

**We've expanded the eXpertsplus network.**

So you can eXpand your points for cash



**eXpertsplus**

www.lufthansaexperts.com

# Travel Daily

First with the news

Monday 7th March 2011

Refer a skilled **TRAVEL TEMP** to **TMS** and receive **\$100** voucher

\* conditions apply

Contact Sharon on 02 9231 6444 or email [sharon@tmsap.com](mailto:sharon@tmsap.com)

**TMS** ASIA/PACIFIC

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

ISSN 1834-3058

## Meetings NZ moves

**CHRISTCHURCH** will not host NZ's annual business tourism expo this year, with Meetings 2011 to now be held in Rotorua due to the recent earthquake. The event is still planned for 22-23 Jun, with more details shortly.



**savor**  
dining as luxurious as  
our mid-sized ships



**Holland  
America Line**  
LEARN MORE >

## Premium economy soars

**BUSINESS** travellers are starting to return to premium cabins as the corporate sector recovers, but there has been a "trend towards differentiated premium economy seats, particularly on mid-range flights of 6-10 hours," according to the latest quarterly study by

American Express Business Travel. The report, which analyses published airfares on a quarterly basis, found that Asia-Pacific fares rose 3% in 2010 but increases slowed in the last three months of the year.

## NRMA eWaterways

**NRMA** Travel's Creative Cruising offshoot has added a small ship search option to its website, which has been provided through an arrangement with online small ship specialist eWaterways.

Amex director of advisory services, Carl Jones, said the company expected fares to continue to level out "as the large carriers reach optimal capacity". Although there was strong demand for flights to North America, increased competition helped keep fares down, with economy ticket prices actually falling during the final quarter.

The special section is at [creativecruising.ewaterways.com](http://creativecruising.ewaterways.com) and offers options such as French canal barges, Galapagos trips or sailing in the Mediterranean.

## Win \$1000 from inPlace

eWaterways is represented in Australia by Vic Travellers Choice and Cruiseo member Somerville Travel & Cruise.

**INPLACE** Recruitment is giving people in the travel industry the opportunity to win one of three \$1000 gift vouchers, as part of the group's 30th birthday celebrations this week.

For details see **last page**.

**1 BOOKING  
= \$1000\*  
CASH BONUS**

\*conditions apply

CLICK HERE  
**ORION**  
EXPEDITION CRUISES

## Another packed issue

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

- AA Exec Appointments
- Swiss Tourism roadshows
- Inplace Recruitment

## MAp o'seas ownership

**MACQUARIE** Airports has lifted its foreign ownership level to 37.6%.



**THE BEST  
OF EUROPE.  
ON SALE  
NOW!**

- **GREAT RATES**
- **FREE ONBOARD CREDIT**
- **NEWEST SHIP:  
CARNIVAL MAGIC!**



Most innovative ship to date.  
Meet **CARNIVAL MAGIC**.  
You have to see it to believe it.

**COME EXPLORE**

## Qantas Holidays South Australia Flyer Out Now

View our exclusive  
**Celebrity Chef Packages!**



South Australia.  
A brilliant blend.



**Holidays** [qantasholidays.com.au/agents](http://qantasholidays.com.au/agents)



Describing a Travel Counsellor  
as a homemaker is like saying...

Picasso was  
**JUST**  
a painter



**Click here**  
to find out more

**travel counsellors**   
Home of the Independent Travel Professional

## Support Rep - Airline

- ▶ GDS support role
- ▶ Amadeus experience essential
- ▶ Sydney CBD location
- ▶ Salary to \$60K

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



[click here for details](#)

# Travel Daily

First with the news

Monday 7th March 2011

New Caledonia MICE Airfare  
only \$599



Put somewhere NEW on your radar



**Aircalin**  
International Airline of New Caledonia

[CLICK HERE](#)

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

There's nothing like  
discovering new shades of blue.



Experience  
Extraordinary Broome  
& The Kimberley.

On sale until 26 March!

3 NIGHTS FROM

**\$269\***

pp twin share  
\* Conditions apply

**BOOK NOW!**  
1800 872 835

[www.agents.travelpoint.com.au](http://www.agents.travelpoint.com.au)

travelpoint  
HOLIDAYS

There's nothing like Australia  
[nothinglikeaustralia.com.au](http://nothinglikeaustralia.com.au)



## ACCC corrects airline sites

THE Australian Competition and Consumer Commission has warned airlines to display all-inclusive fares on their websites or face "strong enforcement action".

The comments follow revelations that eight carriers - including Jetstar, Tiger Airways, Etihad and Air New Zealand - have been ordered by the ACCC to "improve the way they advertise airfares".

The Commission conducted a review of airline websites to check their compliance with the all-inclusive pricing requirements which were introduced almost two years ago.

Other affected carriers include AirAsia X, Malaysia Airlines, LAN and American Airlines, with the ACCC contacting the airlines "insisting on prompt action to make their website compliant".

The airlines all responded by changing their websites to display all-inclusive prices for all available international airfares departing Australia, while AA was also forced to change its display

of domestic fares on Qantas codeshare domestic services.

