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Travel Daily AU
First with the news

Mon 17 Jan 11 Page 1

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TMS ASIA PACIFIC

RTC signs Maggie

RUSSIAN Travel Centre has announced that Australian culinary personality Maggie Beer will be the celebrity guest on the first departure of its exclusive escorted culinary tours (TD 04 Jan).

The 'Flavours of Russia' trip incl cooking classes in 5-star hotel and local restaurants, visits to produce markets, iconic food stores and an 18th century palace.

Other highlights of the 07 Sep tour, which is capped at 25 pax, includes visits to the Kremlin and Armoury, the Heritage Museum and more - phone 1300 668 844.

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LCCs raise market share

LOW cost carriers are pulling in about one-fifth of all Australian international passenger traffic, according to government statistics released this morning.

In Oct 2010, LCC share of the total overseas passenger travel market here grew 9% compared to just 12 months ago.

There are currently six budget carriers operating to/from Australia - AirAsia X, Indonesia AirAsia, Jetstar, Polynesian Blue, Pacific Blue and Tiger Airways.

Leading the surge among low cost carriers is Jetstar, which

accounted for 8.2% of the total number of air travellers, followed by Pacific Blue with a 6.1% share and AirAsia X, with a share just under 3%.

Overall, international scheduled traffic in Oct increased 6.5% to 2.363 million passengers, but it was only the third time since Sep 2009 that the month-to-month grow rate dipped below 9%.

Passenger traffic for the year ended Oct 2010 was 26.468 million, which is a 10.3% rise on the same period in 2009, the Department of Infrastructure and Transport said.

Capacity on int'l scheduled flights to/from Australia rose 5.5% year-on-year in Oct to 3.013 million, and seat utilisation rose 0.8 percentage points to 79.2.

The Qantas group held the lion's share of int'l passenger traffic with a 27.7% cut (split between Qantas with 19.5% and Jetstar with 8.1%) - a fraction lower than its 28% share in Oct 2009.

At 9%, Singapore Airlines held the second largest share of pax during the month, down 1.2 pts, while Emirates and Air New Zealand both held an 8.3% slice.

MEANWHILE, the Australian domestic air fare index shows that 'best discount' fares in Jan 2011 have set a new all time low, less than half their value in 2003.

QH 2011 Hong Kong

QANTAS Holidays has launched its 2011/2012 Hong Kong, China and Macau brochure product - for more information see page eight.

30% off Aircalin

AIRCALIN is offering economy class fares to New Caledonia ex Brisbane priced from \$299 as part of its 'Nou Year Sale' - see pg 9.

Six pages of news!

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

- AA Appointments
- Qantas Holidays
- Aircalin

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Antarctica bargain

CROYDON Travel is offering a special industry discount on its upcoming Antarctica Sightseeing Flight, which will take place ex Sydney on 23 Jan.

Travel industry staff can pay just \$499 for an Economy Class Centre seat (a \$500 discount), or \$1500 for Premium Economy Class (a saving of \$1099) - and both seat types are upgradeable to higher classes subject to availability on the day.

For more information see www.antarcticaflights.com.au or call 1800 633 449.

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Page 2

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[CLICK HERE](#)

Sale Period 15 Jan - 4 Feb, 2011. Refer to your GDS for details

QF rebates at DFW

DALLAS/Fort Worth Airport provided Qantas with incentives worth \$US3.1 million to lure the Australian flag carrier to Texas, *The Star Telegram* has reported.

The multi-million dollar figure will be used as a rebate by Qantas over the next two years to cover landing fees, terminal charges as well as marketing for the flights.

TCF termination

THE Travel Compensation Fund has non-voluntarily terminated *Grus Travel* of Freshwater QLD (ABN: 82 149 558 253) for failure to lodge an annual return.

Oz open for business - TA

TOURISM Australia has urged travellers from across the globe not to defer their trips down under, stressing that the widely reported flooding is "restricted to relatively small parts of the country".

In an update issued late on Fri afternoon, TA said that "Australia remains open for business and continues to welcome travellers."

