

**New Austrian**  
phone number  
**1300 655 727**

Austrian  
www.austrian.com

**Travel Daily**<sub>AU</sub>  
First with the news

Fri 21 May 10 Page 1

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

**After Hours Consultant - Melbourne**

- Life/ Work balance
- Fantastic company benefits

Contact **Karen McGrath** at  
TMS karen@tmsap.com  
T: 02 9231 6444

TMS  
ASIA PACIFIC  
BNE • MEL • PER • SYD • BKK • HKG • SHA • SIN

## Premium sale

QANTAS has launched a four day sale on Premium Economy and Business Class fares to Hong Kong, Johannesburg, San Francisco, Buenos Aires and other routes, offering 50% off the second person's fare (TD breaking news).

Dates of travel vary according to destination and booking class and can be booked directly online at qantas.com, or through travel agent, before midnight 24 May.

A discount is also offered when there are more than 2 travellers, with passenger 3 paying the average of pax 1 and pax 2's fare.

## A\$ dive hits wholesalers

ANOTHER day, another drama in the Australian tourism industry.

As if volcanic ash, cabin crew strikes and DFAT warnings weren't enough, the Australian dollar has plummeted to just US\$0.81 overnight, with wholesalers scrambling to adjust prices.

Qantas Holidays/Viva! Holidays was one of the first to react, yesterday afternoon announcing an approximate 6.15% increase on prices for China and Vietnam land product effective from today.

Existing bookings will be

honoured at current prices if paid in full by 8pm AEST on 28 May.

It's expected that other operators contracting in US\$ will also be impacted by the volatility, which has also seen the A\$ slide from its recent extreme highs against the Euro and British £.

However the market ructions aren't all bad news, with the price of oil also plummeting a huge 8% overnight - bringing it down 25% in the last four weeks.

## SOO footy comp

DUE to popular demand, *Travel Daily* will again be running a Rugby League State of Origin competition, in which the travel industry reader with the closest answers to a series of questions over the three games in the series will win two night's accom including a buffet breakfast for two at a VIBE hotel.

The questions for Game 1, next Wed 26 May are:

1. Which team do you tip to win the 2010 State of Origin series?
2. What do you predict the score will be for Game 1 next Wed?
3. In what minute of Game 1 do you predict the first try will be scored?

Answers must be sent in before by 5.30pm Wed 26 May to [soocomp@traveldaily.com.au](mailto:soocomp@traveldaily.com.au).

## New AW chief

ACTING Tourism Holdings ceo Keith Stanley this morning named Andrew Mulholland as the new gm of Adventure World Travel.

Mulholland moves from a role in New Zealand with Flight Centre to take up the Sydney-based position early next month.

The appointment is the latest in a series of recent changes within NRMA's travel businesses including the departure of former ceo Carl Frier and new heads for Value Tours and NRMA Travel.

## Today's Travel Daily

*Travel Daily* today has six pages of news, plus full pages:

- AA Appointments jobs
- Avis Travel Agent Scholarship

## You could be flying to



[www.qantas.com.au/agents](http://www.qantas.com.au/agents)



## Holidays

Conditions apply. Promotions ends 30 June 2010.

Qantas Bonus Points Promotion authorised under NSW Permit No LTPS/10/02955, ACT IP10/01383, Victoria 10/1029, SA Licence No. T10/723.

**ON NOW!**

**WOW Sale!**

Book a new Royal Caribbean cruise between 21-25 May and receive up to US\$200 FREE onboard credit and 50% reduced deposit!\*



[click here for details!](#)



**Royal Caribbean**  
INTERNATIONAL

\*Applies to cruises departing 1 Sep 2010 onwards. Onboard credit is per cabin, by cruise length (3-5 nights-US\$50; 6-9 nights-US\$100; 10+ nights-US\$200). Conditions apply. ABN 33 133 829 302. RCI5265

## QF BKK flying on

QANTAS says its continuing to closely monitor the security situation at Suvarnabhumi International Airport in Bangkok, following the ongoing unrest and state of emergency in Thailand.

QF said the airport remains unaffected by the situation and its services via Bangkok are still scheduled to operate normally.

Despite this the carrier is also allowing passengers who would prefer not to travel via Bangkok at this time to change routings, defer travel or have tickets refunded without fees.

# How would you like to win 10K?

[www.sfo10k.com.au](http://www.sfo10k.com.au)



**Our Airline**  
[www.ourairline.com.au](http://www.ourairline.com.au)  
or contact your travel agent

Only Airline flying to Solomon Islands on the weekend.  
Full Service Carrier at value pricing. When Service matters most...fly with us.

### Help Desk Consultant - Sydney

- ▶ Leading GDS co. with unlimited opportunities.
- ▶ Assist agents with questions & resolve problems.
- ▶ Retail, ticketing exp. a strong adv. Gal essential.
- ▶ Salary: \$40K+ super ▶ **Apply Today!**

call or email: [jobs@inplacerecruitment.com.au](mailto:jobs@inplacerecruitment.com.au)

[www.inplacerecruitment.com.au](http://www.inplacerecruitment.com.au)

# Travel Daily AU

First with the news

Fri 21 May 10

Page 2

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



**SALE NOW ON**

NEW GREAT VALUE PACKAGES  
WITH LOTS TO EXPERIENCE

Contact your Preferred Wholesaler for the latest  
Hot Deals or visit: [www.newcaledonia.com.au](http://www.newcaledonia.com.au)



## Travel Daily AU

First with the news  
on location in  
Denarau, Fiji

Today's issue of *TD* is coming to you from Bula Tourism Fiji Exchange, courtesy of Tourism Fiji

**DENARAU** Island is an ideal base for couples, families and the MICE market during a Fiji holiday, or as a stopover point before travelling onto one of the outer islands of Fiji.