"This ACCC action means that consumers now have accurate price information, and airlines have a more level playing field on price representations in this fiercely competitive industry where consumers are price sensitive," said ACCC chairman Graeme Samuel.

He reminded the aviation industry that airlines carrying on a business in Australia "must advertise airfares that include all applicable fees and taxes."

### Azamara A\$ brochure

ROYAL Caribbean's boutique Azamara brand has launched its first ever brochure priced in Australian dollars.

The 21p 'destination preview' covers 72 Azamara departures from Apr 2011 to Mar 2012.

Last week Royal Caribbean md Gavin Smith told *TD* there are no plans for an Australian Azamara deployment, but the brand's Asian itineraries are proving very popular with Aussie passengers.

## INSIGHT VACATIONS

*The Art of Touring in Style*



# Fly to Europe

from  
**\$1,299\***

Offer extended  
until 15th March 2011

[FULL DETAILS](#)



FOR EXPERIENCED & DEDICATED  
**TEAM SUPPORT**  
CHOOSE  
**THE BEST PARTNER FOR YOUR FUTURE**



**TRAVELMANAGERS**  
the smarter choice

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



**Cable Beach Club**  
RESORT & SPA



**WIN THE ULTIMATE BROOME ESCAPE**  
VALUED AT OVER \$9,000  
[Click here for details](#)

**CAIRNS**  
**STAY 2**  
**PAY 1**  
FROM  
**\$49\*pp**



Welcome to Queensland's  
**HOTTEST DEALS**

**WIN \$1000^ A DAY FOR 15 DAYS!**  
Book any Welcome to Queensland offer  
for your chance to WIN!

[www.agents.sunloverholidays.com.au](http://www.agents.sunloverholidays.com.au)

\*Conditions apply. ^Refer to incentive flyer for full details.

sunlover  
HOLIDAYS

## Departures still strong

**SHORT** term departures by Australians have soared 9.4% over the last 12 months, according to figures released today by the Bureau of Statistics.

The Jan results show a 0.5% monthly increase in departures, with a trend estimate of 609,000.

However arrivals have started to slow, with the trend estimate static between Dec and Jan, although being up 4.7% on the same period a year ago.

China is now the second biggest source market for visitors to Australia, with 60,600 arrivals during the month, closing in on NZ which saw 74,900 arrivals.

The UK dropped into third place, with 59,900 arrivals into Australia, followed by the US (37,200) and then Japan (23,300).

The strongest growing outbound destination was Indonesia, with 65,700 departures, up 20.7%, followed by the US which grew 17.9% and saw 50,100 Aussie travellers.

## Virgin Blue increases wholesale classes

**VIRGIN** Blue has quadrupled the number of new 'book and hold' fare classes for wholesale partners, from one to four.

Effective this month, wholesale fares are now available in R, U and T class, on top of the existing K class.

The change in inventory has lead DJ to alter its previous book and hold criteria from seven days to five days.

"There will be no noticeable changes through the Virgin Blue API or Internet Booking Engine except that the available inventory will increase under the wholesale fare category," DJ said in an industry communique.

"When wholesale fares are sold out the current functionality will remain with the ability to book any published fare available."

The changes apply across the entire Virgin Blue, Pacific Blue and Polyesian Blue network.

## Momento parts ways with WorldShores

**LUXURY** European cruise and land operator, WorldShores, which was represented by Momento Travel Services since its Jun launch, has ceased trading.

The company, headed by David Courage, offered a European Cruise Collection program in 2011.

Momento's managing director Kylie Kay told *Travel Daily* on Fri that all WorldShore client funds have been refunded, "thus ending the relationship."

"No momento staff have been affected by this closure and there were no staff on the Worldshore books," Kay told *TD*.

## Wolgan Weddings

**WOLGAN** Valley Resort & Spa near the Blue Mountains in NSW has introduced 'Just the Two of Us' wedding packages.

Packages include the services of a wedding coordinator & celebrant, marriage licence and certificate, wedding cake, bridal bouquet, a nights accom in a Heritage Suite and more, priced at \$2,965.

Phone 02 9290 9733.



## Window Seat

IT'S amazing what you can find when you dig a big hole.

Flights at Kuala Lumpur International Airport were disrupted last week for several hours after an unexploded bomb from World War II was found during construction of the new KLIA 2 terminal.

About 90 services were affected during the closure of both runways, which was organised to allow authorities to detonate the ordnance on site.

**NO** wonder Jetstar is thinking of flights to Athens - the Greek capital has just been named the "world's most flirtatious city".

US dating website Badoo.com has published a study of "online flirtations," with its users in Athens initiating an average of 25.7 connections per month.

The World Flirtation League tables saw Moscow in second place, with the curious results also showing the French city of love, Paris, in 38th position.

# Belöna.

Sell the most by  
March 31. Earn Gift  
Cards from IKEA!

Or **reward** as you say in English. Get an IKEA Gift Card\* everytime you sell a ticket from Scandinavian Airlines. And the consultant who sells the most will receive a bonus **\$250 IKEA Gift Card**. Simply email the ticket number to sas.australia@sas.dk. For more information go to sassalesinfo.com or call 1300 727 707.

