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First with the news

Monday 11th April 2011

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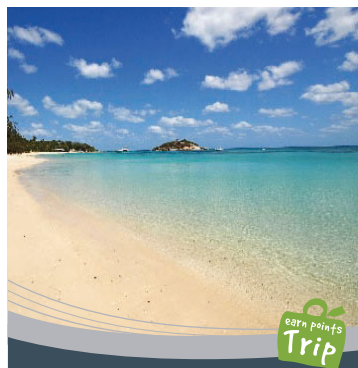
Contact us on **02 9231 6444**

ISSN 1834-3058

Sabre ready for seats

SABRE Pacific this morning confirmed that it's ready to support the new Qantas seat selection option when it is implemented this Wed (TD 31 Mar).

Sabre Travel Network vp Asia-Pacific, Hans Belle, said the firm had been "working closely with Qantas on this development for some time to ensure Sabre Connected agents continue to take advantage of carrier initiatives."



Vote for Qantas Holidays

in the 2011 AFTA NTIA Awards:

- Best Wholesaler Australia Product
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Jetstar adds ancillary fees

JETSTAR is in the process of rolling out a range of additional fees, including an optional \$4 charge for early boarding.

Travel Daily has identified that the carrier is also charging passengers 99c for an SMS version of their travel itinerary,

and \$12 extra for passengers wanting to be seated in the first few rows of the aircraft, or \$4 to assign themselves a standard seat.

During the booking process passengers are invited to "beat the queue with priority boarding," in order to avoid stress and "be one of the first to store your cabin baggage".

Last month Qantas ceo Alan Joyce flagged a range of increases in ancillary charges for Jetstar, as part of the carrier's response to high fuel prices.

Watson joins Partners

FORMER Travel Counsellors gm Peter Watson has taken on the role of Professional Partner recruitment for new home based agency network, Travel Partners.

Managing partner Jeff Hakim referred to signing Watson as a "tremendous coup".

Seven pages of news

Travel Daily today has seven pages of news and photos, including a page of images from the Australian Tourism Exchange in Sydney last week, plus full pages from: (**click**)

- AA Appointments
- inPlace Recruitment
- V Australia incentive
- NCL Hawaii special

New Contiki chief

THE Travel Corporation has appointed Fiona Hunt as the new managing director for Contiki Holidays (**TD** breaking news Fri).

Hunt will move from her current role as Travel Industry Lead for Google, with her career also including stints at Intrepid Travel, Tourism WA and Tourism NSW.

She'll take up her new role on 16 May, filling the gap vacated by previous Contiki md Nicole Moy, who left the company about six weeks ago (**TD** 28 Jan).

FJ cancelling 787s?

FUJIAN flag carrier Air Pacific appears to have cancelled its entire order of Boeing 787s.

A report on Boeing's March order book released on Fri cut the backlog by 8 planes and no longer lists Air Pacific as a 787 customer.

FJ is still in negotiations with Boeing and Airbus about its future fleet requirements, according to online reports.

The eight FJ 787s were initially due for delivery this year.

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Monday 11th April 2011

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Overland extra stop

GREAT Southern Rail has expanded its thrice weekly itinerary between Adelaide and Melbourne to include a stop in Stawell on The Overland trip.

Stawell is a gateway to the Grampians and was chosen to "create more transport options for commuters to and from western Victoria as well as stimulate regional tourism", said ce of Great Southern Rail, Tony Braxton-Smith.

Oaks slams 'inadequate' bid

TAKEOVER target Oaks Hotels & Resorts this morning described the unsolicited bid by Thai firm Minor International as "opportunistic and inadequate".

Oaks directors have advised shareholders not to take any action in relation to the Minor bid which is offering 35c per share - in contrast to the Oaks share price which surged to 46c on Fri.

"The Oaks Board is actively canvassing alternative proposals

and they consider there is a reasonable prospect that superior proposals may emerge before the Minor offer closes," said Oaks chairman Doug Wong.

He said the Minor bid was timed to coincide with "several negative impacts on the company's share price," including the pending sale of a 34.35% stake in the company by PriceWaterhouse Coopers.

PwC has been appointed the receiver of two private companies owned by Oaks founder Brett Pointon, who was deposed as the company's ceo last month.

PwC has been soliciting bids for the shareholding which could determine the outcome of the takeover battle.

Wong said the Minor offer was also a 24% discount to Oaks' latest asset valuation, and "does not adequately compensate shareholders for the strategic value that Oaks represents".