The 600 acre Denarau is home to the largest concentration of resorts in the South Pacific in one gated tourist/community location.

Visitors have the choice of staying at either the Hilton Fiji Beach Resort & Spa, Sofitel Resort & Spa Fiji, The Westin Fiji Resort, Sheraton Denarau Villas, Sheraton Fiji Resort, Radisson Resort Fiji and the WorldMark by Wyndham Resort.

The island is also home to Port Denarau where launch transfers depart for the outer islands, and it's home to a wide variety of restaurants, bars and gift shops.

Denarau is located 20 minutes by taxi from Nadi International Airport.

## Tiger web check-in

**TIGER** Airways today launched a new web check-in system - but only for passengers travelling without checked baggage.

It's available between 48 hours and 4 hours before departure, with 7kg of carry-on allowed, and pax print their own bar-coded boarding pass to skip the check-in queue and go straight to the gate,

# DJ, NZ Tasman harmony

**VIRGIN** Blue and Air New Zealand plan to offer exactly the same fares, check-in processes, on-board product and inflight entertainment on trans-Tasman flights if their proposed alliance (*TD* 03 May) is approved.

Further details of the tie-up are contained in the formal ACCC submission regarding the pact, which is now the subject of an investigation inviting submissions from interested parties by 02 Jun.

The carriers said they will code share on a free sale basis on

## Cooks appointment

**WAYNE** Borland has been appointed as the Sydney-based Director of Strategic Development for the Cook Islands Tourism Corporation (CITC).

As well as supporting the new direct Air NZ flights between Sydney and Rarotonga, Borland is responsible for helping plan for significant increases in visitor arrivals to the Cooks from Australia NZ and the Northern Hemisphere.

He's also responsible for representing Cook Islands Tourism in Australia effective immediately, replacing the previous representation by the Unique Tourism Collection (*TD* 04 May) which was terminated after a major falling out between the company's owner and the chairman of the CITC.

Borland's previous roles include positions with Carlson Wagonlit as well as gm Australia/NZ for Aircalin.

alliance routes, and coordinate products to achieve so-called "metal neutrality" and give customers a "harmonised and integrated product with consistent service and seamless check-in, transfers, baggage and other services".

The pact also extends to schedules, frequent flyer programs and lounge access, with the carriers saying the deal will be "pro-competitive, as it will enhance the ability of the Applicants to offer a strongly competitive product" which will enable them to "more closely match the network offering of the Qantas-Jetstar group".

Jetstar has signalled it intends to expand low cost services on the Tasman, the application says, while other competitors include Emirates which has a direct operating capacity share of up to 30% on some routes.

Virgin Blue and Air NZ are seeking a five year authorisation for their deal, and say they expect to continue to operate at least the same number of Tasman return frequencies (216) per week, and expect to boost frequencies on at least five city pairs.

## BA loses appeal

**THE** UK High Court has ruled in favour of the union representing British Airways cabin crew, overturning an injunction against strike action which provided the carrier with a brief reprieve earlier this week.

The Unite union says it now intends to continue with its walkout, with BA set to operate a modified schedule at London Heathrow over the strike periods from 24-28 May, 30 May-03 Jun and 05-09 Jun.

According to the BA website its flights to Australia via Bangkok will operate but longhaul services will have a simplified onboard service because of reduced crew numbers, with pre-ordered special meals and child meals not available, and there will be no in-flight duty free services.

Qantas is allowing pax to defer or re-route travel without fees, and agents reissuing tickets should use the authority code 554820 in the tour code box.



## Window Seat

**BRITISH** bookmaker Paddy Power has launched a new betting website which allows people to wager on the closures of airports in the UK and Ireland due to volcanic ash. between the period 01 Jun-31 Aug.

[www.volcanobetting.com](http://www.volcanobetting.com) invites punters to "take the risk out of volcanic ash spoiling your summer holiday" by placing bets on their departure airport and date - meaning if their trip is spoilt they get a nice cash bonus.

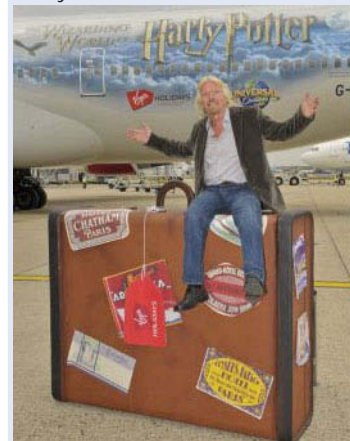
The holiday hedging is also available for London Heathrow, with most dates offering odds of 10/1 or 20/1 and a maximum payout of €5000 for a closure of at least one hour on the chosen date, as confirmed by an airport spokesperson.

Paddy Power said the move was "a very exciting new business opportunity" which had been launched due to "considerable customer demand".

