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Travel Daily AU

First with the news

Mon 10 Jan 11

Page 1

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

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E-ticket shake up

RELAXED security measures at domestic airports may see federal authorities ban the use of electronic tickets and automatic baggage check-in, according to a report in *The Sunday Telegraph*.

Police have told a federal parliamentary committee that drug smugglers can move through airports undetected because airlines do not conduct compulsory ID checks domestically.

A national ID card is being considered to identify pax whose name is on the ticket, are flying on the correct boarding pass.

DJ to add turbo prop fleet

VIRGIN Blue is preparing to go head to head with Qantas on the fly-in fly-out (FIFO) market, today announcing it has signed a 10-year alliance with Skywest Airlines (TD breaking news) to tap into the resource market.

Under the agreement with WA-based Skywest Airlines, DJ will introduce a fleet of up to 18 turbo prop aircraft from mid 2011 which will be operated by Skywest (XR), and leased from Aviation PLC for an initial decade long term.

Virgin Blue ceo John Borghetti said the partnership completes the third phase of DJ's network streamlining, aimed at increasing profitability and providing more choice for customers.

"Virgin Blue is investing in building a substantial network in regional Australia & strengthening its domestic network," he said.

Borghetti said the deal will see DJ expand its reach throughout regional parts of the country, on new and established routes, and "allows us to access untapped opportunities in regional Australian markets, in particular the booming fly-in fly-out

resource market sector."

Four new DJ branded turbo props will be in the air by the end of this year.

Skywest chairman Jeff Chatfield said the initiative will give XR the opportunity "to significantly grow" its corporate travel offer for the resource sector and charter clients across Australia and overseas.

A new fleet of the same turbo prop aircraft is also being added to XR's coastal network in WA, for its new five-year deal with the WA government (TD 22 Nov).

The tie-up will see DJ and XR codeshare on a number of sectors and enables passengers to accrue and burn frequent flyer points.

Last month, Qantas confirmed it was looking at entering into the FIFO market, when it announced it had acquired WA's Network Aviation (TD 13 Dec), which has a fleet of eight aircraft.

At that time, Qantas ceo Alan Joyce said: "This is an important market, and a growth market, and has since signalled that QF was looking to "massively" expand its new FIFO operation (TD 29 Dec).

QH Singapore brox

QANTAS Holidays has released its 2011-2012 Singapore & Malaysia brochure product, for travel 01 Apr 11 - 31 Mar 12 - see pg eight.

15% Chat comm.

CHAT Tours has announced it will offer agents 15% commission on all bookings made by 11 Feb.

Six pages of news!

Travel Daily has six pages of news today plus full pages from:

- AA Appointments
- Qantas Holidays

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Pac Blue \$20m loss

VIRGIN Blue lost almost NZ\$20m on Pacific Blue domestic New Zealand services prior to ceasing operations in the country in Oct last year, according to the airline's corporate accounts.

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TNZ evolves 100% Pure

TOURISM New Zealand has personalised its long-running and widely acclaimed '100% Pure New Zealand' marketing message, in a move aimed to "put visitor's unique experiences at the heart of the message."

Rolled out to the Australian market yesterday, the '100% Pure You' tag hopes to provide a better platform to bring to life the diverse tourism experiences on offer in NZ, according to TNZ's general manager marketing communications, Justin Watson.

TNZ said research had suggested that further personalising New Zealand as a holiday destination,

EK new year sale

EMIRATES has today released a new year sale on its 26 European destinations departing from Australia, priced from \$1860 return - see emirates.com/au.

Seabourn relocates

CARNIVAL Corp is relocating the HQ of its Seabourn brand from Miami to Seattle over the next few months, joining the headquarters of Holland America Line in Washington state.

Both brands will maintain independent management teams.

Kakadu Open ads

TOURISM NT will promote Kakadu National Park to the domestic market in the form of TV commercials and via online channels during the finals of the Australian Open Tennis Championships 2011.

rather than the country's vistas and scenery, could encourage more people to visit New Zealand.

The new global campaign, which focuses on authentic and special experiences, along with scenery, will help TNZ connect with its target audience, Watson said.

The '100% Pure You' campaign has begun appearing in TV and digital advertising in NZ's core Aussie metropolitan and regional markets in NSW, QLD and VIC, and revolve around the 'feeling' and benefit gained from Unique NZ experiences, such as jet boating, tramping and horse-riding.