Oaks currently has 4,373 apartments under management and a "strong platform for growth," Wong said.

HAL seeks Oz chief

CARNIVAL Australia advertised over the weekend for a new Director of Sales for Holland America Line, with the prospective appointee to head up the new HAL Australian office announced last month (TD 02 Mar).

The role reports to the Seattle-based Vice President, Holland America Line, and is responsible for "all sales related activities in the Australian market; primarily achieved through the management of travel agent and tour operator distribution systems," the ad reads.

HAL will operate a national team of business development managers from an office in Sydney, with the company seeking a "charismatic leader" with at least ten years of travel sales experience.

Travel professionals who have spent 5+ years managing a corporate office, have cruise line, tour operator or airline experience and strong business management and administration skills are encouraged to apply at careers.carnivalaustralia.com.

AFL Rd 3 Winner

CONGRATULATIONS

Sue Thorley

from *Experience Marketing*
Sue is the top point scorer for Round 3 of *Travel Daily's* AFL industry footy tipping competition, and has won a complimentary family pass (two adults and two children) to Sydney Aquarium, courtesy of Sydney Attractions Group



Major Prize Sponsors

1st Prize: 4-night holiday to Europe, courtesy of Emirates, Adina Apartment Hotels & RailPlus



2nd Prize: 4-night cruise in Fiji, courtesy of Pacific Blue & Blue Lagoon Cruises



3rd Prize: Apple iPad 2, courtesy of Compass Car Rental



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Grand Pacific celebrates 15yrs



ABOVE: New Zealand's Grand Pacific Tours celebrated its 15th anniversary with the help of its Australian and New Zealand guests in Melbourne recently. More than 150 guests in the industry attended an event at the fashionable Zinc restaurant in Melbourne to party the night away in celebration of the NZ tour operator's milestone. Pictured at the event, *from left* are Sue Grady, Trade Travel; Jane Tanti, Oceania Cruises; and Gail Whanau, Air New Zealand.

Travel Special of the Week

5 nights @ Ramada Breakas Resort Vanuatu, including accom/breakfasts/flights from \$575 + taxes
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New terminal for PER

THE owner of Perth Airport has launched a tender process for the construction of a new terminal to service flights for the fly-in, fly-out resource sector.

The new terminal is scheduled for operation from 2013, and will be located adjacent to the current International Terminal.

Perth Airport ceo Brad Geatches said that apart from Qantas, Jetstar and Virgin Blue, all airlines from the current domestic terminal would relocate to the new facility.

"Not only will these airlines and their passengers benefit greatly from the new terminal, but the move will also substantially reduce activity in the current domestic precinct," he said.

The new terminal will have 14 aircraft gates accessible via covered walkways, a check-in hall with 16 counters and space for bag drop and self service technology, as well as a "modular design which can be readily extended".

US Airways adds First

US Airways is going upmarket, with plans to add new First Class seating to 110 of its US Airways Express regional jets.

All of the Embraer and Bombardier planes which have 70 or more seats will get the upgrade, with operators of the services on behalf of US Airways including PSA, Mesa and Republic Airlines.

A newsletter to employees also confirming changes to US Airways mainline domestic First offering, with passengers now being offered a new "more robust" menu and proper glassware instead of plastic cups.

Window Seat

THIS really sounds a bit potty. A 69-year-old German man who just loves toilets has opened a new museum devoted to his obsession.

Michael Berger lives in Harlekin, Wiesbaden and says the landmark 'Toilet Museum of Modern A**E' is his "present to humanity".

The museum features a range of bathroom accessories including bizarre toilet roll holders, and various dunny seats.

There's also a post-World War II urinal depicting Adolf Hitler which invited people to urinate on the former Nazi dictator.

TRAVELLERS to the UK in search of an unusual activity should take a look at the National Trust website which has a special section devoted to 'Silly Walks'.

The site includes hiking tours in places such as Booby's Bay, Slapper's Rock and Kiss me Arse Steps, all in Cornwall.

Other suggestions include Cock-Up Bridge in Wicken Fen, Cambridgeshire; The Nostrils on the Isle of Wight; and Scrubby Bottoms in Pembrokeshire.

See nationaltrust.org.uk.

YOU'VE heard of champagne breakfasts, so why not beer?

An innovative brewery in New Zealand has launched a new so-called "breakfast beer".

Blenheim-based The Moa Brewing Company says its new Moa Breakfast is a full strength lager with a cherry flavour, and just like champagne is "bottle fermented and conditioned".