**HUMAN** headline Sir Richard Branson was up to his usual antics in Florida this week, launching a specially decorated Boeing 747 to celebrate Virgin Holidays' status as the UK's official holiday company to Universal Orlando Resort.

The resort is home to the Wizarding World of Harry Potter, which officially opens to the public next month.

He's pictured below, looking about the size of a house-elf sitting on top of a giant novelty Harry Potter suitcase.



Certainly no dummy - even though he looks like a ventriloquist's one.

## groups consultant.

As a Groups Consultant in the Virgin Blue Sales Department you will generate revenue by facilitating the air travel needs of our Guests who are travelling as a group of 10 or more to attend a conference or special event.

You will be responsible for selling Virgin Blue Group and Conference Travel and to manage these clients from the point of sale through to the completion of business. You will focus on the growth of the groups and conference business through delivering excellent customer service, by developing positive and lasting relationships with key accounts and by proactively identifying new opportunities.

To ensure you are a front runner you will have proven airline or travel agent experience, the ability to work autonomously while under pressure and exceptional attention to detail. Previous group travel experience will be highly regarded.

Visit our website [virginblue.com.au/careers](http://virginblue.com.au/careers) to find out more or click 'Apply Now'.

Applications close 27 May 2010.







## Discover Oman

info@tourismoman.com.au



# Travel Daily AU

First with the news

Fri 21 May 10

Page 3

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

State-of-the-art  
in-flight entertainment.

**QATAR**  
AIRWAYS القطرية

## VA Fiji demand high

VA AUSTRALIA is heralding its relatively new Sydney-Nadi as a success, with loads "going gangbusters", according to public relations manager Amanda Bolger.

VA heated up competition on the Australia-Fiji route last Dec when it launched a six times weekly service into Nadi.

"There is definitely strong demand for affordable travel to Fiji," Bolger told *Travel Daily*.

"Some of our flights are sold out, in economy class especially."

She also said VA will shortly turn its focus onto groups, now the carrier has established its roots in the Fiji market.

Bolger also thanked the trade for backing the Virgin carrier, saying: "We love agents and we have been heartened by their support on the route."

## UA/CO good for Fiji

THE proposed merger between US carriers Continental Airlines and United Airlines (*TD* 04 May) is great news for tourism in Fiji, the nation's tourism organisation says, with the airline alliance offering a range of new untapped markets likely to open up.

Speaking with *TD* at the Bula Fiji Tourism Exchange this week, Tourism Fiji said a UA/CO merger would make Fiji easier to access from United's network of US and South American cities.

The hope is that United would feed into Continental Micronesia's Nadi service that operates from Guam, via Honolulu.

## Super yacht decree

THE Fijian govt has introduced a 'Super Yacht' decree that will now allow sail and power boats of over 24 metres, to visit, sail and operate charters in Fijian waters.

The vessels will likely bring tourism benefits to ports including Savusavu, Malau, Wairiki and Rotuma, reports Tourism Fiji.

## Creative Fiji record

TOURISM Fiji's Paresh Pant told *TD* that Fiji's recent week long coverage on Channel 7's *Sunrise* program assisted with a record breaking booking period for Creative Holidays' Fiji product.

*Sunrise's* weatherman Grant Denyer gave 'live' updates from the InterContinental, Shangri-La, Westin, Plantation Island and Musket Cove Island properties.

## FJ focus on HKG

AIR Pacific aims to "cement" its twice weekly services between Nadi and Hong Kong before adding extra capacity on the route.

FJ general manager sales & marketing Michael Nacola told *TD* at BFTE the Fijian flag-carrier would concentrate on developing its Asian market ahead of any new destination, backed by support from the Fiji govt and its people.

The route, which it codeshares with Cathay Pacific, offers the opportunity to reach markets in India, China and the Middle East, but Nacola said, "it's now time to convert the excitement of the route into bookings."

## Fijian weddings packages soar

ONE of the stand out sectors experiencing unprecedented growth in Fiji at the moment is the wedding market from Australia, says Tourism Fiji's regional director Australia.

Paresh Pant told *TD* yesterday at the Bula Fiji Tourism Exchange the wedding sector was at the forefront of the industry, and agents were benefiting due to the healthy commissions on offer.

He said consumers are finding that Fijian weddings are relatively easy to arrange and offer an alternative to the "over-priced" wedding industry within Australia.

"Fiji's proximity to Australia and it being in a totally different destination is what appeals to couples," Pant said.

He also pointed out that everything could be pre-booked from start to finish, so it offered peace of mind for lovebirds.

Generally, the wedding parties that have come through Fiji varied in size from 60 to 100 guests - meaning there's huge potential income for agents.

Earlier this year Tourism Fiji hosted 'Marry Me Fiji' workshops in Adelaide, Melbourne, Sydney and Brisbane, which Pant said were "extremely well supported" by the trade.

MD of World Travel Group (which operates a Weddings Worldwide division) Jean Kouriel, told *TD* Fiji weddings only required couples to be in the country for three days before the ceremony to gain a marriage licence, unlike other destinations which require a minimum of a week or longer.

Kouriel said the group is also introducing a stand-alone wedding brochure, to launch in Nov, which will feature packages at The Naviti, The Warwick and possibly the Outrigger.

