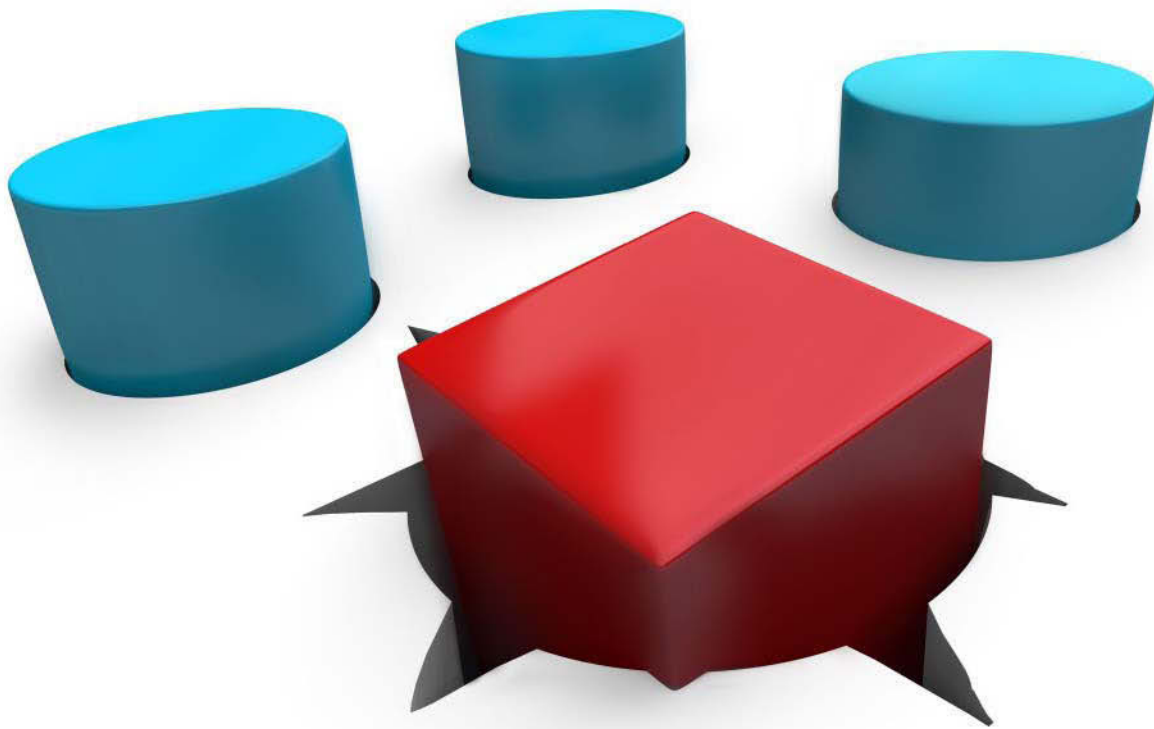


“One size does NOT fit all”



Join us at the **Independence Travel Experts “talk to us” roadshow** and find out how you can control your destiny and increase your profits at the same time.

Independence offers agents a flexible, transparent, low-cost and non-mandatory core support service with a very low annual membership fee with access to the **Express Fares & Ticketing suite of products, exclusive Air and Wholesaler deals, Technology Services, Marketing Tools and Operations Support.**

Nationwide roadshow dates

Brisbane: Wednesday 11 May
The Sebel Suites Brisbane

Sydney: Thursday 12 May
Amora Jamison Hotel

Adelaide: Tuesday 17 May
Hilton Adelaide

Perth: Wednesday 18 May
Duxton Hotel

Melbourne: Wednesday 25 May
Melbourne Marriott Hotel

Take control, click here and “talk to us” at the roadshow 



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eXpertsplus

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Travel Daily

First with the news

Monday 2nd May 2011

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ISSN 1834-3058

Garuda incentive

CONSOLIDATED Travel is offering trips to Indonesia for the top sellers of Garuda Indonesia tickets between 15 Apr-13 May, with the top prize also including \$2000 spending money.

For details see **last page**.

Agent insurance TV push

COVER-MORE Travel Insurance has today launched another TV advertising campaign which directs consumers to their local travel agent for "travel insurance they can trust".

It's the second phase in Cover-More's TV promotion which is being conducted in conjunction with a range of agency groups.

Marketing mgr Zac Brookes told **TD** the expansion follows "overwhelming positive feedback"

from agents after the previous campaign (**TD** 28 Jan).

Five different 15 second spots are included, featuring customers from a range of age groups, and they will be aired in Perth, Sydney, Melbourne, Brisbane and Adelaide.

Brookes said the ads aim to highlight the "very real difference quality cover with appropriate emergency assistance responses can make" - to view them click on the **Travel Daily TV** logo above.



