

Your new gateway to eXpertsplus points

Book Austrian Airlines, earn points for cash

Austrian
We fly for your smile.

www.lufthansaexperts.com

Travel Daily

First with the news

Wednesday 30th March 2011



Director of Sales, Corporate Travel

- Executive role
- 10 direct reports
- OTE\$200k

Contact **Stacy Balderson** or **Sally Frape** at **TMS Asia Pacific T: 02 9231 6444**
E: sally@tmsap.com

TMS
ASIA-PACIFIC
BNE • MEL • PER • SYD
BKK • HKG • SHA • SIN

ISSN 1834-3058

New Escape category

KEEN-eyed *Travel Daily* readers may have noticed that this year Escape Travel is entered in the *Best Travel Agency Group (100 outlets or more)* category in the National Travel Industry Awards.

Escape is eligible to enter this category as it now has 119 outlets across the country, and joins fellow nominees Travellers Choice; JTG's Concorde Agency Group, Harvey World Travel, Jetset Travelworld Network and TravelScene American Express; as well as Escape's parent brand Flight Centre.

AFTA is also reminding the industry that tickets are now on sale for the gala dinner (and the after-party) on 09 Jul at the Sydney Westin - book ASAP at www.afta.com.au.

To cast your vote in this year's NTIA click on the links below.

[Suppliers vote here](#)

[Agents vote here](#)

QF to cut capacity and staff

QANTAS ceo Alan Joyce said today that rising fuel prices are "the most serious challenge Qantas has faced since the Global Financial Crisis".

He was announcing a range of

Seat selection change

QANTAS has advised that effective from today travel agents will need to request seating from the seat map displayed in their GDS for all customers travelling in economy on QF int'l flights.

The move is a switch from the previous arrangement which saw seating automatically allocated according to seat preferences in QF Frequent Flyer profiles.

Customers in economy without a seat selected will have one allocated when they check-in.

Qantas said it would also shortly provide more information on "enhancements to Advance Seat Selection".

responses to the situation (**TD** breaking news), as well as detailing a \$140m impact on the carrier due to the Qld floods and cyclones and the earthquakes in Japan and Christchurch.

Jetstar will suspend up to four weekly return Japan flights plus some Christchurch domestic and Tasman services, while QF will drop its Perth-Narita flights.

Qantas will also retire two 767s early, reduce planned capacity growth in both domestic and international markets, as well as reviewing staff costs including some management redundancies.

Eight pages of news!

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

- AA Appointments
- Inplace Recruitment
- Creative Holidays

French gov't to create family holiday centres

FRANCE's Minister for Tourism Frederic Lefebvre has signed a deal with a major bank to create a fund to renovate the country's hotels over the next decade.

Speaking at Rendez-vous en France, Lefebvre said the move would enable the development of "family holiday centres", to be located across France, in coastal, mountain or regional locations.

"The agreement will enable us to offer new facilities through France," he told media yesterday.

Lefebvre also stated that the new international rating system that is to be adopted would allow France to lure a higher ranking level of international clientele.

He said that figures for 2010, although not fully consolidated indicate a 30% rise in foreign arrivals from emerging countries, "which are very demanding in terms of hotel quality."

More from France on **p2 and 8**.

TRADE.TRAVELNT.COM

CENTRE YOUR EFFORTS ON THE
RED CENTRE

Our online training program is your centre for learning



NORTHERN TERRITORY
travelnt.com

SuperStar Cruise Sale - Extended!

Book newly released 2011 season and take advantage of great earlybird savings!

Offer ends 31 March 2011.



The Leading Cruise Line In Asia-Pacific



Holidays qantasholidays.com.au/agents



London [^] from \$2055* return.

International Economy Return Departing Sydney:

Frankfurt \$1979*	Paris \$1935*	Dublin \$1939*
Munich \$1965*	Manchester \$2025*	Milan \$1889*

Make a booking for your clients today.

[^]Some flights operated by Etihad Airways.

International airline of



Vaustralia

*Fares quoted are departing either Sydney via Abu Dhabi, departing Sydney via Melbourne via Abu Dhabi or departing Sydney via Brisbane via Singapore via Abu Dhabi. All fares are subject to availability and may vary until ticketed and are for International Economy return travel ex Sydney. Conditions and travel restrictions apply. Flights to and from Frankfurt, Munich, and Moscow are subject to government approval. Valid for travel between 21 Mar - 30 Apr 2011, 20 Sep - 25 Nov 2011 and 12 Jan - 29 Feb 2012. Seats are limited and may not be available on all flights or peak days. Credit/debit card charges of \$25 per person per booking apply. Tickets purchased through the Guest Contact Centre cost \$50 AUD or more. Flights between Sydney and Abu Dhabi are operated by V Australia and Etihad Airways. Flights between Melbourne/Brisbane and Abu Dhabi are operated by Etihad Airways. Connecting flights between Australian domestic ports are operated by Virgin Blue Airlines. Connecting flights between Abu Dhabi and London, Paris, Manchester, Frankfurt, Munich, Milan, Istanbul, Geneva, Dublin, Athens and Moscow are operated by Etihad Airways. Fares are correct as at 21 March 2011 and are subject to change. Fares are only refundable before the day of travel and a \$200 AUD per person charge is applicable. Refunds on or after the day of travel are not permitted and fare will be forfeited. Fares are on sale from 11.59pm 29 March 2011 until 11.59pm 18 April 2011 unless sold out prior.

