



Win the Ultimate Experience at the 2011 Formula 1™ Qantas Australian Grand Prix

Qantas is giving you and a friend the chance to experience the action on race day in Melbourne, as the Formula 1™ cars blast onto the Albert Park circuit on Sunday, 27 March 2011.

For a chance to win* the Qantas Ultimate Experience, simply book and ticket 5 Qantas Domestic or 3 International bookings between 10 February–11 March (for departures until 15 April 2011) and tell us in 25 words or less:

What makes Melbourne one of the best Grand Prix locations in the world?

The eligible winner and a friend will also receive return flights and accommodation as part of their prize.

Major Prize – Qantas Ultimate Experience

- ▶ Sunday Grandstand tickets
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- ▶ Access to The Qantas Hub (including \$100 food and beverage voucher)
- ▶ Paddock Club Pit Lane Walk
- ▶ Helicopter ride over the Albert Park circuit
- ▶ 'Sidetracked' tickets featuring The Living End

Consolation Prizes

- ▶ 50 items of merchandise signed by Mark Webber
- ▶ 10 double Sunday General Admission tickets (including same day flights)

▶ To enter, visit qantas.com/agents and click on the competition banner.



*Entries close 11 March 2011. Conditions apply. For full terms and conditions, visit qantas.com/agents. Qantas Airways Limited (ABN 16 009 661 901).

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Travel Daily

First with the news

Thursday 24th February 2011

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VA/EY 'new era' for tourism

V AUSTRALIA & Etihad Airways will see the culmination of their long awaited JV come to fruition, with the first VA service to Abu Dhabi leaving today from Sydney.

Last night, the airline's ceos, John Borghetti and James Hogan hosted a 300-strong line-up of the industry's elite at a special event at the Sydney Opera House.

Borghetti heralded today's flight as "the first of a new era in

opening tourism", saying "the partnership does good things for tourism in Australia."

"We will promote Australia as an international carrier, jointly" and for VA "this opens up the world for us," Borghetti said.

EY's James Hogan lauded DJ's domestic product, saying EY pax will love the Virgin Blue spirit, the great brand, and the network.

The airline bosses also revealed that it took just four weeks "to do the (VA/EY) deal".

QF/AA to up c'share

AMERICAN Airlines is seeking to expand its codeshare with Qantas to include services into five Mexican hubs from its new US gateway, Dallas/Ft Worth.

The plan, submitted overnight to the US Dept of Transportation, will see the QF code displayed by American or American Eagle flights from DFW to Cancun, Guadalajara, Mexico City, Monterrey and Puerto Vallarta.

The oneworld carriers wish to have their application approved within 30-days so the routes can be marketed by Qantas ahead of its 16 May DFW flight debut.

Travel Daily TV filmed an exclusive video on location at the event, click on the logo or see youtube.com/traveldaily - more coverage also on pages 3, 4 & 9.



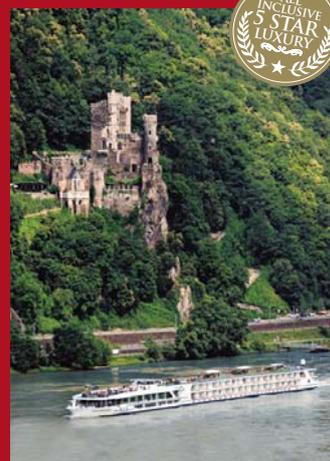
Eight pages of news

Travel Daily today has eight pages of news and photos, a front full page for Qantas, a full page of photo's from last night's VA/EY launch on **page nine**, plus full pages from:

- TMS Asia Pacific
- AA Appointments

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A partnership
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Borghetti on the DoT

VIRGIN Blue's chief executive says a decision from the US Dept of Transportation on its proposed alliance with Delta Air Lines will take "at least a few months" before an outcome is known.

Speaking with **TD** in Sydney last night, John Borghetti said no time frame had been provided by the DoT on a verdict, adding "these things take time" as they are "very professional and thorough."