Hong Kong Summer Spectacular



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qantasholidays.com.au/agents

APT 2011 ERC out now

APT has today released its new-look 2012 Europe River Cruising brochure, with a range of initiatives including the launch of a pillow menu and designer toiletries on board.

APT has also added Dine Around Dinner options across Europe, and the brochure has been redesigned to "better reflect APT's understated high standards of style and the service it presents to the discerning traveller/luxury travel market segment," according to APT GM Marketing, Debra Fox.

The 202-page brochure will also be easier for agents to use, Fox said, with 57 cruise and land itineraries and a range of earlybird deals including free airfares, free companion airfares or savings of up to \$2600 per couple for bookings by 30 Sep.

For more brochures see **page 6**.

Independence push

ORIENT Express Travel Group has announced the details of its upcoming 1Independence Travel Experts national roadshow (**TD** 07 Apr), at which agents are invited to "find out how you can control your destiny".

For details see the front page of today's **TD** or the industry events calendar at traveldaily.com.au.

Seven pages of news

Travel Daily today has seven pages of news and photos, a front page full page "wrap" from the 1Independence group plus full pages: (**click**)

- AA Appointments jobs
- inPlace Recruitment jobs
- Consolidated Travel

New Voyager director

TMC Voyager Travel has named NAB Head of Private Clients Anna McCreery as a board member.

details
extra attention on
our mid-sized ships



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America Line**

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Watch now

This month we look at ways you can provide that **wow factor** to your customers

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Travel Daily

First with the news

Monday 2nd May 2011

Give me a break!



New Caledonia is less than 3 hours from Australia - perfect for a short break.



Radisson Blu Sydney

RADISSON Plaza Hotel Sydney has changed its name to Radisson Blu Plaza Hotel effective 01 May.

The name switch comes as part of an alignment of the hotel brand with other Radisson Blu properties in Europe, Africa and the Middle East.

DJ/DL codeshare expands

V AUSTRALIA has added four new codeshare destinations in the US (**TD** breaking news), with San Francisco, Las Vegas, Atlanta and Detroit adding to existing DL ports New York and Orlando.

The expanded DJ/DL pact will also see Delta Air Lines place its code on Virgin flights ex Sydney to Perth, Adelaide, Canberra, Auckland and Christchurch, in

addition to existing codeshare ports Brisbane and Melbourne.

The carriers said they were hoping to hear the outcome of their US application for antitrust immunity "in the next few months".

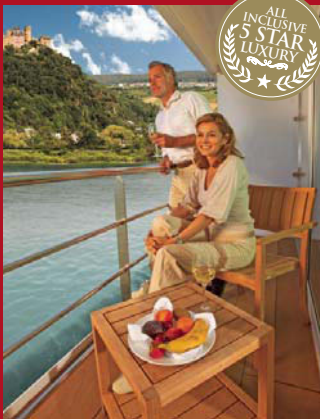
MEANWHILE Virgin Blue also today announced it 's increasing its V Australia fuel surcharge for Los Angeles flights to \$240 from 10 May (**TD** breaking news), as well as increasing Virgin Blue and Pacific Blue fares by up to \$10 per sector from 06 May.

CWT goes casual

CARLSON Wagonlit Travel has today announced the adoption of a 5 days a week casual dress policy across its offices in Australia and NZ, after working with staff to understand "what would make the workplace an even more engaging environment".

SCENIC TOURS

Scenic 'Space-Ship'



Exclusive Full Size Outdoor Balconies 82% of all cabins
2012 Earlybirds out now

[CLICK HERE FOR MORE INFORMATION](#)

Royal Wedding winner

CONGRATULATIONS to Brett Holliday from The Travel Corporation, who has won a Fraser Suites Package for his entry in our Royal Wedding competition.

As well as identifying the five hidden royals on our website, Brett suggested the ideal wedding present for Kate and Wills would be "A 'Dummies Guide to Surviving the Royal Family' so that their marriage may succeed where others have failed!".

Emirates Versace deal

EMIRATES will add the flashy new Palazzo Versace Dubai (see **page 7**) to its accommodation options for First and Business Class pax transiting in Dubai on their way to UK/Europe from next year, according to the hotel's global director of sales and marketing, Rochelle Gomes.



"I MADE THE SWITCH... AND I'M WORKING LESS HOURS BUT EARNING LOADS MORE"

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2

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2

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Travel Daily on location on the River Danube

Today's issue of TD is coming to you from onboard the *Scenic Pearl* as she cruises on the Danube River in Europe.

SCENIC Cruises has added extra noise reduction insulation and rubber padding to lessen vibration on its new *Scenic Pearl* spaceship, making the ride smoother than ever.

