

eXperts
Introducing the new eXpertsplus Visa card.
Shop till you drop.
lufthansaexperts.com



Travel Daily

First with the news

Monday 21st February 2011

Refer a skilled **TRAVEL TEMP** to **TMS** and receive **\$100** voucher
* conditions apply
Contact Sharon on 02 9231 6444 or email sharon@tmsap.com



Please **click here** to nominate Travelport for Best Agency Support Service in category 23 at this year's AFTA Industry Awards. We appreciate your kind support!



New look Travel Daily

TODAY we unveil a revamped look for **Travel Daily**, with new fonts and an expanded layout to make your favourite industry publication even easier to read.

The change will see the popular *Window Seat* feature moved to p3, while we of course continue our commitment to being first with the latest Australian travel news.

We hope you like it - feedback on info@traveldaily.com.au.

Record Flight Centre half

FLIGHT Centre's pre-tax profit for the first half of the financial year has exceeded \$100 million for the first time, with the \$101.1m result announced this morning (**TD** breaking news) up by 37% on last year, and 11% higher than the previous record.

Turnover grew strongly across the globe to a total of \$5.7b, with TTV in Australia up 14%.

Selling staff numbers increased a hefty 13% to more than 10,700 global employees, and a new UK 'hyperstore' structure in which some premises house up to 50 consultants saw UK TTV rise 23%.

Cruising is also a strong growth area, with the Cruiseabout brand seeing 75% compound annual growth rate over the last 4 years.

MD Graham Turner said domestic travel demand had been affected by a drop in consumer confidence but outbound travel is still set for growth due to the "continued availability of cheap international airfares."

Discover Switzerland

TRAVEL agents are being invited to attend a series of upcoming sessions on travel to Switzerland, to be held in Sydney 21 Mar, Perth 22 Mar and Melbourne 24 Mar - details on **page nine**.

QH TNQ brochure

QANTAS Holidays has released its 2011-12 Tropical North Queensland brochure - see **p10**.

Seven pages of news

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

- AA Appointments
- Swiss Roadshows
- Qantas Holidays

Luxury for Less



Great value deals at participating Westin, Sheraton & Le Meridien properties across Fiji, Noumea and Queensland.

2,000 points*

Holidays

qantasholidays.com.au/agents

The **BEST** seat in the house

Click here to find out more



Travel Counsellor **Tanuja Sudra**

travel counsellors 

New Travel Corp brand

THE Travel Corporation is to launch a "completely new initiative" in Australia next month, **Travel Daily** can reveal.

While remaining tight-lipped on exact details of the new venture, a spokeswoman for The Travel Corporation confirmed to **Travel Daily** the involvement of Creative Holidays' NSW bdm of seven years, Steven Richards, with the fledgling brand.

details
extra attention on our mid-sized ships




Holland America Line
LEARN MORE >

Fly to Europe from **\$369** with **UNI WORLD**
Book by **28 Feb, 2011**

UNI WORLD
BOUTIQUE RIVER CRUISE COLLECTION™

CLICK
For details



BDM - NSW & ACT

- ▶ South East Asian destinations
- ▶ On road sales role
- ▶ Sydney CBD based
- ▶ Sal to \$60K + car allow + incentives

Call Ben Carnegie
02 9278 5100
ben@inplacerecruitment.com.au



[click here for details](#)

Travel Daily

First with the news

Monday 21st February 2011

New Caledonia MICE Airfare
only \$599



Put somewhere NEW on your radar



Aircalin
International Airline of New Caledonia

[CLICK HERE](#)

* Includes all taxes. Special conditions and travel dates apply.

**NEW
BROCHURE
IN YOUR
OFFICE NOW !**

RUSSIA

Cruises | Trans Siberian | Baltics



2011



**WANT MORE?
PH 1300 668 844**

Gap slams Intrepid/TUI JV

GAP Adventures founder, Bruce Poon Tip took no time to voice his opinion on the new alliance between Australia's Intrepid Travel and European travel juggernaut, TUI Travel (**TD** Fri).

Speaking exclusively to **Travel Daily** just hours after last Thu night's announcement, Poon Tip let rip at the collective **PEAK** Adventure Travel Group.

"The consolidation of our industry was inevitable. When an industry shows as much promise it attracts corporations driven by profit," Poon Tip said.