And while the flooding has impacted some parts of Qld, "the tourism regions of Whitsundays, Mackay, Townsville, Cairns, Port Douglas, Tropical North Queensland, the Sunshine Coast and Fraser Coast, and the Gold Coast, are all accessible and in many cases completely unaffected by the flooding," the update said.

It's understood that the inundation has seen many tourism businesses in unaffected areas

Hotel satisfaction

THE Mantra, Hilton and Crowne Plaza hotel brands have topped a Roy Morgan poll into guest satisfaction, with all three groups seeing an 87% satisfaction rating for the year to 30 Nov 2010.

They were closely followed by Marriott and Westin, each with an 85% satisfaction rating.

The overall average rating for all hotels and resorts was 79%.

report heavy cancellation rates after heavy media coverage of the flooding crisis.

MEANWHILE Tourism Queensland said it would work with Tourism Australia and Qantas to capitalise on the new direct QF services to Texas (TD Fri).

The triangular route will see non-stop flights from DFW to Brisbane, with Qld Tourism Minister Peter Lawlor saying the route was a "real boost to the tourism industry when we need it the most".

QR boosts KL

QATAR Airways today announced increases on a number of routes, including three extra weekly services to Kuala Lumpur, making the Malaysian capital a double daily destination.

Other capacity boosts include two extra Paris flights a week, with Doha-Geneva also increasing to a daily operation.

There are also more seats from Doha to Barcelona, Copenhagen and imminent route launches to Bucharest, Budapest, Brussels and Stuttgart.

Today's announcement didn't include any news about QR's Australian operations, with the long-mooted Sydney flights still yet to eventuate after being first announced in 2008.



Window Seat

THIS is possibly why self-drive tourism may take a while to take off in China.

A truck operator based in Henan province has been given a life sentence after allegedly avoiding more than \$500,000 in road tolls.

Shi Jianfeng used fake licence plates to avoid paying the tolls which were amassed during an 8 month period in 2008.

The draconian sentence has attracted widespread outrage, and authorities have apparently suspended a judge and two other officials for the 'dubious verdict'.

AND clients who are driving in the UK should be advised to watch their speed, after police there took delivery of a 260km/h supercar.

The Lotus Evora will be used to catch speedsters on major routes including the M5, M42 and the Macquarie Bank-operated M6.

A NEW toilet-themed restaurant in China is flushed with success after locals gave its range of bodily function-themed dishes a hearty thumbs-up.

The Modern Toilet eatery in Kunming (pictured below) offers dunny-style seating and a menu including 'toilet bowl hot pot', 'fried poo sticks' and 'excrement ice-cream'.

It's very popular, with one patron saying "I originally went in because I thought it was a public toilet, but then discovered it was a restaurant and decided to give it a try".



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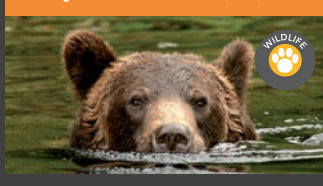
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Qantas San Fran reaccom policy

QANTAS has advised it will be contacting pax and travel agents of customers booked on QF73/74 between Sydney-San Francisco to arrange alternative flights, due to its termination of the service, effective 15 May 2011 (TD Fri).

Pax with itineraries to or via Dallas/Ft Worth, to internal USA

DTW live website

DISCOVER The World Marketing has now gone live to offer agents information about the firms clients and services in Australia.

To celebrate the launch of the new site, DTW has a six week trade comp where agents can win a prize pool of \$1,000 for simply registering details online at www.discovertheworld.com.au.

Beyond registry

BEYOND Travel has developed a registry for solo travellers that will help singles wanting to join a tour not having to pay supplement fees.

The concept has been designed to match solo travellers with the same gender in twin share accommodation over nine itineraries in Beyond Travel's 2011 Special Journey Tours range.

or Canada destinations, will be rebooked on the new direct SYD/DFW route (TD Fri).

Connecting flights between LAX/DFW and SFO must be booked by travel agents.

Qantas is permitting pax already ticketed to re-route travel on the direct SYD/LAX service and then fly on Amerian Airlines' operated codeshare services to SFO.