For the go agents on the *Scenic Pearl* mega famil, it's but one of the many pleasant surprises as *TD* sails exclusively with them down the river Danube towards Vienna. The agents have all commented on how whisper quiet she is.

On its first voyage along this famous waterway, all eyes on shore turn, people wave and other boats toot their horn as the luxury spaceship gracefully sails by, because there's nothing else quite like it in Europe.

The *Pearl* is Scenic Tours' fifth spaceship, and she'll be joined next February by yet another new luxury spaceship, the *Crystal* - not bad for a company that is credited with starting the river cruise craze just 8 years ago.

Scenic prides itself in its all-inclusive offering, with no hidden extras whatsoever. All tips are included, along with sightseeing, all meals, and even beer and wine with lunch and dinner.

Pearl offers three dining venues as well as complimentary bicycles plus Scenic's FreeChoice tours.

And ENRICH highlights include a glass of Austrian 'Sekt' at the majestic Palais leichtenstein before an enchanting private Viennese evening concert.

Travelport first Strategic GDS pact

STRATEGIC Airlines has moved quickly to expand its distribution, with the announcement today of an agreement which will see its fares available via Travelport GDS including Galileo, Apollo & Worldspan (*TD* breaking news).

The news also included confirmation that the carrier plans to introduce a range of new international routes, including the addition of flights to Shanghai and Honolulu "later this year".

The full content deal with Travelport sees Strategic's total inventory available with full booking functionality, offering "seamless end-to-end booking workflow".

Strategic chief information officer Robert Kane said the distribution of the airline's

product to travel agents and wholesalers was an "essential step in Strategic Airline's development".

Captain's Choice deal

QANTASLINK has entered into another exclusive charter deal with The Captain's Choice Tour to operate a series of five Australian regional tours during 2011.

Captain's Choice md Phil Asker said the itineraries would operate using a Dash-8 Q200, ranging from 10 to 19 days and with the first departure this week.

"Qantaslink is working very closely with Captain's Choice to further enhance and develop this relationship in the future," said QFlink chief Narendra Kumar.

QR boosts Budapest

QATAR Airways is set to further expand its operations in Eastern Europe with the recently introduced Doha-Budapest route to increase to a daily non-stop service effective 14 Sep.

The flights, which currently operate via Bucharest, will also be de-linked from the Romanian capital, with Sofia flights instead operating via Bucharest.



Window Seat

HERE'S how to rebuild tourism to Queensland.

About 500 competitors stripped down to their birthday suits for the official 'Nude Olympics' on the Sunshine Coast's Alexandria Bay Beach last weekend.

The championships included a range of athletic events such as beach sprints, egg-throwing contests, conga lines, tug-of-wars and marathons.

Also popular were the men's and women's 'best bum' and the 'magnificent mums' events in which "we usually have to fight the judges off with a stick because everybody wants to get involved with presenting those medals," according to one of the event organisers.

THIS may be just wishful thinking, but the announcement today by US President Barack Obama that terrorist leader Osama Bin Laden has been killed in Islamabad is leading to speculation that travel around the world may become safer.

The US has been hunting bin Laden since the Sep 11 2001 attacks which killed 3,000.

Worldwide WOW Sale!

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- Up to US\$200 onboard credit*
- Half price deposits*
- Great value on worldwide cruises

Book now.
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Call 1300 754 500 or visit cruisingpower.com





Click here for a chance to WIN a 'Tastes of Asia' Office Weekend in Hong Kong

Enjoy the journey



Industry at play in Rotorua



ABOVE: Stay and Play Rotorua held a week long mega famil for travel agents, int'l wholesalers, transport/touring companies and Information Centres last month.

The famil gave the 58 participants a chance to savour some of the many tourism experiences on offer in Rotorua, backed by 21 accom providers, four transport companies and 29 activities and attractions.

White water rafting, sailing on a luxury catamaran, patting a lion cub, taking an amphibious Duck

and learning the Haka (pictured above) were some of the famil highlights.

Stay and Play Rotorua arranges familis for industry groups and individuals, for more information and details on familis in Jul & Aug email richard@rotorua.co.nz.

Jet Airways SIN boost

INDIAN carrier Jet Airways will operate A330-200s instead of 737-800s on its Qantas codeshare daily Delhi-Singapore flights effective 14 Sep.

THE NEW 2011- 2012 CLUB MED BROCHURE IS NOW AVAILABLE



Order your copies through TIFS at www.tifs.com.au or view the [e-brochure here](#)



Qantas Asia sale

QANTAS launched a range of "spicy" fares on the weekend to encourage travellers to visit its six Asian destinations.

In addition to TV, print and online retail promotions, a Qantas team took to the streets of Sydney and Melbourne - fully equipped with a rickshaw and lots of boxes of fortune cookies.