Payout for Air NZ investors

AIR New Zealand this morning declared an interim dividend of 3c per share, making it the only listed airline in Australasia making enough money to pay a return to shareholders.

NZ's "normalised earnings before taxation" was \$112m for the six months to 31 Dec, including an \$18m bonus gain on equity swaps relating to its 14.9%

investment in Virgin Blue.

Passenger numbers, cargo volumes and yields all increased compared to the previous year, with demand up 6% and a 2.6 point improvement in load factor to 84.2% overall.

CEO Rob Fyfe said it had been an exciting period, as the airline had "seen initiatives come to fruition which have further strengthened its competitive position".

He said the introduction of the Seats to Suit product had boosted Tasman and Pacific Islands bookings by 15% "performing far better than we expected".

Domestic passenger numbers are also up 8%, with capacity set to expand as NZ receives more of its new domestic A320 fleet.

Strategic priorities for the carrier in the coming months include the implementation of its new alliance with Virgin Blue, as well as "leveraging and developing international partnership opportunities," Fyfe said.

The last time either of Qantas and Virgin Blue paid a dividend was in 2008/09.

TNZ seeks briefing on cancellations

TOURISM New Zealand has asked operators and suppliers to provide details of rebooking and cancellation activity in the wake of the Christchurch earthquake, as it seeks information for a briefing paper for NZ Prime Minister John Key.

An update from TNZ issued this morning confirmed that all New Zealand airports are open, including CHC, but travellers from Christchurch are advised to confirm check-in times and revised flight details.

CHC is also providing free parking during the crisis, while travellers with rental car and campervan collections and drop offs should contact their provider to confirm relocated depots.

Lyttelton Port operations are also currently suspended, leading to the diversion of *QM2* and a number of other cruise ships - full details in today's **Cruise Weekly**.

MEANWHILE Rendezvous Hospitality Group has advised of the closure of its Marque Christchurch property due to "some structural damage".

Travel Daily on location in Cape Town

Today's issue of **TD** is coming to you from Cape Town, courtesy of South African Tourism following Meetings Africa 2011.

THE five star Table Bay Hotel in Cape Town is located on the Victoria and Alfred waterfront, 20 minutes from Cape Town International Airport and just a few minutes walk from some of the city's finest shops, boutiques, restaurants and galleries.

The hotel offers a range of dining options as well as luxury spa treatments such as aromatherapy, a Vichy shower and steam room to help relax after a hard day seeing the sights and shopping till you drop.

Business travellers are provided with a Biz-Comm system in their room which includes phone, fax, copy, print and message storage facilities - complete with a private number which is only accessible to the individual guest.

And all rooms offer either a spectacular Table Mountain or Atlantic Ocean view.

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QATAR AIRWAYS القطرية

New border scanning system

THE federal government has introduced new legislation to allow the introduction of “internal body scanning technology” at Australia’s borders.

Home Affairs minister Brendan O’Connor said the system would be used by Customs and Border Protection “as a way to boost the detection of drugs that are being imported inside the bodies of drug couriers”.

The proposed changes to the *Customs Act 1901* will allow officers to offer suspects the option of the internal body scan at international airports, with a one year trial planned.

O’Connor said the system would help to more promptly identify if someone is carrying drugs internally and allow medical help to be rendered quickly.

The proposal also aims to produce significant time and money savings for Customs and

the Australian Federal Police. The technology produces images similar to a medical X-ray showing “internal body tissue, skeleton and, where present, internal drug concealments”.

Western Plains claims

THE Travel Compensation Fund this morning formally terminated the participation of Dubbo-based agency Western Plains Travel (ABN: 44 055 035 839).

The agency’s collapse was mooted earlier this month (**TD 14 Feb**), and confirmed to by TCF ceo Glen Wells today after “small” claims were received today.

Wells told **Travel Daily** the agency had appointed an administrator who had tried to keep the business afloat, “but found they couldn’t maintain it and surrendered their licence.”

Claims received so far appear to be for booking deposits only.