The new branding will be rolled out to North American, European and Asian markets next month.

IranAir plane down

AN IRANAIR pax jet travelling from Tehran to Orumiye, carrying 106 people, crashed just outside of its destination in a mountainous area 700 miles from the capital city on Sunday.

Reports indicate that bad weather and fog caused the flight to go down, killing about 70 people onboard, with heavy snow conditions around the crash site hampering rescue efforts.

DTS appointment

DOYLE Tourism Services has been named as Beijing-based digital marketing firm, SinoTech Group, local representative to promote its global cruise market.

SinoTech Group founder and ceo, Mathew McDougall, said the partnership with DTS "brings a wide range of international and cruise experience, business to business contacts globally as well as association experience."



Window Seat

A LITTLE less conversation, a little more action.

This is what the city of Parkes in central NSW needed last week after failing to break the world record for the highest number of Elvis impersonators in one place.

540 male fans travelled near and far in their bejewelled jump suits, glasses and plastic wigs to make it to Cook Park, but fell short of just 106 Elvises to break a record which was set in Las Vegas last year.

On a positive note, 15,000 people descended on Parkes for this year's festival, which was 3,000 more compared to 2010.

The annual event, timed to celebrate The King's birthday, included children as young as five, women dressed as Pricilla Presley and a float featuring Hawaiian and Spiderman Elvise.

A CASE of passengers turning into super sleuths.

A professor at the University of North Florida was arrested and escorted off a US Airways plane last week after passengers alerted the crew they thought he had a suspicious package in the overhead compartment after hearing strange noises.

The package turned out to be keys, a hat, wallet and a bagel with cream cheese.

The 35-year old professor got on his phone when confronted by the crew about the suspicious package, and minutes later was hand-cuffed and charged for "interfering with the operation of an aircraft".

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youngest fleets.

QATAR
AIRWAYS القطرية

And the Xmas winners are...

Thank you to everyone who sent in party snaps last month for Travel Daily's annual Christmas industry photo competition.

We were inundated with entries, and after some deliberation, the judges at Fraser Suites Sydney chose Ximena Lucero's funky up Showgroup Christmas Party photo entry below as the lucky winner of an overnight stay in a luxury Penthouse Apartment at Fraser Suites Sydney, which includes sparkling wine and a fruit bowl upon arrival plus complimentary car parking.

WINNER



ABOVE: Ximena Lucero is pictured here with her colleague Sam La Rosa at Showgroup's funk-themed Chrissy party.

Look at their fabulous fros and groovy outfits!!!

BELOW: The staff at Scenic Tours were awarded with a bottle of Chandon and box of chocolates for their efforts dressing up in attire representing a destination, getting a photo in front of Fraser Suites Sydney, and holding a copy of TD!

RUNNER-UP



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Oprah deals to drive US sales

TOURISM Australia, Qantas, state governments and travel wholesalers have partnered up in a new marketing campaign to attract US inbound sales, timed to coincide with the Oprah Winfrey Down Under shows which go to air later this month.

Qantas is planning to offer time poor Americans with tailor-made 'One Week Walkabouts' that focus on professionals living in Los Angeles and San Francisco, according to *The Sun-Herald*.

The short-break deals include a five-night Tropical Australia Reef Adventure priced from about US \$1,500pp, to prove Australia is a viable holiday option for those on a tight time schedule.

Tourism Australia md Andrew McEvoy said one of the goals of the campaign was to leverage an extra 0.5% of the total US outbound travel market over the course of the next decade.

The result of which could see a doubling of revenue to \$3 billion. "Australia is in the top one or

two in terms of Americans' desire to come here but only number 27 when it comes to actual travel. We intend to make it look so aspirational to create some more urgency among American consumers, so that they will think they have just got to go for it," McEvoy said.

TA will also highlight the travel opportunities for the youth market, promoting its under 30s Australian working holiday visa.

McEvoy suggested one way of luring US visitors to Australian shores will be more competitive airfares across the Pacific.

"Oprah isn't the silver bullet because we need to also improve access, it's all about planes and the right fares," he said.

Other countries will be targeted with the marketing campaign including Britain, NZ and Canada.

A domestic campaign will run during the airing of the 'Ultimate Australian Adventure' episodes in Australia, encouraging Aussies to holiday at home.