"TUI has done nothing in our industry but crush the souls of a lot of great companies, and I suspect this won't be any different," the Gap Adventures 'Captain' told **TD** from Boston while in transit.

"There are what, 20 brands in their stable that are all under performing so to answer their shareholders they had to do something I guess.

"To me, it is a sad day in our industry but ultimately it is great for Gap Adventures.

"We long moved away from their space and our business model is about happiness. Our purpose driven business model

would not work in their environment, and now it's up to the consumer to decide because ultimately they have all the power," he said.

"I just have more faith in the consumer and our industry that passion and purpose make a difference. Our company culture is the most important thing for us so this goes against everything we're about.

He said Gap Adventures had a "higher purpose" than just making money.

"We are committed to changing people lives, creating happiness and having the best customer service on the planet. Everything else doesn't matter and will take care of itself. I could be wrong, but only time will tell I guess. I wish them luck with it. I bet it is a very exciting time for them."



Holland America Line
A Signature of Excellence

HURRY! CRUISE SALE

ENDS SOON

[CLICK
HERE](#)



TRAVELMANAGERS' INFORMATION NIGHTS

MOBILE CONSULTING IS THE FUTURE
TO FIND OUT MORE AND WHY TRAVELMANAGERS IS THE BEST PARTNER FOR YOUR FUTURE
[CLICK HERE FOR INFORMATION NIGHT DETAILS](#)
IN SYDNEY, MELBOURNE, BRISBANE AND PERTH

CONTACT AARON STINSON - NATIONAL RECRUITMENT MANAGER
ON 1800 019 599 OR VISIT [JOIN.TRAVELMANAGERS.COM.AU](#)

TRAVELMANAGERS
the smarter choice

5000 Reasons to go to Auckland

Your clients can earn an extra 5000[^] Qantas Frequent Flyer points on Auckland bookings.

[^]Terms and conditions apply. Ends 6 Mar 2011



Holidays

[qantasholidays.com.au/agents](#)



Rain Points Trip



Take me from Mildura to Milan via Mumbai



Public say on airport changes

THE Gillard govt has introduced a new policy making it necessary for 19 of the country's busiest airports to open up dialogue with local communities regarding planning and operations.

Minister for infrastructure, Anthony Albanese, said airports will need to create 'high level coordination forums' that will allow locals to have a say on airport projects.

"We want more transparent decisions about development at, and surrounding, our airports.

"We also want to ensure that the community is involved in this process," Albanese said on Fri.

Community aviation consultation groups will be created at each state and territory capital airport, as well as at Alice Springs, Bankstown, the Gold Coast, Jandakort, Launceston, Moorabbin, Townsville and other locations.

The groups will discuss issues

regarding airport noise, disability access, environmental concerns, ground transport linkages and future developments.

Major capital city airports are also required to establish Planning Coordination Forums which will support dialogue between airport operators and senior local, state and federal government authorities.

Last week Albanese knocked back the Masterplan for Sydney's Bankstown Airport for its failure to consult with locals (**TD** Wed).

QF/AS expand c'share

ALASKA Airlines has informed US authorities it wishes to expand its codeshare with Qantas on routes to Mexico.

Qantas wants to place its flight code on AS metal between Los Angeles and Mexico City, Puerto Vallarta and San Jose del Cabo, and to San Jose, California as well, within 30 days.

Virgin system outage

VIRGIN Blue has confirmed that its check-in and online booking systems were briefly impacted due to a power outage at the carrier's data centre.

Despite the problem being quickly rectified there have "unfortunately been some flight delays today as a result," the carrier said.

Govt ups warning for Bahrain & Libya

ESCALATING unrest across the Middle East has spread to Libya and Bahrain, with DFAT increasing the alert level for both countries to the second-highest 'Reconsider your need to travel' level.

Win a trip to Vanuatu

TD readers can this week win a fabulous Vanuatu holiday courtesy of Air Vanuatu and Ramada Resort Breakas Beach.

For details on how to enter see **page six** of today's issue.



Window Seat

ANOTHER example of why self-drive tourism may take a while to take off in China.

A group of crash victims are suing road officials who authorised the construction of a 1.5m-high wall across a high speed motorway without any warning lights or signs.

Several dozen cars slammed into the wall in Xian province, which had been constructed to protect road workers working further along the highway.

A FOOD festival in New Zealand next month will see the launch of several intriguing dishes - including shots of horse semen.