Q1 up for grabs

MANAGEMENT and letting rights for the Gold Coast’s iconic Q1 Resort and Spa are for sale, with expressions of interest due by 25 Mar 2011.

The flagship Surfers Paradise property is currently managed by the Mantra Group - formerly known as Stella Hospitality.

Q1 is the world’s tallest residential tower, comprising 526 apartments over 74 levels as well as the Skypoint observation deck run by Dreamworld owner Ardent.

Advertisements for the letting rights state a “reported nett operating profit in the vicinity of \$2,000,000 over a 12 month period,” with Q1 comprising “serviced apartments operated as a world class hotel experience”.

Owners of Q1 apartments in the letting pool have 25 year agreements which expire in 2030.

Late last year Mantra lost a trademark case over the use of the Q1 name, but said it was likely to appeal the decision.

Window Seat

JOVIAL Virgin Blue boss John Borghetti was in fine form last night whilst speaking at the Etihad Airways/V Australia joint venture celebratory event in Sydney (see p1, p4, p9).

Guests were highly amused when he told them “I work for a real airline now” when explaining how quickly the Etihad alliance had evolved.

He was also happy to pose with Elle Macpherson, who launched the carrier’s new uniforms yesterday (below).



The long and short of it!

 Earn Qantas Frequent Flyer points on British Airways flights to London 

Be rewarded when flying to London with Qantas and British Airways. Qantas Frequent Flyer members travelling on eligible BA operated flights between Australia and either Bangkok, Singapore or London will earn the same number of points and status credits as they would travelling on an equivalent Qantas flight to the same destinations.

Only members of the Qantas Frequent Flyer program can earn and redeem points. Membership and the earning of points is subject to the Qantas Frequent Flyer program’s terms and conditions. A joining fee may apply. Visit qantas.com for full details.



Magellan grows again

THE Magellan Travel Group this morning confirmed the addition of Melbourne TMC Travel Design International, which will become part of Magellan on 01 Mar.

The group's gm Andrew Macfarlane said the addition of TDI "further strengthens our participation in the corporate travel market and enhances our ability to deliver premium business to our supplier partners".

He added that Magellan was continuing its "steady, strategic growth as the dominant travel group for high achieving independent travel agents in Australia".

Flight Centre donates

FLIGHT Centre Limited has up'd its guaranteed contribution to Queensland's Disaster Relief Fund by 50%, from \$2m to \$3m.

The company has also shown its support towards people impacted by the Christchurch earthquake, donating \$1m to the recovery.

"While we initially focused on raising funds for those affected by the Qld floods and cyclones, we believe it is appropriate to now extend our support to NZ in light of Tuesday's earthquake," said md Graham Turner.

17 FCI shops in and around Christchurch were damaged by the earthquake.



EY's X Factor introduced to VA



ABOVE: Virgin Blue Group's long haul carrier V Australia celebrated today's inaugural VA service to Abu Dhabi last night at a special launch party at the Sydney Opera House.

The JV will mean the carrier's can offer seamless connections from Australia across Europe, the UK and Middle East.

Virgin Blue ceo John Borghetti reiterated to industry partners the major benefit for pax is they will no longer require two

stopovers when travelling to points within Europe and the UK.

Pictured flanked by cabin crew from EY and VA, from left are James Hogan, celebrity emcee and EY Ambassador, Danni Minogue and John Borghetti.

Inset - helicopters with Etihad and V Australia flags hover over Sydney Harbour yesterday.

TD has a full page of exclusive photos from the event last night on page nine, as well as a gallery at Facebook.com/traveldaily.

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

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Stylish Sebel Pier One



ABOVE: TV personality Shelley Craft helped the Sebel Pier One hotel on Sydney Harbour launch its upgraded rooms in a sparkling event yesterday evening.

The revamp of all 160 rooms has been done in conjunction with award-winning design firm Hecker Guthrie, who had the brief to showcase the features of the iconic building and “create a space that didn’t feel like a standard hotel room”.