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TUI UK all inclusive

THE First Choice tour operation run by TUI in the UK has announced that from next year all of its product will become fully inclusive.

The company says the all-inclusive holiday market has grown by 32% over the last five years, with First Choice responding to demand from consumers wanting "more control over their holiday spend".

First Choice packages will offer flights, transfers, accommodation, three meals a day and unlimited local drinks, with TUI UK & Ireland md Johan Lundgren describing the move as "a major milestone for the UK travel industry".

He said going all-inclusive would differentiate First Choice from its competitors, and move the brand "further away from customers choosing tour operators based on cost alone, which is unsustainable."

The trend towards fully inclusive holidays has been driven by the UK recession.

UA promotes Orlando

UNITED Airlines has started promoting sale fares to Orlando on top of its traditional focus cities of Los Angeles and New York for the Australian market.

Fares to LA ex SYD are priced from \$1444, or \$1590 to Orlando, or \$1610 to New York, valid for departures between 03 May - 16 Jun, when ticketed by 03 May.

Insight appoints trio

INSIGHT Vacations has added to its sales force team with three new recruits nationally.

Ray Hands and Sophie Weller have been named as State Sales Managers in Qld and WA respectively, and Sally Gorringer as a new sales manager for Qld.

New Pullman in China

ACCOR has opened its newest upscale Pullman property in China, the Pullman Lijiang Resort & Spa in Yunnan Province.

Europe. In style.

Read on for your chance to earn a \$300 Virgin Blue gift voucher!



TSAX agents fly off the Bench



ABOVE: This group of agents were lucky enough to experience a famil to South Africa courtesy of Travelscene American Express & South African Airways recently.

Pictured above standing in front of Bench International's luxury aircraft, back row **from left** are: Martin Edwards, Bench International; Liane Harrison, Traveledreamers; Anne Willacy, Travel Success; Alison Powell,

Travel About; Alison Harding, Travelscene Belrose; Kerrie Lee, Phil Hoffman Travel Glenelg; James Davies, Bench Pilot; Dominique Friedrich, SAA; and Darryl Laing, Travelscene Coloundra.

Front row: Sandra Woodmore, Exclusive Tours & Travel; Maggie Bootsman, Travelscene State Manager SA; and Mike O'Leary, Travelscene Smithfield.

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ROME	RETURN FROM \$6090* PP	RETURN FROM \$5801* PP
PARIS	RETURN FROM \$6187* PP	RETURN FROM \$5898* PP
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Prices quoted are per person when two or more passengers travel together.



Available via all GDS. Fares are also available ex Melbourne, Brisbane and Adelaide. For more destinations contact Malaysia Airlines Reservations on **132 627** or National Agency Desk on **1300 655 324**



*Conditions: Please read this information carefully because additional charges may apply to some flights. Book and pay by 30 Apr 11. Fares are for Business Class return travel ex Sydney/Perth as specified per person & include taxes, fees & fuel surcharges, correct as at 31 Mar 11. Prices subject to change and we reserve the right to alter or extend this offer without notice. Prices may fluctuate due to changes in currency exchange, fuel surcharges, fees & taxes. Limited seats available and may not be available on every day/flight throughout the travel period and subject to availability. Two or more adult passengers must travel together on the entire return journey. Scheduling is subject to change. International codeshare MH9000 series flights are NOT permitted. Min/Max stay applies. Cancellation and change fees apply. Stopovers are permitted in Kuala Lumpur in each direction at passenger's own expense and will incur additional taxes. Local taxes may also apply. Other conditions apply. License No 2TA000530 ABN 19 796 498 145. MAS0452_120x200_TD

Monday 11th Apr 2011

DJ Happy Hour now 2

VIRGIN Blue Group has doubled the duration and the timing of its popular Happy Hour sale, now moved to 4pm to 6pm weekdays.

Botswana stay pay

THE Africa Safari Co is offering a Stay 6, Pay 4 deal at all Botswana & Beyond properties, for bookings and travel between Apr-Jun 2011.

EK A380 to Shanghai

EMIRATES is to commence thrice weekly services between Dubai and Shanghai Pudong on Wed, Fri and Sun from 01 May, according to GDS displays.

WIN TICKETS TO SEE "MARY POPPINS"



Travel Daily has teamed up with **Qantas Holidays** this week and is giving five lucky travel consultants the chance to win a double pass to the preview session of **Mary Poppins** on 21 April 2011.

As Australia's leading wholesaler specialising in Events, Qantas Holidays proudly offers your clients to come and step into the magical world of **Mary Poppins**, opening at the Capitol Theatre, Sydney in May 2011.

For your chance to win a double pass to the preview session of **Mary Poppins**, simply be the first person to send in a correct answer to the question below to: marypoppins@traveldaily.com.au

What date is the Mary Poppins opening night at the Capitol Theatre in Sydney?

[Click here for terms & conditions](#)



HA keen on Japan slots

HAWAIIAN Airlines has told the US Dept of Transportation that it should be awarded "back-up authority" to take on the landing slots at Tokyo's Haneda Airport of American Airlines and Delta Air Lines who have further delayed service start-ups.

DL postponed its new Haneda routes from Detroit and Los Angeles late last month due to Japan's recent natural disasters, and shifted flight to Narita.

However HA claims Delta's load factors from LA were much lower than to Tokyo Narita, at just 38% for the month of Mar.

Advance bookings for Delta's Detroit-Haneda service were worse at just 15.7%, the carrier told the DoT.

"Delta may be using the terrible events in Japan as a convenient excuse to suspend its services to Haneda and funnel as much traffic through Narita as possible, thereby reducing its cost per passenger at Narita," HA said.

Hawaiian also slammed United and Continental Airlines for their proposed San Francisco-Haneda back-up proposal, saying the route makes "no sense" given the difficulty Delta has experienced trying to sell Los Angeles-Haneda.

HA told the US authority it was "ready, willing and able" to launch a second daily Honolulu-Haneda service should Delta or American not restart their Haneda routes within 90 days.

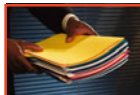
"Hawaii remains the most popular US destination for Japanese tourists - so popular that it continues to be a strong market even in the face of the disaster currently facing Japan," it told the DoT in a formal Application late last week.

Worldhotels AY pact

WORLDHOTELS has added Finnair as an airline partner, boosting the hotel group's airline loyalty program agreements to a total of 19 carriers.

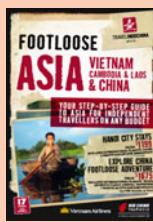
Worldhotels md Robert Hornman said the deals "give our hotels a significant competitive edge and allow them to gain additional business from a highly attractive target group.

"With Worldhotels, properties have the opportunity to award miles to their customers, which is a service that independent hotels cannot usually offer," he added.



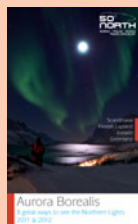
Brochures of the Week

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.



Travel Indochina - Footloose Asia Adventures

The new step-by-step guide to Asia has been developed for the independent, adventure traveller looking for itineraries that take in many of the regions most popular destinations. The 2011/12 brochure highlights the best bits from Vietnam, Cambodia, Laos and China offering the ease of an itinerary but also the flexibility of independent travel with hotel and transport arrangements already provided.



50 Degrees North Aurora Borealis

The new brochure features eight ways to see the Northern Lights in 2011/12. The short tailored trips include a short excursion to the Icehotel in Jukkasjarvi, tours to the Lofoten archipelago and Tromso and Super Jeep trips in Iceland. The best months are Nov to Apr - fiftydegreesnorth.com.



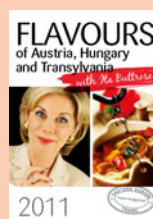
Travel2 - Vanuatu 2011/12

New to Vanuatu this year is the Island Escape Cruises offering a six night itinerary sailing around Espiritu Santo, Ambea and Pentacost Islands. Also features have been expanded in Espiritu Santo and Tanna Island and there's a new Black Magic and Kava Tasting tour. Brochures are available through TIFs.



Adventure World - Luxury Adventures

The significantly increased portfolio of the Luxury Adventures range is dedicated to the discerning traveller looking for adventure in Africa, Arabia, Asia and North and South America. Mia Freedman, Luxury Adventures Ambassador said the collection is the perfect opportunity for travellers to add a certain element of style to their holiday.



Eastern Europe Travel- Ita goes to Eastern Europe

This new brochure entitled *Flavours of Austria, Hungary and Transylvania* contains all necessary information about the fully escorted group tour departing 26 August 2011 for 16 days/15 nights. Inside is a comprehensive day-by-day itinerary as well as detailed information about all inclusions and highlights of this 5-star culinary tour with Ita

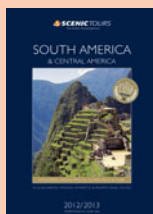
Buttrose as Celebrity Guest. Call 1300 668 844.



APT - Egypt and Jordan 2011/12

The Oberoi Philae joins the Moon Goddess as an APT Nile Cruise ship for the 2011/12 season. The Egypt and Jordan plus Turkey, Dubai and Europe bochure offers a new 13-night Egyptian Jewels tour as well as Freedom of Choice Touring and Dine Around Dinners. The dinners will be available in Cairo, Luxor, Red Sea and Petra while Freedom of Choice Touring will be in

Cairo, the Dead Sea and Red Sea.



Scenic Tours - South America 2012/13

Scenic Tours latest brochure features new itineraries, exclusive charters of cruises and new destinations in South and Central America during 2012. Also for a limited time a Partner Fly Free deal is being offered on bookings that include return taxes. More info online at - scenictours.com.au.

Vietnam tops list

VIETNAM is the best value for money destination for Australian travellers, according to online travel agent Expedia.

The firm's HiFX Foreign Exchange Index indicated that the Aussie dollar rose 23% against the Vietnamese Dong over the last year, followed by Samoa and Argentina increasing by 19% and 18% against the local currency.

New destinations making the list this year include Hong Kong, the UAE, India and Peru.

Aloha Bus ready to roll

POLYNESIAN Adventure Tours and Gray Line Hawaii will launch double-decker open top bus sightseeing tours of Waikiki and Honolulu this month.

The new buses offer seating for up to 63 pax (51 upstairs) and will operate from Waikiki Beach to Chinatown, stopping at dining and shopping venues, and transfers to Pearl Harbour.

One-day tickets are priced at \$US39.99 - see www.polyad.com.

RwandAir on Amadeus

AMADEUS has entered into a strategic partnership with Rwanda airline RwandAir to offer its products to travel agents in the African region, from 01 Apr.



Tramada is Australia's most widely used travel agency operating system, with specialised products for the corporate, leisure and broker market in Australia and New Zealand. We are a mid-sized technology company with a reputation for delivering innovative solutions.

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Your application will be treated in strict confidence, so if you're looking for that next step, with a work life balance, contact Brenton@tramada.com

WIN a Luxurious Holiday to Abu Dhabi!



This is the UAE's oldest museum, opened in 1971 and showcases the city's unique heritage and history.

Abu Dhabi Tourism Authority is giving one Travel Daily reader and their guest a chance to indulge and luxuriate in the exotic and charming Abu Dhabi emirate. Fly return economy class to Abu Dhabi courtesy of V Australia celebrating their new flights from Sydney and spend a luxurious 5 night stay at the sophisticated Jumeirah at Etihad Towers near the fashionable corniche area. Enjoy a City Spectacular Tour, a Dune Dinner Safari and return airport transfers thanks to Arabian Adventures.

To enter simply name the images displayed each day (pictured) during the month of April 2011 and send your answers to abudhabi@traveldaily.com.au by 5:30pm Saturday 30th April 2011.

(Click here for more information).



Universal voice change

CALIFORNIA's Universal Studios Hollywood is revamping its 'Virtual Studio Tour Guide' with the voice of US comedian, Jimmy Fallon.

The Studio Tour takes guests onto the back lots of TV shows and movies with both 'live' narration being provided by tour guides and a series of videos that are seen on monitors located in each Tram Car.

Wu Vietnam discount

WENDY Wu Tours is offering \$200 per person off its 18-day fully inclusive Vietnam Highlights tour departing 09 Jul, when paid in full by 31 May.

The package is now priced from \$3889ppts ex SYD/MEL; \$4089 ex BNE/ADL and \$4191 ex PER.

Azamara \$500 credit

AZAMARA Club Cruises is offering up to US\$500 onboard spending credit per stateroom on select departures from 01 Oct to 20 Mar next year in celebration of its one year anniversary.

The deal is valid for bookings made by 14 Apr in an Oceanview or higher stateroom on worldwide sailings to Asia, Northern Europe, the Med, Caribbean and the West Indies - azamarclubcruises.com.

AS to expand CX pact

ALASKA Airlines is seeking to expand its codeshare relationship with Cathay Pacific to cover services between Los Angeles and Guadalajara and Mexico City, effective 16 May.

AS says that Cathay will use Los Angeles only as a transit point for CX's Hong Kong-Mexico traffic.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Contributors: Chantel Long, Lisa Maroun, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

Travel Daily Group:



Advertising and Marketing: Lisa Maroun (Manager), Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

ATE 2011 a “resounding success”

TOURISM Australia md Andrew McEvoy says business secured by operators taking part in last week’s Australian Tourism Exchange will “help to consolidate Australia’s future as a tourism destination.

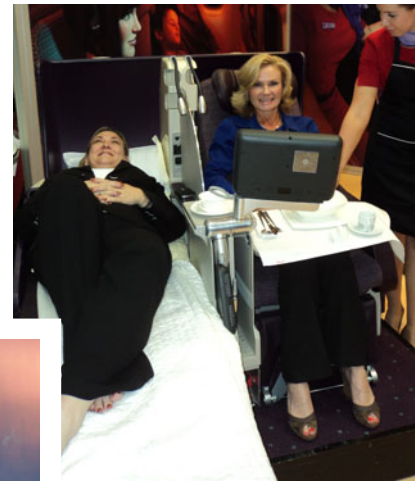
The event saw more than 700 international delegates from 40 countries meet with 600 Aussie tourism businesses showcasing their products. **TD** took the photos below at ATE, with more at www.traveldaily.com.au.

RIGHT: ATE is just brilliant, according to Robert Ford, David O’Loughlin, Belinda Barton and Lisa Anderson from the South Australian Tourism Commission.



RIGHT: Tourism NSW staffers took a well-earned break testing out V Australia business class at the Virgin Blue stand.

Lyndel Gray, TNSW Executive Director and General Manager is pictured absolutely flat out, while Diane Glasson, TNSW Mgr Destination Publicity and Promotion sees what’s on TV.

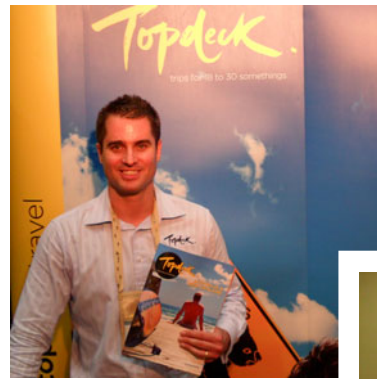


BELOW: Liz McCouaig, Joy Eggenhuizen and George Christakis from Tourism NT.



LEFT: Keeping on trucking: Damian Sever & Jackie Costello of THL.

RIGHT: Lance Batty from Topdeck Tours shows off his new brochure.



ABOVE: Really in the pink, Matt Bron, Emma Dixon and Stephen Battle from Tourism Queensland.

BELOW: Belinda Littlemore, Sarah Monahan & Joanne Mariotti; Tourism WA.

BELOW: Some of the APT ATE 2011 team: Bronwyn Wilson, Chris Hall, Gary Bartelings, Angela Waite, Fleur Ulbrick and Ward Reid.



BELOW: Russell Butler & Elisa Stanley-Hunt, Avis Australia.



RIGHT: All of Accor’s brands were on hand to help celebrate the company’s 20th anniversary in Australia (TD Fri), and pictured here from left are Philip Newland, Novotel Cairns Oasis Resort; Jago Coyle, Sofitel Brisbane Central; Gaynor Reid, Accor; Blair Weir, Sofitel; and Desiree Liuzzi, Sofitel Sydney Wentworth.



LEFT: The team from ATE major sponsor Qantas Airways stand proudly behind their aircraft, from left: Susan Lilley, Ann Elliott, Wadad Moore, Sarah Crosby, Diogenes Toloni, Brian Rodriguez, Craig Malthouse and Bettina Barker.





**AA HAS BEEN PROUDLY NOMINATED
IN THE 2011 AFTA AWARDS.
TO SHOW YOUR SUPPORT PLEASE
VOTE AA NUMBER 1 IN
“BEST AGENCY SUPPORT SERVICES”**



LET THE EXPERIENCE OF AA EXECUTIVE GUIDE YOU TO YOUR NEXT ROLE

SENIOR SALES PEOPLE STEP FORWARD

**SENIOR SALES & PARTNERSHIP MANAGER
SYDNEY – SALARY PACKAGE OTE \$200K**

This is a key role for a hard-hitting Sales professional with good knowledge of airline commercial operations and distribution. It is essential that you are experienced in creating pipelines, high level negotiations, client relationship management and strategic planning. This rare opportunity with a global organization is available now for a seasoned professional looking for wider horizons and aiming for greater success.

THE PEAK OF ACCOUNT MANAGEMENT

**SENIOR ACCOUNT MANAGER X 2
BRISBANE – SALARY PACKAGES OTE \$120K**

Are you the master in keeping relationships strong? These 2 great roles are exciting opportunities to join market leaders. We are looking for polished and professional individuals who know how to deliver outstanding account management services to their clients, building rapport and analyzing data to effectively manage their high volume business. Strong communication and negotiation skills are essential.