Junior Corporate Cons

- ▶ 50% Corporate/50% Leisure
- ▶ Sabre and Tramada required
- ▶ Minimum 1 year retail travel exp.
- ▶ Sydney CBD, great career opportunity

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



www.inplacerecruitment.com.au

Travel Daily

First with the news

Wednesday 30th March 2011

Le Long Weekend



New Caledonia is your boutique island escape
... less than 3 hours from Australia



CLICK HERE

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**

THIS year's Rendez-vous en France has around 20 Australian delegates among the 800 strong foreign French travel specialists, the largest Aussie contingent ever.

Overnight, day 1 of the workshop saw buyers meet with sellers for 20 minute sessions to discuss products and arrange new contracts.

Delegates have come from 57 countries, including South Africa, Brazil, New Zealand, China, India and Israel to name just a few.

Aussie companies here include French Travel Connection, Flight Centre, France Tourism, France Vacations, Harvey World Travel, U-Tracks, and Sun Island Tours.

About 40 pre-workshop famils were organised in the lead up to the 2-day workshop, with Aussie reps having the chance to explore regions of France including Pau-Pyrennes, Burgundy, Champagne-Ardenne & Perigueux/Isle Valley.

French tourism restrategises

THE French tourism authority is in the process of developing an all new web platform that will enable clients worldwide to book customised holidays online.

The move supports recent stats that show international markets, particularly those from Australia, are relying more on the internet to research and book travel arrangements (*TD* yesterday).

France's Minister for Tourism, Frederic Lefebvre, announced details of the plan overnight in Bordeaux at Rendez-vous en France, saying that the current web-based tools on offer through Atout France were "not worthy of handling French tourism."

Lefebvre said it was "vital" for France to change its promotional strategy abroad to reclaim the title of the most popular tourism destination in the world.

"In France we tend to boast that we are number one in tourism, with 80 million tourists visiting the country each year.

"But you need to look at the reality as it is, we are now 3rd and if we don't act we'll find ourselves in 4th place."

"To return to the number one brand globally we need to change things considerably, and move away from reliance on our historic heritage, such as cities, monuments and landscapes."

Lefebvre said there was a need to develop tourism in the nation's 'living heritage', such as through cuisine & wine tourism, arts & crafts, and shows & theatre.

"We need to develop themed tours so that all the tourists from around the world want to come to France, based on their passions and interest.

"If we meet this challenge, people will stay longer," he said.

The new website has been two years in the making, and Lefebvre said he hopes it will be rolled out in May, in French and English.

The portal initially will start with a small search engine so "tourists from all over the world and domestically, can put together their own trips, based on their own interests."

The project involves "state and regional tourism divisions working hand-in-hand, irrespective of their politics," Lefebvre stated.



THE NORWEGIAN FJORDS

15 DAY CRUISE DEPARTS 5 AUGUST, 2011

FARES FROM
\$3,930

PER PERSON

Portsmouth to Portsmouth

Norway is one of the most beautiful countries in the world with cities such as Stavanger, Trondheim and Bergen that are, themselves, places of great beauty. Contrast these bustling cities with remote landscapes, scenic fjord cruising, hikes through the mountains and the engineering miracle that is the Flåm railway and enjoy the perfect summer cruise.



TERMS & CONDITIONS APPLY

WWW.SWANHELLENIC.COM.AU

Vote for Qantas Holidays
in the 2011 AFTA NTIA Awards:

- Best Wholesaler Australia Product
- Best Wholesaler International Product

Holidays Click here to vote now! **viva! holidays**

2011 EARLYBIRD SALE

ENDS TOMORROW!

HURRY... book & pay by 31 March 2011

Call 1300 363 500 or visit www.driveaway.com.au

DriveAway Holidays

ABN 67 107 041 912 Lic No. 2TA6087



THAI's 40-day Anniversary Sale on Now!

Celebrating 40 years Australia/Thailand route since 1st April 1971
Great Savings Across the Network...

Book/ticket by 26 Apr '11, travel up to 30 Nov '11.

See thaiairways.com.au for the latest news and information.





FRENCH TRAVEL CONNECTION

CANAL BARGES
Save
€700



Best Economy Class.
Business Traveller
Middle East Awards 2010

QATAR
AIRWAYS القطرية



Q bag tags on sale

NON-premium pax wanting to use QF's electronic Q Bag Tags can now buy them for \$49.95 online at the Qantas store.

MUST ATTEND WORKSHOPS



BUSINESS IS BOOMING

Get on-board and learn how!

HURRY BOOK NOW!