Pax can also retain the value of the ticket as credit for 12 months from original date of ticket issue, or request refunds with no cancellation fees charged, when travel is after 15 May 2011.

Frequent Flyer Classic Award Passengers are able to re-route travel using QF between Australia and the USA, with connecting flights to their final destination using Frequent Flyer partner carriers, AA and Alaska Airlines.

Refunds with cancellation fees waived are also available.

Qantas Group travel bookings on QF73/74 will be contacted and rebooked onto alternative flights.

Changes will begin to appear on the GDS schedule change queues from tomorrow, 18 Jan.

For full details and conditions see the Qantas Industry website.

The A team readies for 2011



THE Accor Hospitality team hosted media guests and suppliers at the Sofitel Sydney Wentworth Hotel last Fri afternoon to celebrate the start of what's going to be an exciting year for the hotel group.

Last weekend Accor took over the iconic Fairmont Resort in the Blue Mountains, following the hotel's highly-publicised fall from grace when it was sold in 2007.

Accor will invest over \$20m to transform the hotel (opened in 1988) which will join its MGallery collection of properties.

"Tourism to the Blue Mountains is down almost 18% compared to two years ago, so we hope to attract more couples and families to the area following the massive revival of the hotel", said Accor's gm communications, Peter Hook.

The refurbishment will include

an upgrade to the hotel's rooms and facilities, the launch of a new kids club, an indoor merry-go-round, new day spa facilities, a new bar, dining options and outdoor swimming pool overlooking the Jamison Valley.

The new year will also see the Accor group launch its first Pullman Hotel in New Zealand when it takes over the Hyatt Hotel in Auckland this Fri.

Accor is hopeful 2011 will be another big year for the group, following its record 2010.

Hook advised that guests can expect to see an increase in hotel rates this year, which will allow the Accor group to expand and purchase new properties.

Pictured *above* at Sofitel Sydney Wentworth is Accor's 'Happy Hookers' - aka Yvette Peverell, Rebecca Freestun, Gaynor Reid and Peter Hook.



Manager, Oceania (Based in Sydney)

The Singapore Tourism Board is a National Tourism Organisation which promotes Singapore as a must-visit destination, offering enriching experiences through the "Your Singapore" brand.

We are seeking a dynamic individual to be part of our team. Reporting to the Area Director, you will be responsible for campaigns and activities which raise awareness of Singapore as a leisure destination. You will be responsible for engaging the leisure travel trade through educationals and product update sessions. Another key role you are required to play is to identify and build relationships with strategic partners - be it in airlines, wholesale, retail or beyond. You must be results-oriented, independent and a self-starter. Knowledge of digital and social marketing will be an asset.

Candidates should have a degree from a recognised university, with at least 7 years of relevant experience, strong communication skills, good background knowledge of Singapore, and must be a resident of Australia. A strong network of industry contacts is essential.

Applications with detailed resume and expected salary should be sent by
Wednesday, 26 January 2011 to
stb-syd@stb-syd.org.au



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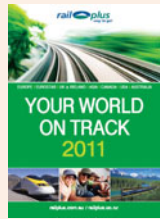
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Brochures of the Week

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.



Rail Plus - Your World on Track 2011

This new brochure significantly expands the range offered by Rail Plus, including rail passes, point to point high speed trains and packages in the UK, Ireland, Europe, Japan, Asia, United States, Canada and Australia.

New additions include Bulgaria, 24/7 transfers between central London stations and hotels, London sightseeing tours, Britrail discounts, Paris Tours, the Korean Rail Pass and sector fares between major cities in China. Brochures via TIFS; for more information see railplus.com.au.



Value Tours - Ski New Zealand & South America
Value Tours has now added South America to its southern hemisphere ski range, with destinations including Portillo and Valle Nevado in Chile as well as Bariloche in Argentina.