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To succeed in this role you must have fantastic communication, presentation and negotiation skills; a strong knowledge of retail travel agents; good computer skills; and over two years experience in a sales environment.

Previous on-road sales or retail travel agent experience beneficial. Own car required, motor vehicle allowance will be paid to the right candidate.

Please forward your CV and covering letter to recruitment@globus.com.au with the position title in the subject line by 14th of January 2011.

PLEASE NOTE: Applications will not be accepted via recruitment agencies before the closing date.

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Wu Sri Lanka a hit

WENDY Wu Tours says its reintroduction of tours to Sri Lanka has "proved to be very popular with customers."

The tour operator offers a 14-day Highlights of Sri Lanka, which is priced from \$4,419ppts.

Gypsies photo tour

TOUR operator Global Gypsies is teaming up with photographer Dale Neill for the second year on the back of the success of last year's photography safari, by offering an 'Outback Photography Workshop' from 21-29 May in WA. See www.globalgypsies.com.au.

FJ representation

DAVID Baker & Associates has announced it no longer represents Air Pacific in Australia, with the Fijian carrier moving its media liaison activities in-house.

BA snowstorm bill

BRITISH Airways has predicted that last month's UK snowstorm which shut down London Heathrow for three days just prior to Christmas is likely to have cost the carrier about £50m.

BA said the weather conditions led to reduced operating capacity in Dec, resulting in traffic falling by about 12% year-on-year.

Revenue during the month fell by 8.3% compared to last year.

STB board changes

SINGAPORE Tourism Board has named former Singapore Airlines ceo, Chew Choon Seng, as its new Chairman effective immediately, for a three year term.

The board's numbers have also swelled to 11 executives following the appointment of Deborah Ong of PriceWaterhouse Coopers and Jessica Tan Soon Neo of Microsoft.

Kakadu permits

KAKADU National Park in the NT has opened up the second round of applications for tour operators seeking special permits to run specialised tours in the park.

Permits up for grabs include tours at Bottom Moline rock hole and Kooplin Gorge, and a safari camp permit at Garnamarr, Mardugal and Gunloom.

Successful applicants are awarded two-year permits from 01 Apr - for more details email kakadu.permits@environment.gov.au Applications close on 31 Jan.

Delaware Glasgow

US-BASED hospitality and travel firm Delaware North is expanding its airport hospitality business in the UK, to include pre-security food outlets at Glasgow Airport in Scotland from early next year.

Last year, Delaware North opened restaurants at London's Heathrow Airport, Gatwick Airport and Edinburgh Airport in Scotland.

Delaware North entered the Australian hotel landscape in 2009 when it acquired the majority of the hotels managed by Voyages.

Lux Bus new daily

LUX Bus America is offering a new daily direct service between Anaheim and Hollywood, leaving at 9am and returning at 4pm, effective 01 Apr.

MH flood waiver

MALAYSIA Airlines said it will waive its date change fees for passengers with travel originating in flood affected regions of QLD.

Tickets need to be reissued by Malaysia Airlines Ticket Office by 31 Jan, for travel before 30 Jun 2011.

Cancellation fees and other penalties will remain unchanged.

EI Al i-check-in

ISRAELI airline EI Al has unveiled a free iPhone app to speed up check-in, seat selection and have boarding passes sent by email.

Abercrombie & Kent

Abercrombie & Kent believes in designing the most inspiring travel experiences in a personalised, intelligent style throughout the world. Our mission is to provide travel that enhances and changes lives. We do so by delivering insider access to all corners of the world in peerless comfort and style, with unparalleled value and expertise. A&K provides an environment that allows one to excel through innovation, collaboration, excellent product and exemplary customer service.

PRODUCT EXECUTIVE

We are seeking a highly motivated individual with advanced negotiation skills, attention to detail and the ability to multi-skill. Your expert problem solving, organisational and analytical skills ensure that you are successful in managing tasks, whilst maintaining a high level of accuracy at all times. Key responsibilities include: negotiation of rates/specials; creation, pricing & maintenance of content for brochures & website; brochure production; competitor analysis; staff & agent familiarisations; support for Reservation & Sales teams; staff training.

The successful applicant will have previous Product Coordinator experience and a willingness to take on challenges and work with change. A background in South America product is preferred, and geographical knowledge of India and the Orient will be looked upon favourably.