MAXIMUM OCCUPANCY

Learn how to get your hotel to reach maximum occupancy

HURRY BOOK NOW!



HOW TO BEAT THE INTERNET

A webinar for travel consultants

BACK BY POPULAR DEMAND



CLICK HERE TO BOOK
www.tafastrack.com.au

Expedia, AirAsia form new JV

WEBJET and other OTA's may lose the ability to distribute AirAsia X flights, under the newly announced agreement between the Kuala Lumpur-based airline and Expedia (*TD* breaking news).

As well as forming a joint venture which will operate Expedia branded businesses in Japan, India, Southeast Asia and "other East Asian markets," the deal makes Expedia the "exclusive third party travel provider for AirAsia inventory" worldwide.

Expedia told *TD* that the deal would allow for limited short term promotional exceptions with non-travel related partners, while "certain existing online distribution agreements for AirAsia flight products will

continue for the time being".

The new Asian joint venture will have the exclusive online third-party distribution rights for AirAsia and AirAsia X flights and travel packages, and will also operate AirAsia's AirAsiaGo and GoRooms businesses.

Simultaneously with the announcement Expedia launched new Malaysian and Thai websites, with the company's chairman Barry Diller saying that by partnering with AirAsia "Expedia is taking an important step in developing our global position."

AirAsia founder Tony Fernandes said the partnership comes "at a time when online travel bookings are exploding in the region."

As well as the newly launched sites, the JV will operate Expedia's existing businesses in Japan, India and Singapore.

Webjet currently sells AirAsia X flights, and the company's md John Guscic suggested that the Expedia-AirAsia deal would mean that consumers and competing airlines may be worse off, with Expedia showing an "obvious preference to one carrier".

He contrasted the Expedia approach with Webjet's 'agnostic' offering providing consumers with the "broadest and most robust range of travel options".

PNG cargo move

PACIFIC Air Express has applied for 17.5 tonnes of weekly cargo capacity to Papua New Guinea, according to the International Air Services Commission.

The carrier is applying for the capacity which was relinquished last week by Heavylift Cargo Industries (*TD* Fri), with Pacific Air Express saying it needs the additional allocation due to the continuing growth of traffic which means that its freight services are "regularly overbooked".



Window Seat

YOU never know, China may one day host the FIFA Soccer World Cup tournament.

And in preparation for that great day, a group of Shaolin Monks have created a special training school which combines soccer skills with Kung Fu.

40 novice monks are taking part in the training at the Shaolin Monk Football Training Base, with ball skills complemented by Kung Fu activities to boost balance and leg strength.

AVID cruise fans may be tempted to bid on a used aircraft carrier, which has been put up for sale by the British Ministry of Defence.

The Royal Navy's *Ark Royal* was decommissioned earlier this month as part of government budget cuts, and is now up for sale on www.edisposals.com.

Bids are due by 13 Jun, with some suggestions for the 1981-built warship including mooring it in London as a helipad.

But it won't go to just anyone - the govt must be "assured of the viability" of the purchaser, including how they intend to store and maintain the ship.

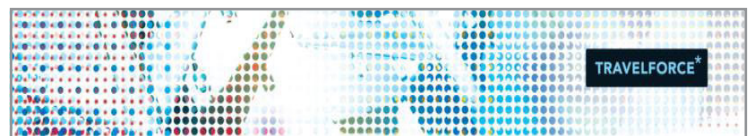
Looking to break into Hotel and Tourism Sales and Marketing?



Randall Marketing is one of the most respected and successful travel and tourism marketing companies in the Asia-Pacific region. Due to significant growth we are now looking for a Marketing Assistant to join our dynamic team based at our Head Office in Sydney.

We are seeking someone with a can-do attitude and with travel wholesale/retail and/or travel marketing experience. We will also consider recent marketing graduates. In return we offer a competitive remuneration (c \$35K + super), excellent travel benefits and a dynamic, friendly and exciting working environment and an opportunity to go places - literally!

Please send your cv to charlie@randallmarketing.com.au



Wanted

Motivated, enthusiastic personnel with travel industry experience

Passionate, skilled domestic travel executive

Travelforce has been one of Australia's leading Travel Management Companies for more than 35 years.

We have a position available for a domestic travel executive with at least 2 years experience. A natural service attitude and friendly personality, combined with the ability to work with speed and accuracy, is essential.

Enjoy a competitive salary, have the benefit of a deluxe office environment in the heart of Sydney's CBD and be part of a lively, energetic team.

For more information click [here](#) or call 1300 36 36 96.

Whatever it takes

Travelforce
345 George Street
Sydney NSW 2000

Wednesday 30th Mar 2011

Card fees under review

HIGH fees charged by airlines and taxi companies for processing credit card payments are under the Reserve Bank's microscope.

RBA Assistant Governor Malcolm Edey told a payments industry conference in Sydney yesterday that surcharges are under "continuous review".

Airlines are particularly in focus because in some cases their fees amount to as much as 15% of the total transaction cost - despite average merchant fees of under 1%.