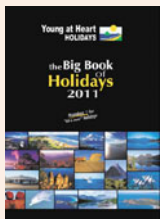
The New Zealand range also includes several new and exclusive products including the New Zealand Snow Passport which allows flexible access to 19 different ski areas, plus the Queenstown Action and Discount Pack. The program also includes a Best Price Guarantee policy and price matching for written quotes on identical product - more info 1300 361 322.



Renault Eurodrive - 2011 Earlybird Special

The 2011 Renault Eurodrive earlybird brochure includes special discounts on a new range of 44 vehicles, including 12 automatic models.

Prices lead in at just \$1299 for 21 days of a Renault Twingo, plus a further 7 days free on all models. The entire Laguna range features 10 free days and Renault Eurodrive is once again offering 3 bonus loyalty days for past clients who have leased since 2006. 17% commission is payable and full inbuilt European GPS is included in 80% of the range - see www.renaulteurodrive.com.au.



Young at Heart Holidays - 2011 Australia, NZ and Norfolk Island.

This 100-page 'Big Book of Holidays for 2011' was released last week, featuring an extensive variety of fully escorted, small group coach and "stay put" holiday options for the 60-plus traveller.

The all-inclusive easy-paced itineraries range from 3 to 19 days in length, with substantial savings on some itineraries for bookings paid in full before 31 Jan - more info 03 9875 1411 or www.youngatheart.com.au.

5 CBD office workstations available

A medium sized TMC, with an infrastructure designed to support all facets of tourism related operations, has five workstations available for use in its Sydney CBD office - ideal for freelance consultants, business consultants, representation companies, etc.

Highlights:

- Central CBD Location, Opposite Australia Square
- 5 Work Stations
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For more info, phone Sarah on 0417 992 712

QF/DJ night deals

QANTAS and Virgin Blue both simultaneously introduced a new discounted airfare option for flights between 7pm and 7am.

Qantas is offering 'Night Time Deal' fares on select routes and dates priced from \$79, on sale until today, while DJ has launched a 'Dusk til Dawn' sale, offering fares as low as \$50.

IATA vs Sabre suit

THE International Air Transport Association has won a dispute with Sabre during a Court proceeding in Canada recently.

The lawsuit was lodged in 2006 by Sabre who alleged that IATA's PaxIS product breached confidentiality obligations in the use of ticketing data.

The Ontario Superior Court found that IATA acted lawfully in developing the PaxIS products and rejected the GDS's argument that IATA owed Sabre a duty to use BSP data for settlement purposes and not for commercial products.

Sabre is also not able to claim confidential rights to the airline ticketing data.

SpaceShipTwo test

VIRGIN Galactic has successfully performed a second drop test of its SpaceShipTwo spacecraft last Thu over California.

VSS Enterprise's fourth glide lasted for about 12 mins before touching down at the Mojave Air and Space Port.

Triplt Concur's deal

MANAGEMENT Solutions firm Concur, late last week announced its plans to acquire mobile trip management company Triplt.

The private purchase will cost approximately US\$82 million in cash, stock and invested restricted stock units as an initial payment followed by additional consideration over time to the amount of US\$120m.

FJ \$199 return sale

AIR Pacific is offering return airfares to Nadi priced from \$199 and packages with Specialist Holidays and Qantas Holidays from only \$1199 ex SYD and \$1299 ex MEL, for travel 01 Feb- 31 Mar 2011, on sale 25 Feb.

Tunisia emergency

DFAT has declared a state of emergency on Tunisia, Africa over the weekend, due to a threat of kidnapping and terrorist attack following the President leaving the country after an internal coup.

Tunis Airport is closed until the security situation can be reassessed and the current level of advise remains at "Reconsider your need to travel" (TD Fri).

Calling all Travel Experts

The Travel Authority Group is a multi award winning travel management company. Due to continuing growth and success we are seeking professional team players to join our corporate team in Sydney.

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AA ups product

AMERICAN Airlines is expanding pricing and shopping options online to include an airline availability engine and customer product selection capability.

The ITA Software provides inventory, pricing and shopping visibility through the engine that will have the power to manage various product that will help customers customise their travel experiences.