Copenhagen Stockholm Oslo Helsinki and  
more than 50 other Scandinavian destinations.\*\*

sassalesinfo.com or call 1300 727 707



Scandinavian Airlines

A STAR ALLIANCE MEMBER

\*Value of Gift Card \$30 - \$50 according to fare type sold. Conditions apply.

\*\*Including SAS code share, Blue1 and Widerøe destinations.

## Jetset Travel

Know the world we know

## Retail Travel Consultant

Jetset Horsham is looking for an experienced retail leisure/corporate consultant to join our team.

- Modern spacious offices
- Relaxed living in a growing regional centre in Western Victoria
- Strong repeat clientele
- Well established agency with strong focus on customer service

Contact Anne Taylor, Managing Director by email -  
[anne@jetsethorsham.com.au](mailto:anne@jetsethorsham.com.au)

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

with Avalon Waterways and Singapore Airlines

CLICK HERE FOR DETAILS



PLUS FIVE RUNNERS-UP  
WILL WIN AN APPLE IPAD

SINGAPORE  
AIRLINES

AVALON  
WATERWAYS®

Monday 7th Mar 2011

## May Fair special deal

**LONDON'S** five-star May Fair Hotel has rates priced at £230 (AU\$360) for a Superior Room, for stays in Mar and Aug.

For bookings, email Katherine at [heathk@radisson.com](mailto:heathk@radisson.com).

## AA direct sales push

**AMERICAN** Airlines is running an online campaign in the US to drive people to its website, in order to promote its features.

AA's 'Million Reasons to Book' Sweepstakes is enticing pax to go online "to enhance their booking and travel experience", luring them with the chance to win 1 million AAdvantage miles.

The oneworld carrier said the promo is "a way to showcase how customers use AA.com features to support their individual travel styles", with the site featuring testimonial videos from pax talking up the portal's online flight check-in, new mobile apps and flight status notifications.

## Jet noise regulations

**THE** Federal govt says it plans to adopt all 18 recommendations of the Aircraft Noise Ombudsman, Ron Bennett has suggested to address complaints.

Recommendations include having Airservices Australia amend its procedures to better support complaints when there is a remedy, and clearer details about what is and is not possible.

The creation of a tracking system that enables communities to see and hear in 'real time' the exact location of inbound and outbound flights, and the noise aircraft emit is one of numerous other reforms.

"Nearly five million Australians live within a 10-kilometre radius of our major airports - these residents deserve to be heard," said Minister for Infrastructure & Transport, Anthony Albanese.

## Orion trade incentive

**ORION** Expedition Cruises is offering travel agents the chance to earn \$1,000 as a cash incentive for all new Kimberley bookings made before 30 Apr, for sailings up until 24 Jun.

The bonus is based on twin-share bookings.

## Accor's Qantas Hols incentive



**ABOVE:** Accor has announced the winner of last years 'Win an Accor Executive Room' promo dedicated to Qantas Holidays consultants and also announced the incentive prize for this year.

Lachlan Conn, QH agent was the winner of the room package, priced at over \$12,000 that incl a luxury bed, Bose iPad docking station, bar fridge, iHome i90, bathrobes, towels and more.

Last year's incentive helped to add \$1 million in business compared to 2009.

The 2011 incentive prize will see the number one consultant winning a round the world trip, including five nights each in New York, London and Paris, four nights

in Koh Samui, airfares, car hire, tours and accommodation.

Second prize will include a three night air and land package in Fiji, and the third place consultant will win a three night air and land trip within Australia.

**Pictured** above are the Qantas Holidays consultants with some of the Accor staff.

**Inset:** Lachlan Conn celebrating his new Accor Executive Room package.



ST MARTINS LANE IN COVENT GARDEN FROM £206\*  
45 ST. MARTIN'S LANE LONDON



SANDERSON IN SOHO FROM 215\*  
50 BERNERS STREET LONDON

I ♥ LONDON.

EXCLUSIVE OFFER FOR AUSTRALIAN GUESTS

INCLUDES GUARANTEED EARLY CHECK IN,  
COMPLIMENTARY CONTINENTAL BREAKFAST AND  
WIRELESS HIGH-SPEED INTERNET ACCESS.

CLICK HERE TO RESERVE  
FOR MORE INFORMATION  
PLEASE CALL RACHAEL SARDELICH  
+61 (0) 478 187 620 OR EMAIL  
[RACHAEL.SARDELICH@MORGANSHOTELGROUP.COM](mailto:RACHAEL.SARDELICH@MORGANSHOTELGROUP.COM)

CONNECT [MORGANSHOTELGROUP.COM/SOOCIAL](http://MORGANSHOTELGROUP.COM/SOOCIAL)

\*VALID THROUGH DECEMBER 30, 2011.

## Club Med closures

**CLUB** Med has removed the 2-Trident Athenia Resort in Greece from its portfolio of global resorts as it no longer complies with 'upmarket standards'.

The group says it has also not renewed the lease of the 3-Trident ski Resort in Les Menuires, France, which remain operational until the end of the season.