The annual Wildfoods event in the South Island town of Hokitika will also feature deep-fried grubs and chocolate-covered beetles.

The "semen surprise" drinks apparently taste like a milkshake.



Qantas and BA pick up from over 50 Australian ports on the way to Europe

Now we'll meet your customers where they live, instead of the other way around. With a choice of over 50 Australian departure points, Qantas and British Airways make it easy to fly to Europe, all on one ticket.





EUROPE EARLY BIRD SALE EXTENDED UNTIL 28 FEB • SAVE 25-35% OFF!

Warwick looking for Oz GASM

WARWICK International Hotels is expecting to shortly name a Global Account Sales Manager to be based in Australia.

The group had recently named a GASM to cover the area due to sustained growth in Australia, New Zealand and the South Pacific, but the appointment was short-lived.

Speaking exclusively to *Travel Daily*, Warwick's Denver-based Group vice president, sales & marketing, G Paul LeBlanc, confirmed the hotelier was assessing other candidates and an appointment is expected to be made in coming weeks.

The move for an Australian-based GASM will help lift the profile of the hoteliers collection of 45 properties, emphasising the

Fiji, Vanuatu and Bali hotels.

MEANWHILE, Warwick continues to keep its eyes open for a local property after talks with Sydney's BLUE Hotel fell through last year.

"We have not found that perfect piece of real estate in Australia, yet we continue to look," LeBlanc told *TD*.

JAL doubles fuel levy

JAPAN Airlines has doubled its fuel surcharge on int'l routes to Canada, Europe, Middle East, Oceania and the US mainland, to US\$202 per sector, from 01 Apr.

JAL says it will also be adjusting its fuel surcharge calculation to every 2nd month, instead of 3rd monthly, from the same date.

3.8% of DJ flights cut

VIRGIN Blue had to cancel nearly 4% of its commercial air services in Jan, mostly due to Rockhampton Airport's closure and adverse weather conditions on the Australian East Coast.

According to government stats released today, QantasLink and Tiger Airways were also above the domestic airline cancellation average rate during the period, with 3.2% and 2.3% of their flights axed.

67.9% of Rockhampton to Brisbane, and 65.7% of Brisbane to Rockhampton services were cancelled in Jan.

Qantas came up trumps for on time departure performance in the major domestic airline category, with 86.6% of flights leaving as scheduled, followed by Virgin Blue at 82.9%, Jetstar (at 72.3%) and Tiger (at 61.3%).

Regional Express was top among regional carriers, with 91%, ahead of Skywest at 85% and QantasLink at 72.8%.

Across all carriers, the average on time departure in Dec was down 7.5 percentage points on the same month in 2010, to 81%.

Flights out of Ayers Rock Airport were the most consistent at departing on time, with 95.2% of services leaving as planned.

Sunshine Coast Airport was the lowest for on time flight departures at 63.5%.

NZ forced to sell DJ

AIR New Zealand has agreed to offload part of its recently purchased Virgin Blue stake, after an audit of the DJ share register found the purchase had boosted foreign ownership above 49%.

SYD Royal Rendezvous

SYDNEY Harbour will play host to Cunard's Royal Rendezvous between *Queen Elizabeth* and *Queen Mary 2* tomorrow at 6:30am, near Fort Denison.

Himalayan avalanche

THE Travel Compensation Fund today advised of the termination of Sydney agent Himalaya Air Express (ABN 61 653 398 295) due to non-payment of fees.



THE UNIQUE TOURISM COLLECTION HAS A POSITION VACANT FOR A MARKETING AND PRODUCT EXECUTIVE

boutique tourism marketing representation company, the unique tourism collection, is looking for a dynamic, motivated marketing and product executive to join our small team. utc represents some of the world's prestigious destinations, hotels, airlines, cruises and ground operators.

the successful candidate must be self motivated and highly professional and will work closely with wholesalers, key travel agents and industry partners across all utc client accounts and be responsible for marketing and product development, famil programs, seminars and events and developing results-orientated sales and marketing partnerships.

the position is full time and based in Sydney. if you have a minimum of 5 years successful marketing or product experience in the travel industry, established relationships, excellent written and presentation skills, great computer skills and have a good knowledge of either Thailand, Malaysia, South Africa or Tahiti.

to apply, please forward your cv and cover letter to svetlana@uniquetourism.com by Thursday 3 March 2011 telling us why this position is for you.

