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Travel Daily

First with the news

Monday 9th May 2011

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TG wants Top Guns

THAI Airways International has today launched a new eight week incentive program, with a range of rewards including all-inclusive trips to Thailand, iPads, movie passes and even co-pilot flights in TG's flight simulator.

There will be four "special missions" as part of the promotion - details on **last page**.

Rival bid for Oaks Hotels

TAKEOVER target Oaks Hotels & Resorts today confirmed the details of another bidder, with locally listed Retail Food Group trumping the Minor International bid with a 54.5c per share offer.

Ironically the new suitor is also involved in the food industry, with Retail Food Group (RFG) running the Michel's Patisserie and Brumby's Bakery franchise groups.

Minor International, which until today thought it had the takeover wrapped up, is a Thai firm which operates more than 1000 fast food outlets across Asia.

A joint statement from Oaks and RFG points out that although Minor is the successful tenderer for the 34% stake in Oaks held by the receivers of former ceo Brett Pointon, this is still subject to ASIC approval and if this is not forthcoming then Minor only holds 19.9% of the firm.

Oaks directors are recommending the rival bid, which as well as the all-cash payment is offering an alternative

of \$2.60 per share plus one RFG share for every 10 Oaks shares.

RFG ceo Tony Alford said that while the two businesses appear to be quite different, "on closer inspection the respective business models are closely aligned, attractively synergistic and provide a tangible opportunity to combine the relevant divisional strengths of both enterprises".

He said RFG planned to reinvigorate the Oaks business and amalgamate it with RFG's existing franchise system.

Oaks chairman Doug Wong said the proposal reinforces the board's view that the Minor bid is "inadequate".

Eight pages of news

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

- AA Appointments jobs
- inPlace Recruitment jobs
- Thai Airways

AFTA's new artwork

AFTA has launched the next genre of images for its 'Without a travel agent you're on your own' consumer awareness campaign.

The new 'Romance' theme shows a couple disappointed with their hotel room 'Before' booking, in contrast to a happy pair who booked via an 'Afta' agent.

See traveldaily.com.au/photos.

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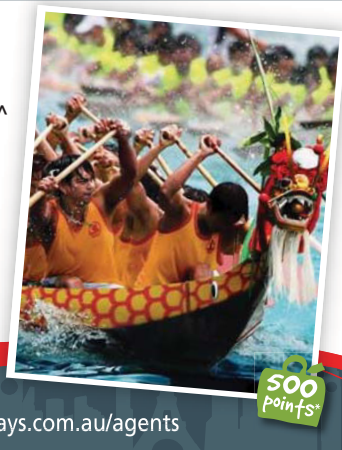


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Travel Daily

First with the news

Monday 9th May 2011

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EY blings it up

ETIHAD Airways has announced new amenity kits detailed with crystals by Swarovski for female Diamond First Class passengers.

New kits will also be on offer for male pax, with EY saying very few airlines were developing products to appeal to female travellers.

Qld's biggest ever roadshow

MORE than 200 Queensland tourism operators rolled into Sydney on the weekend, completing a 5-day roadshow of NSW and Victoria with the message that the Sunshine State is 'Open For Business' in the wake of the disastrous floods and cyclones that led to a huge downturn in visitors to the state earlier this year.

They arrived in four coaches at Customs House at Circular Quay and spent several hours convincing Sydneysiders to come to Queensland for a holiday now that it's returned to normal.

The *Queensland on Tour* promotion was part of the joint State and Federal Government \$12m recovery program and was the largest single Queensland tourism roadshow to have occurred in decades.

The group included Gold Coast Surf Schools, South Burnett and Granite Belt Wineries, whale watching companies from the Fraser Coast, sailing businesses from the Whitsundays, island resorts from the Tropical North and iconic Outback attractions.

They took with them a range of holiday deals and giveaways as a way of encouraging consumers to return to Queensland for a holiday.

Sue Griffiths from Sofitel Gold Coast said the stopover in Tamworth had been a roaring success, with local travel agents joining the group of Qld operators

for dinner that night.

"All of us are passionate about our product and it was really important for us to get out there in person, and as we move into our winter months, it's a beautiful time to come because nothing beats Queensland," boasted Leanne Coddington, