding response to the comp, with hundreds of entries received each day.

The winners, who will travel in Mabuhay Business Class on PR's 777-300ER and stay two nights at the Shangri-La Makati Hotel, are:

- Lyndal Hunt, Stage & Screen
- Natania Hollingsworth, Corporate Traveller North Sydney
- Heike Duggin of HWT Bendigo
- Tina Los, Los & Turner Travel Associates Brisbane
- Abbey Reeves, Travelscene Southbank
- Kathy Duarte, Amex Platinum
- Erin Grant of BCD Travel Sydney

TD has moved!

TODAY *Travel Daily* is coming to you from our new larger premises at Suite 4, 41 Rawson Street, Epping NSW.

IATA forces trust accounts

NEW financial criteria being introduced by the International Air Transport Association for IATA-registered agents in Australia are set to change the face of the industry here.

Agents have today received letters from IATA advising of the changes, which come into effect 01 Jul meaning they have just three months to comply.

Major changes include the establishment of trust accounts - even for agents who have been trading without these for decades.

There are four key points in the new criteria - a minimum share capital and reserve test, the trust account requirement, a 'working capital to meet overheads test' and a 'profitability test'.

Agents must pass all four tests or provide additional paid-up

The seventh wonder

THIS is the final week of the Air Tickets/Qantas joint 'Seven Wonders, Seven Weeks' incentive with this week's prize being two return Premium Economy airfares to Johannesburg and a six day Kruger National Park wildlife experience - details page nine.

Today's Travel Daily

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

- AA Appointments
- Tourism NT
- Air Tickets
- American Express

capital or financial security in the form of an insurance bond or bank guarantee.

The trust account must include all client BSP funds, which must be banked within two business days of receipt.

IATA is also requiring a Bank Guarantee or Insurance Bond for an amount equivalent to the 'Sales at Risk', up to a maximum of \$400,000 for agents who turn over less than \$6 million in annual gross BSP cash sales - or a maximum of \$10 million for agents who turn over more than \$50 million.

The new requirements are likely to see a boost for ticket consolidators, as agents who don't want to be forced to comply with the new requirements set to switch their business away from direct BSP sales.

IATA is also requiring agents undergoing a significant change of ownership, as well as sole traders and partnerships, to provide financial security.

The new requirements apply to the 2009/10 financial year assessment, for which agents are required to submit financial statements by 30 Sep.

Last year a NSW travel agency allegedly defrauded airlines, including Qantas and Etihad, of almost \$2 million by issuing a large number of tickets and then removing the funds from the agency's bank account before BSP could collect them (*TD* 25 Jun 09).

Platinum expands

THE Platinum Travel Corporation has announced that the former HRG Leisure operation run by Joseph Vella in Victoria has become part of the group.

Vella has been in the travel business for more than 25 years and his agency operated the leisure program for corporate agency HRG, with the move into Platinum also seeing him return to the Jetset Travelworld fold.

He told *TD* the split with HRG is amicable, with leisure travel "no longer an important part of the protocol" at the global TMC.

Vella said the move would see Platinum expand its offering with the aim of becoming a one-stop-shop for corporate clients, also offering leisure and events.

Platinum was founded last year by former HRG chief Carl Buerckner and Greg McCarthy, and is also the Australian affiliate of global TMC network Uniglobe.

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10 GOOD REASONS TO VISIT NEW CALEDONIA

1 Just next door

Less than 3 hours from Sydney and only 2 hours from Brisbane.

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MH adds PER flight

MALAYSIA Airlines has today announced a tenth weekly flight between Perth and Kuala Lumpur, with the extra service operating each Sat.

MH senior gm Network & Revenue Management, Dr Amin Khan, said the route was showing an average load factor of 75%, and was "especially popular with European leisure travellers after their stopover in Malaysia."

Tiger back to DRW

TIGER Airways has announced new flights between Melbourne and Darwin, with the service to operate six times a week from 18 Jun (TD breaking news Sat).

The move marks the low-cost carrier's return to the NT capital after it withdrew flights last year citing excessive airport charges.

