

# Open Letter to All Travel Consultants

In the coming weeks you'll be asked to vote for the supplier categories of the AFTA National Travel Industry Awards.

**Bunnik Tours** has been nominated in the category of **Best Tour Operator - International** together with 17 other companies. Amongst them are some of the world's biggest and best known tour companies – you'll know them well because they are preferred with everybody and you'll have sold them regularly. Their large sales teams will be out in force looking for your vote.

Realistically speaking, as a small family-run company, we don't stand a chance against these big boys with their big budgets. If we make the finals (the top 5 go through) we'll be dancing till Christmas!

However before you vote we'd like you to take a couple of minutes to read the following letter. It was received last week from a client who was on our first tour back into Egypt since the crisis in February. If you haven't used us before it will help explain the Bunnik Tours difference (and hopefully give you the confidence to start recommending Egypt again).

## **EGYPT in March 2011**

*When the Revolution began in January we had just paid in full our proposed March trip to Egypt - so we decided to wait and see before cancelling, especially as rescheduling was not an option for us, due to fixed holidays. Dennis Bunnik's immediate leaping on a plane to Egypt - turning back his own tour groups which were still en route, and entering the country to ensure those already there got out safely - was perhaps the best testimony we could have that this was a company which took personal responsibility for the safety of its clients. Their website contained honest and helpful updates. It was clear that they had a long and stable association with their Egypt operators, who had been heroic in their assistance during the chaos.*

*Friends urged us not to go, but we kept in touch with Bunnik as the situation stabilised. Their information was 'on the ground' and ours was only through major news reports. As a family business Bunnik had a lot to lose if they pushed a risky tour, so we decided that if they believed it was safe we would go. By the beginning of March we were happy to hear that the tour would go ahead, and the fact that Marion Bunnik was prepared to base herself in Cairo during our tour was another reassurance.*

*Not being very brave (especially about flying!) I wondered how I would feel once in Egypt. I feel perfectly safe, and as tourists we have been welcomed enthusiastically. It is*

*clear that everyone is very excited about the hope for true democracy, and the mood is happy and positive. The people are proud of their country and of their army for supporting them.*

*Everywhere we have found people are polite and respectful to both male and female visitors, and a calm and cheerful temperament seems to prevail, even in the sardine crowds of the bazaar. Our tour bus is greeted in the madness of Cairo traffic jams with grins and blown kisses from adults and children alike. When they wave and smile and say, "Welcome to our country!" and "You are welcome in Egypt!" we feel that they mean it above the dollar value, because it comes even from people who are not selling.*

*Some people at home may worry about visiting Egypt because of serious events in other Middle East countries, but when you are here, you realise that is like worrying about Sydney because there are bushfires in Tasmania.*

*We are so thrilled that we came - and we're still only half way through our tour. Our Egyptologist guide, Eman, is brilliant, and we're looking forward to seeing and learning many more amazing things. Thanks, Bunnik, for the trip of a lifetime.*

**David and Susan Knight, SA,  
Egypt & Jordan Tour 19 March 2011**

So when you're voting please think of us and vote **BUNNIK TOURS**. We may not be the biggest but once your clients have tried us you'll have them for life.

Many thanks and all the best for the year ahead.

**Dennis Bunnik**, Managing Director

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# Travel Daily

First with the news

Tuesday 29th March 2011

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## New Skywest Holidays deal

PERTH-based Skywest Airlines has announced that effective immediately Discover West will run its Skywest Holidays operation.

The deal will see additional investments in marketing for destinations across the carrier's network, with Skywest Holidays to be "actively grown to reach its full potential as a highly focused short break and holiday provider".

Discover West md Nathan Harding told **TD** that his firm is WA's largest wholesaler, and works closely with Tourism WA to promote the state in domestic and international markets.

"We also work closely with Virgin Blue so there is a really

good fit with the Skywest partnership moving forward".

The partnership will see a new 32 page brochure, advertising campaigns and a customer contact centre, as well as a new dedicated online portal at [www.skywestholidays.com.au](http://www.skywestholidays.com.au).

### Bunnik front page

**TODAY'S Travel Daily** includes a special first front full page from Bunnik Tours in support of the tour operator's bid for National Travel Industry Awards glory.

Voting for the 2011 NTIA is now open - click below for details.

**Suppliers vote here**

**Agents vote here**

### Rail Europe loves GSAs

**RAIL EUROPE** says that its special insert in Fairfax weekend newspapers (**TD** yesterday) was aimed at encouraging more consumers to travel by train.

GM Richard Leonard told **TD** that currently 85% of Rail Europe's business in Australia is driven by its "strong network of general sales agents," with the major marketing initiative a key way of supporting this distribution.

