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**in the "000" & "0000" challenge!**

**WIN \$1,000**

**Sell a policy where  
the policy # ends in  
"0000"**

**(approx. 2 winners each week)\***

**WIN \$250**

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the policy # ends in  
"000"**

**(approx. 17 winners each week)\***

**Kicks off 1 Feb 2011 and continues until we give away a massive \$150,000**

**All you have to do is sell Cover-More Travel Insurance.**



\*Based on average weekly sales volumes. The promoter is Cover-More Insurance Services Pty Ltd ABN 95 003 114 145 (Cover-More) AFSL 241713. You must be an authorised representative of Cover-More to be eligible. All policies sold by authorised representatives are automatically entered. Where the policy number ends in "000" the agent who issues the policy wins \$250 OR where the policy number ends in "0000" the issuing agent wins \$1,000. Incentive period from 1/2/11 until \$150,000 collectively has been won or 31/10/11 (whichever occurs first). B2C sales are not eligible. Policies that are cancelled within 30 days of issue are not eligible. Winners will be published in the Travel Daily each Tuesday during the incentive period and notified by email. If there is any unclaimed or returned prizes, a second chance draw with previous winners will take place 30/1/12 at 3pm at Cover-More Head Office, Level 2, 60 Miller Street, North Sydney. Winners will be published in the Travel Daily 31/1/12 and notified by email. Full terms and conditions are available on Cover-More's B2B system. Authorised under ACT 10/05778.1, NSW LTPS/11/00128, SA T10/3095, VIC 11/3.

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# Travel Daily AU

First with the news

Tue 01 Feb 11

Page 1

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

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\*Fares are net and do not include fuel and other surcharges or fees.

**swiss**

Swiss International Air Lines

A STAR ALLIANCE MEMBER

## AFTA to unveil new ads

AFTA is expected to later today formally reveal the finalised artwork for its proposed consumer-facing push to encourage booking via travel agents (TD 26 Oct 10).

Agents attending the various franchise group conferences at the end of last year have all seen early drafts of the ads, which show 'before' and 'after' pictures with the tag line *Without a Travel Agent, You're on your own*.

AFTA ceo Jayson Westbury said the development of the creative was "the first step in the process" with any campaign using the concept yet to be finalised.

It's understood that the new look will debut to the public this

weekend in Adelaide at the AFTA Travel Expo.

Drafts shown at the agency conferences included three concepts focusing on cruise, youth and corporate travel.

### AA Careers Fair

TODAY AA Appointments has launched its month-long bi-annual Career Trade Fair, offering industry staff free, professional, one-to-one career assessments.

MD Adriana D'Angelis said the fair will offer insights into the best employers, benefits available and areas of interest.

"The travel industry is definitely in a positive growth period, reflected by the high number of job vacancies and a general optimistic view of the next 12 months ahead," she said.

"As such, there has never been a better time for industry personnel to discover the many career progression opportunities available to them," she added.

All candidates who register during the month will also go into a draw to win a \$500 gift voucher - more information on page 8.

### Bumper issue today

*Travel Daily* today has seven pages of news and photos, a special first full page from Cover-More Travel Insurance plus full pages:

- TMS Asia Pacific jobs
- AA Appointments
- Wendy Wu winners
- Consolidated QR incentive

**I SWAPPED THE  
RAT RACE  
FOR THE  
EGG & SPOON  
RACE**

**Click here to read more**

**travel** counsellors

## Win a Phuket trip

TODAY *Travel Daily* has launched a new monthly competition, this time offering a five night Phuket holiday for two including Business Class flights with Strategic Airlines and accommodation at Anantara Phuket Villa.

See page seven for full details.

## Wendy Wu winners

WENDY Wu Tours has named the travel consultants and agencies who have won more than 70 prizes in the wholesaler's brochure LaUNCH incentive - see second last page of today's *TD*.



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Page 2

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London. Daily.  
From Melbourne.

الإتجاه  
**ETIHAD**  
AIRWAYS

## New BA Oz chief

BRITISH Airways today announced the appointment of Noella Ferns as the carrier's Commercial Manager Australia.

She takes up the role effective today, reporting to BA Regional Commercial Manager South West Pacific Nicole Backo, moving from her previous position as BA's Sydney Airport Manager.

## DJ/DL push for alliance OK

VIRGIN Blue and Delta Air Lines overnight submitted their formal response to the US Department of Transportation's draft rejection of their proposed Pacific alliance, *Travel Daily* can exclusively reveal.

The 54-page document includes a Mutual Capacity Commitment Agreement which formalises an undertaking by both airlines that they will not reduce non-stop service between the US and Australia as a result of the JV.

As requested by the DoT (TD 09 Sep) the agreement between the airlines has also been expanded to bring behind/beyond segment revenue into the pact.

There's also a full report on testing of an upgraded Navitaire reservation system, performed at DL's Minneapolis office last week, confirming that there are "no outstanding technical issues remaining to implement system wide freesale codeshare between Delta and Virgin Blue."

The carriers have also provided a list of all required third country approvals as part of the response.

The proposed partners highlighted that seat capacity

between Australia and the US "has been effectively stable" for 18 months, aside from a short-term seasonal adjustment from UA.

DJ/DL claimed that UA's recent Sydney-Los Angeles capacity lift "may have been an opportunistic response to Qantas' suspension of A380 service" following the engine explosion near Singapore last Nov.

However, UA had plotted the additional Australian capacity for Dec, many months before the QF A380 engine incident.

"The market has stabilized at this new, higher level of equilibrium demonstrating that the market is no longer in flux and can sustain the type of procompetitive service envisioned by the joint venture," the airlines told the US regulator.

The applicants also revealed that they have filed paperwork with the New Zealand Ministry of Transport in relation to their JV, "to minimise any legal risks of their cooperation" in NZ.

Virgin and Delta requested that the Department of Transportation approve the application in light of the extra information provided.



## Window Seat

ONLY in Thailand?

A new Bangkok-based low-cost carrier is claiming a world first after recruiting several transsexuals as flight attendants.

"I think these people can have many careers - not just in the entertainment business - and many of them have a dream to be an air hostess," said PC Air ceo Peter Chan.

"I just made their dream come true," he added.

The London *Telegraph* reports that the 'ladyboy' recruits will wear special gold-coloured name badges "to help passengers and immigration staff to easily identify the gender they are faced with".

MERCEDES-BENZ has unveiled a special new chocolate-themed Smart Car - just in time for Valentine's Day.

The limited-edition vehicle was launched yesterday in Tokyo, where it can be ordered only between 02 Feb and 13 Mar.

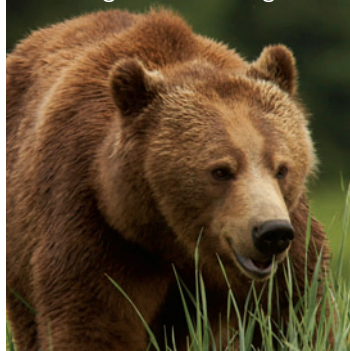
It was designed by Japanese accessories maker Q-Pot, with a spokesman saying he hoped that "not only men but also women would drive this car and spend sweet time at the wheel".



The chocolate car - unavailable in Australia because it would melt.

## NATURAL FOCUS SAFARIS

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## got a hot tip for the middle east?

V Australia and Etihad Airways are flying to Abu Dhabi from 24th February, non-stop, 14 times per week.

To celebrate we're giving you the chance to win one of 50 V Australia International Business amenity kits and 50 Etihad Business Class amenity kits. Just tell us your top tip for travelling to the Middle East in 25 words or less.

Email your hot tip to [competitions@virginblue.com.au](mailto:competitions@virginblue.com.au)

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**Travel Daily AU**  
First with the news

Tue 01 Feb 11 Page 3

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

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## Oman Tourism pushes trade

RETAIL travel agents who have travelled to Oman in the last four years will be able to upload their profile to a new 'Find your Oman Expert' option on a revamped Australian Tourism Oman website.

The new site will also include an image gallery as well as online videos, plus company profiles and package information from

participating Oman wholesalers.

Agents who register their details on the site are also being given the opportunity to win two night's accom at Shangri-La's Barr-Al-Jissah Resort & Spa.

Sultanate of Oman Tourism country manager Mona Tannous also confirmed that an agent specialist training program would launch in Apr, to equip consultants to deal with leads generated by "extensive tactical consumer campaigns" this year.

"Oman Tourism will continue to work with its wholesale and retail partners to consistently drive awareness and sales as well as develop exciting and innovative itineraries that showcase Oman as a long stay destination in its own right," she said.

See [www.tourismoman.com.au](http://www.tourismoman.com.au).

## NCL Asia-Pac centre

**NORWEGIAN** Cruise Line today confirmed the establishment of a dedicated call centre in the Philippines to support its "growing Asia Pacific markets".

The move, first flagged in *Cruise Weekly* late last year (CW 09 Dec), will see more than twice as many reservation consultants servicing the region, with hours of operation 9am to 9pm Mon-Fri and 9am to 6pm on Sat.

"Operational support at a local level is an important area we identified from the feedback we received from trade partners during 2010," said NCL director of sales for Asia Pacific, Francis Riley.

He said the new centre was "a vital step in our commitment to building and supporting our Asia Pacific business".

Previously NCL's Asia-Pacific agents were handled from Miami.

## Fair maidens at the Fair



## TCF termination

THE Travel Compensation Fund has this morning announced the non-voluntary termination of Albany Travel & Cruise of Lower King WA (ABN: 59 201 852 662), due to the agency failing to lodge its annual financial return.

Albany Travel & Cruise is a Travellers Choice member.

ABOVE: The team from travel recruitment specialists AA Appointments are ready, willing and able to welcome visitors to the company's bi-annual Careers Fair, which kicks off today (see p1).

Pictured from left are: Kate Green, Anita Nunnari, Anna Veitch, Belinda Stewart, Amy Foltran and Linda Green.

## DISCOVERY CRUISE SALE

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## More wholesalers axe Egypt trips

THE federal government has announced a special mercy flight to help Australians stranded due to the crisis in Egypt (TD yest.) escape from the country.

PM Julia Gillard announced the move last night, with the charter of a QF 747 to be provided at no charge to passengers.

Yesterday afternoon a further swathe of wholesalers confirmed they were working to extract clients in Egypt, including Uniworld which currently has nine Aussies in Egypt.

Uniworld has cancelled all its Egyptian operations until 28 Feb, with clients entitled to a full refund or an alternative cruise.

Avalon Waterways doesn't currently have any Aussies in Egypt, and has also cancelled all Feb Egypt departures.

Cox and Kings is recommending that people do not proceed to Egypt within the next 14 days, with Tempo Holidays clients booked to travel before 28 Feb able to defer or cancel their reservations and obtain a full refund for land and cruise costs.

## Pezula represented

SYDNEY-BASED Gorman Leisure Group has been appointed to represent Pezula Resort Hotel & Spa in Knysna, South Africa for the Australia/NZ markets.

The luxurious 83-suite property is located 40mins from Cape Town.

## Kings' NT Escapes

AAT Kings has today launched its 2011/12 Northern Territory Escapes program, featuring tours ranging in length from a few hours to up to eight days.

New options include the Uluru Sunset & BBQ Dinner Day tour.

C&K said it's trying to ascertain if airlines in Egypt will impose cancellation fees for domestic air services.

"We are in constant contact with our local suppliers," said C&K commercial director Nigel Loveday.

Abercrombie & Kent has cancelled all of its Egypt trips, and says all of its 300 clients currently in the country are "safe and accounted for".

142 A&K pax were evacuated on a special charter to Amman, with the company also setting up a London-based crisis centre to coordinate client movements.

Abercrombie & Kent is also offering full refunds and a further 10% discount to clients to choose to rebook on another A&K trip.

## Price of oil soars

THE crisis in Egypt has seen the oil price surge to more than US\$100 per barrel, which is likely to put more pressure on airlines to increase fuel surcharges.

The uprising, which has seen the Department of Foreign Affairs and Trade raise its advisory for Egypt to the highest 'Do Not Travel' level, has oil producers concerned about shipments through the key Suez Canal.

There's also surging demand for oil due to the exceptionally cold winter being experienced in the Northern Hemisphere.

## Austrian Experts

AUSTRIA National Tourist Office has introduced its new online training tool, specifically created for travel agents in Australia.

The site features four modules which provide consultants with inside knowledge on all things Austrian, including cities, provinces and culture, while gaining expert status.

For further details log onto [www.austria.info/au/aep](http://www.austria.info/au/aep).

MEANWHILE, in a boost for tourism to Austria, Emirates has increased capacity between Dubai-Vienna, from a daily operation to 11 weekly services, from 27 Mar, at the same time scaling back Dubai-Athens to daily, from 11/week.

## Another US storm

AIRLINES across the United States are offering travel waivers for passengers flying to parts of the US Mid-west ahead of anticipated adverse weather over coming days.

A combined 2,000 Delta, AirTran, United/Continental Airlines, American Airlines, Frontier and JetBlue flights to cities including Chicago, Newark and Detroit are expected to be impacted.

## Scenic agent famil

SCENIC Tours is hosting an exclusive Europe River Cruising educational for agents from 04-13 Apr onboard its new 'space-ship' *Scenic Pearl*.

The cruise sails from Budapest to Vienna and includes a classical concert in Vienna at the Palais Liechtenstein, a guided tour at Melk Abbey, a full day excursion to Salzburg and much more.

There's also an optional three-day pre or post extension on offer - for further details and pricing, email [famil@scenictours.com](mailto:famil@scenictours.com).

## WIN A MOVIE DOUBLE PASS

**Travel Daily** has teamed up with **Coco Palm Resorts** this week and is giving readers the chance to win one of five Event Cinemas double movie passes.

Set on the beautiful Maldives, Coco Palm Resorts are fringed by white sandy beaches, dressed with luxurious tropical vegetation, and host a blue crystal clear lagoon for the enjoyment of a vast range of water sports.

For your chance to win an Event Cinemas double movie pass, simply be the first person to email the correct answer to the daily question below to :

[cocopalm@traveldaily.com.au](mailto:cocopalm@traveldaily.com.au).

**For the two Coco Palm Properties, what mode of transport is the transfer from Male International Airport?**

Hint! Visit [www.cocopalm.com](http://www.cocopalm.com)

Congratulations to yesterday's lucky winner, **Stacey Collyer** from **FCm Travel Solutions**.



## Ocean Marine open

HONG Kong's Ocean Park new marine-themed zone, Aqua City, has opened this week.

The precinct celebrates marine life and includes Hong Kong's only aquarium dining venue.

## EARLYBIRD SALE



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# Cyclone dramas for Queensland

AS if last month's massive flood disruption to Queensland's tourism industry wasn't enough, the state is now grappling with another crisis as a cyclone bears down on the Whitsundays.

Cyclone Yasi is expected to cross the Qld coast late tomorrow between Innisfail and Proserpine as a Category 4 cyclone, with resorts including Daydream Island, Club Med Lindeman and Magnetic Island having evacuated guests.

The cyclone is also threatening Townsville, Cairns and Mackay, with QF this morning issuing a fare waiver because of expected disruptions.

Virgin Blue and Jetstar flights to north Queensland destinations are operating normally, but both carriers are providing "flexible

options" for guests wanting to make changes up to and including Sun 06 Feb for travel to and from Hamilton Island, Mackay, Cairns, Proserpine and Townsville.

Jetstar this morning operated a supplementary Hamilton Island-Sydney flight, with connections to Brisbane and Melbourne.

Townsville Airport is expected to close tomorrow, while Qld premier Anna Bligh has warned that people in low-lying areas from Cairns to Mackay may need to relocate today due to possible storm surge flooding.

## Hamper winner

CONGRATULATIONS to Kristy Knott of Corporate Travel Management in Perth, who was the lucky winner of last week's German National Tourist Office competition.

Entrants were asked to nominate an area for clients wanting to enjoy a German gourmet experience.

Kristy has won a hamper full of traditional German goodies, for her recommendation:

*If it's gourmet delights you seek,  
Head to Lubeck, take a peek,  
At this historic city, riverside  
cafes galore, The home of  
Marzipan and so much more!*

## OOL parks open

GOLD Coast Tourist Parks is encouraging visitors to the region following last months Queensland floods, with a Stay 7, Pay 6 deal for sale and travel until 15 Apr.

Seven parks have been unaffected by the floods including those at Tallebudgera, Burleigh, Main Beach, Kirra, Broadwater, Miami and Jacobs Well - see [goldcoasttouristparks.com.au](http://goldcoasttouristparks.com.au).

## Trafalgar Europe up

TRAFALGAR says its recently released European Summer Take-Off Air Deal which offered fares from just \$1299 has had an "unprecedented uptake," with air and land sales currently almost double the same time last year.

## SiteMinder window

ACCOMMODATION software interface SiteMinder has confirmed the completion of the required adjustments to cope with Wotif's expanded six month booking window (TD yesterday).

## Screener suspended

A SECURITY officer working at Buffalo Niagara Airport in the US has been suspended for ten days without pay after he admitted taking home more than 1000 nail clippers, knives, box cutters, scissors, corkscrews and other items confiscated from passengers as they passed through airport security checkpoints.

No explanation for the theft was given, with a spokesman for the Niagara Frontier Transportation Authority saying the items had been found missing last week.

## Musician roadtrip

TOURISM Australia's latest campaign in conjunction with Google and YouTube is pairing up domestic and int'l musicians to embark on a musical road trip in Western Australia, as part of the YouTube Symphony Orchestra 2011 being held in Sydney in Mar. 'Making Tracks' aims to demonstrate the power of Australia, its people and experience to inspire creativity said TA's managing director Andrew McEvoy.

## Bonus QFF points

QANTAS Holidays is offering QF Frequent Flyer members an extra 5,000 bonus points when booking an air and land package anywhere in Australia by 28 Feb for travel until 30 Jun 2011.

The deal is part of QH's Oprah's Ultimate Aussie Adventure sale.

## High speed study

FEDERAL transport minister Anthony Albanese has announced the feasibility study to determine the benefits and financial viability of a high speed rail network along the east-coast of Australia (TD 05 Aug 2010) has now begun.

The 'spine' of the project will be the Newcastle-Sydney leg, and options north to Brisbane and south to Canberra and Melbourne will also be considered.

Results of the first stage of the study are expected by Jul and the second stage will gauge the best route, patronage levels, cost estimates and financing options.

## MK to Shanghai

AIR Mauritius has announced it will begin flying to Shanghai, via Kuala Lumpur, from Jul, becoming the carrier's 25th destination and fourth in East Asia.

## Area Sales Manager NSW North



DriveAway Holidays, Australia's leading and award winning Car Rental Wholesaler is seeking an Area Sales Manager to work on a full time basis in NSW.

The role requires a high level of self-sufficiency and involves maintaining an existing portfolio and seeking potential business opportunities for growth in your territory.

If you have a passion for travel, industry sales and networking, apply today.

Please email your confidential application no later than Friday 11 February 2011 to [rebeccac@driveaway.com.au](mailto:rebeccac@driveaway.com.au)



## State Manager Victoria/Tasmania

Travelscene American Express is seeking an experienced and talented State Manager to manage, direct and execute the sales and marketing strategies, tactics and programmes for the Travelscene American Express Membership network and grow the membership of the Travelscene American Express network through Member retention and acquisition.

Driving market share of preferred partners in order to increase the revenue and profitability of the Travelscene Member and maximise the revenue for Travelscene American Express.

### To be successful in this position you must possess:

- Must have experience in a senior sales leadership role
- The ability to build equity into a brand and also drive sales in a pressurised retail environment week to week
- Experience in the Retail and / or Franchise and / or Travel Industry Travel industry experience will be an advantage
- Strong relationship management skills and a high level of commercial acumen

This is a fantastic opportunity for a self-starter to join a market leader in a crucial role.

If you would like to apply for this position please send your CV to [careers@stellatravel.com.au](mailto:careers@stellatravel.com.au)



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Are you bored of consulting? Do you have a creative flair and passion for international airfares? Come join our growing team today!

Applications/enquiries in strictest confidence to:  
[andrew\\_gould@travelctm.com](mailto:andrew_gould@travelctm.com) (Recruitment Coordinator)





## TTC new year deals

THE Travel Corporation is offering New Year deals on select departures on its Busabout, Haggis and Shamrock product in Europe during 2011, on sale until 14 Mar.

Specials include savings of up to \$175pp on the one-way Busabout Hop-on, Hop-off pass; up to \$70 off Haggis Adventure trips; and \$45 off seven Shamrock Adventures trips.



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of the year!!**

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MEL 03 Feb  
BNE 07 Feb  
ADL 08 Feb  
SYD 09 Feb

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TO BE WON**  
\* conditions apply  
**AIR CANADA**

**CLICK HERE**

registrations close 27 Jan 2011

**Canada**  
2011 Corroboree

## Full Time Travel Consultant

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This is a unique role and gives you flexibility along with a challenge.

You will be required to operate 3 GDS's and be trained in Tramada.

If you are sick of 9 – 5 and would like to work different hours - this is the job for you.

Please send all resumes to [penny@24x7solutions.com.au](mailto:penny@24x7solutions.com.au)



## Free Marvel flights

TRAVELMARVEL has launched a free flight deal on bookings combined with a tour of 16 days or more to New Zealand in Feb to May, when booked by 28 Feb.

Packages are priced from \$4,035 ppts including coach touring, an overnight cruise on Milford Sound, accommodation, meals, transfers and attractions.

Flights are available into and out of SYD, MEL or BNE - for more info see [www.aptgrouptour.com](http://www.aptgrouptour.com).

## Tiger capacity up

TIGER Airways this afternoon confirmed details of its 20% Apr-Nov capacity boost (TD yesterday) with the increase including the new daily Sydney-Sunshine Coast and thrice daily Sydney-Brisbane services.

The expansion also includes an additional daily Melbourne Tullamarine-Perth flight (boosting the route to 20 weekly services), as well as a fourth weekly flight between Melbourne and Alice Springs, on which Tiger is the sole operator.

MD Crawford Rix confirmed that the carrier's 11th Australian A320 would arrive in Apr, adding that Tiger is "scoping out locations for a fourth Australian base to be announced in due course".

## Value discounts

VALUE Tours has summer savings on Northern Hemisphere skiing, USA holidays, and New Zealand all year round product, offering up to \$500 off.

Vail Resort in Colorado USA has a seven night package in several resorts with a free lift ticket on sale until 30 Apr and for travel 01 -30 Apr - [valuetours.com.au](http://valuetours.com.au).

## Hotels.com app

HOTELS.COM has teamed up with Columbus Internet to develop a newly launched Australian Facebook App.

'HotelsWithMe' is an application that allows friends and family to go on to Facebook and select a hotel with prices and availability updated in real time.

## QH agents explore Victoria



ABOVE: The highest sellers of the 2011 Australian Open Tennis packages with Qantas Holidays were recently hosted on a four day famil to Melbourne and the Mornington Peninsula, in conjunction with Tourism Victoria.

Highlights of the educational included tickets to the opening night of the tennis tournament, a performance of *Hairspray*, a visit to the thermal springs at Peninsula Hot Springs and wine tasting in the Mornington Peninsula.

Pictured above at Red Hill Estate back row *from left* are: Robert Basco, Globetrotter Lifestyle; Sam Wetzler, Qantas Holidays; Kelly Goldfinch, Travel Experience; Aileen Russell, Goondiwindi Travel; Luncinda Metcalfe, Maria Slater Travel and Danielle Gorman, Qantas Holidays.

Middle row: Willy Truelove, Atour Travel; Julie Preston, HWT Nowra; Ashlee Gibbon, Travel and Sports Australia.; Kertsy Martin, Jamison Travel; Hannah Gregory, Travelworld Port Lincoln; Jennifer

Mitchell, The Travel Studio; Patricia Hodgson, Sorrento Quay Travel; Rochelle Price, and Kerry Phillips, Great Events; Petrina Heinonen, HWT Forest Lake; and Claire Garrety, Tourism Victoria.

Front row: Annette Simpson-Rial, Qantas Holidays; Anita Wenn, HWT Marion; Tina Castello, Montana Travel; Bev Dundas, Boronia Travel; Caroline Sage, HWT Bathurst; and Anna Nenchev, Travelbookers.

## St Regis Jordan

STARWOOD hotels & Resorts Worldwide have announced plans to introduce the St Regis brand to Jordan by 2014.

St Regis Amman will feature 270 suites and guest rooms.

## Treasure stay pay

TREASURE Island Fiji is offering a Stay 5 nights, Pay 3 nights deal for reservations between 01 May-30 Jun and 01 Aug-30 Oct, when booked by 18 Mar - contact wholesalers for more information.

## MARKETING COORDINATOR AUSTRALIA, NEW ZEALAND & ASIA

### 12 Month Maternity Leave Contract

World Aviation Systems, GSA for LAN Airlines, is seeking an organised, dynamic and self motivated individual to join our Sydney office.

You will be responsible for supporting the Marketing Manager in the development and implementation of LAN's promotional campaigns, branding strategy, sales and email campaigns. You will work closely with designers/printers to manage brochure and ad production; assist with organisation of trade events, expos and other events; coordinate the writing of brochures, web pages, letters and email communication; liaise with media to place online and print ads; maintain marketing tracking documents and reports with online/offline campaign activity and other duties as required.

The role requires a minimum of 2 years marketing coordination experience, strong communication and organisational skills, attention to detail, strong computer skills (MS Office and GDS) and appropriate travel qualifications. Fluency in Spanish is highly desirable.

Please email your resume to  
[katrina.booth@worldaviation.com.au](mailto:katrina.booth@worldaviation.com.au)  
by close of business on  
Friday, 4<sup>th</sup> February 2011.

Only successful applicants will be contacted.



# AFTA UPDATE

the latest insights from AFTA's Chief Executive,  
Jayson Westbury



*A big congratulation's goes out the Brett Jardine and his team at the ICCA for a wonderful awards night held last Saturday at the Sheraton on the Park. It was a really well organised event and there were plenty of very happy winners. Congratulations to all of the winners on the night.*

*Of particular note was the Neil Frazer Award for Outstanding Contribution to the Cruise Industry by an Individual which was awarded to Helen Hutcheon.*

*Helen is passionate about cruising and I think she may have been taken back a little by the award. So often in the travel industry people just do what they do each and every day and don't expect any thanks or recognition for their work. In Helen's case, clearly that was the case so it is really great that the ICCA recognised her in this way.*

*Also last week, AFTA along with the Queensland Tourism Industry Council (QTIC) went about getting many of the senior travel industry leaders together to talk about how the travel industry could really help Queensland in the aftermath of the floods.*

*There will be many things written about the event, the situation, how travel agents can help and the importance of ensuring that everyone in travel knows that Queensland is 'open for business' and ready today for holiday makers and corporate travellers.*

*One thing that will not get reported is the energy, enthusiasm and commitment that were made in attending the day last week (it was held on Thursday last week in Brisbane) by all of the travel media.*

*When the call went out to them, they did not hesitate to get involved and already we are reading many of the stories and I am sure we will see plenty more stories to follow.*

*This event was an excellent example of how competitors both in retail and corporate travel, wholesalers and marketers along with travel trade media could all leave their competitive edge at the door and work together to tell the story and look for how the travel industry really can help Queensland get back to business in tourism.*

*A very big thank you goes out to all involved in the event and I am sure that the ground work that was done and the knowledge and conversations that took place will mean that the travel industry can genuinely assist in the relief efforts.*



## Abu Dhabi nights

ABU Dhabi Tourism Authority recorded an 18% year on year increase in hotel guests to 1.81 million staying in the emirate's 114 hotels, up 8% on its hotel guest target.

Guest nights also rose by 19% to 5.13 million with the Tourism Authority putting the improvement down to the introduction of leisure products such as Ferrari World, new golf courses and the Yas Island Show Weekends.

**Travel Daily**  
First with the news

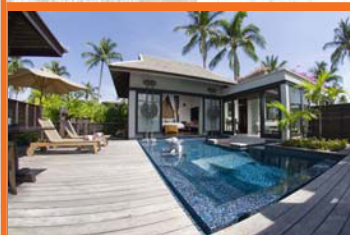
Tue 01 Feb 11 Page 7

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

## Orion 25% discount

ORION Expedition Cruises is offering up to 25% off in Cat A staterooms and Junior Suites on selected departures in Mar and Apr to Papua New Guinea and Melanesia - phone 1300 361 012.

## WIN A 5-NIGHT HOLIDAY FOR TWO AT ANANTARA PHUKET



Throughout February, **Travel Daily** is giving travel consultant readers the chance to win an indulgent Phuket holiday package for two, courtesy of **Anantara Phuket Villas** and **Strategic Airlines**.

The prize includes Strategic Airlines return business class flights for two from Brisbane or Melbourne to Phuket; five nights accommodation in a luxurious one bedroom pool villa at Anantara Phuket Villas, daily buffet breakfast and return transfers.

Anantara Phuket Villas is one of the most desirable destinations in Thailand. Each of our 83 private pool villas offer a luxurious haven of peace and tranquillity located directly on Phuket's longest beach.

Every week **Travel Daily** will ask a different question relating to either Strategic Airlines or Anantara Phuket Villas – just read the issue and email us your answer.

There will be four questions in total. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this stunning Phuket escape.

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

**Q.1: What is the launch date of Strategic Airlines' services to Phuket from Melbourne and Brisbane?**



## INSIGHT VACATIONS

### STATE SALES MANAGER – QLD

Control, direct & lead the activities of the state sales team, ensuring good relationships with customers whilst promoting the range of Insight products. Compile & implement a sales plan to exceed sales targets.

#### Responsibilities include:

- Maintain regular contact with your own portfolio of customers
- Direct, motivate & support sales team
- Supervise & evaluate promotional & marketing strategies
- Develop sales leads & new business opportunities
- Prepare sales forecasts & marketing budgets within CRM
- Liaison with customers regarding latest market trends & conditions

Our award winning brand requires a positive, energetic, sales focused professional to really drive the role & achieve state sales. Applicants must have a proven track record of sales growth & a full drivers licence to be considered for this role. On the road supervisory sales experience is preferable.

For more information & to apply, log onto our recruitment website:

<http://recruitment.travelcorporation.com.au>



<http://recruitment.travelcorporation.com.au>



## Treks 20% cheaper

NEW Zealand trekking, cycling and holiday firm Adventure South is offering Aussie travellers 20% off all its Otago Rail Trail departures in Apr, on sale until 28 Feb.

The five day Otago Rail Trail Classic tour is now priced from \$796pp incl professional cycling guides, four nights accom, brekkie and dinners, transport, national park fees and a ticket on the Taieri Gorge Railway to Dunedin.

See [adventuresouthnz.com.au](http://adventuresouthnz.com.au).

## HKG expansion

HONG Kong's Airport Authority has announced plans to spend US\$7 billion on phase one of its Satellite terminal development on its midfield concourse at the International Airport.

The new concourse will include 20 extra aircraft parking stands, a cross-field taxiway and an extension of the existing automated people mover.

The project is expected to be completed by 2015.



# Steer Your Career in the Right Direction

Let TMS Lead The Way!



## Hot Jobs (Australia) - January 2011

Sydney – 02 9231 6444 – [nswwjobs@tmsap.com](mailto:nswwjobs@tmsap.com)  
Melbourne – 03 9602 1809 – [vicjobs@tmsap.com](mailto:vicjobs@tmsap.com)  
Brisbane – 07 3221 9916 – [qldjobs@tmsap.com](mailto:qldjobs@tmsap.com)

Adelaide & Perth  
– 02 9231 6444 – [sajobs@tmsap.com](mailto:sajobs@tmsap.com), [wajobs@tmsap.com](mailto:wajobs@tmsap.com)  
Executive Positions – 02 9231 6444 – [sally@tmsap.com](mailto:sally@tmsap.com)

Temp or Contract Executive – **Alex and Sharon**  
– **Sally Frape**

JOB OF THE WEEK!

### TRAVEL MANAGER / GENERAL MANAGER

- Adventure travel / bespoke travel specialist
- Sydney CBD location
- Negotiable salary

Our client, a travel adventure specialist is currently seeking a Travel Manager / General Manager to manage their boutique Sydney CBD travel office. You will primarily be responsible for managing and driving the business and bringing it to further growth and profitability. This will include team management, company marketing, driving sales and managing your own portfolio of adventure travel clients. You will be responsible for strengthening and diversifying the company's core business, developing bespoke tours and corporate travel, liaising with Product Manager and identify and promote high margin products. Our client is looking for a dynamic leader. They are looking for a commercially savvy travel manager, who is looking for a hands on exciting and rare opportunity.

Contact **Sally Frape** at TMS Asia Pacific  
[sally@tmsap.com](mailto:sally@tmsap.com) T: **0422 621 029**

BNE • MEL • PER • SYD • BKK • HKG • SHA • SIN

### Business Development Executive - Melbourne

- Do you have experience in a BDE or BDM role in Wholesale travel?
- If so, we would like to hear from you!

Our client is a reputable and successful travel Wholesaler who is currently looking for an experienced Sales Representative. You will be responsible for promotion and education of products and services to travel agencies as well as representing the company during events. The role will see you develop the network of travel agents, conduct seminars, promotional activities and consumer info nights in order to generate sales and market share. You must be willing to travel to regional areas as well as overseas if required. You will have previous experience in a similar role in Wholesale Travel with proven record in driving sales figures and meeting targets. You are pro-active, have sense of responsibility, you are independent and customer friendly. You also have proven problem solving ability and high level of oral and written presentation and communication skills. Generous salary package and overseas travel are on offer for the right candidate.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com)

### Support Services Executive - Sydney

- Travel Technology Company
- Make the switch from consulting

Our client, a Global Travel Technology Company is seeking a Support Services Executive. You will be responsible for the resolution of customer application support queries via help desk calls and email. You will provide daily support and assistance to customers in Australia and New Zealand. The objective is to achieve a high level of customer service while finding fault resolutions within established processes and procedures. This is a great opportunity for somebody wanting to work within travel technology. It would suit a travel consultant / wholesale reservations consultant who is looking at entering the world of Travel Technology, or somebody working in a similar role. If you have at least 2 years travel agency / wholesale or experience in using a CRS, and a working knowledge of mid to back office travel accounting packages please contact Stacy at TMS.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

### International Retail Travel Consultant - Perth

- No more face to face consulting
- Solid base + commission + super

This successful and well established online travel company is looking for experienced International travel consultants who can contribute to their growth. To be considered for the role you must have experience in Retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. This role in a fast paced call centre environment will earn you a solid retainer with unlimited earning potential.

Contact Anna Wachowiak T: **02 9231 6444** E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or **apply online now!**

### Team Leader - Retail Travel Company - Canberra CBD

- Career opportunity with a well known travel company
- Retainer + uncapped commission

Our client is a very successful and growing travel company who is currently looking for an experienced Team Leader to manage small team. Requirements include: experience in managing a team, knowledge of Galileo, high level of motivation and excellent communication skills. You will be rewarded with a retainer and generous commission.

Contact Anna Wachowiak T: **02 9231 6444** E: [annaw@tmsap.com](mailto:annaw@tmsap.com) or **apply online now!**

### Support Services Manager - Sydney

- Travel Technology Company
- A leadership and customer service role

The Support Services Manager is responsible for the team that supports all applications, this involves managing the effectiveness and performance of the team as well as the satisfaction of the clients that rely on it. You will work with the Client Services Manager to ensure the efficient operation of the support team. You will also develop and maintain a client communication strategy for all clients, work with Team Leaders to develop processes and procedures to maintain and improve customer service. To be successful in this role you will need strong leadership, organisation, negotiation and troubleshooting skills within the travel / travel technology space.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**

### Corporate Travel Consultant – Sydney CBD

- Excellent company benefits
- Salary up to \$55k – depending on experience
- Immediate start

Want to work in Corporate Travel? This renowned travel company requires a Corporate Consultant. Ideally you will have previous consulting experience, along with great customer service skills, an excellent phone manner and email communication skills. You will have professional presentation as well as the ability to work well both individually and in a team environment. The work is of a high volume so candidates must have excellent time management and attention to detail.

Contact Stacy Balderston T: **03 96021809** E: [stacy@tmsap.com](mailto:stacy@tmsap.com) or **apply online now!**



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**VIC & WA & SA: 03 9670 2577**

**[recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)**

**QLD & NT: 07 3229 9600**

**[employment@aaappointments.com.au](mailto:employment@aaappointments.com.au)**

**OR VISIT [www.aaappointments.com](http://www.aaappointments.com)**





# Wendy's Prize Extravaganza!

Wendy Wu Tours would like to congratulate the following people who have won fantastic prizes during our brochure LaUNCH incentive!

## 1. CHINA TRAVEL PRIZES!

Jess Ruffell, Flight Centre Stirling (SA)  
Shaun Robertson, Flight Centre Morley (WA)  
Vanessa Barrett, Flight Centre Palmerston (NT)  
Sam Dimarco, Travelabout at Ryde (NSW)  
Natalie Schoch, Discover Travel & Cruise (QLD)  
Anita Coleman, Flight Centre Belconnen (ACT)  
Gerlinde Greig, Travelscene Sirocco (VIC)  
Keith Murphy, Travel Options (VIC)  
Ruth Keith, RACT Travelworld Launceston (TAS)  
Vera Kolarovski, Harvey World Travel Charlestown (NSW)

## 2. AGENCY DINNERS TO THE VALUE OF \$250!

Flight Centre Miranda Fair (NSW)  
Harvey World Travel Charlestown (NSW)  
Harvey World Travel Sylvania (NSW)  
Travelworld Nowra (NSW)  
Flight Centre Darwin Central (NT)  
Flight Centre Palmerston (NT)  
Harvey World Travel Carindale (QLD)  
Harvey World Travel Strathpine (QLD)  
Suncity Travel Caloundra (QLD)  
Travelscene North Rockhampton (QLD)  
Escape Travel Grenfell St (SA)

Phil Hoffmann Travel Glenelg (SA)  
East Burwood Travel (VIC)  
Jetset Moe (VIC)  
Flight Centre Southland (VIC)  
Travelscene Warrnambool (VIC)  
Jetset Hillarys (WA)  
Flight Centre Southlands (WA)  
Flight Centre Woden (ACT)  
Harvey World Travel Belconnen (ACT)  
Flight Centre Hobart (TAS)  
Flight Centre Launceston (TAS)

## 3. \$50 COLES MYER VOUCHER WINNERS!

Travelworld Parkdale (VIC)  
Morcombe Travel (WA)  
Orient Travel (NSW)  
Travelscene Wangaratta (VIC)  
Minna Travel (VIC)  
Best and Less Travel (NSW)  
Flight Centre Morisset (NSW)  
Mansfield Travel & Cruise (VIC)  
Travelworld Kalgoorlie (WA)  
Harvey World Travel Hope Island (QLD)  
Flight Centre Morningside (QLD)  
Cruiseabout Biggera Waters (QLD)

Jetset Oxenford (QLD)  
Clean Cruising (QLD)  
Escape Travel Subiaco (WA)  
Flight Centre Barossa Valley (SA)  
Escape Travel Narellan (NSW)  
Escape Travel Southern Cross (VIC)  
Maria - Travel Managers (NSW)  
STA Garden City (WA)  
Escape Travel Top Ryde (NSW)  
Flight Centre Mawson Lakes (SA)  
Escape Travel Warringah Mall (NSW)  
Give Me Travel (VIC)  
Lillie - Travel Managers (QLD)  
Campus Travel Uq City (QLD)  
STA Travel Adelaide University (SA)  
Flight Centre Maylands (WA)  
Flight Centre Online Direct (QLD)  
Cruiseabout Albany Creek (QLD)  
Midland Travel & Cruise (VIC)  
Leanne - Travel Managers (NSW)  
O'Shannessey's Sorrento Travel (VIC)  
STA Travel Rundle St (SA)  
The Travel Authority Newport (NSW)  
JT Travel (QLD)  
Travelscene Mitchell (VIC)  
Live It Travel (QLD)



Thank you to all agents who took part in our LaUNCH incentive!



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# Be a Star & Sell the Five Star Airline



***Consolidated Travel will reward you for ticketing any  
QR ex Australia tickets between 17 Jan - 13 Feb 2011***

**\$30 voucher awarded for every Economy Class return ticket  
\$100 voucher awarded for every Business class return ticket**

***\*Conditions:*** Valid for tickets issued by Consolidated Travel or via Quicketicket between 15 January - 13 February 2011 on 100% QR itineraries ex Melbourne plated to QR (157) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Wholesale, Cancelled or Refunded tickets are not eligible. Consolidated Travel and Qatar Airways reserve the right to alter or withdraw the promotion at any time. Vouchers will be capped & Vouchers will be distributed upon completion of the promotion & claims will only be accepted by COB 20 February 2011.

To receive your vouchers, please complete the details below & fax OR email to the Consolidated Travel Sales Team no later than 20th February 2011.

Agency Name: \_\_\_\_\_ Consultant: \_\_\_\_\_

Ticket Numbers: \_\_\_\_\_

Claim Date: \_\_\_\_\_

**Melbourne**  
Telephone: 03 9251 5044  
Facsimile: 03 9663 2095

**Sydney**  
Telephone: 02 9394 1402  
Facsimile: 02 9247 7907

**Brisbane**  
Telephone: 07 3334 2000  
Facsimile: 07 3221 3771

**Adelaide**  
Telephone: 08 8203 8001  
Facsimile: 08 8231 1220

**Perth**  
Telephone: 08 9442 6000  
Facsimile: 08 9481 0590