It was a busy weekend for TT, which also commenced new flights from Brisbane to Melbourne, Adelaide and Rockhampton.

QH int'l price matching

QANTAS Holidays and Viva! Holidays are now offering instant price matching on both domestic and international itineraries.

The policy change will see the wholesalers "instantly price match all genuine and widely available rates for domestic and international wholesale leisure air and accommodation packages, accommodation, rail, car hire, cruise, tours and transfers with a confirmed valid quote number shown in Australian dollars".

If commission levels vary between either QH or Viva's product and the confirmed valid quote, QH and Viva! "can discuss changes to commission to obtain the required price".

If product doesn't fit into the policy the wholesaler will also provide a responding Price Query within two business days - including for product from hotel websites, online wholesale travel

websites and car hire websites.

A number of exclusions apply including airfares on Jetstar and Virgin Blue, government and corporate hotel rates, Japan Rail and "last minute hotel rate of the day websites".

The new QH/Viva! price match policy is applicable between 26 Mar and 31 May this year.

More Cooks funding

COOK Island Tourism is hopeful of capturing a larger percentage of Australian tourist arrivals in 2010, pinning its success on the approval of a new half-a-million dollar marketing campaign focused on promoting Air New Zealand's four month trial of direct Sydney-Rarotonga flights.

Acting ceo for Cook Island Tourism, Glenda Tuaine told TD at the Cook Island Travel Mart that the board was likely to grant approval on a \$500,000 campaign, of which two-thirds will be committed to the Aussie market.

In 2009 the Cooks achieved its highest ever level of overseas arrivals, passing the 100,000 mark.

New Zealand pax accounted for about 55% of visitor arrivals, followed by Australia - but only at around 12% - and then the USA/Europe regions.

Sales for the new direct Air NZ flights are "sitting at the 20% mark at the moment," according to Air New Zealand's Sharon Brown, who said if the four month trial is successful the seasonal non-stop services may be repeated in 2011.

Hoteliers in the Cooks are eager for the campaign to be approved in order to boost occupancies and increase loads.

Viva Macau crash

MACAU-based Viva Macau Airlines has suspended operations after reportedly experiencing cashflow problems.

Several hundred passengers are reportedly stranded at Macau Airport, with the move following flight cancellations last week due to an inability to pay for fuel.

The carrier's final flight from Sydney was cancelled last Thu without prior advice, and although authorities in Macau have stopped flights the carrier's operating certificate is still valid.

This morning the Viva Macau website was still accepting bookings, but had been taken offline "for maintenance" as TD went to press.

Window Seat

A NEW theme park attraction in the UK has caused a sensation by offering guests at its official launch soothing snake massages.

The Wild Asia area of Chessington World of Adventures includes a hair-raising ride called Kobra - with patrons offered the opportunity to relax by having a royal python slither over their necks as they waited in the queue.

"Snake massages are said to produce a feeling of relaxation as the muscles in their bodies stimulate blood flow and massage tense joints," said a spokeswoman for the park.

JETLAG for travellers to some areas in Russia has become marginally better, after the government eliminated two of the country's 11 time zones.

The changes mean that eastern Chutkotka on the Bering Strait is now just nine hours ahead of Kaliningrad, on the west near Poland and Lithuania.

HOW about this for in-flight entertainment?

The Airbus A380 is renowned for its quietness - which would have helped guests on board an Emirates flight on Sat between Sydney and Auckland hear a special performance from the Sydney Symphony Orchestra.

Shortly after take-off the captain told guests about the musical treat, which saw a three piece ensemble help the carrier celebrate the tenth anniversary of its Sydney flights (TD Fri).

The trio - Rob Johnson on french horn, Alexandra Carson on clarinet and Chloe Turner on bassoon, are pictured above in the (probably acoustically imperfect) First and Business Class lounge upstairs on the A380.



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Best Business Class White Wine

Business Traveller Cellars in the Sky Awards

QATAR AIRWAYS القطرية

Pat not so hard

CYCLONE Pat ripped through the Cook Islands five weeks ago causing only superficial damage to the tourism trade with hotels and resorts fully operational within four or five days after being hit.