Outdoor cruise deal

OUTDOOR Travel is offering a discount of \$700 per cabin on its Renaissance cruise in Burgundy and Upper Loire; L'Impressionniste and L'Art de Vivre in Burgundy; Enchante and Athos to Canal du Midi on select dates - for details see outdoortravel.com.au.

Insight Take-Off air

INSIGHT Vacations has airfares from \$1399 to London or \$1299 to Paris and Rome with Etihad, Cathay Pacific or Singapore Airlines when booked with an Insight tour of 11 days or more.

The 'Summer Take-Off' deal is valid for sale until 28 Feb and for travel between 01 Apr to 31 Oct.

TMS app a hit

TRAVEL recruitment company TMS Asia-Pacific says it has now exceeded 30,000 downloads of its iPhone application that was launched in Nov last year.

Crusty comp winner

CONGRATULATIONS to Alex Lee from Korea Travel Agency as the Fri winner of TD's Crusty Demons DVD mini-comp which featured last week, courtesy of Via Vision Entertainment.

Legionnaires in Bali

THE Dept of Foreign Affairs and Trade is warning travellers to Bali, Indonesia that VIC and WA Health Departments have reported a small number of cases of legionnaires' disease from travellers returning from the Kuta region.

DFAT suggests that travellers with flu-like symptoms who have recently been to Bali should consult their GPs.

Accor sells stake

ACCOR has agreed to sell its 49% stake in French firm Groupe Lucien Barriere to Fimalac and Groupe Lucien Barriere for €268 million (AU\$361m), following the cancellation of an Initial Public Offering in Sep last year.

Carlson expands

CARLSON plans to open 19 more hotels in India by the end of 2011 and owning up to 100 hotels in the country by 2015 as part of its Ambition 2015 strategy.

The new hotels are set to be opened under the firm's four brands - Radisson, Country Inns and Suites by Carlson, Park Inn and Park Plaza.

AA office closed

AMERICAN Airlines Brisbane reservation office is still closed (TD Wed) due to the devastating floods in Queensland, and a temporary email address has been set up for enquiries at American.Airlines.Reservations@aa.com.

The email will be open until 19 Jan for departures up to 21 Jan or customers can speak to a representative in the US on 0011 1 800 433 7300 or online at aa.com.

Royal on Park open

ROYAL on the Park Brisbane said they have cleaned up the mud around their building and have reopened for business today.

GM Steve Underwood said the hotel was lucky not to have taken much damage and will be reopened with limited services.

Gap 5% donation

GAP Adventures has said it will donate 5% of all booking made in Australia and New Zealand, from today until 23 Jan to the Queensland Premier's Disaster Relief Appeal.

Spicers update

SPICERS Retreats, Hotels and Lodges is assuring guests that six of its seven properties in Queensland are open for business and fully operational, following the recent flooding.

The seventh hotel, Spicers Peak Lodge, is due to open tomorrow as a landslip on the private road has caused the extra day delay.

"We are fortunate that no properties experienced any damage," said chief executive officer, Danielle Duell.

Greyhound routes

GREYHOUND Australia has resumed services across QLD and NSW, including the Gympie to Rockhampton route that was affected by devastating flood waters last week.

Other routes reinstated over the weekend include the Cairns to Townsville leg; Agnes Waters to Brisbane; and from Brisbane to Hervey Bay.

The Sydney-Brisbane service is likely to face delays due to the New England diversions.

Skal flood appeal

SKAL International Australia has organised an Appeal to assist Queensland Skalleagues who are experiencing personal hardships due to the state's ongoing flood crisis.

Donations can be sent by direct deposit to Westpac to the 'Skal Australia Emergency Fund', to BSB 035 000 and Account number 524 250 with swift code WPACAU2S.

Choice Qld Open

CHOICE Hotels Australasia has advised that its "back to business" for its QLD branded properties in flood affected areas, including 22 hotels in Brisbane, Toowoomba, Goondiwindi, Roma, Maryborough, Rockhampton, Bundaberg and Grafton.



HERTZ AUSTRALIA SALES SUPPORT EXECUTIVE VICTORIA

An excellent opportunity has arisen for a Sales Support Executive to join our sales team in Melbourne.