HURRY, ONLY 1 WEEK LEFT

Flights to Europe from \$1299* pp!

CLICK HERE

TRAFALGAR

WIN A 'Taste of the Danube' RIVER CRUISE + FLIGHTS

with Avalon Waterways and Singapore Airlines

[CLICK HERE FOR DETAILS](#)



PLUS FIVE RUNNERS-UP WILL WIN AN APPLE IPAD



Swiss Mardi Gras deal

SWISSOTEL Sydney is offering 20% off the Best Available Rate to guests booking its Tickled Pink Mardi Gras accom package for stays between 15 Feb-06 Mar.

Rates include brekkie for two, use of the rooftop pool and a Mardi Gras gift.

Bookings must be made a minimum of three days in advance - phone 9238 8888.

Oodles boss to DJ

STEVE Sherlock, the brains behind online car rental company Oodles.com, has joined Virgin Blue as an e-commerce analyst.

Morgans into Doha

MORGANS Hotel Group Co. is adding to its Mondrian brand's portfolio with a new property planned for Doha, Qatar.

The 265-room hotel will be located in West Bay Lagoon and it's slated to launch in two years.

Morgans appointed Rachael Sardelich as its local director of global sales recently (**TD** 03 Feb).

B6/SAA US c'share

THE US Dept of Transportation has granted JetBlue approval for its planned codeshare pact with South African Airways (**TD** 03 Feb).

The SA code will appear on B6 operated flights from New York JFK to Austin, Boston, Denver, Ft. Lauderdale, Las Vegas, Orlando, New Orleans, Los Angeles, Chicago, Portland, Phoenix, Pittsburg, San Diego, Raleigh, Seattle, San Francisco, Tampa and Charlotte.

The deal also extends to JetBlue flights from Washington DC to Boston, Ft. Lauderdale, Orlando and New York's JFK.

TA Dutch campaign

TOURISM Australia and niche Dutch travel agent, Kilroy Travel, have launched a new campaign targeting the backpacker and youth backpacker market.

The promo includes a chance to win a trip to Australia for consumers who demonstrate why *There's Nothing Like...* an Australian working holiday.

Summit 'Solsticizing'

CELEBRITY Cruises' *Celebrity Summit* will be the third ship in the cruiseline's Millennium Class to receive a revitalisation, incl AquaClass accommodation in Jan, as part of its 'Solsticizing' project.

Meetings Africa readies for '11



SOUTH African Tourism was out in force at Johannesburg's O.R. Tambo Int'l Airport to welcome delegates arriving for this week's Meetings Africa MICE event.

SAT's manager: trade relations-business tourism, Australasia, Eric Lewanavanua is pictured this morning at JNB with Lydia Khosa, Asanda Ngxingdo and Sonto Sithole, providing delegates with passes for the Gautrain.

The Gautrain was completed in 2009 and is a clean and safe mode of transport from the

Airport to the convention.

The train operates services from JNB every half an hour and the journey takes about 15mins to reach Sandton, the closest station to the Convention Centre.

For more Conference news see tomorrow's *Travel Daily*.

Pezula comp winner

CONGRATULATIONS to Jennifer Birks of Intrepid Travel who was Fri's winner of the Pezula Resort Hotel & Spa hamper, which featured exclusively in **TD**.



Fares and Ticketing Consultants Melbourne, Adelaide, Brisbane, Perth, Sydney

We are looking for skilled airfare and/or ticketing staff.

The award winning Air Tickets business have openings in Melbourne, Adelaide, Brisbane, Perth and Sydney in full and part time positions. We are also seeking experienced ticketing staff to work from home on flexible hours.

Air Tickets is in search for employees with good airfares knowledge and a bright telephone manner. The business is also seeking ticketing staff who are competent to handle ticketing using any current GDS. Air Tickets provides full support in house training via AFTA approved fares & ticketing courses. . Our salary packages are competitive and support KPI incentives with no upper incentive limit based on productivity. We also pride ourselves on being a flexible work place employer.

You will be working with friendly, caring and supportive teams in one of Australia's largest travel businesses. Air Tickets also encourages motivated employees to seek a career path within the organisation and are fully committed to 'promoting from within'.

If you are seeking an opportunity to improve your core airfare and ticketing knowledge and build a career that motivates you to delivering financially rewarding results, then we want to hear from you.