Each day during the 'Taste of Asia' campaign one of the lucky fortune cookie recipients will find their treat includes a "golden ticket" with a return flight to Asia.

Special fares available lead in at \$759 to Singapore return, with BKK from \$988, CGK from \$899 and HKG from \$888.

Travel2 islands ahoy

TRAVEL2 has this morning released its 2011 'Islands on Sale' program, offering more than 150 "incredible" South Pacific, Asia and Hawaii deals.

GM Rohan Moss said the annual sale is one of the wholesaler's biggest each year, with the 2011 offering expected to be a huge success because of the strong A\$ and the heavy discounts offered.

The specials lead in at just \$183 per person twin share for a 7 night Bali holiday including daily breakfasts, with add-on airfares from Pacific Blue, Garuda or Strategic Airlines.

Agents will receive a special 12 page flyer from today.



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In return for your knowledge, creativity and professional skills, we offer a great working environment, equally good salary and generous incentive package.

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RATES SALE

AIR NEW ZEALAND

TRAVEL PERIODS AND CONDITIONS APPLY.

Seabourn Europe out

SEABOURN has today released its 2012 program of European cruises, exploring 165 destinations on voyages ranging from seven to 19 days.

Itineraries will include trips on the new 450-passenger *Seabourn Quest* which will undertake its maiden world cruise next year and then operate in the Mediterranean.

Seabourn Sojourn will add a new home port of Hamburg, with the Seabourn Europe program also including Baltic voyages - see www.seabourn.com.

Webjet 10% off QF deal

ONLINE agency Webjet is encouraging "savvy travel agents" to book a Qantas deal under which Webjet is exclusively offering 10% off all QF trans-Tasman and international flights.

The deal is valid on bookings in all classes purchased via Webjet from midnight last night until midnight on Thu 05 May.

PAL pre-winter escape

PHILIPPINE Airlines is offering return economy fares from Sydney to Manila from \$1023 including taxes - with a \$50 add-on to a choice of 15 domestic destinations in the Philippines.

The offer is valid for bookings ticketed by 07 May and for travel up until 31 Jul 2011.

More info at 1300 888 725.

Ahoy ladies, don't miss the boat!



A GROUP of lucky ladies from the travel industry were treated to an unforgettable evening last Sat to experience Stealth Cruises, Sydney's newest cruise offering.

However, this wasn't your typical leisurely cruise on Sydney Harbour.

Some of Sydney's best looking, bare chested men entertained a boat packed full of wild women who were celebrating hen's parties, birthdays or simply a fun girls night out.

For \$99 per person, the Stealth Cruise package includes incredible views (both inside and out), a sit-down three-course dinner, beverages served by 'Butlers in the Buff', and a sexy male entertainment show featuring a combination of choreographed dance, magic, theatre and fantasy.

The cruise departs from King

Street Wharf 2 on Sat evenings and runs from 7pm-10pm - see www.stealthcruises.com.au.

Pictured above with the sizzling hot 'Butlers in the Buff' is Accor's Gaynor Reid and Michelle Carter from Sydney Showboats & Magistic Cruises.



SHAPE YOUR CAREER WITH THIS DYNAMIC TRAVEL COMPANY

Pinpoint Travel Group proudly operates Freestyle Holidays, Singapore Airlines Holidays, Rosie Holidays, United Vacations, and provides travel services to the Travel Agency network, and a number of high profile closed user groups.

Pinpoint Travel Group is part of Pinpoint Pty Ltd, an Australasian leader in marketing and loyalty. Due to continued expansion in our business and increased demands we are seeking two travel industry professionals:

PRODUCT MANAGER

If you already have experience in tourism product development and are looking for a change, this exciting and diverse role could be the role you deserve! You will have responsibility for the whole product portfolio across our brands to Bali, Singapore and Malaysia. You have an entrepreneurial spirit, with drive and determination to get the best commercial gains from your portfolio. The role will encompass negotiating and contracting with suppliers, product development including, research, analysis, identifying new opportunities and working on brochures and flyers, plus direct involvement in other promotions. You'll need to be an excellent communicator - both verbal and written, have time management skills in a multi-tasking environment and be able to travel overseas to fulfill this important role. Full knowledge of Calypso is essential and only those with a minimum of 3 years experience in a senior product role will be considered.

Please forward a covering letter and resume in confidence to: andrew.hutchinson@au.pinpoint.biz titled "Product Manager" by Monday 9th May 2011

GROUPS CONSULTANT

You are already an experienced Groups Consultant who can take a leading role developing our client base and selling our worldwide destinations across all brands. Working within this specialist area, you're an integral part of our very busy reservations team. You have a "can-do" attitude, with drive and enthusiasm for success. You're a multi-tasking team player who possesses great time management and excellent communication skills. You are PC literate, have attention to detail and are able to work flexible hours as the demand arises. Experience in group travel is essential. We desire, but not essential, that you have a knowledge of Calypso, Amadeus and Lotus Notes, although if you're the right applicant, training will be given. An existing client base is desirable.