Nane Teokotai Vainepoto Popa - CIT Accreditation Officer said "all properties have their own, cyclone and tsunami, procedures," but when issued a warning to evacuate all properties must email through a guest list before heading off to shelters or higher ground.

Cooks industry deal

AIR New Zealand and a number of Cook Island hotels have come together to offer some great rates for agents and their companions to discover the South Pacific destination first-hand.

Industry fares of \$458 are being offered again this year, and for the first time a companion airfare of \$558 is also available to agent's partners, with taxes of approx \$90pp added on top.

Hotellers are offering a 'Self Famil' where certain properties are offering free nights stays and up to 50% off the rack rate for the next two nights.

The Edgewater Resort and Spa, Puaikura Reef Lodges, Pacific Resort in Rarotonga and Aitutaki are offering two nights FOC and 2 nights at 50% off with a four night minimum stay.

Muri Beachcomber is offering two nights FOC and additional nights at \$190, Sunset Resort has 50% off room rates and the Sunhaven Beach Bungalows has a three night max stay for \$75ppts.

To book email Zoe Crane at the Cook Islands Tourism on ausmanager@cookislands.travel.



Experience the Cooks

OUTSIDE the Cook Island Travel Mart in Rarotonga last Wed wholesalers, tourism representatives, hoteliers, media and Cook Island Tourism board members came together united as one to promote this country as a destination of choice.

Cook Islands branding of 'Live Differently' is based on three pillars People, Culture and Environment, inviting visitors to come in and experience a different way of living.

"Tourism works within the community, it has not been built

over it," like other destinations said Glenda Tuaine, outgoing acting Cook Island (CIT) ceo.

"It is about coming to a home, meeting locals, drinking at the bar with them and probably being invited to a son or daughters 21st birthday or wedding" she said.

At the Travel Mart from left: Sharon Brown, Air NZ; Te Tika Mataiapo, Little Polynesian Hotel md and Pres. of the Committee of the Chiefs; Zoe Crane, CIT; Thomas Koteka, Pacific Resort director of sales; Papatua Papatua, CIT; and Anna Denby, CIT.

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Amazing Christchurch coup



ABOVE: Kiwi regional tourism organisation Christchurch and Canterbury Tourism has appointed the host of popular US reality TV program, *The Amazing Race*, as Ambassador to promote the region as the 'Amazing Place'.

Phil Keoghan has been a self-appointed ambassador for the region for several years, having been born in Christchurch, while his parents operate a B & B in Rolleston, just outside CHC.

Last year, around one million Aussies arrived at Christchurch, and part of Keoghan's role with C&C Tourism will be to encourage more Aussies to travel directly into the area for a short trip, and to discover what the city and surrounding Canterbury region has to offer.

Christchurch & Canterbury Tourism chief executive Christine Prince said: "Phil is everything we could possibly ask for in an ambassador - he hosts a program which brings to life a range of exciting experiences - similar to those that Australian travellers can look forward to enjoying in our region."

The NZ South Is. region stretches north to the coastal village of Kaikoura, west to Hanmer Springs

and the Southern Alps, and as far south as Tekapo inland and the Waimate District.

Prince said the Canterbury area was the perfect destination for 'the long short break' (4 nights) ex Australia, with 95 air services a week operating into Christchurch already and additional NZ capacity to soon grow that number.

"You cannot go to New Zealand without going to the South Island, and you cannot go to the South Island without going to the heart (Christchurch)," Prince said.

Keoghan said, "A lot of Aussies don't think of New Zealand as a getaway, but at around 3 hours from east coast Australian capital cities it is the ideal escape, even just for a weekend.

"There's a diverse mix of attractions, with guests able to be surfing and skiing in the one day."

Pictured above at C&C Tourism's function on Fri, are back row *from left*: Kath Low, gm marketing & business development and Christine Prince, chief exec. Christchurch & Canterbury Tourism; Andrew Stanbury, mktg & comm. mgr Air New Zealand and Peri Drysdale, Untouched World.

In front: David Wilson, Mt Hutt Ski area mgr and Phil Keoghan.