### Seven pages of news

**Travel Daily** today has seven pages of news and photos, a front cover page for Bunnik Tours plus full pages: (click)

- TMS Asia Pacific jobs
- AA Appointments jobs
- Creative Holidays NTIA

### On TDTV today

**TODAY Travel Daily TV** features another exclusive video - this time showcasing Celebrity Cruises' fabulous new *Celebrity Eclipse* which debuted last year.

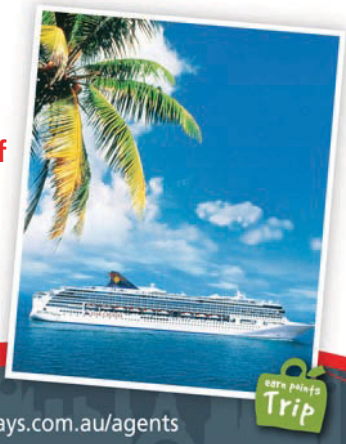
The video has now been released to coincide with the launch of **Travel Daily TV** programs which include the Australasian involvement of *Celebrity Solstice* (TD Fri).

**Travel Daily TV** also features an updated video showcasing last week's Texas Tourism visit to Australia - check it out now at [www.youtube.com/traveldaily](http://www.youtube.com/traveldaily).

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# Travel Daily

First with the news

Tuesday 29th March 2011

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## Travel Daily on location in Bordeaux, France

Today's issue of *TD* is coming to you from *Rendez-vous en France in Bordeaux*, courtesy of *Atout France and Air France*

REACHING the heart of France's Aquitaine region is simple, with Air France operating numerous daily services from Charles de Gaulle Airport, Paris to Bordeaux International Airport.

Another option of getting here is the more scenic rail route, onboard the TGV which operates directly from Charles de Gaulle right to the heart of the city.

The high-speed TGV operates a number of daily frequencies from Paris to Bordeaux, with journey time around three hours.

Passengers have the option of two travel classes on the TGV, 1st and 2nd, the main differences being more comfortable reclining seats in 1st class, with the option to request solo, duo or quad seats.

For more information on the TGV call your Rail Plus GSA.

Air France's closest hubs to Australia are in Hong Kong and Singapore, with there being a number of daily flight options to Paris that connect with Qantas and Cathay Pacific (to HKG) flights from local gateways.

## Web surge in French trips

AN OVERWHELMING majority (98.4%) of the 177,000 Australian stays booked in France in 2009 were made independently, statistics released from the French Tourist Board have revealed.

The Australian market makes up just 2.3% of the total foreign visitors arriving by air into France, but they still accounted for about 1.2 million overnight stays.

On average, Aussie visitors spent 6.6 nights in France in 2009.

The internet is the dominant channel people are using to help source information on the nation, with nearly 37% more using the web ahead of a professional travel agent or wholesaler.

And, they are also going online to book their French travel plans in droves, with figures showing a 19.3 percentage point jump to 50.4%, by people in favour of making reservations online.

The stats show travel agencies and tour operators are losing sales, down 9.7 points to 27.4%.

The number of bookings made through travel agency internet sites by travel agents has also soared, and is now up to 38.7%.

Over 3/4 of the Australian crowd booked their own travel arrangements, while over 22% travel individually with arranged

trips, and just 1.6% elected to travel in organised groups.

60.6% of accom booked by Australians was in the French two and three star category - double that of the 30% four star rate.

And the demographic for Aussie visitors to France is also more mature than other international markets by 3 years, with the average age now 41 years.

## Film Festival passes

THE German National Tourist Office is today offering *TD* readers the opportunity to win passes to the upcoming German Film Festival, which will take place at the Chauvel Cinema in Paddington, NSW.

There are two prizes on offer - a double pass for the opening night on Wed 06 Apr (which features an exclusive Q&A with the lead actor of the movie to be screened), and second prize of a double pass for any other screening in the festival apart from the opening and closing nights.

To win, be one of the first two to answer the following question: *Many German actors made it in Hollywood - think back to the 'Bourne Identity'. Who played the female lead role opposite Matt Damon?*

Email your answer asap to [gntocomp@traveldaily.com.au](mailto:gntocomp@traveldaily.com.au).



## INFORMATION OFFICER/MARKETING ASSISTANT

The Hong Kong Tourism Board is a dynamic, global marketing organisation whose mission is to promote Hong Kong as a unique, world-class, most desired destination. The Board requires an Information Officer/Marketing Assistant for its Australia, New Zealand and South Pacific operations based in Sydney.