Mirvac regional gm NSW, Ruwan Peiris, told **TD** that the refurbishment is in keeping with the Sebel tradition of “unique venues and stylish unobtrusive service.

“We’re so proud of what has been created here and look forward to showcasing the new

rooms to our guests,” he said.

Mirvac has managed the ideally located iconic harbourside property for the last decade.

All of the upgraded guestrooms feature deluxe king sized beds with and custom designed contemporary furniture, and combine with the unique Federation heritage of the hotel to “evoke the feel of a luxurious coastal resort,” Pieris said.

The property, which nestles on Walsh Bay below the southern end of the Harbour Bridge, also offers seven unique venues for conferences and events.

Pictured above on the hotel’s delightful waterfront promenade are, from left, hotel owners Ruth and Bob Magid; Shelley Craft and Ruwan Peiris.

Thursday 24th Feb 2011

KY/QF launch fares

KENYA Airways has released special codeshare launch fares with Qantas on services between Sydney and Africa, the Middle East and Europe, priced from \$1,720 plus taxes & surcharges.

Route operate via Bangkok and are valid for travel until 15 Oct, when booked by 31 Mar.

Kenya Airways also said it will be streamlining its fares filed in GDS, effective 01 Apr.

Eichardts 3-for-2 deal

QUEENSTOWN’s Eichardt’s Private Hotel has a Stay 3, Pay 2 offer for bookings made between now and 30 Apr.

A three-night package is priced from NZ\$690 + GST room only per night, twin share.

Another Rendezvous

CUNARD is preparing for a Royal Rendezvous of a different kind on 03 Mar in Los Angeles, when *Queen Victoria* sails into Long Beach Harbour and meets the *Queen Mary* floating hotel.

The occasion marks the second only time that a modern *Queen* has visited her docked sister ship, Cunard says.

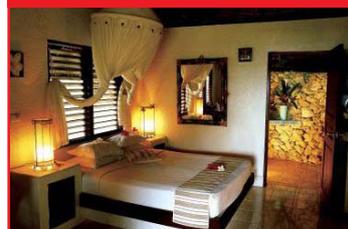
On Tue this week, *Queen Mary 2* and *Queen Elizabeth* met on Sydney Harbour for the most recent Royal Rendezvous, with Cunard hoping that it won’t be too long before Sydney welcomes three of its ships at once.

Aspire to Alexandra

ASPIRE Apartments & Resorts has added the 33-unit Ocean Boulevard Couples Retreat in Alexandra Headland in Qld.

To be rebadged as *Aspire Ocean Boulevard*, it will be *Aspire’s* sixth property in the country.

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.

Q.4: What type of Waves can you find at Ramada Resort Breakas Beach Vanuatu?

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

Hint! Visit www.ramadabreakas.com

Click here for Terms & Conditions



QH to set sail

QANTAS Holidays has been named as the Official Travel Partner for the upcoming ISAF Sailing World Championships in Perth 3-18 Dec, with over 6000 interstate and int’l visitors.

The Africa Safari brox

THE Africa Safari Co. has rolled out its 2011 brochure, featuring expanded product in South Africa, Kenya, Tanzania and Madagascar.

New options include Vet Safaris and Bateleur Eco Safaris.

Airplane crash ratio

THE global aircraft accident rate was 1 in 1.6 million flights in 2010, up from 1 in 1.4m flights the year prior, according to International Air Transport Association stats.

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Havannah expansion

THE Havannah, Vanuatu has just opened 10 new villas - five Deluxe Lagoon Pool Villas and five Sunset View Villas, adding to its existing six villas.

Other additions to the boutique luxury property include a new Arom'essence Day Spa, offering a variety of Southys treatments and massages.

The property has also appointed Tish and Owen Mete as its new general management team.

Turkish delights Italy

TURKISH Airlines will launch services to three new Italian cities in coming months, with the Star Alliance carrier adding routes from Istanbul to Genoa, Naples and Turin, effective 04 May, 28 Jun and 02 Aug respectively.