HEAD NORTH FOR THE WINTER

**REGIONAL SALES MANAGER
BRISBANE - SALARY PACKAGE TO \$115K**

This is a great leadership role with a leading Corporate travel brand. You'll be highly experienced in sales and account management with the proven ability to grow and retain your portfolio. You'll also have strong leadership skills, be a great communicator and have the ability to motivate, drive and develop a team to ensure the performance of the business is strong. With a great brand you'll go a long way in your career.

PLAY WITH GLOBAL PRODUCT

**PRODUCT MANAGER
SYDNEY – SALARY PACKAGE TO \$75K (dep on exp)**

Experienced product managers get excited – here is your chance to diversify the product you're currently working with and join a successful organization that has many great brands under its roof. You'll have experience in product research, supplier relations, contracting and negotiating and brochure production. You must be a team player, have great attention to detail, and enjoy a fun, fast-paced environment.

PLAY THE NUMBERS GAME

**TRAVEL ACCOUNTANT
MELBOURNE – SALARY PACKAGE to \$80k (dep on exp)**

Use your strong analytical skills and proven accounting background to secure this role. Working with the Financial Controller your role will be responsible for managing all accounting functions ensuring forecasted budgets and targets are being met while handling the day to day administrative requirements such as returns, reconciliations, cash flow, audit and compliance, invoicing and payments.

CHANGE THE WAY THIS COMPANY OPERATES

**TRAVEL SALES MANAGER (12 month contract)
SYDNEY – SALARY PACKAGE TO \$85K + bonus**
Here is a rare opportunity for a sales focused Travel Manager to make a positive impact on a growing organisation and help them develop to their full potential. This gorgeous adventure travel company needs your leadership skills and ability to focus on sales. You are capable of rising above the day-to-day operations and engaging with the Directors on strategy and structure and driving a changing culture.

HUNT DOWN YOUR NEXT GREAT ROLE

**BUSINESS DEVELOPMENT MANAGER - CORPORATE TRAVEL
PERTH – SALARY PACKAGE \$80k**

Create a valuable impression when you join this outstanding corporate travel company. You have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing a well known brand in the market you will be proud to be a part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. Your career development is assured.

THE PCO BUSINESS HOLDS ALL THE CARDS

**BUSINESS DEVELOPMENT – MICE MARKET SALES
SYDNEY – SALARY PACKAGE OTE \$100K++**
People that work in the MICE sector are passionate about their work – it offers so much variety and a fast pace that provides ongoing excitement and new challenges. If you have worked in Sales within the Corporate and/or MICE sectors and know how to get new business over the line, this BDM role will reward you like no other job in the market currently – amazing incentives and inspirational leadership.

CONTACT OUR EXECUTIVE TEAM FOR THESE AND MANY MORE GREAT ROLES

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 6377

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

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

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

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



Start your Job Search here

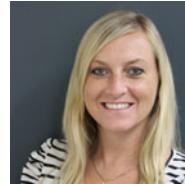


Event Confirmations Contract

This is an opportunity of a life time to work on one of the world's largest events. Our client is the preferred supplier for bookings for Australian and New Zealand. This position is assisting the events team confirming and finalising travel arrangements to this prestigious event. Events Pro is essential. Experience with Galileo also highly regarded.

- ▶ Immediate start through until September 2011.
- ▶ Sydney CBD
- ▶ Salary up to \$50K package

Click here for more details or call Ben.



VIP Corporate Consultant

Are you looking for that next career move? Watch your career soar with this Global Corporate TMC. You will be looking after VIP accounts and will be providing a very high level of customer service.

This role involves working as part of a large office within a small team servicing dedicated portfolios of predominately international itineraries.

- ▶ Galileo CRS an advantage
- ▶ Melbourne CBD
- ▶ Salary up to \$60K + super

Click here for more details or call Liz.

Ticketing Agents & Reservations

This is a great opportunity to join an award winning travel wholesaler. They are currently seeking an experienced ticketing agent to join their Air Desk. This company offers all staff the opportunity for advancement before seeking staff elsewhere making your chances for career progression even greater. Previous experience in ticketing and a GDS is essential. All systems considered. Strong fares knowledge also required.

- ▶ Positions in ticketing and also in reservations
- ▶ Sydney CBD
- ▶ Salary between \$38K - \$45K + super

Click here for more details or call Ben.