We are looking for an enthusiastic Sales Support Executive to join our Victorian sales department. You will be highly motivated and genuinely enjoy working with people.

Reporting to the Regional Sales Manager your prime responsibility will be to provide internal sales support to the Vic, SA, WA Sales Team. Working in conjunction with the Regional Sales Manager and Sales Team, you will be responsible for all sales and support processes as well as being a point of contact for corporate and travel industry clients.

The successful candidate will have experience working in a similar team environment. Along with excellent customer service skills you are able to work independently and as part of a larger team. Strong organisational and administration skills are paramount, as is your attention to detail, outstanding communication skills (written and verbal) and the ability to work under pressure and to meet clear deadlines. Proficient use of the Microsoft suite, in particular Word, Excel and Powerpoint, is essential.

This position is a full time role based with Victoria Sales at Head Office, Level 7, 10 Dorcas Street, South Melbourne.

**Interested applicants should apply to Martina Jennings,
Regional Sales Manager Vic, SA NT WA, no later than
Monday 24 January 2010.**

**Resumes with cover letter, should be sent to Martina at -
mjennings@hertz.com**



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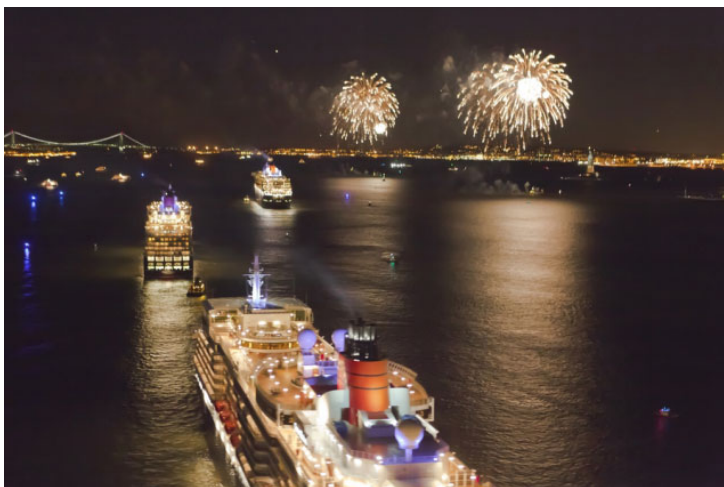
Reporting to the Director of Sales, the primary objective of this role is to achieve annual sales budgets for Inbound Tour Operators, USA Coach Operators and Backpacker/Youth Operators within expenditure. Fundamental to the position is the management of key accounts and the development of new opportunities in sales, distribution and marketing to increase business.

To succeed in this role you will possess: Excellent knowledge of Inbound Tour Operators, international markets and Backpacker/Youth markets, a wide travel industry background, comprehensive knowledge of Voyages products and competing product, good presentation, negotiation, selling and interpersonal skills and a significant level of drive and initiative.

To be part of this amazing experience, send your resume along with a covering letter by visiting our [Online Application System](http://www.voyages.com.au). Applications close Thursday 20 January 2011.

For further information about Voyages, please visit us at www.voyages.com.au.

Cunard Royal Rendezvous



CUNARD Line's two flagships, the *Queen Mary 2* & *Queen Victoria* joined *Queen Elizabeth* in New York on her maiden call late last week, attracting thousands of onlookers in Battery Park and Hudson River Park in Manhattan.

Queen Elizabeth was celebrated with a 21 gun fireworks salute as the cruise ships proceeded into New York harbour, before all going off onto their prospective itineraries.

The simultaneous meeting of the *Queens* is the second time in Cunard's 171 year history that all three have been to the same port of call at one time.

A Royal Rendezvous of the *Queen Elizabeth* and *Queen Mary 2* will be staged in Sydney Harbour on 22-23 Feb.

QF's Warren arrives

QANTAS' eighth Airbus A380, named in honour of aircraft black box inventor David Warren, landed in Sydney on Sat, after flying from the plane manufacturer's Toulouse base, via Singapore.