The Information Officer/Marketing Assistant is mainly responsible for the consumer and trade enquiries/database, brochure stock control, front office duties, as well as ad hoc Marketing/P.R. projects on demand.

Candidates will have extensive computer skills, good presentation and communication skills, preferably with experience in a tourism-related field, together with a working knowledge of Hong Kong. Remuneration package will be negotiable but will include medical benefits and superannuation.

Applications should be sent by 06 April 2011 to E-mail: [anna.chui@hktb.com](mailto:anna.chui@hktb.com)



HONG KONG TOURISM BOARD

## Global Explorer update

QANTAS has issued an update on the oneworld Global Explorer fare, with a range of changes effective 01 Apr including the removal of JC (JAL Express) as a valid operating carrier.

## AFL Rd 1 Winner

CONGRATULATIONS

**Melissa Byron**

from *Fcm Travel Solutions*

Melissa is the top point scorer for Round 1 of *Travel Daily's* AFL industry footy tipping competition, and has won an overnight accommodation at any of the seven Vibe Hotels across Australia, courtesy of Vibe Hotels



## Major Prize Sponsors

1st Prize: 4-night holiday to Europe, courtesy of Emirates and Adina Apartment Hotels



2nd Prize: 4-night cruise in Fiji, courtesy of Pacific Blue & Blue Lagoon Cruises



3rd Prize: Apple iPad 2, courtesy of Compass Car Rental



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## Home based agent battle erupts

**THE** simmering rivalry between TravelManagers (TM) and Travel Counsellors (TC) looks set to explode into open warfare, with Travel Counsellors chairman David Speakman overnight issuing an open letter about the targeting of TCs by TravelManagers.

Speakman says he wrote to TravelManagers last year about the "tiresome and bordering on harassment" approaches to TCs which he said were "unethical and lacked integrity".

He cited a recent situation of a female TC who left about a year ago to join the rival group, but then decided to return to TC.

According to Speakman, TravelManagers has barred the

woman from working for Travel Counsellors until Jan 2012, and is also seeking undertakings from TC about the use of TM's "confidential information".

He said the "litigious approach ...is unedifying and unnecessary and should be given the oxygen of publicity."

Speakman says that he's also concerned about the treatment of home-based workers, with the consultant in this case "being used as a business football".

**MEANWHILE** Speakman also told **TD** this morning the firm is no longer planning to recruit a gm for its Australian operation "as we feel that our existing staff are more than adequate".

## \$230m in QF32 claims

**ENGINE** manufacturer Rolls Royce is facing a \$230m payout over the explosion of A380 engine number 2 on QF32 after departing Singapore in Nov last year, according to the ABC's *Four Corners* program.

Last night the show included an in-depth re-enactment of the drama which highlighted the skill of QF's pilots and how close the incident came to being a major disaster.

Rolls Royce declined to take part in the program, which featured Qantas ceo Alan Joyce and a number of other QF pilots and engineering staff.

Qantas is suing Rolls Royce for \$80 million over the incident, while QF's insurers have also lodged a \$150 million claim against the engine maker.

## Mantra looking at Oaks

**THE** Mantra Group is believed to be one of the parties interested in acquiring the collapsed Oaks Hotel Group, which is the subject of a takeover offer from Thai firm Minor International (**TD** Fri).

Oaks is facilitating due diligence from a number of suitors, according to the *Financial Review*.

## Disney Paris not so hot

**LESS** than 6% of Australian travellers visiting France included a trip to Disneyland Paris during their travels in 2009, a 10 point drop on the year prior.

Not suprisingly, the Eiffel Tower was the most visited attraction, with 77.5% of Aussies ascending the landmark, followed by Notre-Dame, the Louvre & Arc de Triomphe.



## Window Seat

**LAST** night's *Four Corners* show on the QF32 engine explosion included a candid quip from one of the pilots on board the plane about the quality of the Rolls Royce engine which exploded.

Dave Evans, who was in the cockpit as a Check Captain on the flight, related how his son had recently gone in for an operation, and the surgeon said "we're going to give him the Rolls Royce treatment."

"I said 'no thanks,'" Evans said.

**VISITORS** to New York's Bronx Zoo this week won't be able to look at the snakes, after the Reptile House was closed because one of the exhibits went missing.

Officials issued a statement saying they immediately shut the doors after noticing that a poisonous Egyptian cobra had disappeared.

They said they are confident that the 51cm reptile is "in an area of the building that's not accessible to the public".

## TA seeks Japan PR

**TOURISM** Australia has issued two formal Approaches To Market to provide Public Relations services in Japan as well as North Asia/China.

The tender documents require the successful bidder to deliver an annual PR strategy aligned to TA's Annual Operating Plan, as well as day to day activities including media monitoring and liaison, hosting, speeches, presentations and social media initiatives.