AF/CSA cut codeshare

AIR France and CSA Czech Airlines have terminated their codeshare agreement, with the move effective last Sun 27 Mar.

Previously the comprehensive pact saw the AF code placed on 16 CSA operated routes from Prague, as well as 11 Air France routes within Europe.

CSA said that despite the move it would continue to be part of the SkyTeam alliance with AF.

And oh, how the little people danced...

FORGET flying all the way to the UK - an enterprising WA couple are well on the way to launching their own version of Stonehenge, based in Esperance on the Great Australian Bight.

Jill and Kim Beale are getting the gigantic "trilithions" from a nearby quarry, with the attraction set to comprise 137 huge pink granite stones weighing a total of 2500 tonnes.

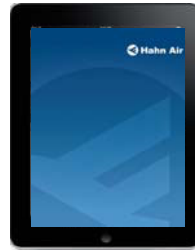
It's not clear at this stage whether druids will be involved with the mystic monument, which is expected to open to tourists sometime in May.

Originally an Australian Stonehenge was planned for the Margaret River region, but the project fell through and the Beales decided to erect their own version of the standing stones using the now surplus rocks which are being quarried near Esperance.

Although some have scoffed at the move, the Beales may yet have the last laugh, with the original version in Wiltshire in the UK attracting about 900,000 visitors last year.

Admission charges for the WA version haven't been finalised at this stage, but are estimated to be about \$15 for adults.

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.

Your Rooster

"YOUR TAGLINE HERE" 



Some of the great entries received yesterday were:

- ◆ "More cock-a-doodle-do for you"
- ◆ "ADM's? No cocking way!"
- ◆ "Guaranteed to be a commission booster"
- ◆ "Peck Up Your Game"
- ◆ "It's Hahn's in the Air, everywhere you book around"
- ◆ "Your ADM Terminator"

To take advantage of 'Your Rooster' service, register on the Hahn Air website at www.hahnair.com.

Find Hahn Air on:



Email your tagline to:
hahnaircomp@traveldaily.com.au

earn your wings
for a chance to take off to abu dhabi.



Become highly knowledgeable and land yourself a great prize. Virgin Blue Group Elite Flying School is an online training program, in 13 easy to complete parts. The first 8 people to finish will be winging their way to Abu Dhabi in the United Arab Emirates*. So if you want to go far, go online now.

The prize includes: Return flights on V Australia, 3 nights accommodation at a Hilton hotel, 2 full day tours - Orientation tour of Abu Dhabi, including the Grand Mosque, a Dune Dinner Safari, Falcon Hospital.

www.eliteflyingschool.com

polynesianblue

pacificblue

Vaustralia

Virgin blue



ABOVE: It was probably a lot more fun than queuing up to vote in the state election!

Travelscene Holidays, in conjunction with Emirates, hosted these NSW/ACT travel consultants on a whirlwind TSAX "stay connected" educational in New Zealand last weekend.

The group is pictured above at the Auckland Pullman Hotel, from

left: Louise from Holidays on Sale; Cathy of Viator; Amber from Travelscene Canberra City; Ivette Velasco, Emirates; Jen from Travelscene Albion Park; Katelynne from Travelscene Camden; Samantha and Belinda from Travelscene Shellharbour; and in front, Darren Evans, Travelscene Holidays Sales Manager NSW.

new opportunity!

customer service representatives

- Opportunity to sell a great product;
- Work as a part of a fun and enthusiastic Customer Service team;
- Good personal and professional growth prospects;

Cover-More is Australia's largest Travel Insurance provider. We are a people focused global organisation that recognises individual and team efforts.

Our continued growth means we are looking for enthusiastic and experienced Customer Service Representative to join the team, based in our North Sydney office. The ideal person has previous contact centre/travel agency experience.

Motivated candidates are asked to send their applications, including a brief resume, to;

email: robynk@covermore.com.au

closing date: 30th April 2011

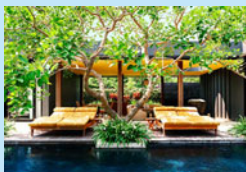
Cover-More® Travel Insurance
"...travel insurance you can trust"

Accommodation Updates

WELCOME to *Accommodation Updates*, *Travel Daily's* Wednesday feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description to accomupdates@traveldaily.com.au.



The **Pan Pacific Perth** has unveiled a \$4.5 million refurbishment of the convention Level. The area can hold 200 guests in the 2120sqm space, including meeting rooms, pre-function areas and the Golden and Grand River Ballrooms.



W hotels Worldwide has unveiled the **W Retreat and Spa Bali** in Seminyak. The hotel offers a signature W Lounge in the hotel lobby, bars/restaurants, 158 retreats & suites plus 79 villa retreats, with one, two & three bedroom villas each with private entrance & pool.



Novotel Bangkok Suvarnabhumi Airport Hotel, Thailand has launched a new '24 hours flexi' service offering guests the flexibility of checking in and out through a 24 hour period, and only paying a one night stay rate.