## new opportunity!

### customer service representatives

- Opportunity to sell a great product;
- Work as a part of a fun and enthusiastic Customer Service team;
- Good personal and professional growth prospects;

Cover-More is Australia's largest Travel Insurance provider. We are a people focused global organisation that recognises individual and team efforts.

Our continued growth means we are looking for enthusiastic and experienced Customer Service Representative to join the team, based in our North Sydney office. The ideal person has previous contact centre/ travel agency experience.

Motivated candidates are asked to send their applications, including a brief resume, to;

email: robynk@covermore.com.au

closing date: 28th May 2010

**Cover-More® Travel Insurance**

"...travel insurance you can trust"

## SOUTH AMERICA TRAVEL CENTRE

### Sales Consultant

Based in Melbourne's CBD, South America Travel Centre is one of Australia's predominant niche wholesalers for South & Central America, Mexico and Cuba. We specialise in designing innovative, tailor-made travel itineraries for an upmarket agent/client base and are seeking an experienced consultant to join our close-knit team.

Along with a genuine interest in Latin America and a commitment to providing a high level of personalised service, you will have a minimum of 3 years working in wholesale or retail and a proven sales record. A working knowledge of Amadeus and previous travel in South America will be a definite advantage.

Our consultants are amongst the best in the industry and if you are self-motivated, a high achiever, and would enjoy working in this friendly small-team environment, your skills and creativity will be welcomed and well rewarded.

Please email your CV and cover letter to: [satc@satc.com.au](mailto:satc@satc.com.au)

# Kings & Queens of Greece



LAST night, Sun Island Tours hosted over 100 agents and travel industry staff in a packed cinema at Hoyts Broadway for the opening night of *Wog Boy 2: Kings of Mykonos*.

The comedy sequel shows off the beauty of the Greek island of Mykonos, with almost every scene set against a backdrop of breathtaking expanses of blue ocean and white island vistas.

To celebrate the launch of the hilarious Greek movie, over the next two weeks Sun Island Tours is giving agents the chance to earn 15% commission on new bookings made from its 2010 Mediterranean and Middle East brochures.

Sun Island Tours' latest program features a host of island hopping packages visiting the popular



holiday resort of Mykonos.

Also available is a range of variety cruise specials offering 2-for-1 deals, shipboard credit and free night hotel stays.

See [www.sunislandtours.com.au](http://www.sunislandtours.com.au) for itineraries and more details.

Pictured above from Sun Island Tours are Danny Reid, Angelya Vassiliadis-Balaguer and Lakis Polyviou, and inset is Lauren Williams, Katherine O'Neill and Karishma Chand from Flight Centre West Ryde.

CLICK HERE for *Travel Daily's* Facebook site to see more photos from last night.



## Air Tickets Fares Manager Melbourne

Air Tickets provides Australian travel agents with an extensive range of international airfares and ticketing services. With more than 50 years experience, Air Tickets is the Australian market leader in the wholesale distribution of international airfares and ticketing services to some 3,500 travel agents internationally on behalf of 105 international airlines.

We currently have an exciting opportunity available in our Melbourne office for an Air Tickets Fares Manager who will be responsible for improving Air Tickets competitive position in Fare distribution within Australia and New Zealand. The successful applicant will provide the working tools and environment that support efficient data maintenance, improved workflow and streamline the distribution of fares to ensure speed to market is industry best.

To be successful in this role you will have a thorough knowledge of fares and fare structure practices, including, IATA procedures, filing fares and coding rules. Understand and implement the complete tariff process and be aware of industry changes and distribution enhancements for the airline, travel agency and GDS. You will also possess proven leadership skills and vision and be a highly motivated self starter with ability to think strategically and have a practical hands on and results focused approach.

To apply for this role please send your CV to [careers@stellatravel.com.au](mailto:careers@stellatravel.com.au) by 27 May 2010



## Travel Daily AU

First with the news

Fri 21 May 10 Page 4

EDITORS: Bruce Piper and Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

### Tiger eyes S. Pacific

TIGER Airways chief executive officer Tony Davis has revealed that the no frills airline is looking at future routes between Australia and New Zealand, Indonesia and the South Pacific, of no longer than five hours duration.

### Backpacker bonus

BACKPACKER Campervan and Car Rentals this morning announced the removal of its surcharge for drivers aged 21-25, on its recently introduced Australian Car product which came on the market 01 Apr.

The move is effective immediately and was based on feedback from Backpacker's trade partners and customers.

The TLH subsidiary offers car rentals from its branches in Adelaide, Alice Springs, Ballina/ Byron, Brisbane, Cairns, Darwin, Perth, Melbourne and Sydney

### Schoolies keen on Fiji voluntourism

AN INCREASING number of Australian 'Schoolies' are booking volunteer tourism projects in Fiji instead of boozy weekends on the Gold Coast, says Fiji tourism specialist Rosie Holidays.

Managing director Tony Whitton told TD at BFTE that Rosie Hols. has seen a boom in the number of Australian private schools booking students to Fiji on packages which incl a 4 day project working with local communities to build homes.

A typical two week itinerary some schools (including Sydney's St Andrews and Tara) are booking includes five nights in Nadi, 4 days in the remote village of Koro-i-pita, followed by a relaxing five nights on one of Fiji's outer islands.



## maxim's travel

CELEBRATING 25 YEARS

### "EXPERIENCED MULTI SKILLED CORPORATE CONSULTANT"

This well established successful corporate travel company located in the Sydney CBD is seeking a strong multi skilled corporate consultant that can work well in a team environment.