Please forward a cover letter and resume in confidence to: rosanne.garrad@au.pinpoint.biz titled "Groups Consultant" by Monday 9th May 2011

Doubletree Melaka

HILTON Worldwide is set to expand its Doubletree brand in Malaysia, after signing a contract to manage the Doubletree by Hilton, Melaka in Malaysia which is scheduled to open in 2014.

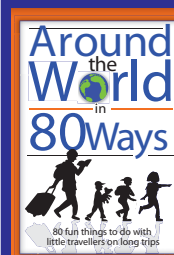
Japan agent seminar

A GROUP of representatives from Japanese resorts, hotels and tourist boards will be in Sydney promoting the snow and adventure options in Hokkaido, Nagano, Niigata and Tohoku to travel agents later this month.

The seminar will be held at the Amora Hotel Jamison from 5pm on Mon 23 May, and registrations close on Wed 18 May.

RSVP details by email to kosei_shibata@nta.com.au.

WIN A KIDS TRAVEL BOOK



Travel Daily has teamed up with **Itchee Feet** this week and is giving five lucky readers the chance to win a copy

of the book *Around the World in 80 Ways*.

Around the World in 80 Ways contains 80 fun and inspiring activities to keep children entertained during long trips.

Each activity is designed to nurture little travellers and encourage your child to think about the world around them.

For your chance to win this fantastic kids book today, simply watch the Itchee Feet bookmercial by [clicking here](#) and answer the daily question below:

Ariel Feet is the world's leading expert on what?

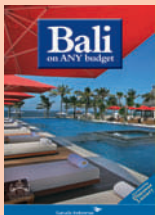
Email your answer to: kidsbook@traveldaily.com.au
Visit www.itcheefeet.com





Brochures of the Week

WELCOME to Brochures of the Week, **Travel Daily's** Mon feature. *If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover plus contact details to brochures@traveldaily.com.au. And don't forget our **FREE brochure listing service** at www.traveldaily.com.au/brochures.*



Garuda Indonesia - Bali on ANY Budget

Due to the strong Aussie dollar the new brochure offers travellers more value for their holiday dollar. The booklet includes new hotels such as the Q Retreat and Spa and The Seminyak and the newly constructed Aston Kuta Hotel in Turban. To view tour packages and deals for Indonesia visit balionANYbudget.com.au.



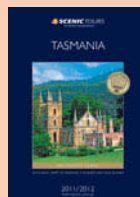
Travel 2 - Norfolk Island 2011/12

This new Norfolk Island brochure includes a range of information on the region. 41 individual properties are in the pages featuring hotels, self catered apartments and all those in between. There are also 12 touring options plus a detailed map - available via TIFs.



P&O Cruises - Pacific Islands, Australia, Asia 2011/13

This brochure features the program which has been on sale since its launch last month, featuring 126 voyages between Jun 2012 and Apr 2013. There's also a record number of short breaks, with 24 cruises of a week or less in duration. More info available online at www.pocruises.com.au.



Scenic Tours - Tasmania 2011/12

This brochure features a range of new inclusions including Hobart to Hobart itineraries, Scenic FreeChoice Dining in Launceston and Harbour View Rooms at the Hotel Grand Chancellor, Hobart. Savings of up to \$450 per couple are being offered on select itineraries and departures - www.scenictours.com.au.



APT - South America 2012

APT has now fully launched its South American program for 2012 showcasing exclusive experiences that are included in the cost of the tour. Also being launched in the brochure is a companion fly free deal for every itinerary on booking made before 30 June 2011, offering savings of up to \$3735 per couple. Details at www.aptgroup.travel.



Tauck World Discovery - USA and Canada 2011

Tauck is pleased to introduce their new partnership with America's premier storyteller, Ken Burns and his long standing collaboration with Dayton Duncan. They will bring their knowledge and insights to guests via filmed narratives on selected 2011 Tauck trips, involving inside stories about the American West, National Parks, Civil war sites and more - traveltheworld.com.au.



Destination Austria Holiday Journal 2011/12

The new 2011/12 journey contains 52 pages of Austrian product and is a great research tool for agents wanting to sell the destination. A new format presents the Austrian content to the Australian market through the use of inspiring stories about music, art and culture as well as travel tips and helpful information. For a free copy email info@antosyd.org.au.



Insight Vacations - Winter Europe and Eastern Mediterranean 2011

This brochure features 34 premium autumn, winter and spring itineraries with highlights including Christmas markets, Italy, Switzerland, Egypt, Israel and Jordan - for details see www.insightvacations.com.au.