## JQ donations online

**PASSENGERS** booking domestic or int'l flights with Jetstar can now donate to World Vision's StarKids program, when buying flights online at [jetstar.com](http://jetstar.com).

The option to donate is offered during the booking process.

## Triplt expansion

**CONCUR's** mobile trip m'gt service, Triplt, now connects with over 3,000 travel & hospitality sites to "easily create and enhance itineraries."

## Ubid school hols deal

**ONLINE** accom auction site Ubid4rooms.com is offering a \$15 discount per night for all new bookings made in Apr.

Users booking outside of Apr will also receive a \$5 discount.

## Etihad reduces 787s

**ETIHAD** Airways has cancelled four of 35 Boeing 787 *Dreamliner* aircraft it has on order with the aircraft manufacturer, according to the latest Boeing data.

The Abu-Dhabi based carrier has instead converted three 777-300ERs options, worth about US\$850 million.

EY chief executive James Hogan said the switch will assist with "bridging the gap" caused by continual delays with the hi-tech *Dreamliner*.

## Celebrity mobile app

**CELEBRITY** Cruises has launched an iPhone app and website available at [celebritycruises.com](http://celebritycruises.com) or via the Apple Store.

Among its features is the option to 'search' and 'explore' Celebrity destinations, review onboard activities on each vessel, email an itinerary of interest and view a list of what to pack.

## Rango comp winner

**CONGRATS** to Matthew Chisholm of Flight Centre Narellan who was Fri's winner of the exclusive to *Travel Daily*, *Rango* competition.

Courtesy of Best Western and Paramount Pictures, Matthew has won a family pass to see *the* movie, valued at \$58.

## Samoa roadshow

**THE** Fa'a Samoa Roadshow is being held on Upolu and Savai'i in Samoa between 20-25 Mar.

## Outrigger Airlie GM

**OUTRIGGER** Hotels & Resorts has appointed Daniel Jones as gm of its new Boathouse Apartments by Outrigger, located at Airlie Beach, Queensland.

The property opened on 01 Mar and features 56 two- and three-bedroom units, four penthouses, a pool, spa, tennis courts and a 44-berth marina.

## BLC pay 4/stay 7 deal

**BLUE** Lagoon Cruises is offering a seven night Yasawa Island Cruise for the cost of a four night itinerary, on departures between 01 Apr 2011 to 30 Jun 2012.

The cruise, when booked by 30 Jun 2011, is priced from \$1192ppts including accom, main meals, morning and afternoon tea - see [www.bluelagooncruises.com](http://www.bluelagooncruises.com).



## Sales & Marketing Coordinator Sales Support & Ticket Office Consultant

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

### Sales & Marketing Coordinator

We are currently seeking a highly motivated & suitably experienced Sales & Marketing Coordinator.

In this role you will be responsible for:

- Providing support for the Sales Team.
- Assist with the preparation & maintenance of contracts, including management of reports.
- Co-ordinate events / functions.
- Assess new marketing & business opportunities & implement as required.
- Creation & distribution of promotional material to promote the product.
- Co-ordination of educational trips.

The role requires a minimum of 2 years marketing coordination or sales support experience, preferably in the travel industry, strong communication & organisational skills, attention to detail & good computer skills (MS Office & GDS).

### Sales Support & Ticket Office Consultant

We are seeking an energetic & positive person who enjoys assisting customers to join our team as a Sales Support & Ticket Office Consultant.

In this role you will be responsible for:

- Handle general reservation & ticketing enquiries from agents & passengers.
- Provide support for the Delta Sales Team.
- Generate & process sales from agent groups & incentive enquiries.
- Assist passengers / agents with Delta product & service information & undertake ticketing as required.
- Manage customer care enquiries.
- Attend Trade / Consumer shows as required.

A minimum of 3 years airline / agency reservation & ticketing experience is essential. CRS experience in Amadeus, Galileo or Sabre is also required. Experience in managing group & incentive business is an advantage.

To apply for either of these positions, please email your resume by close of business on the 18<sup>th</sup> March 2011 to Mr Peter McKeon: [peterm@deltaairlinesaustralia.com.au](mailto:peterm@deltaairlinesaustralia.com.au)

*Previous applicants need not apply  
Only successful applicants will be contacted*



## Account Manager - Perth

Flight Centre Limited is a recognised employer of choice with a strong focus on its people. An exceptional opportunity has arisen for a dynamic individual to join our Perth based, corporate operations as an Account Manager.

With uncapped earnings, working with large blue-chip clients this is a career defining opportunity - Apply Now!

For more information visit:  
[www.applynow.com.au/jobf145568](http://www.applynow.com.au/jobf145568)

Searching >>

**travel.com.au**  
ONE DESTINATION. ENDLESS POSSIBILITIES.

## General Manager Customer Service Operations

- Natural leader with 5 years experience
- Previous experience with GDS
- Experience in the monitoring of KPIs and performance targets
- Ability to establish SLAs
- Tertiary business qualifications highly desirable
- Sydney office location

to apply, or for a full position description contact [recruitment@wotifgroup.com](mailto:recruitment@wotifgroup.com)





**ABOVE:** Travelscene American Express held one of its most luxurious 'Stay Connected' educationals in Thailand recently.