TravelManagers denial

TRAVELMANAGERS says claims by rival group Travel Counsellors that it's barred one of its consultants from switching back to TC are untrue (*TD* yesterday).

TM ceo Joe Araullo said that the company doesn't want to enter a public debate, but stressed that the company "does not wish to prevent a personal travel manager from trading as part of another organisation if they wish."

"However, like most successful businesses, [TravelManagers] does need to protect its business by restricting the disclosure of its confidential information to competitors."

"TravelManagers is currently in a contractual obligation with the individual in question and as a result we will be working with them directly rather than through the media," Araullo concluded.

GNTO movie winners

THERE are clearly a lot of German film buffs in the Australian travel industry, with an overwhelming response to the exclusive German National Tourist Office movie comp in yesterday's *TD*.

The winner of the opening night double pass was **Esther Lee** of Flight Centre Wahroonga, while the second prize went to **Kelly Clarke** from BCD Travel.

BA/IB extend pact

ONEWORLD members British Airways and Iberia - both now having a common parent company - have expanded their range of codeshare services.

Effective 01 Apr the IB code will be added to BA's Middle East, Mexico and South Africa routes, while BA will codeshare on IB's Central America and Mexico flights.

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
Ph: 02 9651 3066
www.aboveandbeyondholidays.com.au

Above&Beyond

Wednesday 30th Mar 2011

DJ planning Coles deal

VIRGIN Blue's revamp of the Velocity loyalty scheme is likely to include a tie-up with the Coles-owned FlyBuys program, according to today's *Financial Review*.

It's believed that a proposed deal could see a partnership similar to that of Qantas and Woolworths, under which shoppers would earn Velocity points for Coles purchases.

Last month Coles took 100% ownership of the FlyBuys scheme.

Friday is D-Day

A **LEADING** lawyer has described this Friday's deadline for submissions to the SCOCA probe into consumer protection as "D-Day for the travel industry".

The industry consultation period will finish this week, with Bridget Edgill of law firm Truman Hoyle saying that regulation is long overdue for a revamp, with travel agents today "struggling with financial and administrative burdens in order to comply with the 25-year-old regime".

QF companion sale

THE special Qantas business class fares currently on offer (**TD** Mon) are valid when two or more people book and travel together in business class.

The current QF Global Sale is valid until midnight tonight AEDT, and there are also special fares available for individual bookings in economy and premium economy class.

IATA getting gloomy

THE ongoing Middle Eastern strife is estimated to have cut international passenger numbers across the globe by about 1%, according to IATA's latest figures.

Although there was global growth of 6% overall in Feb, outgoing IATA ceo Giovanni Bisignani said that "another series of shocks is denting the industry's recovery from the recession".

He said that Mar figures were also likely to be hit by the earthquake and tsunami in Japan.

The overall global load factor dipped 2.2 points to 73% as capacity grew faster than demand with high fuel prices also a worry.

"The industry fundamentals are good, but extraordinary circumstances have made the first quarter of 2011 very difficult," Bisignani added.

SAT welcomes lovely Lalie



OVER 150 industry guests attended a stylish cocktail event at The Hilton Hotel in Sydney last night to welcome South African Tourism's new country manager Australasia, Lalie Ngozi.

Ngozi thanked suppliers for their continued support in helping to promote South Africa as a destination of choice.

"It's comforting to see the small group of wholesalers we have producing volume", she said.

At last year's World Cup event in South Africa, Australia was the fifth most represented country, attracting over 108,000 visitors.

"South Africa is a brand we're not shy to market", Ngozi said.

In her new role as country manager, Ngozi and her team plan to "reach out more to the consumer" this year, promoting the country's adventure offerings.

SAT will roll out a new campaign during INDABA this May, which "will allow people to become more intimate with our brand".

Also to launch at the annual trade event will be a new Convention Bureau, assisting in the growth of the MICE market.

Pictured *above* in the Zeta Bar is the team from the SAT Australian office: Margot Abrahams, Themba Mdlovu, Tommy Lindblad, Lalie Ngozi, Rob Gurr and Eric Lewanavanua.

Thank you to all our suppliers



QBT would like to thank its suppliers for nominating us in the category of **Best National Corporate TMC**

Voting has now opened and suppliers can make their vote count by visiting afta.com.au/NTIANominationsVoting

We are proud to be recognised in this forum and look forward to working with you in 2011

www.qbt.travel

QBT

New Horizons into WR

NEW Horizons Holidays has joined the Travel Corporation's World Rewards loyalty scheme, offering points on bookings to Asia, Africa, Mauritius, Dubai and Oman.

African Safari Co bounds around Oz

The African Safari Co has seen a 20% year on year rise in sales in the first three months of the year, and aims to further boost business with five roadshows throughout Australia, the last one of which was in Sydney last night.

Speaking to **TD** Susie Potter, The Africa Safari Co ceo said the roadshows are a good way of "lifting the profile of the company again" showcasing "good quality product"

with nine African exhibitors promoting 12 countries in Southern and Eastern Africa.