Monday 2nd May 2011

The iEstablishment!

SYDNEY'S upmarket

Establishment Hotel is claiming a world first, by becoming the only property in the world to provide Apple iPad 2s in every guest room.

The hotel's owner, the Merivale Group, has also commissioned customised iPad software which provides guests with a "digital compendium" - replacing the previous paper version - and they can also view a welcome video on the iPads which walks them through the hotel's various venues in High Definition.

CEO Justin Hemmes said guests were also unlikely to get bored, with a diverse selection of complimentary music and the latest movies available on the gadgets, as well as able to be streamed in the rooms through Apple TV and Bose surround sound speakers.

Games are also available - including the addictive Angry Birds - see www.merivale.com.

QF is more satisfying

QANTAS has pulled ahead of domestic rival Virgin Blue by two percentage points in the latest airline passenger satisfaction report by Roy Morgan Research, with a rating of 83%.

QantasLink sits on par with DJ on 81%, followed by Regional Express on 77% for the year ended Feb 2011.

At a 68% satisfaction level, Jetstar was 10% below the total industry average over the period.

Tiger Airways' satisfaction woes continue, with the no frills carrier achieving a woeful 48% rating.

AirAsia adds fuel levy

MALAYSIAN low cost carrier AirAsia has imposed new fuel surcharges ranging from RM10 (A\$3.10) for Malaysian domestic routes through to RM70 (A\$22) for flights to Australia and RM90 for Paris, London and Christchurch.

The carrier said that it's intent on its low-cost model meaning it won't transfer the full cost of increased fuel costs to its pax, choosing instead to counter the spike by "aggressively growing revenue through ancillary products and services".



Hawaiian Airlines Account Manager - VIC/TAS

World Aviation Systems, GSA for Hawaiian Airlines, requires an energetic, highly motivated Account Manager who enjoys working in a busy environment and has a passion for airlines and Hawaii as a destination to join our Melbourne based sales team.

The successful candidate will be responsible for seeking new business and servicing our preferred retail, wholesale and incentive clients within VIC. The candidate will have the ability to work under pressure to meet and exceed targets and build excellent relationships.

Experience on road in the tourism industry is essential. The role is challenging, and you must be a great presenter, have a professional manner, be passionate about dealing with people and have a can do approach. This is an exciting position.

The successful applicant will have:

- A minimum 2 years in the tourism industry
- Excellent presentation skills
- Excellent communication skills
- Proficiency in all aspects of Microsoft Office
- Ability to work with minimal supervision and a positive attitude
- Hold a valid drivers license

Apply by email to andrew.denman@worldaviation.com.au no later than 9th May 2011. Please include CV and application letter.

Only successful applicants will be contacted.

Fashion arrives in Dubai



ABOVE: A group of Australian and New Zealand travel agents and wholesalers are in Dubai this week, along with *Travel Daily*, for the 2011 Arabian Travel Market.

Hosted by Dubai Government's Department of Tourism & Commerce Marketing (DTCM),

overnight the group had an exclusive sneak peak of the upmarket new Palazzo Versace Dubai, which is scheduled to open in about 12 months time.

The opulent 231-room/suite hotel is mirrored loosely on its Gold Coast sister property, and the group attending ATM had the chance to see a mock-up version of what the Versace rooms will resemble once completed.

The "fully dressed" condos will feature bespoke Versace furniture, fabrics and colour schemes, with global director of sales & marketing, Rochelle Gomes, telling *TD* the property will target MICE, FIT and Incentive markets, or "people who want to stay in a fashion branded hotel like no other".

Palazzo Versace Dubai is being built in Dubai's Cultural Village precinct, a zone dedicated to art, culture and heritage, and overlooking Dubai Creek.

An opera house and art museum are planned for the area.

The hotelier is aiming to add another 13 hotels to its global portfolio over the next 25 years, with key destinations including London and New York, she said.

Pictured onsite from left are: Melanie Wynne, Phil Hoffmann Travel; Kellie Pymont, IYC Travel; Tony Brazenell, Chat Tours; Carol McCracken, Globetrotter Corporate Travel; Anita Power, Venture Holidays; Veronica Rainbird, DTCM Australia/NZ; and Hazel Ho, Travel Concierge (NZ).

Bob Ansett for GBTA

BOB Ansett has been announced as the keynote speaker for the Global Business Travel Association's Australia/NZ conference this year.

Ansett is best known for establishing Budget Rent a Car in 1965 and growing the business to an annual turnover of more than \$400m over the next 25 years.

Other speakers at the Oct conference in Brisbane include finance journalist Michael Pascoe.

Bowers to Germany

CHRIS Bowers will leave his current marketing mgr role at Cruise Office at the end of the month to undertake full-time university study in Germany.