The group enjoyed visits to a selection of Six Senses resorts at Yao Noi, Sanctuary Phuket and Soneva Kiri.

Pictured here, **back row** from left are: Jennifer Wilkinson, TSAX Shepparton; Janelle Levet, Sabra Travel; Lionel, resort manager Sanctuary Phuket; Kristen Bashir, Six Senses; Maria Theodosatos, Travel Creations; Angele Ferres, Travel IndoChina; Lynn Law, Travel Concepts; Ann Simmons,

Cousins Connections; Graham Muldoon, Travelscene NSW and Matt Laird, Six Senses.

Front : Vanessa Tihic, TSAX on Clarence; Jacqui Verdich, Holidays on Sale and resort staff.

## NZ compassion fares

AIR New Zealand extended its NZ\$50 one way domestic stand by tickets on direct services to and from Christchurch, for relatives who need to help family members who have been affected by the recent earthquake, until the end of Mar.

## STA Travel Advisers - Canberra, Sydney, Melbourne, Perth



STA Travel is the world's largest travel company specialising in the needs of students and adventurous travellers.

We are looking for our next generation of Travel Advisers and have several opportunities that will give you the responsibility, advancement and excitement that is missing from your career. You may not have travel industry experience, but that doesn't worry us - we'll teach you everything you need to have a fun, challenging and successful career.

### What's in it for you?

STA Travel staff enjoy a wide range of benefits including:

- Great base salary with first year OTE \$38K - \$45K +
- Amazing travel incentives, bonuses and educational trips
- Comprehensive and fully accredited training
- Ongoing personal and professional development
- Paid educational leave and annual study grants
- Professional, progressive and fun culture
- International opportunities with a global organisation
- No uniform!

### The successful applicant will have:

- Proven results in a sales environment
- Drive and determination to achieve
- Great interpersonal skills
- A passion for travel

If this sounds like you, logon to [www.statravel.com.au](http://www.statravel.com.au), and scroll down to Careers to submit your application.

Applicants must be Australian residents or hold a current unrestricted visa to work in Australia. Only successful applicants will be contacted.

Monday 7th Mar 2011

## Expedia targets APAC

EXPEDIA has confirmed major plans for growth in the Asia-Pacific region, with its new worldwide President, Scott Durchslag, in Sydney last week along with senior Expedia execs from its offices in Seattle, Hong Kong and Singapore.

The meeting discussed the "massive expansion plans and great vision for Expedia in APAC," with recent successes including the one-year-old Travel Agents Affiliate Program (TAAP).

TAAP mgr Stuart Udy accepted a so-called Alchemists Award for the program's great contribution to the Asia-Pacific business.

## Free Fairmont nights

SKIMAX is offering three free nights at the Fairmont Chateau Whistler when booking an eight day Whistler Spring package.

Packages are priced from \$3235ppts, including Air Canada flights to Vancouver, transfers and a seven-day dual mountain ski pass, on sale until 31 Mar and travel until 25 Apr.

## CA to double fleet

AIR China's chairman Kong Dong said on Fri that the Star Alliance carrier expects to double its current fleet (381 aircraft as of Jun 2010) by 2015.

## WIN A WORLDWIDE TRAVEL ADAPTOR



This week TD is giving five lucky readers the chance to win a Worldwide

Travel Adaptor, courtesy of Global Travel Products.

Valued at \$39.95, the Worldwide Travel Adaptor is a small and compact unit that allows Australian and New Zealand two-pin electrical appliances to connect to over 150 countries all over the world.

For more info and purchases visit [globaltravelproducts.com.au](http://globaltravelproducts.com.au) or for wholesale & distribution enquiries visit [logicaldistribution.com.au](http://logicaldistribution.com.au).

For your chance to win this fantastic product, simply send in a correct answer to the daily question below to: [adaptorcomp@traveldaily.com.au](mailto:adaptorcomp@traveldaily.com.au)

**How many USB charging ports does the Worldwide Travel Adaptor have?**

The first correct entry received wins!

## DJ A330 arrives in Oz

VIRGIN Blue's first wide-body Airbus A330 has arrived in Melbourne, delivered in an all-white livery.

The aircraft is intended to operate services between east coast hubs and Perth, when it launches in May.

# virgin atlantic

## CONTACT CENTRE / TICKETING AGENT (12 MONTHS CONTRACT)

Virgin Atlantic Airways is looking for a dynamic Contact Centre Agent to join our Customer Service team in Sydney. We are recruiting for a full time position.

We are looking for a passionate and enthusiastic person with both reservations and ticketing experience to join our fun and growing team. This position is responsible for phone enquiries, sales and general airline ticketing. We offer extensive training and development.

Minimum 2 years travel industry experience; use of both agency and airline GDS models, computers literacy and a customer service background is a must. Mandarin/Cantonese language would be a bonus.

Expressions of interest should be put forward by Tuesday 22 March 2011 to [maria.lopez@fly.virgin.com](mailto:maria.lopez@fly.virgin.com)

Monday 7th Mar 2011

## T&EE MEL conference

**THE** Victoria Tourism Industry Council will hold its *Tourism and Events Excellence* national conference in Mel during Sep.