Compatible Sabre

SABRE connected agents can now confidently upgrade to the new Windows 7 operating system following an announcement that its Sabre Pacific products are now fully compatible with the latest technology.

HA offers mixed, one way fares

HAWAIIAN Airlines has today announced a major revamp of its fare structures, including offering Australian passengers the ability to book the best available fares on outbound and inbound sectors, as well as one-way fares which until now haven't been available.

The move will mean pax will be able to combine mixed classes (i.e. Business one way and Economy the other direction).

Sherilyn Robinson, general mgr sales and marketing for HA in Australia said the changes are likely to appeal to honeymooners and business travellers flying to Hawaii and to the US mainland.

"Travel agents have asked for this change to make it easier to sell Hawaii on Hawaiian, and we have responded to their requests," Robinson said.

In other changes, agents will now earn commission on the "Q" fuel surcharge, which used to be added to the "YQ surcharge".

MEANWHILE Hawaii Tourism Oceania has reported that Aussies are spending a longer time in Hawaii, with the average length of stay increasing 7.5% to 9.3 days in 2009 compared to 2008.

Country manager for HTO, Helen Williams said the rise was supported by a higher number of arrivals adding at least one neighbouring island to their visit, thanks to campaigns such as Hawaiian Airlines' 'Take a Mate' and 'See the Islands' promos.

Williams said that int'l arrivals on direct flights from Australia were up 3.5% in 2009 against 2008, but those flying from the

US mainland on a domestic service to Hawaii were down 34.4%.

Jan 2010 has marked an increase in arrivals, up 6% against Jan last year.

"2009 was a very competitive year on the Pacific route with heavy discounting on the long haul flights from Australia to the US mainland," Williams said.

"Travellers were understandably choosing to take the discounted non-stop service option and this resulted in fewer travellers stopping over in Hawaii."

Williams also added that travel agents are missing out on the chance to earn extra commission from their Hawaii-bound pax by not prebooking activities and sight seeing tours for their guests prior to departure.

To entice agents to visit Hawaii, HTO is offering around 100 special deals during Apr and May, which include offers for family and friends, as part of the ongoing mahalomonth.com promotion.

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Omniche adds three

OMNICHE Holidays has signed up three new sales staff to its team, including Pat Barallon as VIC sales rep and David Reeves as NSW sales representative.

Les Quintal has also been named as regional sales representative.

Skimax NZ ski deal

THERE'S just a few days left to take advantage of a great Skimax offer staying at Oaks Hotels & Resorts in Queenstown, NZ.

Until 31 Mar, a seven night quad share stay in a two bedroom apartment is available for the earlybird price of \$525, which also includes a seven-day Executive car rental and a three day lift pass - go to www.skimax.com.au.

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Macau Government Tourist Office

Once again the Macau Government Tourist Office in partnership with *Travel Daily* is giving subscribers the chance to join in the experience of World Class Entertainment at Sydney's Acer Arena.

On Saturday 17th April, American pop starlet **Kelly Clarkson** will rock the stage and the Macau Government Tourist Office is giving seven lucky winners and their friends a chance to join them in their very own Private Suite.

All you need to do is answer all 4 questions featured in *Travel Daily* this week for your chance to WIN...

Email your answers to kellyconcert@traveldaily.com.au



Q1: Name the two official languages spoken in Macau?

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Jetstar Fiji debut

JETSTAR has today operated its inaugural A320 service to Fiji, which departed Sydney at 9am, with the carrier saying it's "experiencing strong demand" for the services.

The carrier has rights to operate four times per week, but ceo Bruce Buchanan said "we will pursue future opportunities to build upon our existing services which will benefit the tourism industry and broader economy".

MEANWHILE Jetstar will also this week introduce 22 additional weekly services into Cairns, with the relaunch of direct flights from Osaka and additional domestic services from Cairns to Sydney, Melbourne, Perth and Adelaide.

TAT looks to future

TOURISM to Thailand has grown more than 150-fold over the last fifty years, with the country last year welcoming 14 million visitors compared to just 81,000 in 1960.