Tucan Rio tours

TUCAN Travel says it has a limited number of places available on its Rio de Janeiro tours, that can include the Carnival parade, operating from 04 to 08 Mar.

Packages include transport and accom, as well as the opportunity to get close to Carnival with tickets to enter the Sambadrome. More at www.tucantravel.com.

CO links EWR/Haiti

CONTINENTAL Airlines will begin new non-stop thrice weekly flights between New York, Newark Liberty International Airport and Port-Au-Prince, Haiti, as of 09 Jun.

The route will be increased to a daily service from 01 Jul.

CX/KA Dec figures

CATHAY Pacific and Dragonair saw a 2.9% year on year increase in pax numbers in Dec and an overall yearly result up by 9.1% to almost 27 million pax carried.

The combined airline's pax load factor declined by 3.8 points down to 80.1% during Dec.

Pacific Coast app

THE Pacific Coast has launched an iPhone application that allows travellers to find the closest tourist attractions, outdoor and water activities, sightseeing, National Parks and more in each of the four tourism regions, from Sydney to Brisbane; Central Coast, Hunter; Mid North Coast and Northern Rivers.

The app also offers information on places to stay and the nearest Visitor Information Centres, see - pacificcoast.com.au/iphone.

Cooks direct flight

COOK Islands Tourism Corp. has confirmed a three-year pact between the local government and Air New Zealand, which will see B767 direct services from Sydney to Rarotonga introduced on a weekly, year round basis, effective 05 Jul (*TD* 21 Dec).

At this stage, it's understood that Air New Zealand's direct flights between SYD-RAR are loaded in travel agent GDSs until 28 Oct 2011 only (*TD* 24 Dec).

Tauk tours up

TAUCK has doubled its 'Culturious' tours to include four new eight-day itineraries in 2011, in the US, Europe, South Africa and Costa Rica.

The tours are designed for active and inquisitive travellers, and are priced from \$3,844ppts on Tauk's Four Corners tour.

See traveltheworld.com.au.

Tourism Vic app

TOURISM Victoria has launched the 10th edition of the its guide on The Wine Regions of Victoria, and for the first time an iPhone application of the information.

The app gives details on the 22 wine regions and 240 wineries incl access to contact details, websites, and addresses.

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.3: Which resort in Port Vila has a 12-hole golf course and a kids club?

Hint! Visit: www.vanuatu.travel

Click here for terms & conditions



Air Vanuatu

DISCOVER Vanuatu
 WHAT MATTERS

WARWICK Le Lagon
 RESORT & SPA VANUATU

Travel Daily
 First with the news



Travel Agency Manager – Gordon and Parramatta

Harvey World Travel has two exciting opportunities available for two experienced managers to come on board and lead the teams in our Gordon and Parramatta stores. As a Travel Agency Manager you will be responsible for effectively managing all operational aspects of the agency on a day to day basis, including training, leading and developing a team of consultants, ensuring productivity and achieving sales targets and store KPI's.

To be successful in this position you must have previous experience managing a travel agency. You will be a strong leader with the ability to motivate the team, drive sales and achieve budgets. Your customer service focus will be second to none.

To apply for this role please send your CV to careers@stellatravel.com.au by 21 January 2011.



EXCITING NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

STRETCH YOUR WINGS IN TO THE GLOBAL MARKET

**PROCUREMENT & SOURCING MANAGER – TRAVEL
SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE**

An extremely rare opportunity is now available for a highly experienced leader in the Corporate Travel sector to drive the success of this multi-national's travel program. You'll need proven skills in supplier negotiations & contracting, solid skills in a client-facing role at a senior level, and extremely strong communication skills. With global scope, this fast-paced role is available now for someone with career ambition and energy.

GET INTO ONLINE & WATCH YOUR CAREER SOAR

**JUNIOR ACCOUNT MANAGER - SALES & CONTRACTING
SYDNEY – SALARY PACKAGE TO \$65K + bonus**

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 your career ongoing scope and development. Some travel required as well as supporting senior staff and administrative duties.