"Exhibitors have come out to speak to the retail agents" to offer information about the country that they might not otherwise have had, with 120 people attending last night's function and on average 90 agents attending each event in Perth, Adelaide, Melbourne and Brisbane.

Potter said she was happy with the attendance, which follows the



launch last month of the firm's new Africa 2011 brochure.

Additional product in the program includes a new 'Chef's Gone Wild' itinerary at Kruger National park, where a chef will teach African cooking lessons.

Also new is a walking and interactive safari in Kruger, while the Pezula Resort Hotel and Spa is one of several new properties on the company's books.

For the second year TASC will operate a number of specialist escorted tours - Ben Britton (inset

left) from conservation group Wild Animal Encounters will escort a *Wild Animal Encounters Group Safari* in Jun, while author of *The Delta*, Tony Park (inset middle) will lead *An African Safari with Tony Park* departure in Jul.

Pictured above are Susie Potter and TASC marketing manager Wayne Hamilton.



Marketing Manager

Advance your career with Australia's largest travel company



Are you passionate about travel, and have experience within the industry? Infinity Holidays has a fantastic opportunity for a Marketing Manager to join their dedicated Brisbane team. This position is offered on a 12 month contract.

Within this highly diverse, 'hands on' role, you'll cultivate relationships with internal partners, the Flight Centre retail network plus trade and tourism bodies to enhance Infinity's position in the travel market.

This is your chance to advance your career in something you believe in!



ApplyNow.com.au/Job23552
Apply Online or Call 1300 366 573

Brunei MEL debut

MELBOURNE Airport this morning welcomed its inaugural Royal Brunei Airlines flight, which sees the commencement of the carrier's four times per week non-stop MEL-Brunei services.

Airport ceo Chris Woodruff said BI was MEL's 27th international carrier, with the addition also supporting the airport's top two long-haul markets, China and the UK via BI's "extensive Asian and European networks".

NZ cruise numbers up

CRUISE passenger numbers in NZ soared 36% in 2010, according to figures released this morning by the International Cruise Council Australasia.

ICCA gm Brett Jardine said that cruising continues to boom across the globe "and New Zealand is very much part of this growth story".

Last year 42,886 Kiwis took a cruise holiday.

ICCA's 2010 figures for Australia will be released next Mon.



COUNTRY MANAGER AUSTRALIA, ADTA - Maternity Leave Replacement

The Abu Dhabi Tourism Authority (ADTA) is the statutory body established in 2004 with wide ranging responsibilities for the promotion and development of the emirate's international tourism industry.

Passport Marketing, a division of Hill & Knowlton, currently has an exciting role available for the right candidate to lead the Abu Dhabi Tourism Authority account, based in Sydney. This role is a 12 month full-time maternity leave position and is responsible for raising the profile of Abu Dhabi as a world-class tourism destination and increasing visitation to this exciting emirate. You will need to be motivated, well organised and preferably have represented a tourism body in a similar role.

The successful applicant will possess the following:

- A proven track record in a similar role in a tourism-related field in Australia
- A strong background in Sales and Marketing; project management experience
- Established strong relationships with travel industry, travel trade and consumer lifestyle media in Australia
- Ability to develop and implement a marketing and public relations plan in line with ADTA global strategy
- High level negotiation, communication and presentation skills and ability to interact with a wide variety of tourism industry, media and senior management
- Previous experience working with various cultural backgrounds and business practices
- Demonstrated ability to manage large budgets and all finance related procedures
- Track record in event organisation
- Experience managing a team of direct reports
- Ability to research and evaluate proposals from media representatives and non-traditional partners
- Ability to research and analyse opportunities for new product which could be introduced to the market in Australia

Minimum of 8 years experience required and tertiary qualifications in marketing or related field is required.

Remuneration package negotiable and will be dependent upon relevant experience.

Apply now by sending a covering letter that outlines your suitability for the role and an updated CV to careers@hillandknowlton.com.au by Friday 8th of April 2011.



Aston adds SiteMinder

INDONESIAN hotel group Aston International has signed with SiteMinder to help manage its direct bookings and global third party website reservations.

Oui oui, another glass Patrick!



ABOVE: Attendees at the 2011 Rendez-vous en France workshop being held in Bordeaux enjoyed a fantastic welcome reception at the Palais de la Bourse on Mon.

Over 2,000 delegates came together to sample the creme de la creme of locally produced wine varieties and fresh produce in the Bordeaux Stock Exchange.

Aside from tucking into some

full bodied reds and delicate whites, delegates were treated to an amazing sound and laser light show beamed onto the facade of the 18th century landmark.

Flight Centre's Yvonne Chapple is seen here receiving a top up from Atout France Australasia director Patrick Benhamou, at one of the many local wine stations showcasing their product.



**Reservations Consultants
Full time and Part time**

- Pre/Post & School hours available
- 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

WIN A TRIP FOR TWO TO TAHITI

GET A BUNGALOW

Kylie Foster of Travelworld Port Macquarie, NSW sent in the following entry:
Title: Desire
Tagline: Temptation was only a Meridien away... but would she let Tahiti seduce her?