Travel Daily
First with the news

Monday 2nd May 2011

AA/CX expand c'share

AMERICAN Airlines and Cathay Pacific are planning to upsize their current codeshare relationship to include displaying AA's code on CX metal from Hong Kong to Ho Chi Minh City and Chicago.

They also plan to allow CX to have its code on AA's metal between Chicago, Los Angeles, San Francisco and New York JFK to Charlotte, Cleveland, Phoenix, Columbus, Kansas City, Salt Lake City and Minneapolis.

NRL Rd 8 Winner

CONGRATULATIONS
Peter Polichronis
from Atlas Travel

Peter is the top point scorer for Round 8 of *Travel Daily's* NRL industry footy tipping competition and has won two bottles of wine, courtesy of Compass Car Rental



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



WIN A HOLIDAY TO HAWAII

During May, *Travel Daily* is giving one lucky reader and their partner the chance to win a fantastic five-night holiday to Hawaii, courtesy of **Hawai'i Tourism, Hawaiian Airlines and The Waikiki EDITION.**

This amazing prize includes two return economy airfares to Honolulu from Sydney with Hawaiian Airlines, five nights accommodation at The Waikiki EDITION and return airport transfers for two people with Lei Greeting.

Each day *Travel Daily* will ask a Hawaii-related question – just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday.

Email your entries to: hawaiicomp@traveldaily.com.au



Q.1: May Day is also known as what day in Hawaii?

Hint! Visit www.hawaiitourism.com.au/traveltrade

Click here for more information



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.

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LET THE TEAM AT AA INTRODUCE YOU TO YOUR NEXT EXECUTIVE ROLE

A DIVERSE ROLE FOR THE TECHNICALLY SAVVY BUSINESS SOLUTIONS MANAGER SYDNEY – SALARY PACKAGE TO \$100K

Throw yourself in to an exciting career with a leading global organization. If you are skilled in travel technology, project management and leading a team you'll love achieving outcomes that will benefit your clients. It is essential that you have strong, professional business communication skills and be capable of managing multiple stakeholder relationships both internal and external. A fascinating role for a motivated person.

SELL FROM A WINNING POSITION CORPORATE SALES MANAGER

SYDNEY & MELBOURNE – SALARY PACKAGE OTE \$100K+
If you have a strong track record in corporate sales, developing pipelines and winning new business, you could be doing it with one of the leading names in corporate travel – a company that will show you a clear career path and invest in developing your skills to achieve greater success. This company provides an industry-leading salary package, staff benefits, and great leaders to mentor & guide you.

YOUR CHANCE TO MAKE A DIFFERENCE TRAVEL SALES TEAM LEADER

SYDNEY – SALARY PACKAGE TO \$70K + INCENTIVES
In this exciting new leadership role you will have a direct impact on the continued growth of this leisure travel agency. Your background in travel will include managing large teams and working to achieve sales targets. The focus is to improve the sales skills and product knowledge of your team and you will be rewarded with a great base salary plus incentives. This is your chance to make a real difference to this great business.

TRADE MARKETING WITH AN EXCITING TWIST SALES & MARKETING EXECUTIVE SYDNEY – SALARY PACKAGE TO \$55K

Bring your 2 years of marketing experience to this exciting wholesaler and watch your career take flight. You will be responsible for all marketing activities (online, offline, advertising etc), trade events and supporting the National Manager. This company offers a dynamic and fun team environment and you'll be joining a group of people who are passionate about what they do. Great benefits too.

PERFECT PRODUCT POSITION AVAILABLE NOW PRODUCT MANAGER SYDNEY – SALARY PACKAGE NEG ON EXPERIENCE

This exciting and rare Product management role is available now for someone with great experience in wholesale product contracting, supplier relationship management, pricing and strong first-hand knowledge of Asia. You'll be joining a well established and dynamic organization offering great variety, a fantastic leadership group, exciting travel benefits and ongoing career opportunities, all within a fun office environment.

INDUSTRY SALES WITH WORK/LIFE BALANCE! INDUSTRY SALES & ACCOUNT MANAGER SYDNEY – SALARY PACKAGE TO \$70K

Everybody yearns for an Industry Sales role but often struggles with the extended hours, constant travel and time away from home & family. This unique new role is ready now for someone with on-the-road sales experience who wants to maintain their strong industry relationships and represent a great travel product, but not give their life away at the same time. You CAN have work/life balance in sales – apply now.

THERE REALLY IS GOLD TO BE FOUND IN THE WEST CORPORATE BUSINESS DEVELOPMENT MANAGER PERTH – SALARY PACKAGE OTE \$90K+

Find your pot of gold in Western Australia by calling on your strong local relationships and proven sales abilities. As an experienced Corporate BDM you will be well skilled in sourcing new opportunities and getting new business over the line. Your polished style and great personality have allowed you maintain strong relationships and you'll be able to articulate your previous success and your ongoing passion for sales.