TRAVEL SPECIALIST

Our team of travel sales professionals believes that the career they have chosen with A&K is more than just the best travel job in the industry. They share a passion for creating the most inspiring experiences for every A&K traveller. This requires a rare blend of professionalism and knowledge, patience and understanding, and most of all ... creativity and caring.

If this is you and you can be relied upon to provide expertise in luxury travel in one of the regions such as Africa/Arabia, Europe, India/Orient and Latin America/Antarctica, we would like to hear from you.

Please submit your CV by email to Linda Richardson at lrichardson@abercrombiekent.com.au by Monday 17 January.

SCENIC TOURS

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Airline Contracts Manager

SCENIC TOURS is one of Australia's most dynamic escorted touring companies delivering the ultimate luxury touring experience across Australia, Canada, and Europe and to a number of other international destinations. Our thriving organisation has an excellent opportunity for an Airline Contracts Manager based in our Sydney Office.

Reporting to the General Manager of Operations and Administration this role will be accountable for generating profitable revenue by developing and managing air products and contracts with our preferred airline partners to enhance Scenic Tours, Connoisseur's Choice and Evergreen Tours brands in the marketplace.

The successful applicant will be required to analyse current season air products, liaise with Product Managers for each destination/tour to understand and ascertain the best airline routes and wholesale fares and negotiate with airlines to meet our product requirements.

To be successful in this role you must demonstrate excellent interpersonal skills and have a proven record of negotiating and establishing networks and relationships with airlines and/or other industry bodies together with Airline industry knowledge.

Please register your interest by emailing your resume and remuneration expectations to: employment@scenictours.com with the subject line Airline Contracts Manager by COB Friday 28 January 2011.

For further information on the company please visit our website www.scenictours.com.



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Crusty Demons Volume 15 is available now from all good retailers or online at www.viavision.com.au

For your chance to win your own free copy, simply be the first person to email the correct answer to the daily question below to:

crustydemons@traveldaily.com.au

What are the Crusty Demons fanatical about?

GA ups Bali flights

GARUDA Indonesia is planning to increase flight frequencies between Denpasar-Sydney up to six times weekly this Northern Summer, according to agent GDSs.

From 30 May to 17 Jul, 15 Aug to 30 Sep, and 17 Oct to 31 Oct services will operate on each day of the week, except Sat, from DPS.

Silversea food art

SILVERSEA Cruises is offering a new collection of 10 Culinary Arts theme cruises featuring a range of famous chefs including George Francisco and Mathew Macartney.

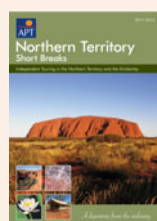
Silver Shadow will depart on a 30-day circumnavigation of Australia, departing Sydney on 19 Jan, that will offer an enrichment program on this one-off voyage.

TT supports QLD

TIGER Airways is supporting the Qld tourism industry during the current flood crisis, offering up to 50% off the cost of airfares to unaffected routes including Cairns, Mackay, Brisbane, Gold Coast and Sunshine Coast, on sale until 13 Jan - tigerairways.com.

Brochures of the Week

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

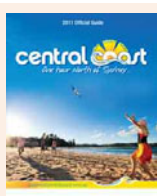


APT - Northern Territory Short Breaks 2011/12
This Short Breaks brochure is designed for travellers who want flexibility and independence, but with the expert knowledge of local guides. The program highlights APT's exclusive use of Kings Canyon Wilderness Lodge and Hawk Dreaming Wilderness Camp in Kakadu, and offers exclusive access to indigenous cultural experiences in partnership with Djabulukgu Association. For more info see www.aptouring.com.au.



Adventure World - Egypt 2011

This Egypt brochure details tailor-made journeys to Egypt, Dubai, Oman, Jordan, Israel, Morocco and Abu Dhabi. It features 25 new experiences, including a three night Desert Adventure tour priced from \$644pp. Lonely Planet introductions on each destination, new icons highlighting Volunteer tours, honeymoon Bonuses, and Family tours are new for 2011. For more details www.adventureworld.com.au.



Central Coast Tourism 2011 - Official Guide

The Central Coast located one hour from Sydney offers "Australia's premier waterfront and lifestyle destination". New content added to the latest Official Guide focuses on the leisure experiences offered in the six areas of the region, including Gateway Cities, The Hinterland, The Peninsula, Beach Villages, The Entrance and Northern Lakes. For a copy of the brochure see www.cctourism.com.au.