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

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

QF numbers up

QANTAS Group passenger numbers for Feb rose 5.1% to 3.3 million, with growth strongly driven by Jetstar.

QF mainline domestic numbers fell 0.8% during the month.

Thailand update

DFAT has reissued its Thailand travel advice, with the level for the area around the Pri-Viharn temple on the Thai-Cambodia border increasing to 'Reconsider your need to travel'.

AIR MAURITIUS

Business Development Executive, Sydney

Air Mauritius, an international airline, operating out of its base in Mauritius has an exciting and challenging position for its office in Sydney.

A detailed job description is available on the Air Mauritius website <http://www.airmauritius.com/vacancies.htm>

An application form can be downloaded at <http://www.airmauritius.com/aboutus/mkexternalvacancy.pdf>

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.

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

Travel Daily Group:

Advertising and Marketing: Lisa Maroun (Manager), Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au





AA APPOINTMENTS

RECRUITMENT CONSULTANTS

**AA HAS BEEN NOMINATED FOR
BEST AGENCY SUPPORT SERVICES!
TO SHOW YOUR SUPPORT VOTE NO 1
FOR AA IN CATEGORY 23 TODAY**



NSW & ACT – 8/6 O’Connell St – (02) 9231 6377 – apply@aaappointments.com.au

VIC, WA & SA – 1/167-169 Queen St – (03) 9670 2577 – recruit@aaappointments.com.au

OLD & NT – 13/97 Creek St – (07) 3229 9600 – employment@aaappointments.com.au

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com

DO YOU PREFER CHAMPAGNE AND CAVIAR? VIP CORPORATE CONSULTANT SYDNEY CBD – SALARY PACKAGE TO \$63k +

Are you the consultant who always goes that extra mile for your client? Do you pride yourself on your service delivery and think that above and beyond is just the norm? We are looking for a very special corporate consultant to handle a VIP client account. You will have exceptional airfare and ticketing knowledge and extensive industry experience. Nothing fazes you and nothing your client asks is too much trouble. This is an exceptional role with an award winning, highly regarded TMC...

YOUR WEEKENDS SHOULD BE YOURS! DOMESTIC CORPORATE TRAVEL CONSULTANT x 2 SYDNEY METRO – SALARY \$45k

Tired of going home early on Friday night because you have to work on Saturday? Claim back your weekends and make the switch to corporate travel. You will be handling complicated multi sector and high volume bookings whilst providing exceptional service – no order takers here. You will have great CRS skills and ideally experience ticketing as well as providing excellent customer service. This role provides a great salary plus career progression and work/ life balance.

REGIONAL OPPORTUNITIES AVAILABLE RETAIL TRAVEL CONSULTANTS VICTORIA – SALARY PACKAGES TO \$50K

Don’t think it is the city dwellers that get to have all of the fun – we have fantastic opportunities available for regional based travel consultants as well! With opportunities in Bendigo, Geelong, Ballarat and Horsham; we can assist you if you live in these areas or are planning a move in the near future. Part-time and full time options available with generous salary packages attached. Strong GDS skills required for all roles.

LEAD THIS TEAM TO SUCCESS RESERVATIONS SUPERVISOR – WHOLESALE TRAVEL MELB (SOUTH) - SALARY PACKAGE TO \$65K + Benefits

As a result of enormous growth, a rare opportunity has become available at this leading wholesaler based in Melbourne’s south. As the supervisor of 13 staff, your role will be hands on and previous experience in a similar role is required. As staff retention is paramount in this company, a team focused attitude is required. Your experience will be rewarded with a top level salary + substantial travel discounts.

PROGRESS TO TEAM LEADER CORPORATE TRAVEL CONSULTANT MELBOURNE (CBD) – SALARY PACKAGE TO \$60k

As the fastest growing TMC in Australia, this outstanding company offers great career progression opportunities and this role is no exception! A senior corporate travel consultant is required to act as a relief consultant and provide support to accounts across the business. If you can prove yourself, you could have the opportunity to move forward to the next level of leadership! Monday to Friday hours only are also on offer in this friendly environment.

GET YOUR WEEKENDS BACK HIGH END LEISURE TRAVEL CONSULTANT PERTH (INNER NORTH) – SALARY PACKAGE TO \$50K

One of Perth’s friendliest travel agencies is seeking a professional, customer service focused travel consultant to service their valued leisure clientele. With a client base made up of executive and corporate clientele, you will love the exciting leisure itineraries you can arrange, as well as working only Monday to Friday! An experienced retail travel consultant with high end product knowledge is essential.

WORK WITH THE BEST IN THE BUSINESS! RETAIL TRAVEL CONSULTANT BRISBANE CBD – SALARY PACKAGE to \$45K PKG

Do you love designing quality itineraries? Prefer to deal with high end clientele? Fancy working for an elite company that offers you a high base salary, bonuses and famils, working only 8.30am to 5pm Mon to Friday? Well this is THE DREAM ROLE. All you need is a minimum 2 years retail travel consulting experience, with cruise an advantage to make the move. Don’t delay as this hot role won’t last.