You will have access to leading edge technology and second to none support. Essentially you must have a minimum of 2 years travel consulting experience with expert International fares knowledge and excellent customer service skills. Galileo and Tramada trained preferred but not essential.

All applicants fitting the above criteria will be considered so please send your resume to [jobs@maxims-travel.com](mailto:jobs@maxims-travel.com)

## WIN A \$50 MYER GIFT VOUCHER

The Extraordinary Taxi Ride has officially hit the road on a 9-week journey around WA!

Tourism WA's new campaign saw the taxi begin its journey in Perth and has so far seen it's passengers swim with dolphins in Bunbury, pan for gold in Kalgoorlie and snorkel with the whale sharks at Ningaloo - and it's only at the half way mark!

To find out more about Experience Extraordinary and The Extraordinary Taxi Ride, click on the following logo:



To celebrate this fantastic campaign, every day this week, *Travel Daily* is giving readers the chance to win a \$50 Myer gift voucher, courtesy of Tourism Western Australia.

For your chance to win, simply answer the question below - make sure you look at the journey blog for answers at:

[www.extraordinarytaxiride.com.au](http://www.extraordinarytaxiride.com.au)

In Leg 6 two of our lucky passengers, Cameron & Joel had an Extraordinary Ningaloo Reef Adventure,

Other than whale sharks what sea life did they see?

- a) Manta Rays
- b) Dolphins
- c) Octopus

Email your answer to: [extraordinary@traveldaily.com.au](mailto:extraordinary@traveldaily.com.au)

The first correct entry wins!

Congratulations to yesterday's lucky winner: Maria Novellini from Flight Centre Global Product. The correct answer was: Nikki.



### Thailand curfews

THE Dept of Foreign Affairs has revised its travel advisory for Thailand from yesterday, now saying the Thai govt will impose a curfew on 24 provinces (including Bangkok), between the hours of 9pm-5am, through until 22 May.



## Not "China Beach"

**AUTHORITIES** in Vietnam have ordered a resort located on a popular stretch of sand used by American servicemen for R&R during the Vietnam war not to use the "China Beach" nickname the GIs gave it.

The four-star Sandy Beach resort has destroyed thousands of brochures and removed the name 'China Beach' from its website after being asked to refer to the location by its local name, Non Nuoc, which means "mountain and water".

A spokesperson for the property said it was a "technical mistake."

"We had no intention of getting involved in politics," he said.

Disputed islands in the South China Sea are the cause of tension between Vietnam and China.

## Air Pacific booking patterns turning

AIR Pacific says it is seeing a return in consumer confidence for travel to Fiji, with Melbourne and Brisbane routes "quite strong", according to the airline's gm sales & marketing Michael Nacola.

Nacola said FJ was considering some earlybird strategies to capitalise on the turnaround this year from last-minute bookings, to holidaymakers booking 3 or 4 months in advance of travel.

FJ has recently had to add extra aircraft on Australian routes to deal with increased demand in peak period, which was caused by the number of bookings made just 6 to 12 weeks prior to departure.

Earlybird fares will permit Air Pacific to schedule services more efficiently and gauge passenger loads further in advance, he said.

Nacola told *TD* yesterday at the Bula Fiji Tourism Exchange a new fifth weekly Saturday daytime Melbourne-Nadi service will be introduced soon, while the airline is pleased with passenger loads ex SYD over the Jun-Aug peak period.

## Tourism WA offices to close

THE Western Australian government has announced major changes in the way Tourism WA operates, including the closure of its current regional offices in WA.

The state budget, handed down yesterday, allocated the tourism marketing agency an extra \$12.4 million over the next three years to enable it to "transform and refocus" on marketing, events and the promotion of significant infrastructure projects through more collaboration with other govt agencies and departments.

WA tourism minister Liz Constable said there would be "significant changes in the size and structure of Tourism WA" including less spending on operational expenses.

By the end of this year the offices in Broome, Karratha, Carnarvon, Geraldton, Bunbury and Albany regional offices will close, switching to representation by other govt agencies such as regional development commissions.

Constable said Tourism WA would still conduct "significant marketing activity" to drive visitors towards regional operators, and WA will also maintain its international marketing presence.

## Citroen lease deal

GLOBALCARS has just released a great Citroen leasing deal in Europe, offering savings of up to \$861 on new vehicles.

Bookings of a compact size Citroen C4 will receive a free upgrade to the full size C5 1.6L Hdi Comfort including an inbuilt GPS, with the deal valid for new orders delivered in France from 01-30 Jun this year.

Other offers also include up to 9 free days and half price pick up and return fees - 1300 789 992.

## Viennese value

BEYOND Travel is offering an extra free night's accommodation in Vienna with any bookings of three nights at one of three Starlight Suite Hotels, where rooms have a separate bedroom, living area and kitchenette.

Priced from \$296ppst for four nights incl b'fast - 1300 363 554.



### Sales Development Manager, Victoria

SCENIC TOURS is one of Australia's most dynamic escorted touring companies delivering the ultimate luxury touring experience across Australia, Canada, and Europe and to a number of other international destinations. Our thriving organisation has an excellent opportunity for a Sales Development Manager to be based in Melbourne, managing our sales activities in; Melbourne Metro & CBD, Dandenong Ranges, Mornington Peninsula, Gippsland and North East Country regions.