Please send your CV to careers@stellatravel.com.au

AIR CANADA 

Corporate Sales Executive Melbourne Based

An exciting opportunity has become available at Air Canada for a Corporate Sales Executive to grow sales in Victoria and South Australia.

Reporting to the National Sales Manager in Sydney, the successful candidate will need to be self motivated, results driven and proactive in growing the Victorian/SA corporate business and have the ability to work autonomously.

The role of the Corporate Sales Executive will have a strong emphasis on both maintaining and developing mutually productive business relationships with our key agencies and partners.

A high level of customer service, communication and presentation skills will be required, as well as the ability to prospect and identify new opportunities for growth.

The role will also involve providing product updates, maintaining a sales plan and delivering strong, measurable sales results.

Please forward your resume with a one page covering letter via email to:

Attn: Melanie at hr@airlinemarketing.com.au by 01 March 2011

SQ boosts Hong Kong

SINGAPORE Airlines will further boost its services to HKG, with the introduction of a seventh daily flight, operated using a 777-200 aircraft, from 27 Mar.



Brochures of the Week

WELCOME to *Brochures of the Week*, *Travel Daily's* Mon feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover and contact details to brochures@traveldaily.com.au.



APT- Europe River Cruising 2012

This 2012 24-page preview brochure has been released four months earlier than usual due to excessive demand for European River Cruises. It includes exclusive Rhine-Rhone cruises and new Paris to Monte Carlo and Barcelona to Paris packages. The full 2012 APT Europe River Cruising brochure will be launched in Jun -aptgroup.travel.



Falls Creek Winter 2011

The new 2011 Falls Creek Holiday Planner is now available, featuring the latest on and off slope activities. Also included is info on ski lift passes, lesson and snow equipment, rental prices, accom options and package deals.

More information on 1800 453 525.



Scenic Tours - New Zealand 2011/12

This new NZ brochure features an expanded range of Scenic FreeChoice Activities, Scenic FreeChoice Dining, and Scenic Enrich Experiences. There's also a FlyFree (including taxes on the return flight) option on select itineraries and departures. Brochures available online at scenictours.com.au.



The World Travel Group - Honey Moon Worldwide Holidays

This massive 160 page brochure features 15 destinations worldwide specialising in honeymoons, anniversaries, weddings and romantic getaways. The specialised locations offer secluded beaches, pristine waters, gorgeous sunsets and sumptuous cuisine. More information at honeymoon.com.au



Beyond Travel - Croatia and Beyond 2011

This new brochure offers over 50 pages dedicated to Croatia, and the Balkans regions including Romania, Bulgaria, Greece, Turkey and Macedonia. Four new special journey tours have been included in the new brochure and many new additions to the small ship cruising sector including private charters. Also new are cruise and cycle tours, one way cruise and an 11 day Croatia and Adriatic cruise tour - beyondtravel.com.au.



Hyatt heads down under

LAST Fri Hyatt Hotels and Resorts hosted a function in Sydney to update the industry on

the latest developments at some of its Vietnam and Japan hotels.

The representatives of the Park Hyatt Saigon, the Park Hyatt Tokyo and the new Hyatt Regency Danang were continuing their Australian sojourn after taking part in AIME in Melbourne earlier in the week.

Proceedings were opened by Michael Golden, gm of the Park Hyatt Saigon, who highlighted the luxury property's purpose-built French Colonial architecture and perfect location overlooking Ho Chi Minh City's Opera House.

The Park Hyatt Tokyo is an iconic property which was showcased in the recent Bill Murray and Scarlett Johansson movie *Lost in Translation* and underwent a recent makeover.

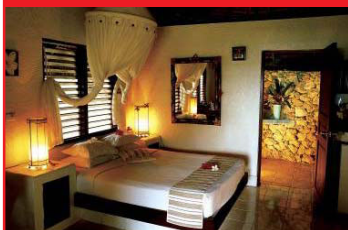
And the Hyatt Regency Danang is a new Vietnamese resort hotel set to open in Sep with 409 rooms and suites set on 50 lush acres with three restaurants, a golf course and 650m of prime beachfront.

Pictured above at the soon to be refurbished Park Hyatt Sydney are, **from left:** Mitsuhsa Nakada, Director of Sales Park Hyatt Tokyo; Courtenay Dundy and Michael Golden, Park Hyatt Saigon; Anthony Gair, gm Hyatt Regency Danang; and Hyatt Pacific Area Director of Marketing Kate Atkinson.