ACHIEVE A WORK - LIFE BALANCE! PART TIME CORPORATE CONSULANT GOLD COAST LOCATION – FANTASTIC HOURLY RATE+

Do you need more time for you? Want to work for a national company that offers all the perks? We have an opportunity of a lifetime for the right person. You’ll never find a position like this on the Gold coast! As part of this close knit team, you will enjoy working Mon – Fri hours, from 5pm – 8pm. Must be flexible to work more hours on call. Minimum 3 years industry experience is essential. Take your life back and APPLY NOW!



inPlace
RECRUITMENT



Congratulations!

Karen O'Leary - Momento Travel, Sydney NSW; Julia D'Orazio - Asia Escape Holidays, Wembley WA
Vanessa Seymour - Lee, Hannover Fairs Australia, Sydney NSW
Winners of our \$1,000* 30th Birthday Competition



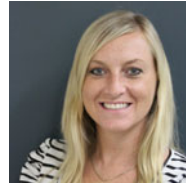
Ben Carnegie

BDM's & BDE's - Luxury Hotel

Our client, a 5 star luxury property located in the heart of Sydney's CBD currently seeks BDM's & BDE's to join their rapidly expanding team to meet the demand of their high profile clients. Roles involve business development with existing clients, maximising revenue potential and seeking new opportunities within previously qualified businesses.

- ▶ Experience in multiple markets eg. Corporate & MICE?
- ▶ BDM's require previous hotel experience
- ▶ Salary up to \$70K + incentives and bonus

Click here for more details or call Ben.



Liz Vibert

Melbourne Consultants WANTED

We are currently recruiting for consultants with a minimum of 6 months experience within the retail or wholesale travel sectors. You will be working on phone and email reservations with both international and domestic product and air bookings. The successful candidates will have a proven record in sales plus effective communication skills, both written and oral.

- ▶ Join Australia's premier touring company
- ▶ Melbourne
- ▶ Salary up to \$45K + incentives

Click here for more details or call Liz.

Client Relations Coordinator

Do you enjoy using your superior command of the English language? Put these skills to good use in this rewarding position. The ultimate goal of this role is to ensure your clients leave happy. Your chance to play detective and solve issues that may arise from day to day operations. This is the ideal role for someone empathetic in nature who enjoys seeing situations turn positive.

- ▶ Travel Wholesaler with excellent employee benefits
- ▶ Centrally located Sydney CBD offices
- ▶ Salary to \$65K + super

Click here for more details or call Ben.

Corporate Consultant - Conference & Events

Join this wholly owned Australian company as a Multi Skilled Travel Consultant. Our client has been in business for over 20 years and are a specialist and market leader in Conference & Incentive Travel. They are seeking a new addition to their friendly, dynamic team. In this role you will be handling key customer accounts as well as being responsible for identifying new business opportunities within the incentive arena.

- ▶ Multi award winning agency
- ▶ Melbourne CBD location
- ▶ Salary up to 55K + super

Click here for more details or call Liz.



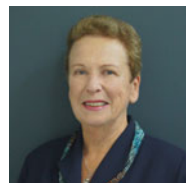
Kristi Gomm

Retail Consultant - Full or Part time

Looking for a work life balance? Save travel time working close to home! Well established stable agency chain with two locations in the Sydney Hills district. Friendly, experienced small teams make their working environment very appealing. Galileo CRS an advantage, strong international airfares and ticketing essential.

- ▶ Prefer full time but will look at part timer
- ▶ Sydney Hills district
- ▶ Salary up to \$40-45K DOE

Click here for more details or call Kristi.



Sandra Chiles

Can we Temp't YOU

Multi Skilled Consultant WANTED!

- ▶ Ongoing assignment, Global Corp Co.
- ▶ Located in Sydney CBD
- ▶ Galileo essential, Top hourly rate

International Corporate Consultant

- ▶ Sydney CBD, Amadeus & Tramada req'd, excellent \$\$

Corporate Consultant - ACT

- ▶ 1 week assignment in June 2011
- ▶ Canberra city fringe location

Click here for more details or call Sandra.

We are delighted to again be nominated for 'Best Agency Support Service' in the 2011 National Travel Industry Awards, your vote is appreciated.

For all the latest travel jobs visit:
www.inplacerecruitment.com.au or
Email: jobs@inplacerecruitment.com.au

Call 02 9278 5100
1300 inPlace (1300 467 522)



**VOTING FOR CREATIVE
HOLIDAYS HAS NOTHING TO
DO WITH FLUFFY THE KITTEN**

BUT WE'D REALLY APPRECIATE THE HELP

afta
National
Travel
Industry
Awards



**VOTE FOR CREATIVE HOLIDAYS
IN THIS YEAR'S AFTA NATIONAL
TOURISM INDUSTRY AWARDS.**

CLICK HERE TO VOTE FOR BEST INTERNATIONAL WHOLESALER 