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Tuesday 29th Mar 2011

## Qatar moves ops

**QATAR** Airways has moved its operations in Alexandria to Borg El Arab Airport, effective 27 Mar.

## NRL Rd 3 Winner

CONGRATULATIONS

### Tasha Stokes

from *Virgin Atlantic*

Tasha is the top point scorer for Round 3 of *Travel Daily's* NRL industry footy tipping competition, and has won a complimentary family pass to Sydney Aquarium, courtesy of Sydney Attractions Group.



## Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai & Abu Dhabi, courtesy of Emirates and Jumeirah Hotels & Resorts



**2nd Prize:** 4-night holiday to Kuala Lumpur & Penang in Malaysia, courtesy of AirAsia & Parkroyal



**3rd Prize:** Apple iPad 2, courtesy of Compass Car Rental



## French repeat clients

**OVER** 40% of Australian visitors to France say they wish to return within two years to the country, according to figures collected in 2009 by the France Tourist Board.

And at the moment, 39% of Australian visitors are returning to explore more of France.

The Aussie market ranked highest in terms of 'personal reasons' as to why visitors chose to stay in France, at 92.7%, more than 10 percentage points ahead of Canada, and 11 ahead of Britain and Japan.

The average daily spend by an Australian visiting France is €128.

## Newmans 2nd winner

**NEWMANS** Holidays has announced its week two winner of its 'win one of five Ski Holidays in five weeks' competition.

Ali from STA Travel Chatswood has won return airfares to Queenstown, five nights accom at the Scenic Suites Queenstown, a three day ski lift pass and mountain transfers.

## Christchurch recovers

**THE** International Antarctic Centre in Christchurch has now reopened after the recent earthquake, joining other tour operations and activities which have been running as normal, including the Tranz Alpine Railway and the Up, Up and Away Ballooning adventures.

The recovering city now has 16 hotels open for business, as well as the new Linden Leaves Day Spa in the Chateau on the Park Hotel.

## Finely vintaged French ladies



**ABOVE:** Bordeaux Tourisme and Tourisme Gironde hosted int'l media attending the Rendez-vous en France trade show, including *Travel Daily*, on a winery visit to the Medoc region overnight.

Participants visited the stunning 18th century le Chateau du Taillan and its 16th century cellar, about 30 minutes from Bordeaux.

The chateau is popular with Australian tourists, according to manager, Armelle Falcry-Cruse, who came to sample the wines produced by the four female friends spread over four estates.

Called *Les Medocaines*, the winery produces 120,000 bottles each season, of which 70% is exported (but not yet to Australia as there is no importer).

The winery offers a range of experiences, including a Harvest Workshop, a Blending Workshop, Cheese and Wine Pairing and soon to launch, Wine and Beauty Workshop for the ladies.

Visits to the Chateaux can be organised at the Bordeaux Tourisme Office, or online at [www.lesmedocaines.com](http://www.lesmedocaines.com).

Pictured here at Chateau du Taillan, **from left** are, Chateau Loudenne representative; Veronique Baggio-Courtois, guide; Karin Labardin, Tourism Gironde; Maitena Idiart and Sophie Gaillard, Bordeaux Tourisme; Martine Cazeneuve, Chateau Paloumey; Anne Quimbrey, Tourism Gironde; and Armelle Falcry-Cruse; Chateau du Taillan.

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### Last week's \$1,000 winners are:

- Samantha Hoyland, BUSSELTON WA
- Rebecca Parkes, LAKE HAVEN NSW

### Last week's \$250 winners are:

- Blair Watts, WANTIRNA SOUTH VIC
- Katherine Barry, MANLY NSW
- Kim Hill, RUNAWAY BAY QLD
- Hayley Collison, TUGGERAH NSW
- Tina Johnson, DUNCRAIG WA
- Samantha Kurikawa, MELBOURNE VIC
- Callan Eaton, MELBOURNE VIC
- Rebecca Weidner, HIGHTON VIC
- Laura Kennett, SHEPPARTON VIC
- Rebecca Mackay, BRIGHTON VIC
- Melissa Shankland, MARION SA
- Derek Gesler, MORAYFIELD QLD
- Stephanie Dickson, MELBOURNE VIC
- Michelle Jude, BUNBURY WA

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## Money

**WELCOME** to *Money Talk*, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US1.032**

The Australian dollar overnight hit an all time high of \$1.032 against the US\$, with analysts forecasting that it will continue to rise to US\$1.05 over the next three months or so.

It's slipped back slightly now, but wide publicity for the record is likely to further boost sentiment for outbound travel.