BDM Retail

Reservations & Ticket Office Consultant

Global Aviation Services GSA for Delta Air Lines Australia is seeking two experienced team members to join our Sydney team.

BDM Retail

This position is a challenging role in a highly competitive market.

A minimum of 3 years sales experience in the Travel Industry is essential. You will need to be highly motivated & have the ability to work under pressure to meet & exceed targets coupled with drive & determination to succeed.

You will be required to proactively seek new business opportunities as well as drive existing business with Delta Air Lines industry partners.

For this position you must possess a high level of customer service, excellent communication & presentation skills, fares & ticketing experience, good knowledge of Microsoft Office plus a positive attitude.

Please email your resume by close of business on the 14th January 2011 to Mr Peter McKeon: peterm@deltaairlinesaustralia.com.au

Reservations & Ticket Office Consultant

We are seeking an articulate, energetic, positive person who enjoys assisting customers.

A minimum of 3 years airline/agency reservation & ticketing experience is essential. CRS experience in Amadeus, Galileo or Sabre is also required.

For this position you must possess a high level of customer service skills.

Please email your resume by close of business on the 14th January 2011 to Miss Louise Allen: louisea@deltaairlinesaustralia.com.au

Only successful applicants will be contacted.

Global Account Manager



- Key Relationship / Sales Builder
- Travel IT Industry
- Based in Sydney CBD

At Sabre Pacific, we connect people with the world's greatest travel possibilities. We are a group of progressive technological thinkers and innovators of IT solutions for the travel industry.

As a Global Account Manager, you will work from a strategic sales plan and be responsible for successfully managing key global account relationships for the Australia/New Zealand market. This includes regular client meetings to understand their specific needs toward developing strong partnerships with common goals.

A key attribute will be your ability to work collaboratively across the business to ensure successful implementation of technology solutions to our global accounts in Australia and New Zealand. A key requirement will be to achieve stretched sales targets and successfully develop opportunities for increasing revenue through other services, products or initiatives.

To succeed in this role you will need to have a strong understanding of travel agency technical platforms and a history of success with sales/account management. You will have strong organisational skills with the ability to work autonomously whilst maintaining strong customer relationships and global standards. A travel industry background is essential and a working knowledge of Sabre GDS functions and products is preferable.

This is a challenging and rewarding position that offers skilled communicators who are self starters and team players the chance to shine. If you meet the above criteria and would like the chance to show your strategic thinking and sales skills within a global company, please apply by forwarding your cover letter and resume to scottt@sabrepacific.com.au or call Scott Paton on 02 8204 2624 for a confidential discussion by 5pm Monday, 17th January.

Cool Samoan Adventure



ABOVE: Adventure World and Samoa Tourism Authority were hosts to Flight Centre's top sellers on a recent fam to Samoa.

Pictured at Alofaaga Blowholes in Savaii, back row *from left* are: Nicole Laurie, Virgin Blue account manager NSW/ACT; Steve Elvin, product manager Flight Centre Ltd NSW/ACT; Trish Shaw, Flight Centre, Top Ryde; James Deering,

FC Liverpool St; Alison McCarthy, FC Belconnen; Adel Demian, FC Jamison St; Cath Maria, FC Gynea; Michaela Jones, FC Campbelltown Mall; Tracy Thomas, national sales manager, Adventure World, South Pacific; Jess Whitely, Escape Travel World Square; Maree Turner, FC Berry Square; Warren Joplin, geologist guide; and Andrew Yau, FC Double Bay.

WIN A HOLIDAY TO VANUATU

Throughout January, **Travel Daily** is giving travel consultant readers the chance to win a fabulous Vanuatu holiday package for two, courtesy of **Air Vanuatu**, **Vanuatu Tourism Office** and **Warwick Le Lagon Resort & Spa Vanuatu**.

The prize includes Air Vanuatu return economy flights for two from Brisbane, Sydney or Melbourne to Port Vila; five nights accommodation at Warwick Le Lagon Resort & Spa Vanuatu and daily buffet breakfast for two.

Every week **Travel Daily** will ask a different Vanuatu-related question – just read the issue and email us your answer. There will be five 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 fantastic Vanuatu holiday.

Email your answer to: vanuatucomp@traveldaily.com.au



Q.2: Discover What Matters when you fly Air Vanuatu - how many of these are offered?