ATI expanding o'seas

AMERICANTOURS International (ATI) is expanding its travel operations for Cuba, Brazil and China markets, appointing a number of senior executives to assist with planned growth.

EY MEL capacity rise

ETIHAD Airways has adjusted capacity on flights between Abu Dhabi and Melbourne, boosting seats by using Airbus A340-600s rather than A340-500s, on four of its weekly operations, up from two, effective 01 Aug.

Capacity to Sydney has also been sured up, with EY locking in A340-600s on its 11 weekly ops, replacing the mix of A340-500/600s, according to agent GDSs.

Excite sales up 184%

EXCITE Holidays has reported a 184% surge in booking levels from retail travel agents across Australia in the past three years.

MD George Papaioannou said the online wholesaler has seen a "huge number" of new agents booking with the company.

DJ wide-body hangar

VIRGIN Blue has announced this afternoon that it will build a new wide-body hangar and maintenance facility at Sydney Airport, to be completed by 2012.

Toga buys Mansions

TOGA Group has paid \$16.75 million for the Mansions Hotel in Kings Cross, Sydney, with plans to redevelop the property as a residential project.

Currently trading as a pub, the deal is subject to development approval for the building works.

Here's our Vanuatu comp winner



ABOVE: Vanuatu Tourism Office has presented Debra Deane from TravelManagers with her prize after taking out the five-night Vanuatu competition which featured exclusively in *TD*.

Debra is pictured receiving her prize from VTO's Jackie Lau (left).

Apollo boss excited

APOLLO Motorhome Holidays ceo Luke Trouchet says the firm's tie-up with Hertz (*TD* 16 Feb) is an "exciting new business partnership, not only for us, but for our valued customers."

Part of the deal will enable Apollo to offer car rentals with Hertz at select depots in both Australia and New Zealand.

The alliance comes into effect from 01 Apr 2011.

Getaway tonight

TONIGHT's episode of Channel Nine's dedicated travel show, *Getaway*, airing at 8pm, features stories on:

- Le Meridien Bora Bora, Tahiti
- Henry Lawson Festival
- Shenzhen, China
- The Gold Coast

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QF change fees rise

QANTAS is reminding agents its change fees for domestic Red e-deal and Super Saver fares has increased from \$50 to \$55, effective immediately.

Dubai targets MICE business



ABOVE: Emirates, Arabian Adventures, The Atlantis and the Department of Tourism & Commerce Marketing hosted events in Melbourne and Sydney last week to highlight Dubai as a conference destination.

Attending the event were a number of key Conference and Incentive (MICE) companies from both markets.

Each event also saw a major prize draw to win two return tickets to Dubai with five-nights at Atlantis, Seawings flight over Dubai and Burj Khalifa - At the Top passes.

Pictured at the Melbourne

event from left, are Julie King, DTCM; Cathy Mead, Atlantis The Palm; Kerrie O'Dea, Organisation Unlimited (prizewinner); Rhonda Spratling, Emirates; Dean Cleaver, Emirates; Veronica Rainbird, DTCM; and Justine Thomas-Butler, Arabian Adventures.

Skywest selling iTunes

US CARRIER Southwest Airlines will begin selling media content through the Apple iTunes Store soon through a program called InAirtainment, enabling songs, movies & more to be uploaded.



Industry Appointments

WELCOME to *Industry Appointments*, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Anantara Phuket Villas, represented by Exclusive Resorts in Australia, has appointed **Khun Treechada Kantacha** as its Assistant Director of Sales, effective immediately. She has moved across from her most recent role as Senior Group Sales Manager with the Le Meridien Phuket Beach Resort.

Frank Levey has been appointed as business development manager for Queensland Rail subsidiary **Travel 4**. He moves from his most recent role as Qld State Manager for Insight Vacations.

Metro Hotel Sydney Central has named **Sandra Calabretta** as its new General Manager. Calabretta, who has extensive industry experience with groups including Pan Pacific, InterContinental, ANA and Accor, will also represent the owner's Singapore property.