The event will focus on innovative leading practices and successful growth strategies within the \$15.8 billion tourism and event industry.

Tony Charters & Associates will host the event under a JV.

## Beyond Travel promo

**BEYOND** Travel is giving agents the chance to win a 10 day trip for two in Croatia or Russia, with bookings made on any 2011/12 Special Journey, River Cruise itinerary and Private Rail journeys being entered into the draw.

Winners can choose from either the Best of Croatia and Dalmatia Island Cruise or the Highlights of Russia tour.

Deposits are required by 07 Jul to qualify.

## P&L luxury famil

**PEIRCE** and Leslie is giving its top 10 agency agents the chance to experience a 12-day bespoke famil to India, in conjunction with Momento Travel Service.

Agents who book tours of more than \$15,000, up until 31 Aug, will have the opportunity to participate in the famil taking in Mumbai and Delhi and visiting the Taj Mahal and much more.

The cost of the famil is \$990pp for the land portion (excluding domestic airfares and visas) and \$990 for international airfares excluding taxes - deposits are required by 31 Jul.

## Chatfield stake rises

**SKYWEST** Airlines executive chairman, Jeff Chatfield has increased his ordinary shares in the company to 16.09%.

The change comes following the inheritance of 20,855 shares.

## Anantara BKK open

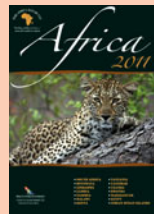
**ANANTARA** Bangkok Sathorn has opened its doors, launching the brands first urban hotel.

The property is located in Bangkok's business and entertainment district.



## 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](mailto:brochures@traveldaily.com.au).



### Africa Safari Co - Africa 2011

Product in South Africa, Kenya, Tanzania and Madagascar has been expanded in the new 2011 brochure to incl eco friendly & interactive product. New tours incl Batelaur Eco Safaris in the Big Five Timbavati private game reserve, Vet Safaris and the Chefs gone wild program in SA. Brochures via TIFS.



### Dragoman - Overlanding and Adventure Holidays

The brochure features overland journeys to Africa, North and South America, Asia, the Middle East, India and Nepal. Included is 11 new trips with a variety of overland, short adventure holidays, luxury, voluntary and family adventures. Represented in Australia by Adventure World. Brochure available via TIFS.



### 50 Degrees North - Nordic design tours

The Nordic Design tour in partnership with Great Dane Furniture is hosting an 18 day tour to discover the history and secrets behind the beauty of Scandinavian design. Escorted by Owner/Director of Great Dane, Anton Assad the small group tour of 16 people will take in artists and workmen of the local community. Tours departing on 20 Aug and 06 Sep. [fiftydegreesnorth.com](http://fiftydegreesnorth.com).



### Venture Holidays - Malaysia and Borneo 2011

This brochure includes new nature and rainforest escapes that have been included in select packages, visiting the likes of the Taman Negara NP and Mulu Caves in Sarawak. Also available is an expanded range of day tours incl cooking classes, in Kuala Lumpur, Langkawi and Kota Kinabalu. See [ventureholidays.com.au](http://ventureholidays.com.au).

## Trendsetter Travel & Cruise Centre

### TRAVEL CONSULTANT

**I'm looking for a dynamic and talented sales person to join our Lane Cove store**

The consultant of my dreams will be very competent, ably handling all quotes and bookings efficiently, accurately and enthusiastically. An ability to work independently within a small friendly team, and motivation to reach financial targets, is essential. Experience selling cruises and family holidays will be very favourably regarded.

The award-winning Trendsetter Travel & Cruise Centre was founded 19 years ago and is a member agency of Travelscene American Express, Cruiseco and Travel with Kidz. We enjoy a favourable relationship with our current clientele and I am looking to build on that success in this vibrant location.

**If you want to know more, and are interested in an excellent salary package and working conditions, please contact Adrienne Witteman in confidence on**

**0413 010 639**



**TRAVELINDOCHINA**  
Small Group Journeys & Independent Holidays

## Product Executive – Sydney

We are searching for a dynamic Product Executive to join our busy product department.

### Responsibilities include:

- Prepare product information, rates and inventory for loading to our databases and websites
- Fielding product queries
- Product delivery and quality control in association with our suppliers in Asia.

### Skills required:

- Communication, organisation, attention to detail, problem solving and team work
- High-level literacy and numeracy
- Microsoft Office applications and the ability to learn new systems/ programs quickly.

### Destinations of responsibility include:

China, Mongolia, Burma, Laos, Cambodia, Malaysia and Singapore. Direct experience in these destinations is highly desirable.

### What is in it for you?

An attractive and competitive package, commensurate with your experience; travel opportunities; comprehensive training and development; and opportunities for career growth.

**To apply, please send your full Curriculum Vitae and cover letter to Jackie Firmstone: [jobs@travelindochina.com.au](mailto:jobs@travelindochina.com.au) by 14 March 2011**

**Explore family space**

**EXPLORE** Worldwide has places available on its family orientated 15-day 'Thai Hillside Adventure' departing on 10 Apr, priced from \$1,936ppts land only.