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Click here for terms & conditions



Aurora cosmic trip

AURORA Expeditions will assist with transporting a rare 5kg meteorite from Antarctica as part of its 12-day Weddell Sea voyage to Australia, departing on 06 Feb.

Up to 54 passengers will be able to accompany paleontologist, Dr Paul Willis, when he collects the meteorite which was discovered on Seymour Island in 2008.

Aurora will offer daily shore excursions and explorations.

Opodo bids in now

UK based online travel agent Opodo, who is being sold by Spanish travel reservations and ticketing systems provider Amadeus, is accepting final bids, up to 17 Jan.

Companies which have flagged interest in Opodo include a joint venture between Permira and Axa Private Equity, and US investment firm, Carlyle.

WORLD addition

WORLDHOTELS has added the 178 room Rose Hotel Yokohama, in Japan to its portfolio, expanding its presence in the country.

Cairns Wet deal

PULLMAN Reef Hotel Casino in Cairns is offering a Wet, Wet, Wet holiday package, on sale and valid for stays until 31 Mar 2011.

The package, priced from \$359 (plus \$25pp rafting levy), includes accom in a Superior Room with brekkie, a half day Barron River water rafting experience, and a bottle of Australian wine.

easyJet orders

LOW cost UK carrier UK easyJet has said it is switching its Airbus aircraft order to 15 A320s from 20 A319s, to assist the airline gain a larger market share in the European market.

easyJet also said it has secured options for 33 more A320 jets, bringing its fleet up to 185 Airbus and eight Boeing aircraft.



Business Partnership Manager – Victoria

- One year contract
- Home based role
- Dynamic, Fast Paced Operating Environment

Complete Cruise Solution is part of the Carnival Corporation, the world's leading cruise holiday company, representing iconic brands such as P&O Cruises, Princess Cruises, Cunard, Seabourn and Costa. Cruising is the fastest growing segment of the Australian holiday market with Carnival Australia at the forefront of that growth.

Reporting to the Regional Sales Manager and working closely with the Business Partnership Executive team, this role will manage the sales and promotion activities in a designated territory in Victoria.

Some of the key responsibilities include:

- Meeting passenger and revenue targets
- Building and maintaining strong business relationships
- Develop and engage new business opportunities
- Developing and implementing business plans
- Manage product education events, presentations and training
- Prepare and deliver financial reporting to key accounts across the territory

We are seeking applications from individuals who have tertiary education in either business or travel related discipline along with having demonstrated sales experience in either the cruise or travel industry. You will have excellent communication skills (written and verbal), be proficient in all the Microsoft applications along with being a sound influencer with an engaging and impactful presentation style.

We offer a flexible, fun, creative and dynamic environment which focuses on success and achieving results through our team. We have great benefits at Carnival Australia, including discounted cruise travel, discounted health and gym memberships and much more!

Please send application with a covering letter to Samantha Campbell via email Samantha.campbell@carnivalaustralia.com by Friday 21st January 2011.



NEW YEAR, NEW ROLE! THESE GREAT OPPORTUNITIES AVAILABLE NOW.

**** HOT NEW ROLE ****

JOIN AN AWARD WINNER

STATE MANAGER – LEISURE PRODUCT
PERTH – SALARY PACKAGE to \$80K + CAR

This brand new role requires a strong sales performer who can promote and develop the state further. Managing the region you will have the ability to think outside the square and ensure the success of this product continues to grow. With strong leadership skills, great industry relationships and experience on the road this is an opportunity not to be missed in WA.

MAKE A POSITIVE IMPACT ON THE BUSINESS

SALES & PRODUCT TRAINING MANAGER

SYDNEY – SALARY PACKAGE TO \$70K + incentives

Bring your experience in training and leadership to this newly created role with a growing company. You will be driven by seeing people reach their full potential and be passionate about quality customer service and driving sales performance. You'll need strong coaching & mentoring skills, performance management and experience delivering compelling training programs that really make a difference to the business.

HOW GOOD IS THE PRODUCT IN YOUR BRIEFCASE?

INDUSTRY SALES / BDM

SYD / MEL / BNE – SALARY PACKAGES TO \$70K

Do you deserve to upgrade the quality of product in your briefcase? If you want to promote premium international product, work with fun teams and be part of a leading Brand this is your chance. You'll have proven ability to drive increased sales from your territory, strong time management skills and have great relationships across the travel industry. Amazing benefits including travel, car & bonuses available.