MEANWHILE the Park Hyatt Sydney today revealed the details of its upcoming renovation which is scheduled to commence in Apr.

Works will include a complete redesign of guest rooms plus the addition of three rooftop suites, with the hotel set to close 27 Mar.

WIN A HOLIDAY FOR TWO TO VANUATU



This week, **TD** is giving you the opportunity to win a holiday for two to Vanuatu, courtesy of **Ramada Resort Breakas Beach Vanuatu** and **Air Vanuatu**.

The prize includes two return Economy tickets on Air Vanuatu and five nights accommodation for two people including daily continental breakfast at Ramada Resort Breakas Beach Vanuatu.

Located just a couple of hours from Australia is a special place in the South Pacific nestled amidst swaying palms on a sand and coral fringed 2km private beach called Ramada Resort Breakas Beach Vanuatu.

All you need to do to be in the running to win this sensational prize is answer all five questions featured in **TD** this week.

What is the main feature of the Resort's three-bedroom villa?

Send your answers each day to: ramadacomp@traveldaily.com.au

Hint! Visit www.ramadabreakas.com

Click here for Terms & Conditions



Brunei Tourism – Product Manager Brisbane Based

Due to our recent appointment as Marketing and Public Relations Representative for Brunei Tourism in Australia and New Zealand, The Walshe Group is seeking to appoint a dynamic and committed individual to the position of Product Manager.

The role is responsible for implementing marketing and public relations strategies to the travel trade and consumers in promoting tourism to Brunei.

Please see the employment section on our website for full details; www.walshgroup.com
Applications should be sent via email to applications@walshgroup.com by Friday 25 February 2011.



Radisson Blu Accra

THE Rezidor Hotel Group will open it's 10th hotel in West Africa in 2013, the 168-room Radisson Blu Hotel, Accra.

The hotel will be located in the heart of the Accra's CBD.

Hawai'i goes regional

HAWAII Tourism is set to host a series of training nights in regional Vic and NSW in conjunction with Hawaiian Airlines next month, with locations including Ballarat, Bendigo, Port Macquarie, Coffs Harbour, Geelong and Tamworth.

Attendees will have the chance to win a holiday in Hawai'i as well as be in the running for a seat on the 2011 Experience Aloha famil.

For more info and to register see alohadownunder.com.au.



The world's foreign exchange company

Sales Development Manager Customer Relationship Management Focus Roles in Sydney, Melbourne Brisbane & Perth

Travelex is the world's largest distributor of pre-paid multicurrency debit cards with our product, Cash Passport, distributed by some of the world's leading organisations. There are a number of roles available, across Sydney, Melbourne, Brisbane and Perth. The roles will focus on managing customer relationships and promoting Cash Passport to the front line employees of our business partners and are part of our Card and Mobile Payments Division where we consistently achieve outstanding year on year growth. This is a smart career move for anyone with experience selling within the travel industry and looking to move into financial services.

Reporting to the local Regional Sales Manager your key responsibility will be to grow the Cash Passport product by capitalising upon the enormous opportunities that exist for our product amongst international travellers.

Your success in the role will be determined by your ability to work constructively with our business partners to produce profitable sales growth of the Cash Passport product through their distribution networks.

The roles include on-site visitations, high frequency of client contact and occasional attendance at industry conferences. While most of your time will be spent out on the road you will be able to work from home when not performing on site visitations or attending meetings in our offices.

You will have outstanding communication and written skills and be pro-active, self motivated and highly driven. The ability to work across a variety of business cultures is required.

To apply for one of these roles please send your resume along with a covering letter via email to the appropriate Regional Sales Manager:

Sydney: Mark Mansour, Regional Sales Manager, NSW at mark.mansour@travelex.com.au

Melbourne: Janet Vocale, Regional Sales Manager, VIC at janet.vocale@travelex.com.au

Brisbane: Tanya Calvert, Regional Sales Manager, Queensland at tanya.calvert@travelex.com.au

Perth: Scott Sullivan, Regional Sales Manager, SA & WA at scott.sullivan@travelex.com.au

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 offer guests complimentary iPad access to read the paper, book a massage or schedule a dive excursion to the Similan islands whilst enjoying Thai fusion tapas and chilling to lounge mood music at The Tree House, aptly named for the spiral staircase ascending to the bar which winds around an old Banyan tree.