Bill Calderwood has been named as the interim ceo of the **Pacific Asia Travel Association**. He's currently Chairman and appointed director of Tourism Tropical North Queensland, and replaces current PATA ceo Greg Duffell from early next month.

Tourism Whitsundays has appointed **Tamara Pidcock** to the role of Business Events Manager. She has relocated to Queensland from Sydney where she was Marketing Manager for Holiday Inn NSW.

Expedia's **Tom van Gessel** has taken up a new role as Industry Manager, Travel for **Google**, where he's working with former Intrepid staffer Fiona Hunt who is Google's Industry Lead Travel in Australia.

Qatar Airways has appointed **Roger Byrne** as its new Corporate Sales Manager for NSW. The long-time TSAX staffer moves from his most recent role as General Manager of the **Aerius Travel Group**.

Corporate Travel Management has named **Tom Clarke** as its new General Manager Marketing and Communications. The newly listed TMC has also appointed **Tracey Edwards** as its new General Manager Event Travel Management, heading up the launch of its new Sydney-based specialist events division.

TQ push for TNQ sales

TOURISM Queensland will next month launch a \$530,000 promo aimed at luring travellers from Sydney, Melbourne and Brisbane to Tropical North Queensland.

TQ has partnered with Jetstar & Tourism TNQ in the campaign.

Disney on Jewel

THE stars from kids program *Saturday Disney* will appear onboard P&O Cruises' *Pacific Jewel* in a segment to air this weekend, from 9am.

The three presenters filmed a 'secret agent' themed story.

BUSINESS DEVELOPMENT MANAGER

BRISBANE & NORTH QUEENSLAND



Cox & Kings is the world's longest established travel company, having been organising innovative journeys to some of the world's most alluring destinations for over 250 years. Cox & Kings Australia is the parent company to four of Australia's most highly regarded specialist travel brands, including Cox & Kings, Tempo Holidays, Bentours and ezeego.

We are now seeking a highly motivated and experienced Business Development Manager located in Brisbane who will be responsible for promoting and generating sales leads for these reputable brands to travel agents.

If you are seeking a career development opportunity that is challenging and rewarding, [click here](#) to view a position outline.



Bunnik Tours' South Melbourne office is growing

Retail Travel Consultant

Bunnik Tours have the most inspiring travel & tour packages around and are known for having a professional, fun, friendly & welcoming culture. This fast growing business is family run with an impressive array of small group tours to **Asia, Europe, Middle East, Africa and the Americas**. Their passion for travel is infectious!

Bunnik Tours is looking for an enthusiastic and skilled person to join their Melbourne Retail team.

You will:

- Sell international tours all around the world (no domestic travel)
- Use your extensive knowledge of dream destinations to fulfill your clients' travel ambitions
- Be organised, keeping travel files up to date with accurate information
- Sell a great range of fun-filled & unique small group tours that virtually sell themselves

To apply, or for more information contact:
Samantha Badcock at Hunter Careers
email jobs@huntercareers.com.au
or call 0449 976 844 (please quote ref no 10024)



On Cloud Cape Town



HOSTED buyers attending this week's Meetings Africa 2011 conference in Johannesburg were flown to Cape Town yesterday to explore more of the country after completing two days of successful meetings and networking.

This group were spoilt with activities and site inspections put together by inbound DMC Dragonfly Africa, which the company's senior manager operations, Lucy Quinan, told **TD** is "the top South African company operating in... the Australian/New Zealand market."

She said the company brings over about 10-15 Australian groups each year ranging from 30 to 180 people.

During the day the group were checked in privately at The Table Bay hotel by the Waterfront, before being taken on a sightseeing tour of



the town, and up to Table Mountain on the Cableway.

A highlight of the day was a Harley Davidson motorcycle ride from Table Bay through Cape Town and back to the hotel.

To finish off the day the group were shown around the Taj Hotel and Westin Cape Town Hotel.