Working to achieve pre-determined sales targets, you will be responsible for maximising sales revenue, profitability and market share within your specified geographical region. Your proactive approach, strong relationship building ability and call cycle activity to the retail agency network will help build product sales for Scenic and Evergreen Tours and Outback Discovery.

#### Success in this key role will require:

- Excellent verbal and written communication skills
- Strong relationship building capability
- Demonstrated sales ability
- Self-motivation, energy and enthusiasm
- An ability to work to deadlines
- An ability to multi-task and manage daily priorities
- The capacity to undertake 'cold calls' and prospect for new business
- A tenacious and resilient outlook
- Flexibility to work outside of core business hours including weekends, with evening travel obligations and early morning agent training commitments
- A valid driver's licence

Remuneration will consist of competitive salary; company maintained vehicle and other required tools of trade.

Please register your interest by emailing your resume and remuneration expectations to: [employment@scenictours.com](mailto:employment@scenictours.com) by COB Friday 28<sup>th</sup> May 2010.

For further information on the company please visit our website [www.scenictours.com](http://www.scenictours.com).



### Travel Consultant

- \$35,000 + Super + Commission
- Inner City Location - Ultimo
- Entertainment, Events, Travel and Ticketing Industry

Showbiz International is Australia's leading entertainment Travel, Ticketing & Packages Company, specialising in providing entertainment and hospitality package services to a wide customer base.

Showbiz is currently seeking a Travel Consultant to join our dynamic team. We are in search of an extremely proactive and new business focused travel consultant professional to join our highly motivated and successful team. We require our successful candidate to develop & assist the travel sector of our business to achieve & exceed sales budgets & targets in travel sales. A strong focus will be to secure new clients whilst maintaining your current base whilst also ensuring all bookings are confirmed and paid in full to tour operators and airlines prior to client departure. Your confident and natural communication style will make certain you are a success in this role.

#### Key Tasks

- Service the general public with their travel sales and agenda.
- Concentrate on ways to up sell, cross sell and maximise all sales opportunities
- Provide a friendly service to our customers.
- Documentation and sales reporting issuing quotations and confirmations.
- Participate in product and sales training and approved educations as required to provide a high level of product knowledge.
- Working knowledge and processing of all bookings through Galileo and other backend systems as required.

Your 1 - 2 years experience as a travel consultant will ensure you triumph in your role. You will have knowledge of travel and general geography and Galileo GDS. You will be confident and experienced with people and their requests. You are passionate about travel and entertainment and are highly confident in your verbal and written communication skills.

If this sounds like you then please forward your resume by May 27 2010 to Lisa Taylor, Travel Consultant [lisat@showbiz.com.au](mailto:lisat@showbiz.com.au)

## WIN A TRIP FOR TWO TO SOUTH AFRICA

During May, *Travel Daily* is giving travel consultant readers the chance to win an incredible seven-day holiday to South Africa for two people, courtesy of our friends at **South African Tourism** and **V Australia**.

This sensational prize includes return International Premium Economy airfares to Johannesburg flying V Australia, two night's accommodation in Johannesburg, a four night stay in luxury accommodation at Kruger National Park, a city tour, all transfers and breakfast daily.

Expect to be spoilt in International Premium Economy with V Australia, including priority check-in and boarding, all leather seats with 38" seat pitch and adjustable foot rests, all inclusive food and beverage, mood lighting and much more!

To enter, simply send in a caption that represents the adventure photo featured above. You can enter as many times as you want.

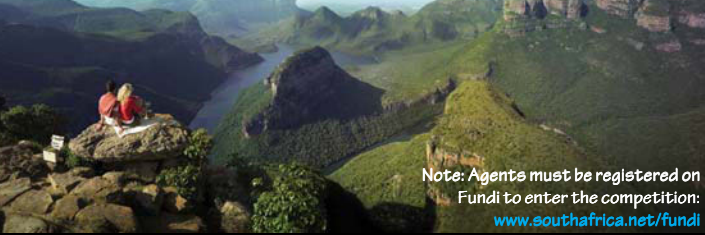


Bungee-Jumping in South Africa

Get creative & email your captions to [satcomp@traveldaily.com.au](mailto:satcomp@traveldaily.com.au)

Plus, a weekly prize of two bottles of South African wine will be up for grabs for the cleverest caption received each week...so keep an eye out in *Travel Daily* each Monday to see if it's you!

Click here for competition terms & conditions.



Note: Agents must be registered on Fundi to enter the competition:  
[www.southafrica.net/fundi](http://www.southafrica.net/fundi)



## Flavours of SIA

SINGAPORE Airlines looks to be trying to leverage off the hugely successful Masterchef TV series by releasing its first ever cook book.

*Above and Beyond* features 50 recipes from the distinguished SIA culinary panel including Australia's Matt Moran, Singapore celebrity chef Sam Leong and the UK's Gordon "F\*\*KING" Ramsay.

## New SAA lounges

SOUTH African Airways has opened new airport lounges in Johannesburg, Cape Town and Durban - just in time for the upcoming soccer World Cup.

The facility for int'l departures at JNB is the carrier's new flagship lounge, with 2500 square metres split into separate areas for First and Business class passengers.