Anantara Phuket Villas are represented in Australia by Exclusive Resorts. For more info email exclusiveresorts@smink.com.au.

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

Q.4: In 25 words or less, tell us which Diversion experience would you choose and why if you won this luxurious five-night escape at Anantara Phuket Villas?



NZ boosts Tokyo

AIR New Zealand today confirmed it will deploy 747-400 aircraft on flights from Auckland and Christchurch to Tokyo for the first time in five years, with the use of the larger aircraft boosting capacity by 25%.

The carrier said the move was prompted by recovering Japanese visitor numbers to NZ, with Air NZ this year operating 14 special return charter flights from Japan supported by Tourism NZ.

Travel intention dips

THE number of Aussies intending to take a domestic holiday in the next 12 months has fallen to the second lowest level in 4 years, to 12.6 million people (or 68%).

Also according to the latest Roy Morgan Research Holiday Tracking Survey for the 2010 Dec quarter, less people are plotting a local holiday, down to 56%, but more are thinking of travelling overseas, up 1 point to 9%, compared to the same time in 2009.

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.

PO Box 428, West Ryde, NSW 1685
Phone: 1300 799 220 Fax: 1300 799 221

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



Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



THE ONLY PLACE YOU NEED TO GO FOR THE BEST EXECUTIVE ROLES

** EXECUTIVE ROLE – SYDNEY **

MANAGING DIRECTOR – INSPIRE AND DELIVER SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with passion for the travel industry, strong negotiation & relationship skills and the ability to be an energetic & inspirational leader. You will have great communication skills and the ability to inspire your team by setting clear objectives and celebrating success.

** EXECUTIVE ROLE – MELBOURNE **

GENERAL MANAGER INTERNATIONAL PRODUCT MELBOURNE – EXECUTIVE SALARY PACKAGE NEGOTIABLE

Move to Melbourne and be part of the Executive Team of this large travel operator. You will have a high level understanding of commercial aspects including extensive dealings with international product development, profitability, cost & margin management and competitor analysis with a proven track record of sustaining and delivering profits while managing your team.

HOT DEMAND FOR SENIOR ACCOUNT MANAGERS

SENIOR ACCOUNT MANAGERS

SYDNEY, BRISBANE & MELBOURNE – TOP SALARY PACKAGES

If you're a senior corporate Account Manager with expertise and confidence in managing high profile, high volume accounts whilst leading a team, you really should consider making a move. You must be tech-savvy and have advanced numerical skills with the ability to consolidate complex data into clear information to the clients. Currently there are several roles like this available, so please apply while they're hot.

CORPORATE SALES NEVER LOOKED LIKE THIS

CORPORATE SALES MANAGER

SYDNEY – SALARY PACKAGES OTE \$115K ++

Work on the cutting edge of corporate travel and join a global company that is expanding. If you can articulate your sales methods and ability to close the sale, and you're motivated by joining a company that will reward & recognize you for your sales achievements, this position will put you on the front line of travel technology, and in the front seat to reap the rewards from growth. Huge earning potential.

DREAM ROLES FOR EXPERIENCED INDUSTRY REPS

BUSINESS DEVELOPMENT MANAGERS

SYDNEY – SALARY PACKAGES TO \$70K + incentives

Do you have experience out on the road? We now have many exciting Sales roles where you can sell a well known, international product to the Travel Agencies in your territory. Key to your success will be your proven experience in field sales, your ability to build relationships, your passion for growing sales, and your maturity to be accountable for your activities whilst out on the road. Car & clean License required.

BE ADVENTUROUS WITH YOUR NEXT POSITION

WHOLESALE RESERVATIONS MANAGER

MELBOURNE - SALARY PACKAGE TO \$65k + BENEFITS

Here is your chance to shine in a management role with a growing adventure company. As an experienced wholesale reservations manager you have experience leading a team from the front, maintaining hands-on reservations skills and leading by example in how to drive sales & customer service. You'll be rewarded with a top salary, fantastic travel benefits and a future with a forward-thinking company.