Last week the Tourism Authority of Thailand welcomed media from around the world as part of the organisation's 50th anniversary, with Minister of Tourism H.E. Mr Chumphol Silapa-archa telling attendees that the way ahead lay with environmental protection and sustainability to preserve the country's natural gifts.

TAT governor Suraphon Svetasreni emphasised the importance of community involvement, with value for money for guests continuing to be offered through grass roots involvement.

Sounds infinitely rockin'



ABOVE: Recently Voyages and AAT Kings treated a group of Infinity Holidays' consultants on a famil to Ayers Rock.

The group experienced the Sounds of Silence dinner, AAT Kings' Sunrise tour, as well as the Valley of the Winds BBQ tour, camel rides, drinks and live music at the Outback Pioneer BBQ Bar.

Pictured here overlooking Uluru, back row *from left* are: Nicola Dalzell, Fatimah Ackerdien, Karl Hovey, Danielle Falsay, Anthony Cleary, general mgr hotel operations Ayers Rock Resort; Lisa Wallace, Nichole Steadman and Matthew Speakman.

In front are: Monica Baker and Rebecca Nable.

Aus funds ferry

THE Australian govt will assist Tonga with providing \$1.9 million funding for a replacement charter vessel to offer transport between the Tongan islands, following the loss of *Princess Ashika* last Aug.

DJ numbers up

VIRGIN Blue saw its international passenger numbers rise 23.6% during Feb, while domestic figures were up 1.6%.

The carrier flew 1.26m passengers on domestic routes and 223,000 on international flights during the month with an overall revenue load factor of 80.4%, up 1.4 points year on year.

New Qld day tour

BRISBANE marketing has combined with JPT Tour Group to develop a new day tour which aims to showcase the Queensland countryside for overseas visitors.

The *Aussie Outback Adventure* day trip departs the Gold Coast at 7.30am and Brisbane at 9am and takes in the Queens Park in Ipswich, the 12000 acre Spicers Hidden Vale cattle station, wine tasting at Woodlands of Marburg.

The tour costs \$260pp - more info www.jpttours.com.au.

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- Administer the process of populating marketing briefs, including website updates, newsletters, merchandise landing pages and other marketing campaigns;
- Co-ordinate the product for marketing initiatives and campaigns;
- Co-ordinate hotel and DP product for destination of the month;
- Fulfil product requirements for regional campaigns;

This role requires a minimum of 3 years experience in the travel industry with good knowledge of the main travel destinations in the Australian market (including travel seasonality and a GDS). The ideal candidate will possess intermediate/advanced Microsoft excel skills, be able to meet strict deadlines under pressure and without error, be a strong team player with excellent interpersonal skills and will show a proactive, organised, self-motivated approach to completing tasks.

Do you have a passion for travel and possess a highly creative knack of making interesting, eye catching and unique travel packages and marketing lines for the product? Are you able to capture the attention of consumers and contribute to ZUJI's reputation as the 'best online travel agent'?

If you meet the above requirements and would enjoy a busy and challenging role, then send your resume and cover letter to scott@sabrepacific.com.au, application closes on Wednesday, 7 April 2010. For information, please call Scott Paton, HR Coordinator on 02 8204 2624.



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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.



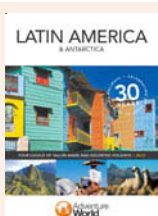
APT - New Zealand 2010/11

Premier touring, Premier Plus and Ocean Cruising are some of the choices in APT's New Zealand brochure, launched with SuperDeal savings. The program features fully inclusive holidays including, excellent accommodation, meals, sightseeing and Freedom of Choice touring. For a copy of the brochure phone 1300 278 278.



Travel2 - Hawaii 2010/11

This 32 page brochure offers an extensive range of products including accom, sightseeing, car hire and cruising. New for 2010 is the Trump International Hotel and Towers in Waikiki, Wet 'n' Wild water park and the Hans Hedemann Surf School where you can learn to surf on Waikiki beach. For a copy of the brochure contact www.tifs.com.au.



Adventure World - Latin America 2010

This mega 92 page brochure containing South America, Central America, Mexico and Antarctic products for 2010. The brochure features a collection of different packages that traveller can tailor make into a comprehensive custom itinerary. Colombia is a new addition for this year. See www.adventureworld.com.au/brochures.