The Aussie is also still strong against the British pound Sterling and the Euro - but unrest in the Middle East and ongoing strong demand for resources is driving oil prices up too, putting pressure on airlines as evidenced in the latest round of fuel surcharges. *Wholesale rates this morning:*

US	\$1.032
UK	£0.638
NZ	\$1.355
Euro	€0.724
Japan	¥83.15
Thailand	฿31.05
China	¥6.55
South Africa	R6.92
Canada	\$0.993
Crude oil	US\$103.82

## Norfolk Cudo promo

**NORFOLK** Island is the latest tourism destination to be promoted via the Cudo online group buying website (*TD* 25 Feb) with accommodation providers across the island promoting deals all this week.

Yesterday's special was a 50% discount on 7 nights at the Hillcrest Gardens Hotel priced at just \$229, and there are similar deals on offer at the Governor's Lodge, Poinciana Cottages, Cascade Garden Apartments, Fletcher Christian Apartments, Paradise Hotel and the South Pacific Resort Hotel.

Norfolk Air is also offering savings of up to 56% on airfares ex Sydney, Newcastle, Brisbane or Melbourne in conjunction with the specials, via a special "Cudo Booking Form" valid in "X" class for people who have confirmed bookings via the Cudo promotion.

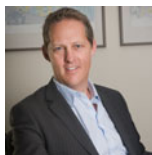
## Hainan adds 6 int'l

**HAINAN** Airlines is set to launch six new international routes according to agent GDSs.

New services from Hangzhou to Phuket are set for 23 Apr; Sanya to Kolkata from 24 May; Beijing to Okinawa from 02 Jun; Shenzhen to Jakarta on 20 Jun; and Beijing to Colombo effective 01 Aug.

## Dubai passengers up

**DUBAI** Airports reported a 5.2% year on year increase, up to 3.83 million, in passenger numbers during Feb for Dubai Int'l.



## AFTA UPDATE

The latest insights from AFTA's Chief Executive, Jayson Westbury

*IT'S* easy to see that the travel industry has once again launched into NTIA season with the opening of voting commencing this week.

Many nominees are out there fighting for the vote to become a finalist in the 2011 NTIA. It's a great time of engagement between suppliers and travel agents and a time when the relationship between the two become very evident, or not.

Remember you have the opportunity to cast your vote in the various categories to establish who will be a finalist this year and can do this at the [www.afta.com.au](http://www.afta.com.au) website.

This year has already proven to be a further record breaker with a 20% increase in the number of agent nominations and a consistent level for suppliers compared to last year.

The next few weeks will bring all the excitement and build-up that goes with this process which of course is in advance of the announcement of the finalists and the commencement of the judging process. A great time of year for the travel industry.

On another matter totally, it is hard not to make some comment about the NSW state election. The Coalition is clearly now in power in NSW and the overwhelming swing, which is also a record breaker, sets a path for all those in NSW for a change.

For the travel and tourism industry the NSW Coalition has been already very vocal about their plans. On the tourism front they have big plans for Sydney and NSW and I am sure it will not take long for these plans to start taking shape.

The policies released in advance of the election were all very well received by the NSW Tourism industry. For the travel industry I am confident of the support of the NSW Coalition for the ongoing travel review and I look forward to working with the new NSW Government along with the other state and territory governments as the next steps in the travel review take place.

AFTA is currently working on our response to the next phase of the review process.



## JAL repays creditors

**JAPAN** Airlines has made a one-time full repayment of claims resulting from its declaration of bankruptcy last year, with a Tokyo court confirming that this completes the airline's Corporate Reorganization Proceedings.

The carrier is now able to move forward, with a newly appointed board of directors which will "direct all efforts towards rebuilding the business.

"It will also fulfill its responsibilities as a public transport operator and continue contributing as much as possible to the regions in Japan stricken by the recent natural disaster," the airline said in a statement.

**MEANWHILE** JAL has also announced temporary capacity reductions on a number of its international routes due to reduced demand following the earthquake and tsunami.

A total of 74 weekly flights on 11 international routes will be affected during Apr, including services to Honolulu, Guam, Beijing, Shanghai, Seoul, Hong Kong and Taipei.

## Niue webinars open

**THE** Niue Tourism Office is advising agents that there are still a few places available for its Niue Island - The Adventure Island of the South Pacific webinar scheduled at 8.30am on 01 Apr. More info 1300 136 483.

## Air NZ domestic push

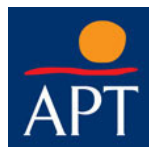
**AIR** New Zealand is aiming to aggressively build its NZ domestic market share in competition with Jetstar, with a significant capacity boost on its new A320 fleet.