**Aussie agents win Korean gold**



**ABOVE:** Kirsty Newsome of Skimax and Nathan Singh of Value Tours came home with gold medals after participating in the annual Fun Ski & Snow Festival in the Korean ski area of Yongpyong.

The pair were part of a group participating in a Korean Tourism Organisation ski famil, which coincided with an inspection of the Yongpyong and Alpenesia slopes as part of the area's bid for the 2018 Winter Olympics.

Munich in Germany, and Annecy in France are also bidding for the 2018 contest, with the outcome to be announced in Durban during Jul.

**globalCARS bonus**

**GLOBALCARS** is offering Aussie agents 15% commission on Citroen car leasing in Europe, with deals also offering up to 12 free days and other bonuses on new vehicles from just \$28/day.

Also on offer is a further three days for repeat customers and a 50% reduction on pick up and return fees at more than 12 locations throughout Europe, with the specials available for bookings made before the end of Mar.

Rates include full insurance and 24-hour roadside assistance.

More at [globalCARS.com.au](http://globalCARS.com.au).

**WIN A TRIP FOR TWO TO TAHITI**

**GET A BUNGALOW**



Ben Walters of FC Mawson Lakes sent in the following entry last Friday:

*Title: Paradise Blossoms*

*Tagline: Wading in the shallows at the beach... She had only planned on getting stuck into her novel...*

Tahiti Travel Connection & Travel Daily are giving travel consultant readers the chance to win a trip of a lifetime to Tahiti & Bora Bora! On this 7 night trip you will be staying at the gorgeous and newly-renovated Le Meridien resorts.

To enter, you need to come up with a title and tag line for this imaginary Tahiti-based romance novel. Keep it short and snappy (see our example above) and the most creative entry will win this dream holiday.

Email your entries to: [tahiticomp@traveldaily.com.au](mailto:tahiticomp@traveldaily.com.au)

[Click here for competition terms & conditions.](#)



**Accorhotels.com app**

**BLACKBERRY** and Samsung Bada smartphone users now have their own dedicated Accor app, which provides access to more than 3,000 properties.

**Caesars 24/7 cafe**

**CAESARS** Palace in Las Vegas is to open a new chef's cafe, with Central 24/7 to open in late summer 2011 serving "American favourites with a French accent."

**SALES CONSULTANT**  
*Ultra-Luxury Cruise Lines and Travel Products*

Wiltrans International, general sales agent for ultra-luxury international cruise lines and travel products, is seeking an enthusiastic, customer focused person for position of sales consultant in our reservation team.

*We are seeking someone with*

- International travel experience
- Sound Galileo and international air fare knowledge
- An appreciation of luxury travel products is essential

A dynamic attitude to securing sales for our cruise lines and **Sojourn** holiday products is integral to the role and satisfying in the promotion of prestigious travel products.

If you enjoy a friendly team environment located in modern central Sydney CBD offices then kindly submit your CV by 16 March to our Operations Manager in confidence at - [kylie.farrell@wiltrans.com.au](mailto:kylie.farrell@wiltrans.com.au)

**Celebrity X Cruises®**

**3 Day Europe Sale**

**Save \$300 per cabin\***

for new bookings on select 2011 Celebrity Europe sailings.

Book by 9 March 2011\*

1300 754 500

[www.celebritycruises.com](http://www.celebritycruises.com)

\*For details **CLICK HERE**

**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](http://www.traveldaily.com.au).

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

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

**Publisher/Managing Editor:** Bruce Piper

**Editor:** Guy Dundas

**Contributors:** Chantel Long, Lisa Maroun,

Jenny Piper and Barry Matheson

Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

**Travel Daily Group:**



**Advertising and Marketing:** Lisa Maroun (Manager), Lisa Martin and Magda Herdzik

Email: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

**Business Manager:** Jenny Piper

Email: [accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)





## OUR NATIONALLY BASED EXECUTIVE TEAM IS READY TO ASSIST YOU!

### INSPIRE, DELIVER AND LEAD INTO THE FUTURE MANAGING DIRECTOR

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. Your background will include executive level marketing & sales management inclusive of experience in the digital world.

### THE FUTURE LOOKS BRIGHT IN CORPORATE CORPORATE SALES MANAGER

SYDNEY / PERTH – SALARY PACKAGES OTE \$100K ++

Work on the cutting edge of corporate travel and join a global company that is expanding. If you can build rapport, 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 achievements, this position will put you on the front line of corporate travel and in the front seat to reap the rewards from growth. Interviewing now.

### A DYNAMIC LEADERSHIP ROLE IN 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 commercial acumen and have had extensive dealings with international product development, profitability, cost & margin control and competitor analysis with a proven track record of sustaining and delivering profits while managing your team. Join a company that is experiencing exciting growth.

### CORNER THE MARKET SENIOR SALES MANAGER

PERTH – SALARY PACKAGE OTE \$100K

This Senior Regional Sales Manager position will see you responsible for getting out there to secure regional contracts. You will be a strong and confident communicator with the ability to show outstanding results in delivering increased sales throughout your travel career. With your driven approach you will know how to develop relationships, make in-roads and deliver contracts signed on the bottom line.