## INTERNATIONAL CORPORATE CONSULTANT MINIMUM -5+ YEARS EXPERIENCE.

**Walking distance from Bondi Junction train station**

Requirements: proficient Galileo, good knowledge of fare constructions and automated ticketing.

Preference - knowledge of Travelog (not essential)

**Will consider suitable candidate for part time employment (minimum 4 days)**

Send resume to [sales@travelblitz.net](mailto:sales@travelblitz.net)

Fax: (02) 9388 0226

Travel Blitz Pty Ltd

Suite 101, 35 Spring Street,

Bondi Junction 2022

[www.travelblitz.net](http://www.travelblitz.net)



## Travelport training

TRAVELPORT has added four new classroom training courses as part of an expansion of its support for travel agents in Australasia, covering CrossCheck Travel Enterprise, ticketing, car hire and hotels - [travelport.com/au](http://travelport.com/au).



Fri 21 May 10 Page 6

EDITORS: Bruce Piper & Guy Dundas  
E-mail: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

## Having a whale of a time!



ABOVE: Just what have they been up to?

This group look like they're trying to hide something on a recent action packed Traveltrain Holidays fam'l to Hervey Bay & Fraser Island to highlight the upcoming whale watching season.

The group travelled onboard the Tilt Train and then spent four adventurous days exploring the world's largest sand island, cruising the bay and of course dining in style!

Pictured above, back row from left: Segran Menon, NRMA Travel; Judy Garnett, Escape Travel

Garden City; Emma Crawford, National Seniors Travel; Kate Odea, Flight Centre Beaudesert; Brett Alback, Traveltrain Holidays; Michael Dart, Harvey World Travel Loganholme; Peta Sills, Travelworld Bundaberg; Janet McAuslan, Brisbane Marketing; Ashok Kumar, Travelworld Kallangur; Sandra Lute, HWT Warwick.

Front Row: Leah Squire, Tewanin Travel; Caterina Franko, Traveltrain Holidays; Sharon Reckenberg, Jetset Noosa; & Sid Konnur, Traveltrain Holidays Sales Executive.

## NSW Business Development Manager

Australian Pacific Touring is Australia's premier touring company with offices and operations in all states of Australia, and overseas in Europe, UK and US. We have a wide product range in both domestic and international markets including luxury and experiential tours and a diversity of brands focussed in providing exceptional customer service.

The role of Business Development Manager involves working within the designated area of Sydney in partnership with our customers, mainly travel agents, to increase our business by providing superior service and advice to your accounts. You will be responsible for developing business growth strategies and creatively working to implement these within your territory.

The successful candidate will possess:

- A good knowledge of the travel industry
- At least 3 years sales experience
- Proven ability to develop business growth strategies
- Excellent customer relationship skills
- Well developed communication and negotiation skills
- Strong computer literacy
- A commitment to the company team and a desire to help others be successful

In return we offer:

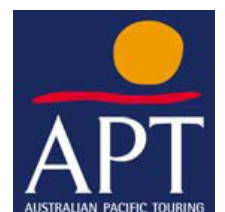
- Opportunity to access travel industry benefits
- Competitive remuneration
- Supportive management
- Potential for future career opportunities within the entire global APT group

Applications close: COB Friday 28th May.

Please send CV's with a covering letter to:

[employment@aptouring.com.au](mailto:employment@aptouring.com.au)

WE ARE AN EQUAL OPPORTUNITY EMPLOYER







## TREK INTO AA FOR THESE FABULOUS ROLES!

**TO RECEIVE DAILY UPDATES ON ALL NEW JOBS REGISTER AT [www.aaappointments.com](http://www.aaappointments.com)**

**SYDNEY** – 8/6 O'Connell St – (02) 9231 6377 – [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au)

**MELBOURNE** – 1/167-169 Queen St – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)

**BRISBANE** – 13/97 Creek St – (07) 3229 9600 – [employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)

**ADELAIDE & PERTH** – (03) 9670 2577 – [recruitsa@aaappointments.com.au](mailto:recruitsa@aaappointments.com.au) & [recruitwa@aaappointments.com.au](mailto:recruitwa@aaappointments.com.au)

### SHOP TILL YOU DROP WITH THE EXTRA TEMP \$ SUPERSTAR SABRE TRAINED CORPORATE TEMP WANTED SYDNEY CBD LOCATION – TOP HOURLY RATE WILL BE PAID.

Our VIP client is looking for a superstar temp to join their friendly and welcoming team! You will enjoy working in this amazing CBD office located near all your favourite stores.

You will have exceptional customer service skills; a sound knowledge of the travel industry; strong fares and ticketing and you will be highly proficient using Sabre. In return you will earn a top hourly rate, paid weekly.

Apply with AA today for all the top jobs!

### MARTINI'S AND MANICURES! STRONG RETAIL TRAVEL TEMP WANTED! SYDNEY – EXCELLENT HOURLY RATE \$

Love Leisure travel but tired of the sales targets?

We have a long term temp role with a well known retail agency located in the heart of the city. They are looking for a strong travel temp to join their busy team ASAP. You will have exceptional fares and ticketing knowledge, strong GDS skills and excellent domestic and international product knowledge. Min 2 years retail travel experience a must.