An internal memo from Group GM Australasia, Bruce Parton, says a new fare structure would see all sub-\$100 domestic tickets sold using the grabaseat brand.

## Busabout Scottish add

**BUSABOUT** is offering a free three day Scottish 'Skye High' trip with Haggis Adventures when purchased with a Hop-on, Hop-off pass, between 04 Apr and 01 May 2011.

The three day tours must be taken this year and be based on standard departures - [busabout.com](http://busabout.com).



## Reservations Consultants Full time and Part time

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- Night shift available

APT is experiencing growth and is now seeking applications from Travel Professionals to join our Hampton/Cheltenham based Reservations team. These roles involve providing excellent customer service to our valued APT direct clients and travel agents. These roles are busy and varied so expect to provide product expertise, initiate sales, make bookings, and perform general administration tasks. Roles include part time (school hours available), before and after hours roles (6am-10am, 5.30pm-9.30 and 5pm-5am) and full time hours. **A minimum of 20 hours per week is required.**

Previous travel working experience is required along with computer literacy, a professional phone manner, good attention to detail, organisational skills, and the ability to work successfully within a team are all essential skills.

**Resume and cover letter including desire hours to:**  
[employment@aptouring.com.au](mailto:employment@aptouring.com.au)

## BA to Marrakech

BRITISH Airways has launched a new Morocco service, with thrice weekly flights to Marrakech from London Gatwick, effective 27 Mar, utilising 737s and A319s.

## WIN AN APPLE IPAD 2 THROUGH HAHN AIR



To celebrate the release of 'Your Rooster' service, **Hahn Air** has teamed up with **Travel Daily** this week and is giving one lucky reader the chance to win an Apple iPad 2.

Your Rooster is a pioneering service offered only by Hahn Air. It will exclusively waive one ADM per IATA number, once a year, which is related to HR-169 e-ticketing.

For your chance to **WIN** your very own Apple iPad 2, simply come up with a tagline for 'Your Rooster' campaign.

The most creative entry will win this fantastic prize, with the winner's name published in **Travel Daily** next week.



Some of the great entries received yesterday were:

- ◆ "ADM's are for the birds"
- ◆ "The ADM Chook-er"
- ◆ "Don't be hen pecked by cock ups"

To take advantage of 'Your Rooster' service, register on the Hahn Air website at [www.hahnair.com](http://www.hahnair.com).

Find Hahn Air on:   

Email your tagline to:

[hahnaircomp@traveldaily.com.au](mailto:hahnaircomp@traveldaily.com.au)

## Back to the farm in Rotorua



ABOVE: Destination Rotorua recently hosted this group of industry partners to the region, with the experience including the tasty Organic Farm Tour.

The wholesalers flew direct from Sydney on Air New Zealand's non-stop Rotorua flight, with the visit also including the iconic

Agrodome Sheep Show.

Pictured above from left are: Elizabeth Laughler, Value Tours; Kirra Worlton, APT; Daniel Massingham, Infinity Holidays; Belinda Strano, Scenic Tours; Gretchen Williams, Infinity; Paula Sarkis, Stella Travel Services; and Fotis Pliakouras, Viva! Holidays.

## SeaLink expands into Queensland

ADELAIDE based tourism and transport operator SeaLink Travel Group today announced the purchase of Queensland's Sunferries Group, which operates passenger ferry services from Townsville to Magnetic Island.

The acquisition includes three catamaran passenger ferries, plant and equipment, licences and a travel agency.

Seventy staff currently employed by Sunferries will be retained, and the deal will add about \$12.5 million to SeaLink's annual revenue, lifting it to almost \$80 million.

Sunferries md Terry Dodd will

become a director of SeaLink, and the deal has been funded by a combination of cash and equity, according to SeaLink chairman Giuliano Ursini.

He said the deal was a "major step forward for SeaLink" which currently operates several businesses including ferry operations to Kangaroo Island and in New Zealand as well as coach touring, charter, ski plus travel wholesaling and retailing.

Sunferries operates 19 return Magnetic Island services a day as well as voyages to Palm Island and charter services, carrying about 800,000 pax annually.

## Audi Academy Administrator

This is an exciting opportunity to utilise your travel expertise in the automotive industry. Audi Australia is one of the leading prestige automotive brands in Australia, and we are searching for an Audi Academy Administrator with a travel background, to join our team.

Recognised as the producer of the very best quality German luxury vehicles, the brand is attractive, sophisticated and technically advanced. Audi recognises that it can continue to reach its ambitious business goals by attracting and developing the most talented people, offering them exciting career development and providing the means and motivation to realise their full potential.