### ACCOUNT MANAGERS - IT'S TIME TO PARTY

CORPORATE ACCOUNT MANAGERS and LEADERS

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 available at all levels, so be quick to have a choice.

### A SUPERSTAR BEHIND THE SCENES

TEAM LEADER FINANCE & ADMIN

SYDNEY – SALARY PACKAGE TO \$65K

If you love variety and have experience within an accounting, admin and customer service environment, you'll love this position with a great company supporting the Customer Service department. Your role will be to maximize productivity and workflow across your team, assisting across financial management, documentation, distribution, and customer relations. A great role for a jack-of-all-trades.

### GOOD WITH NUMBERS?

TRAVEL ACCOUNTANT

MELBOURNE – SALARY PACKAGE \$65k (neg on exp)

Use your strong analytical abilities to secure this role. Working with the Financial Controller your role will primarily be responsible for managing the company finances ensuring forecasted budgets and targets are being met while handling the day to day administrative requirements such as returns, reconciliations, cash flow, audit and compliance, invoicing and payments. Work in a great team environment.

### ARE YOU READY FOR A NEW CHALLENGE?

EXECUTIVE RECRUITMENT CONSULTANT

SYDNEY – SALARY PACKAGE \$80K +

Due to unstoppable growth, our national executive team is expanding. As part of our successful AA team, you will enjoy sourcing & selecting senior candidates, developing existing client relationships and building new ones. You will be rewarded with great perks including a top salary & other great bonuses. Essentially, we are looking for a confident travel professional with proven sales & communication skills.

## 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 Hebenton  
VIC, SA, WA  
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO [executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com](http://www.aaappointments.com)



## Discover Switzerland



### Your Invitation

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

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

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



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

[CLICK HERE TO RSVP](#)

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

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

#### Presenting Partners



#### In Association With





**inPlace**  
RECRUITMENT

**Enter Here**

**WIN \$1,000\***

## We're celebrating 30 years in travel recruitment

As part of our 30th birthday celebrations inPlace Recruitment are giving you the chance to WIN one of three \$1,000.00 gift vouchers of your choice\*. Sandra Chiles started the first specialist travel & tourism recruitment agency in Australia in 1981 and is still leading the way! **3 gift vouchers to be WON, so enter today!**

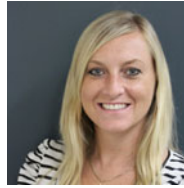


### Support Rep - Airline Industry

Our client is the world's leader in global distribution systems. They are currently expanding the team that supports their airline reservation clients. 7 day rotating roster, hours between 8am - 6pm so flexibility to work shifts is required. Some weekend work but not all. Airline background is ideal or knowledge of airline operations or reservations.

- ▶ Amadeus including Fares & Ticketing experience ess.
- ▶ Must be filled by 1st April, Sydney based
- ▶ Salary \$55K + super (penalty rates for weekends)

**Click here for more details or call Ben.**



### Corporate Online Support - MEL

This company is forward thinking and doesn't just follow suit! As an Online Corporate Cons. you will be dealing with business traveller's itineraries online. You will be the first point of contact for all requests and changes after the initial booking. Galileo CRS an advantage, cross training can be provided. Strong eye for detail & good domestic Fares & Tktg req.

- ▶ Opportunities for career progression
- ▶ Melbourne - Burwood location
- ▶ Salary up to \$45K + super

**Click here for more details or call Liz.**



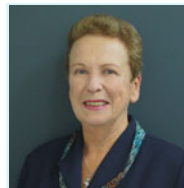
### Temp work in the UK

#### Corporate Travel Consultant - London:

Hugely successful corporate travel company with a cross network of international offices, encourages individual initiative, drive and ambition. Salary £13 p/h.

**Reservations Consultant - Surrey:** Join the reservations team of this rapidly expanding travel co, specialists in worldwide villa holidays. Salary £15,000 p.a.

**Airline Reservations Consultant - Manchester:** World class international airline seeks an Airline Reservations Cons. to undertake an array of tasks & responsibilities. Salary £8 p/h.  
**Call or email Kristi for more details.**



### Corporate - Take Your Pick!

Two reputable TMC agencies with national representation seek experienced Corporate Consultants for their professional teams. If you are a Domestic or Multi Skilled Consultant looking for a new challenge then this could be for you. Both agencies offer career development and a stable and rewarding work environment.

- ▶ Sabre or Amadeus CRS preferred
- ▶ Sydney CBD locations
- ▶ Salaries up to \$55K + super

**Call or email Sandra for more details.**



I warmly congratulate inPlace Recruitment - as an industry leading agency - on achieving its 30 year milestone. inPlace Recruitment should be very proud of the large number of people it has so ably assisted over this time.

Jayson Westbury, Chief Executive, AFTA

\* Conditions apply  
\*\*Australian residents only  
NSW Permit no. LTPS/11/01780  
Competition closes Friday 25 March 2011

**02 9278 5100**  
**www.inplacerecruitment.com.au**