Pictured above at the top of Table Mountain in Cape Town from left are: Lee Johns, The Travel Brokers NZ; Vicki Carson, Global Events NZ; Suze, NZ; Michelle Kerle, Aon; and Monica Little, Rip Curl Group.

Inset is the group on their Harleys about to cruise through Cape Town.

Bokissa kids deal

BOKISSA Private Island Resort in Vanuatu is opening its doors to children with a special family special valid through the school holidays and Easter.

The deal includes a free night for the whole family, while kids under the age of 12 stay and eat for free, and their transfers are also complimentary.

The stay 4/pay 3 offer leads in at \$1575 for a family of one adult and one child including breakfast and dinner daily for all, free snorkel lessons for the kids and a free guided rainforest walk each day for the whole family.

Details 02 4448 8885.

Britz backs TA promo

BRITZ campervans has joined forces with Tourism Australia as part of the 'No Leave No Life' campaign, offering up to 20% off rates from 25 Apr-30 Jun.

More info 1800 331 454.

UA CHC charter flight

UNITED Airlines will today operate a special direct flight between Los Angeles and Christchurch, transporting Los Angeles County Fire Department and Urban Search and Rescue Task Force personnel to assist with the devastated city's earthquake victim search.

HSMAI launches

THE new Australian chapter of the Hospitality Sales and Marketing Association International (HSMAI) officially launches tonight in Sydney.

Travel Daily
First with the news

Thursday 24th Feb 2011

BARA urges SYD airport probe

GETTING the Productivity Commission to review the pricing regime at airports in Australia is the incorrect response to concerns about the behaviour of Sydney Airport, according to the Board of Airline Representatives, which represents international carriers operating in Australia.

BARA executive director Warren Bennett said that instead the ACCC should conduct a "detailed investigation" into SYD's conduct, with negotiations over airport charges "more about satisfying

the requirements of airport shareholders to demand the largest possible price increase".

Bennett said the privatisation process for Sydney Airport is partly to blame, with the owners of Adelaide, Brisbane, Perth and Melbourne airports able to earn more on their investments.

A BARA update issued today also slammed major issues with fuel supply at Melbourne Airport over the summer peak, which led to significant rationing without warning in late Dec.

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?



Etihad and V Australia create history today...

AT 4.05pm today, the inaugural V Australia flight to Abu Dhabi will take off from Sydney airport, under V Australia/Etihad Airways' new joint venture. The occasion is history in the making, with V Australia becoming the first Australian carrier in 20 years to fly direct to the Middle East.

The who's who of the travel industry was invited to a lavish event at Sydney Opera House last night to help both of the airlines celebrate this momentous occasion. **Travel Daily** took these exclusive photos, with lots more on our Facebook page at www.facebook.com/traveldaily.



ABOVE: Rashelle Toms, JTG; Paul Hollingshead, JTG; Justin Montgomery, Virgin Blue and Catherine Allison, JTG.



ABOVE: Julie King & Veronica Rainbird from Dubai Representative Office with Mona Tannous of Oman Tourism.

RIGHT: Etihad Airways country manager, Lindsay White and CEO James Hogan.



ABOVE: Paul Millan, Travelscene Corporate; Jacqui Walshe, The Walshe Group and Joe Brown, The Journey Masters.



ABOVE: Juli Grbac and Elle Macpherson with DJ and EY cabin crew sporting the airlines' brand new uniforms.



LEFT: Virgin Blue's Danielle Keighery with Abu Dhabi Tourism's country manager Australia, Peta Sullivan.



ABOVE: Peter Lacaze, JTG; Vanessa Young, V Australia and Geoff Fairall, Atlantic Pacific.

RIGHT: Industry veteran Ron Rosalky with Gai Tyrrell of Sabre Pacific.

FAR RIGHT: Nathan Roxburgh of Etihad with 'his girl', Danni Minogue.



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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Brisbane - 07 3221 9916 - qldjobs@tmsap.com

Adelaide & Perth - 02 9231 6444 - sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions - 02 9231 6444 - sally@tmsap.com

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

JOB OF THE WEEK!