Audi has a very impressive line-up of new product arriving in Australia in the coming months and years. The Audi Academy is responsible for providing leading product, sales and technical training to our growing dealer network. We are seeking to employ an Administrator to support our Audi Academy.

### Reporting to the Audi Academy Training Manager, your responsibilities include:

- Coordinate all the logistics of all day to day training and training events
- Arrange flights, accommodation and transfers and communicate back to delegates
- Manage delegate lists and invitations
- Assist in preparing training reports
- Manage, maintain and update training websites
- Negotiate rates with venues & hotels for training and training events
- Communicate on a regular bases with Audi Dealership staff members any training correspondence

### The successful candidate will possess the following attributes:

- Exceptional time management skills
- Sound attention to detail
- Strong communication skills (both written and verbal)
- An ability to deal work to deadlines
- A friendly approach in dealing with training delegates
- A background in travel / corporate travel is preferred

**This is an outstanding opportunity to join the Audi Australia team. A detailed job description can be requested from Melissa Lombardo via email, [mlombardo@chall.com.au](mailto:mlombardo@chall.com.au)**

**If this role continues to be of interest to you, please submit your up-to-date resume and cover letter to by Monday, 4 April 2011.**

Audi  
Vorsprung durch Technik 

**ZQN expansion**

**QUEENSTOWN** Airport in NZ has commenced an NZ\$800,000 upgrade to its int'l arrivals hall and baggage claim area, with work to be completed in early Jun.



**FBI Travel at Club Med**

**THE** entire staff of Melbourne corporate travel specialist agency FBI Travel recently enjoyed a weekend at Club Med Lindeman Island, to celebrate the achievements of 2010 and plan for the year ahead.

The group spent a relaxed weekend together in the balmy Whitsundays environment, as well as participating in all of the 'ings': eating, sailing, swimming, tennis, trapezing, walking, drinking and dancing.

The agency's md Mark Chaskiel told **TD** he was unsure whether there had been any 'romancing'.

**Oprah's Oz Tweetup**

**OPRAH** Winfrey yesterday talked up her trip Down Under to her 5.4 million twitter followers during a hosted simultaneous "tweetup" that became the top trending topic on Twitter globally.

The iconic talk show host answered questions about her time in Australia late last year, saying "The most memorable was the ppl (sic). Love those Aussies!".

Winfrey was "beyond" moved by her visit to the Red Centre, tweeting: "Uluru... AWESOME is an understatement...would have been HUGE mistake to miss it".

**TRAVEL CONSULTANT**

Specialist wholesaler based in the north west of Sydney is looking for a consultant with a passion for Africa and adventure. This is the perfect job for someone wanting to make the move and work for a small dynamic company with lots of variety. Swap the commute to the city with a short easy drive to our office with staff parking.

If you love Africa and the Indian Ocean, and love selling holidays, then you are the person we are looking for to join our team.

Please email your resume to [Nick@abhols.com.au](mailto:Nick@abhols.com.au)  
Ph: 02 9651 3066  
[www.aboveandbeyondholidays.com.au](http://www.aboveandbeyondholidays.com.au)



**WIN A TRIP FOR TWO TO TAHITI** **GET A BUNGALOW**

*She lost her key... ..he had a suite solution*  
Le MERIDIEN

Tina Paschalidis of Diploma World Travel, NSW sent in the following entry:  
**Title:** *The Tahitian Whispers*  
**Tagline:** *Her Islands... Her way*

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.

**Rail surcharge increase**

**GREAT** Southern Rail has today announced a Fuel Ticket Price Surcharge increase for Platinum, Gold and Red Service tickets onboard its Ghan, Indian Pacific and Overland services from 18 Apr.

For the Ghan and Indian Pacific the surcharge rises to \$45 (Platinum), \$30 (Gold), \$20 (Red Sleeper) and \$10 (Day/Nighter).

GSR's Fuel Price Surcharges are commissionable.

**RCI 2012 Europe out**

**ROYAL** Caribbean International has unveiled its European schedule for 2012, which will see twelve ships operating in the region from a total of twelve main homeports.

**BA facing strikes**

**BRITISH** Airways is likely to be confronted with yet more industrial action in the coming months, after the carrier's cabin crew voted overwhelmingly in favour of a strike in their two year dispute with the airline over cost cutting measures.

The Unite union has not revealed any dates for the strike action at this stage, but said it would give seven days notice - which UK media has pantingly pointed out could affect the Easter Holidays and Royal Wedding weekend.

BA said it had made contingency plans for any strikes, adding that it is "time for cooperation, not confrontation."