### PASSION FOR THE EXOTIC? SPECIALIST TRAVEL CONSULTANT

**MELBOURNE (INNER EAST) – SALARY PACKAGE TO \$50K**

Our client is currently on the search for a highly skilled travel consultant who has fabulous in depth knowledge of Africa, Mauritius, & Seychelles and a passion for selling this area of the world. If you are looking for a lovely boutique, professional environment with a focus on achieving goals as a team, this company is for you! Add a little pizzazz to your working day – apply for this unique role today!

### MOVE UP TO GOLD CLASS RETAIL TRAVEL CONSULTANT

**MELBOURNE (INNER) – SALARY PACKAGE TO \$55K (OTE)**

Are you worried every month that you may not make your sales target? Move to a retail travel company that will not only provide you with a high base salary for security, but also pay you added bonuses for the sales you do make. You'll be sipping cosmopolitans in Gold class in no time! Essentially, you will be a customer focused travel consultant with a natural sales ability and strong GDS skills (Galileo preferred).

### IT'S SHOWTIME – AIRLINE ROLES AVAILABLE NOW! DOMESTIC CORPORATE CONSULTANT – 6 MTH CONTRACT MELBOURNE (CITY FRINGE) – \$20 P/H + SUPER

Always wanted to work for an international airline? Here's your chance! Get your foot in the door of this outstanding company with this 6 month contract starting in June. With a great reputation, excellent work conditions and a friendly team to work with, you'll love every minute of this 6 month contract.

The successful candidate will have strong domestic fares knowledge and GDS skills. Get in quick!

### BE THE ENVY OF ALL YOUR FRIENDS CORPORATE TRAVEL CONSULTANT PERTH – SALARY PACKAGE TO \$85K (OTE)

With a salary structure that rewards hard work, you will be the envy of all your friends when you land this top role and start earning the big bucks! This global TMC offers nothing but opportunity with incentives galore, awards and career progression prospects. If you are an experienced, dedicated corporate travel consultant with Galileo skills, this is your chance to take your travel career to the next level!

### IT'S ALL ABOUT THE PRODUCT! PRODUCT CONSULTANTS BRISBANE – \$42K - \$45K OTE

Retail consulting – been there, done that? This fun and funky company is looking for experienced travel consultants to join their product team. With vacancies in their loading and queries department your day may involve loading contracts, investigating the profitability of bookings or solving problem bookings. These roles are the perfect stepping stone in building a strong travel product career. Strong attention to detail, exceptional time management skills & a positive attitude req'd.

### EARN TOP DOLLAR! RETAIL TRAVEL CONSULTANTS BRISBANE – SALARY PACKAGES TO \$60K OTE

Underpaid? Unappreciated? Looking for a role where your hard work is rewarded with the \$ you deserve? Look no further. This company believes in putting their staff first and will reward you with uncapped commission, free holidays, financial planning and exceptional career development. You will enjoy the fast paced environment and variety in your day when selling retail travel. Min 12 months consulting experience required. Apply today to get paid your worth!

**AVIS****2010**

# Avis Travel Agent Scholarship of Excellence

**REWARDING EXCELLENCE FOR 14 YEARS**

## It's TIME for 2010 scholarship winner

The winner of this year's Avis Travel Agents Scholarship of Excellence will automatically gain a place in the Travel Industry Mentor Experience (TIME), a new program designed to provide selected individuals with career guidance from industry leaders.

Due to launch in July, TIME will twice a year choose 10 individuals to take part in a six-month program, during which they will receive guidance on business development, leadership and communication/networking from respected business owners and senior industry executives. TIME Chairman Penny Spencer, owner of award-winning corporate agency Spencer Travel and a former recipient of the Avis scholarship, said this year's winner would automatically gain a place in the 2011 TIME program.

"Travel agents who take part in the Avis scholarship are smart, customer-focused professionals, eager to push their careers forward," said Spencer. "That's exactly the sort of person we believe will benefit from the TIME program."

Now in its 14th year, the annual scholarship offers you the chance to develop your skills by undertaking international travel, professional business coaching, and product and sales training. This year's winner will also have the option of enhancing his/her formal qualifications in partnership with Southern Cross University. Even if you don't win, you will still gain enormously from the experience because applying for the scholarship will stimulate your thinking and open up your eyes to new ideas.

To apply for this year's scholarship go to: [www.avisscholarship.com](http://www.avisscholarship.com).



**TIME Chairman (and former scholarship winner) Penny Spencer with Avis Travel Industry Manager Russell Butler**

## Have you got the right stuff?

**As a 2008 finalist and the 2009 winner of the Avis Travel Agent Scholarship of Excellence I would encourage any agent who is passionate about customer service to put themselves forward for this extraordinary award.**

Whether you have been in travel for two years or 20, you will benefit personally and professionally simply by taking part in the 2010 scholarship. It forces you to reflect upon all the little things you do that demonstrate your commitment to your clients, your enthusiasm towards our industry and your determination to be the best you can be.

The Avis Travel Agent Scholarship of Excellence is not an award

for agents who are only interested in closing sales, growing yields and making profits.

It is an award for people who believe the key to success for any skilled travel professional is exceptional customer service. It is an award for people who understand the power of a genuine smile, the importance of respect and the joy that comes from continually finding new ways to exceed clients' expectations. If that sounds like you then register now.

I wish you the very best of luck!

*Lisa Upston*