Sales Executive WA

- Are you currently in a Sales Rep role within travel industry?
- Do you have retail travel background?

Our client is a global travel technology company looking for a talented sales professional to join their growing team in Western Australia.

You will have solid experience in retail travel industry in a Sales Representative role and knowledge of Amadeus.

You will be highly proactive, dynamic and motivated. In return, our client offers career opportunities, great salary and other benefits.

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



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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. 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.

Contact **Stacy Balderston** T: 03 96021809 E: stacy@tmsap.com

Partnerships and Media Sales Manager. SYD

- Global Travel Technology Company
- Based in their Sydney office
- Report into to Media Sales Director

Our client, a Global leader in Travel Technology is currently looking for a Partnership and Media Sales Manager. You will represent and sell media and advertising products to the Australia market. You will be proactively prospecting and qualifying existing and potential new advertising accounts. Pitch for new partnerships and the creative, execution and review of campaigns aimed at growing transactions and media sales. To be successful in this role you will need at least 3 to 5 yrs relevant experience in online advertising sales. You will have exposure to online marketing plans and campaigns from conception to delivery. You will have a strong sales advertising sales track record. This is a fantastic opportunity for an experienced online advertising sales professional, looking for a rewarding and challenging career with this leader in travel technology.

Contact **Sally Frape** T: 02 9231 6444 E: sally@tmsap.com

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 or **apply online now!**

Business Development Executive- Sydney

- A genuine market leader
- Get on board and take your career to the next level!

This is a role responsible for generating sales for this highly acclaimed travel company. You will have the ability to establish and maintain relationships with customers across multiple channels and you will be responsible for identifying new customers. This position plays a key role in achieving annual revenue targets by generating sales leads, developing proposals and closing deals. If you have a background in business development in travel technology or corporate travel this is the role for you.

Contact **Stacy Balderston** T: 03 96021809 E: stacy@tmsap.com or **apply online now!**



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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.

ACCOUNT MANAGEMENT AT ALL LEVELS

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.

A FRESH FACE IN CORPORATE TRAVEL

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.

**HOT NEW ROLE **

REGIONAL SALES MANAGER

BRISBANE – SALARY PACKAGE TO \$115K + BONUS

This new position is available now for someone with extensive experience in territory management and being responsible for all state revenue and turnover including business development and account management. If you're looking for a high profile role within an organization that will support your ongoing career development, this is the opportunity you've been waiting for. Sensational salary package + bonuses available.

** HOT NEW ROLE **

MANAGER SALES SUPPORT & IMPLEMENTATION

SYDNEY – SALARY PACKAGE TO \$75K

If you're the born organizer and brilliant at multi-tasking this role will suit you. You must have previous experience in supervising a team and allocating workflow because this position is the backbone of the business. You'll understand the functions of producing reports, implementing processes, collateral distribution and coordinating functions. This is a big role that requires big skills and a fantastic can-do attitude.

HERE'S A GREAT INCENTIVE TO MOVE JOBS

**SENIOR INCENTIVE ACCOUNT MANAGERS / DIRECTORS
SYDNEY & MELBOURNE – SALARY PACKAGES TO \$100K**

The most experienced candidates in Incentives & Events are in HOT demand. These leaders in the field have VIP corporate clients and need your experience in concept & design, setting program objectives, pitching & tendering right through to supplier negotiations, on-site management and financial reconciliations. If you are passionate about travel incentives and event management here's a great incentive to move jobs.

TAKE THE DRIVERS SEAT AND MANAGE A TEAM

**CORPORATE TRAVEL OPERATIONS MANAGER
MELBOURNE - SALARY PACKAGE TO \$90k DEP ON EXP**

This unique corporate travel management company is looking for a senior leader who has the ability to gain the best from their staff. Overseeing a team of consultants you will need to possess the required skills and have exceptional knowledge of corporate travel, training & development and client relations. This role allows you to take full management control of a modern office environment in a great location.

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