**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).

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VIC, WA & SA – 1/167-169 Queen St – (03) 9670 2577 – [recruit@aaappointments.com.au](mailto:recruit@aaappointments.com.au)  
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### VIPCORPORATE TRAVEL TEMP SABRE AND SAM TRAINED

SYDNEY NORTH - EXCELLENT HOURLY RATE + SUPER

Fancy a VIP Corporate Travel role where you can utilise your fantastic consulting skills and VIP service? Looking for a fast paced environment? Want to feel welcome and part of the team? Well, look no further! This is a rare opportunity for a Sabre trained Corporate Consultant that would like to secure a long term temp role with the opportunity to go permanent. You will be rewarded with a top HOURLY rate and flexible hours. Take the first step and change your life for the better.

### PART TIME TEMP ROLE - RETAIL TRAVEL! GALILEO AND CROSSCHECK TRAVEL – HIGH END LEISURE SYDNEY NORTH SHORE - \$55K pro rata- paid hourly

Located in the leafy suburb of Crows Nest, our client is looking for a superstar travel temp to work on a part time basis. Hours are totally flexible and you get to pick the days you want to work! Now what client gives you this flexibility? You will be proficient using Galileo and Crosscheck travel, booking all aspects of travel for their leisure clientele in a retail face to face environment. This is a rare opportunity – so don’t miss out!

### NOT JUST A CARROT – THIS IS THE REAL DEAL! GROUP LEISURE CONSULTANT

MELBOURNE (INNER) – SALARY PACKAGE TO \$75K+ (OTE)

Tired of being told you have the opportunity to earn major bonuses, but in reality the targets are set too high to reach? This global travel company is one of the highest paying travel companies in the market and consultants are earning \$60K - \$75K on AVERAGE. So what are you waiting for? Not only will you enjoy the Monday to Friday hours, you will love the company & responsibilities this position calls for.

### MINGLE WITH THE SUPER STARS! ENTERTAINMENT & PRODUCTION CONSULTANT

MELBOURNE (CITY FRINGE) - SALARY PKG TO \$70K OTE

Tired of your current consulting role and not sure what’s next for you? This is one of the industry’s most sought after positions – booking travel for the stars! If you possess a motivated & energetic personality, have impeccable attention to detail & solid international fares knowledge, this role has your name all over it! Monday to Friday business hours are on offer, together with amazing perks such as VIP passes & free tickets!

### WEEKENDS ONLY

PART TIME CORPORATE TRAVEL CONSULTANT

PERTH (INNER) – HOURLY RATE \$50 + SUPER

Calling all senior corporate consulting looking to return to the industry or reduce their current working hours. This global TMC has seen dramatic growth and as such, requires more hands on deck to service their corporate clients on weekends and public holidays. To be successful you must have solid corporate consulting experience (recent), strong language skills & fantastic international fares knowledge. Galileo required.

### CALLING ALL JUNIOR CONSULTANTS

WHOLESALE CONSULTANT

PERTH (CITY FRINGE) – SALARY PACKAGE TO \$42K

This specialist wholesale travel company has an opening in their friendly & energetic office! If you are tired of the face to face consulting and would like to move behind the scenes, this role is ideal. To be successful for this position you must possess a minimum 6 months travel consulting experience, have knowledge of a CRS and have travelled to Bali. Monday to Friday hours only – NO WEEKENDS!

### NEED A LUCKY BREAK?

GLOBAL CORPORATE CONSULTANT

BRISBANE CBD - SALARY PACKAGE \$55K OTE

Want to be one of the lucky ones? Here is your chance! This award winning organisation has it all. You’ll work in a dynamic team who lives and breaths success, have access to fantastic training & career progression, earn a healthy \$ package plus great incentives and have every weekend off to do as you please. Sound too good to be true?

All you need is a min 2 years corporate experience and exceptional customer service. APPLY NOW!

### IMAGINE 6 WEEKS HOLIDAY EVERY YEAR!

BOUTIQUE CORPORATE CONSULTANT

BRISBANE CBD –SALARY PACKAGE TO \$60K

Are you dreaming of work/life balance? This position has it all. Work Mon – Fri hours, a strong salary and a fabulous working environment! You will have plenty of time to plan the holidays you’re dreaming of, as you also receive 6 WEEKS leave each year. Based in the CBD you will love working in this supportive team with a strong client basis. Essentially a min 2 yrs travel exp plus an outgoing personality is required.

CALL NOW TO CHANGE YOUR LIFE!



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HOLIDAYS HAS NOTHING TO  
DO WITH FLOPSY THE BUNNY**

**BUT WE'D REALLY APPRECIATE THE HELP**



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TOURISM INDUSTRY AWARDS.**

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