Multi Skilled Corporate Consultant - Adelaide

Our global client requires an experienced consultant to join their team. You will be working with a variety of clients to organise all aspects of domestic and international business trips. If you like being busy and enjoy working on a good variety of itineraries, then this role is for YOU! Previous travel consulting experience and excellent airfares and ticketing knowledge is required.

- ▶ Fantastic career opportunities
- ▶ Adelaide CBD location
- ▶ Salary up to 55K package + super

Click here for more details or call Liz.



Retail Travel Temp

Working in this boutique, friendly, suburban agency located in the Sutherland Shire you will be covering leave for two of their Senior Consultants. It essential that you have an excellent understanding of Sabre and international itineraries as there will be limited guidance available over this time.

- ▶ Assignment runs 14th - 21st April 2011
- ▶ Sutherland Shire
- ▶ Salary \$22 - \$24 per hour

Call or email Kristi for more details.



Business Development Executive

Our client is a 5 star luxury property located in the heart of Sydney's CBD. They are currently seeking a BDE to join their rapidly expanding team to meet the demand of their high profile clients. This role involves business development within existing clients, maximising revenue potential and seeking new opportunities within previously qualified businesses.

- ▶ Ideal candidate will have worked in multiple markets
- ▶ Inner Sydney location
- ▶ Salary up to \$65K + incentives and bonus

Call or email Sandra for more details.

We are delighted to again be nominated for 'Best Agency Support Service' in the 2011 National Travel Industry Awards, to vote for us click here!

Europe. In style.

Earn a \$300 Virgin Blue Gift Voucher for every 10 V Australia return tickets sold (departing Australia to Europe via Abu Dhabi)*

Now departing to more than 14 destinations in Europe^ and the United Kingdom with a quick one-stop service, V Australia offers a whole new world of choice for you and your clients.

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- Vouchers are valid for 12 months from date of issue and are fully transferable

^With our partner Etihad Airways

*For terms and conditions visit vaustralia.com.au/competitions

to claim

List all eligible ticketed bookings on the sales tracker form sent via trade release and email a scanned copy to salesassist@virginblue.com.au with the words "Europe. In Style" in the subject line no later than close of business Friday 22nd April 2011.

International airline of 



Now's the time to catch the islands

Limited Time
Limited Cabins

Cruise Hawaii

4 islands
7 nights

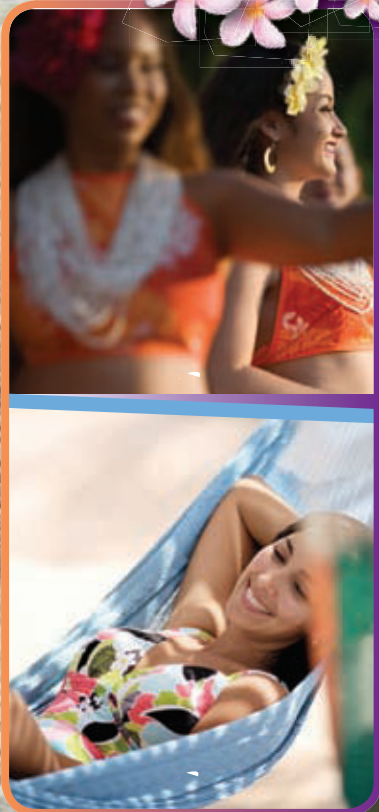


Fall in love with Hawaii onboard the Pride of America, where the spirit of Aloha is very much a part of your day. It goes without saying that Hawaii is full of amazing places to explore. Active volcanoes, deep, lush canyons, endless beaches. Or, relax and enjoy the view from one of our Balcony Staterooms or Suites & Villas. Take your pick. And that's all before the Lu'au begins.

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*Price is per person twin share & includes all relative taxes, surcharges & gratuities. Inside price is based on CAT K, Window Price based on CAT G, Balcony price based on CAT BG for 16 April 11 departure. Limited cabins available at these promotional rates. Rates are valid until 1 May. Prices may vary for other sailing dates. Prices are capacity controlled & are subject to change without notice due to fluctuation in charges or can be withdrawn without notice at any time. Single passengers must pay a single supplement. Further conditions & cancellation penalties apply. Please enquire. Every effort is made to ensure advertisement and website accuracy, however Norwegian Cruise Line cannot be held responsible for printing or typographical errors, or errors arising from unforeseen circumstances. Pricing correct as at 30 March 2011. SCS 25323-Trade