A LIST Guide - Australia 2010

A LIST Guide presents 30% more inc new offerings from non - eastern board states, info and images from venues, suppliers and event activities. With its kaleidoscopic colours and bold, 'retro bubble' cover design - this year's guide is bursting with event ideas for E.A's, P.A's and all nature of event organisers. For a copy of the guide go to alistguide.com.au.



Freestyle Holidays - Thailand and Indochina 2010

This brochure offers a range of 3 to 5 star hotels and resorts incl a section dedicated to 'boutique stays' within Thailand. Also half day and full day tours ranging from one to 10 days are featured.

Bali 2010

This brochure has a dedicated section on Villas & Suites in Bali but also includes 2-5 star accom. There's also a new sightseeing and experiences section added, incl the True Bali Experience and The Elephant Safari Park Lodge.



Hong Kong, China and Macau 2010

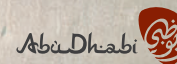
An expanded brochure this year on the Hong Kong, China and Macau program, includes more hotels in Kowloon, Hong Kong Island, Macau, Beijing and Shanghai. See www.freestyleholidays.com.au.

Rad appointment

RADISSON Resort Fiji Denarau Island has announced the appointment of Shashita Nand as director of sales and marketing, effective immediately.

She brings 12 years hotel and tourism experience to the role.

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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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. Where at the Fairmont Bab Al Bahr can chocolate enthusiasts watch as chocolatiers craft delectable confectionary from the finest ingredients?



Mid East to Japan

ETIHAD Airways launched its first non-stop services between Abu Dhabi-Tokyo yesterday, with a five times weekly operation to the Japanese capital.

EY also offers a 5 times weekly service to Nagoya, via Beijing.

According to travel agent GDSs, the Tokyo Narita service will be nonstop in both directions - previously 1 of 5 weekly services was operating via Nagoya.

MEANWHILE, Emirates has also expanded its global network to Japan, with the launch of five times weekly services between Dubai-Tokyo Narita.

EK will add Amsterdam, Prague and Madrid to its network in 2010.

EU airspace change

THE European Commission has adopted new rules regarding the management of air traffic "in order to optimise available capacity in the use of airspace".

Previously there was no legislation governing air traffic management at a European level, with the central Eurocontrol ATC basing cooperation with individual countries on voluntary procedures leading to a "lack of consistency".

The new rules make procedures for flight planning and the use of airspace capacity compulsory during all phases of flights as well as improving coordination between flight plans and airport slots through better information.

Want the latest from Tourism Australia?

Come to one of our free Market Briefings to get up-to-date information on what's happening in the global tourism market.

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READY TO TAKE ON A NEW CHALLENGE?

START SOMETHING FABULOUS SALES & MARKETING MANAGER SYDNEY – SALARY PACKAGE TO \$95K

Bring your Sales & Marketing and leadership experience to this new role and enjoy the success & growth of a fabulous company with beautiful product. You'll be leading a small team of Sales Execs and building relationships across all market sectors as well as Government Tourism bodies. This is an exciting opportunity for you to create a high profile role for yourself and leverage those strong industry relationships.

PROWL THE HALLS OF POWER CORPORATE SALES MANAGER CANNBERRA – SALARY PACKAGE OTE \$120K+

Here's a giant opportunity with an industry leader. If you can drive sales in the mid-market corporate sector and have proven abilities in new business acquisition this opportunity is available NOW. You must be able to articulate your hunger, your process and your success in business development and be a professional, friendly individual who enjoys creating new relationships. An autonomous role for a go-getter.

WHAT'S THE STATE OF YOUR CAREER? STATE SALES MANAGER PERTH – SALARY PACKAGE ote \$90K

If you have experienced in managing a large territory, driving performance from a small sales team and strategically managing key client relationships, this innovative & highly successful company has a position for you in wonderful WA. You will be responsible for promoting & growing the sales of this popular product, networking across the travel industry, and leading a team. Great package with incentives.