WANT TO BE EVERYONE'S FAVOURITE REP? BUSINESS DEVELOPMENT MANAGER PERTH – SALARY PACKAGE TO \$60K + BENEFITS

Travel product doesn't get any more exciting than this. As the BDM for this travel wholesaler everyone will want to see you. If you have previously worked on the road in Sales and have great industry relationships, this position will allow you to drive sales from your Agents, implement fun incentives, take amazing educational trips away, and work within a fun national team that is passionate about their product.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com



Monday Job Market Snapshot



Customer Support Team Leader

This is an exciting time to be joining this well established travel distribution services company. A new division is currently being created to support the rapidly increasing online travel agent market. In this role you will manage the current customer support team, assist customers with queries about the GDS, investigate incidents plus some data base management.

Ben Carnegie

- ▶ Team Leader role - Online Business Group
- ▶ Sydney CBD
- ▶ Salary up to \$65K + super

Click here for more details or call Ben.



Reservations & Ops Supervisor

A newly created position with a passionate wholesaler. You will be supporting, mentoring & developing a small team of up to 8 people. Also develop & implement new procedures and processes. Being devoted to their business this company is open 7 days a week. You will only ever work 9.00am - 5.30pm on a 7 day roster, some weekend work req'd.

Liz Vibert

- ▶ Great role to progress your career
- ▶ Sydney CBD location
- ▶ Salary up to \$60K + super + bonus

Click here for more details or call Liz.

Customer Support Rep - Airline Business Group

Our client, the world's leader in global distribution systems, are expanding their team that supports their airline reservation clients. This role is on a 7 day rotating roster between the hours of 8.00am - 6.00pm so flexibility to work shifts is req'd. Some weekend work but not all. Penalty rates are paid for weekend shifts. You will need solid Amadeus including fares & ticketing. An airline background is ideal for this role.

- ▶ Airline operations or reservations knowledge considered
- ▶ Sydney CBD
- ▶ Salary to \$55K + super

Click here for more details or call Ben.

Business Development Managers

Several roles available across Australia for experienced BDM's! You will be responsible for assessing the market to identify new business opportunities. You will be up to date with your competitors and ready to pounce on new business leads. You will be the driving force behind closing the deal. These roles will see you 'out and about' on the road with your valued clients, at trade shows and consumer events.

- ▶ A good understanding of corporate business travel req'd
- ▶ Sydney, Melbourne, Brisbane, Perth, Canberra
- ▶ Salaries range from \$60K - \$120K OTE

Click here for more details or call Liz.



Inbound FIT Spanish Speaker

Are you being paid for your knowledge and expertise? Highly respected boutique Inbound agency where the staff are not transient seeks an Inbound FIT Consultant who speaks Spanish. You will need a thorough knowledge of

Kristi Gomm

Australian geography & extensive knowledge of supplier products. They will consider a strong Domestic Retail Consultant for this role.

- ▶ Use your Spanish language skills on a Latin market portfolio
- ▶ Sydney CBD location
- ▶ Salary up to \$55K + super DOE

Click here for more details or call Kristi.



Inbound Product Assistant

Stable, boutique inbound agency who pride themselves on the longevity of their staff and their high staff morale. This role will initially be heavily involved in database uploading & maintenance as they are moving to a new system. It also encompasses analysing data, running reports, assisting with newsletters & other ad hock product related tasks.

Sandra Chiles

- ▶ Product, inbound or domestic consulting skills advantageous
- ▶ Sydney CBD location
- ▶ Salary up to \$45K + super





Click here for more details or call Sandra.

As the first travel recruitment specialist in Australia we know the travel job market better than anyone, call us to discuss your career path.

Fly the Way



WIN PRIZES
 For the top producing agents between
 15 April – 13 May 2011


 Route operated by Garuda Indonesia
 Joint Passenger Service Route
 Joint Freight Service Route

1st Prize:
 2 x return tickets to JKT/DPS
 + \$2000 spending money

2nd Prize:
 2 x return tickets to JKT/DPS

3rd Prize:
 1 x return ticket to JKT/DPS

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 to view our Executive product



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quickticket between 15 April – 13 May 2011 on 100% GA itineraries ex Australia plated to GA (126) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Garuda Indonesia reserve the right to alter or cancel the promotion any time. Ticket (do not include surcharges or taxes) must be used during low season & via JKT in one direction (travel must be completed by 30 September 2011) for this promotion and winners will be notified at the completion of the promotion. Consolidated Travel Group ABN 60 004 692 791. Date of issue 31 March 2011.