LOVE GROUPS, LOVE YOUR TEAM

GROUP TRAVEL TEAM LEADER

SYDNEY – SALARY PACKAGE TO \$75K

If you have experience managing a team and leading by example this Team Leader role will provide you with an exciting portfolio of corporate Group clients whilst managing the day to day work of the team. You'll need strong fares & ticketing knowledge plus previous Group Travel experience so you can develop the skills of your team. This role offers great variety and ongoing scope for career development.

A DREAM PRODUCT TO PROMOTE

BUSINESS DEVELOPMENT MANAGER

PERTH – SALARY PKG OTE \$75k including Car Allowance

Do you have a winning attitude with experience on the road? This fantastic travel product is one which you will love working with. Being solely responsible for the WA market you will be able to create a lasting impression, grow sales and build new agent relationships selling this dream product. With the runs already on the board you'll be able to prove that you're capable of managing this territory on your own. Experience essential.

HOT SALES SKILLS WILL BE REWARDED HERE

BUSINESS DEVELOPMENT – CORPORATE AND EVENTS

SYDNEY – SALARY PACKAGES OTE \$80K++

If you consider yourself a consummate professional in Sales with experience in the Corporate or MICE sectors we have TWO prestigious clients offering great opportunities to join their winning teams. You must be driven by signing new business and achieving targets, and you'll be rewarded with a top salary, huge commissions, ongoing training and amazing benefits & incentives. A smart move for your sales career.

AUSTRALIA DAY IS COMING, CELEBRATE INBOUND

INBOUND GROUPS SUPERVISOR

SYDNEY – SALARY PACKAGE TO \$60K

This position is available NOW for an experienced Inbounder who has supervisory experience and who understands working with group timelines and multi tasking. You'll have strong knowledge of inbound travel, strong customer service skills, and the ability to manage a busy workflow – allocating tasks and ensuring that all deadlines are being met. You'll be joining an international organization and fun team environment.

THE FUTURE IS IN THE ONLINE SPACE

JUNIOR ACCOUNT MANAGER - SALES & CONTRACTING

SYDNEY – SALARY PACKAGE TO \$65K

Move across to the online space and join a rapidly expanding international organization. If you have experience in sales, contracting with hotels and maintaining strong client/supplier relationships you can use all of your experience in a diverse role that will offer you ongoing development. Some travel required as well as supporting senior staff and administrative duties.

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
QLD & 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

2011-2012



Holidays

OUT NOW!

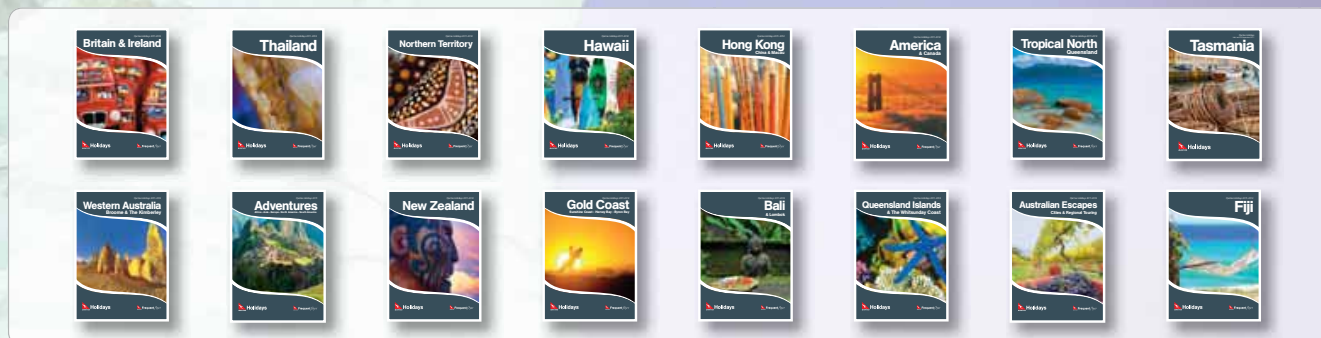


Qantas Holidays are excited to announce the release of our fresh, new, easy-to-read Singapore & Malaysia brochure (for travel 1 April 2011 to 31 March 2012) incorporating a large selection of hotels, sightseeing, touring and transfers.

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



To find out more call 13 27 87 or **www.qantasholidays.com.au/agents**