THE INCENTIVE & EVENTS MARKET IS BOOMING

BUSINESS DEVELOPMENT MANAGERS

SYDNEY – SALARY PACKAGE TO \$120K+

To be passionate about your products & services is essential in being a compelling BDM – you're driven by winning new business and watching your company grow to new heights, and the most exciting part about that is your income!! If you know the MICE market, have a great network, and love developing new business, this position will tick all of your career boxes. Join a dynamic & motivated team and thrive.

BROADEN YOUR RETAIL TRAVEL CAREER

REGIONAL SALES MANAGER

PERTH - SALARY PACKAGE OTE \$70k - \$90k

This Senior Regional Manager position will see you running the WA travel agency network. You will be a strong and confident communicator with the ability to show outstanding results in delivering increased sales throughout your retail travel career. With effective interpersonal skills your role will entail guiding and training store managers to build better teams, in turn increasing profits. Retail Management essential.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR

Ph: 02 9231 1299

Linda Green
NSW & ACT

Ph: 02 9231 2825

Carmen Pugh
OLD & NT

Ph: 07 3229 9600

Kathryn Heberton
VIC, SA, WA

Ph: 03 9670 2577

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

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



Discover Switzerland



Your Invitation

Switzerland Tourism, Swiss Travel System and their regional partners are coming to town.

We invite you to enjoy some Swiss hospitality and learn more about Switzerland including...

ATTEND THE
EVENT FOR YOUR
CHANCE TO
WIN
A HOLIDAY IN
SWITZERLAND



The Opportunity to taste *Swiss Wine, Chocolate and Cheese* plus the chance to WIN loads of prizes including 'A Holiday in Switzerland', and pick up some goodies!

[CLICK HERE TO RSVP](#)

March 21	Sydney (Mercure)
March 22	Perth (Mercure)
March 24	Melbourne (Mercure)

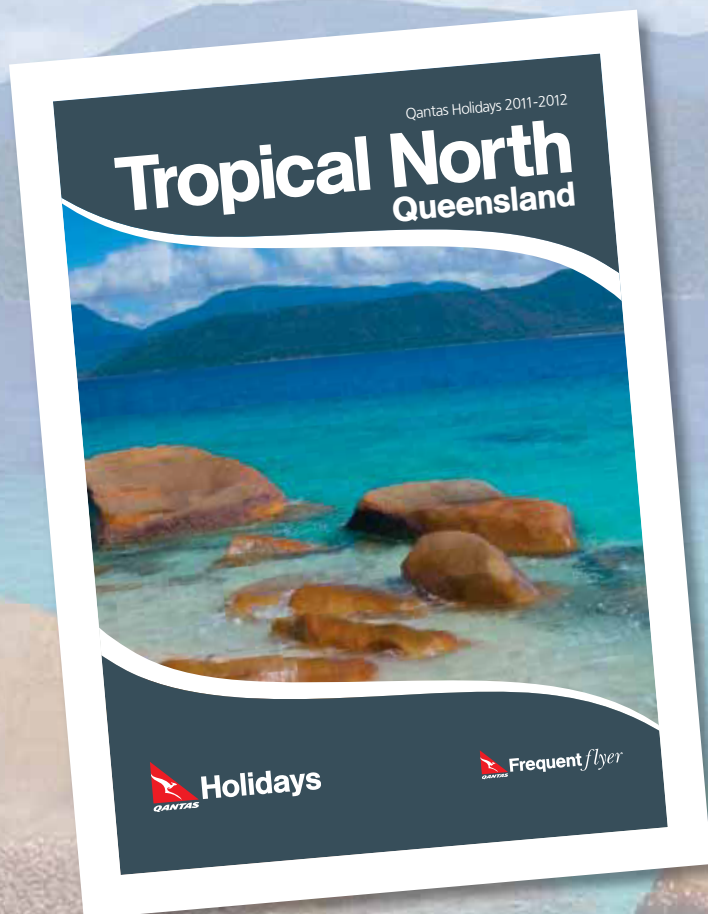
*All events are from 6pm to 9pm. (except Sydney which starts at 6.30pm)

Presenting Partners



In Association With





Qantas Holidays are excited to announce the release of our fresh, new, easy-to-read Tropical North Queensland brochure (for travel 1 April 2011 to 31 March 2012) incorporating a large selection of hotels, sightseeing, touring and transfers.

Visit the Brochures and Flyers section on the Industry Sales Site to view our 2011/2012 Released Brochures
qantasholidays.com.au/agents

Qantas Holidays 2011/2012 brochure range