INDUSTRY SALES SKILLS IN DEMAND

INDUSTRY SALES / BDE ROLES X 5

SYDNEY – SALARY PACKAGES OTE TO \$75K + BENEFITS

If you're a highly motivated Sales-savvy individual who would like nothing more than to represent beautiful international product, be quick to secure one of these new positions. All are with leading, well respected Brands and all come with great salaries, bonuses & incentives, travel benefits, car or allowance, and will put you in the limelight out amongst the travel industry. If you can grow sales, you'll thrive here.

A REVENUE ROLE THAT'S A LITTLE BIT FANCY

REVENUE ANALYST

SYDNEY – SALARY PACKAGE TO \$75K

Bring a fresh approach to revenue with this luxurious Brand. If you have all the standard skills in analysis, pricing, reporting and communicating across the business this position will sit you within a great team in a growing organization. You must be highly numerate with exceptional attention to detail and advanced Excel skills. This is a diverse role that will allow you to expand your skills and be rewarded with amazing benefits.

THE JEWEL IN THE CROWN

**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 an 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 and development and client relations requirements. This role allows you to take full management control of this corporate office environment.

YOUR CHANCE TO MAKE A DIFFERENCE

**BUSINESS DEVELOPMENT – RETAIL NETWORK
SYDNEY – SALARY PACKAGE TO \$90K**

We're looking for a commercially astute Sales professional who has the ability to manage consultative relationships with clients to develop business opportunities and grow revenues. This role requires very strong face-to-face sales experience and advanced communication skills. The ability to travel frequently is essential as is a valid drivers license. This unique position is with a leading Brand and a growing organization.

USE YOUR LEADERSHIP ABILITY

**WHOLESALE RESERVATIONS MANAGER
MELBOURNE - SALARY PACKAGE TO \$65k + BENEFITS**

Here is your chance to shine in this management role. As an experienced wholesale Reservations Manager you will have the ability to lead and develop staff along with working hands on with client files as required. Your senior management skills will stem from working in a similar role within a wholesale company with a solid background in management of staff. Earn additional benefits and work for a forward moving company.

FLY FURTHER WITH THIS NEW SALES ROLE

**SALES EXECUTIVE – MATERNITY CONTRACT
MELBOURNE - SALARY PACKAGE TO \$57k + car allowance**

We're looking for a Sales Rep in the Travel Industry who knows how to drive sales and dreams of servicing a great client base with an exciting product. Your ability to build relationships across the agency network will be paramount along with your winning attitude. On the road sales experience is essential. This role is initially a fixed term contract, so spread your wings and fly in for this role.

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

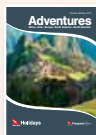
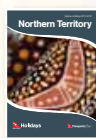


Qantas Holidays are excited to announce the release of our fresh, new, easy-to-read Hong Kong, China & Macau brochure (for travel 1 April 2011 to 31 March 2012) incorporating a large selection of hotels, sightseeing, touring and transfers.

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





NOU Year Sale New Caledonia Now 30% OFF



Hurry, limited availability. Don't miss this amazing offer.

Aircalin is pleased to announce a short term initiative to celebrate the New Year.

The 'New Caledonia NOU YEAR Sale' fares start from \$299 ex BNE, \$319 from SYD and \$489 from MEL. There are also discounted Business Class fares at \$1,099 from both SYD and BNE, plus taxes / surcharges.

There are 2 separate travel periods which allows your clients a wide selection of travel dates. It is also very important to note that Q-surcharge is fully commissionable.

All fares and conditions can be found in your CRS (Amadeus / Galileo / Sabre).

- The 'NOU YEAR Sale' offer applies to both T and M-classes in Economy and D-class in Business.
- The combination of 'sale' fare types can be used to create a round trip if T-class is not available for one of the sectors.
- Itineraries can include a combination of existing Bon Voyage fares at half return level of the applicable sub-class if T or M-class is not available on one sector.
- Ticketing - in a move to create flexibility when combining with ground arrangements, the ticketing period has been extended to be within 7 days following confirmation of booking.

**For more information call
Aircalin Sales Support
(02) 9299 8867**