TRAVEL TECHNOLOGY – TAKE THE CHALLENGE SALES EXECUTIVE MELBOURNE/SYDNEY – SALARY PACKAGE TO \$80K

A perfect opportunity for a tech-savvy sales professional with loads of travel industry experience and a desire to work in the sector of the future! You'll have an affinity with travel systems and have proven sales skills, creating a sales pipeline, providing demonstrations, understanding client needs, negotiating strongly, and winning new business. This industry giant will point your career in the right direction.

FOR THE LOVE OF TRAVEL AND YOUR CAREER NATIONAL SALES MANAGER SYDNEY – SALARY PACKAGE TO \$85K

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.

CORPORATE SALES – HOT BRAND, HUGE REWARDS CORPORATE BUSINESS DEVELOPMENT MANAGER SYDNEY & PERTH – 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.

IT'S A PLEASURE MARKETING A BEAUTIFUL PRODUCT MARKETING MANAGER BRISBANE – SALARY PACKAGE TO \$95K

If you're a highly professional and passionate Marketer with experience in high-end luxury product this new position will give you the opportunity of joining a growing company and directly influencing their ongoing success. Hotel marketing experience would be an advantage and you'll have demonstrated skills in creating a strategic marketing plan that develops Brand awareness and drives sales.

SALES & PRODUCT CONTRACTING HOTEL CONTRACTOR SYDNEY – SALARY PACKAGE TO \$70K

This exciting role is available now for someone with both sales and 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 Online company.

CONTACT YOUR DEDICATED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
NATIONAL
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Kate Dalrymple
QLD & NT
Ph: 07 3229 9600

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

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

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7 WONDERS

7 CONTINENTS, 7 WEEKS

THE BIG 5 OF THE WILD

Issue any **Qantas Airways** tickets between 29 March and 04 April 2010 for your chance to win a **Wildlife** experience in **South Africa** for **you and a friend!**



The last week (week 7) prize consists of 2 return Premium Economy class airfares (including taxes) from the winner's closest international airport to Johannesburg flying Qantas, a 6 day Kruger National Park Wildlife Experience including accommodation based on twin share. All travel to be completed 30 November 2010. Winners and their companions must travel together on all prize flights.



Terms and Conditions

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

TEAMWORK | SUPPORT | FLEXIBILITY | OPPORTUNITY
DEVELOPMENT | TEAMWORK | SUPPORT | FLEXIBILITY
OPPORTUNITY | DEVELOPMENT | TEAMWORK | SUPPORT
FLEXIBILITY | OPPORTUNITY | DEVELOPMENT | TEAMWORK

American Express is currently recruiting in both its leisure and corporate travel businesses. We have several exciting roles that have become available that offer unparalleled employee benefits. Some of these include up to eight weeks annual leave, a 37.5 hour working week for your work/life balance and well-structured training and development support. If you are truly seeking a professional career within the travel industry, American Express can help you realise your potential.



A leisure consultant role unlike any other

Sydney

Trust. Integrity. Security. Quality. Customer service. These attributes are the hallmarks of American Express® – the world's most respected service brand. Demand for our exclusive premium travel service is increasing, which means we are looking to add to our team of travel consultants.

You will be responsible for servicing Platinum and Centurion Card Members' leisure travel and lifestyle enquiries.

This is an environment where we service, consult, advise and sell the most luxurious international leisure travel and lifestyle products possible. We take this approach to service because our clients expect and deserve it.

You should be experienced, confident and creative professionals and have worked in the travel industry with international travel consulting experience, ideally within a leisure environment to qualify for these roles.

Emergency Travel Consultant (after hours)

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.

The ETC is a great team environment in which to work. Consultants share their ideas and knowledge on a daily basis and work autonomously. 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.

You should possess strong attention to detail, domestic or international consulting experience, the ability to make sound judgements and previous experience booking through a G.D.S. Benefits include a generous allowance of between 10% – 26% depending on the shift worked, five weeks annual leave plus all other standard American Express employee benefits.

To apply for the above opportunities, visit us online at www.americanexpress.com.au/careers and select the travel category.

For more information, contact Darren Grant – Human Resources (02) 9271 3137.

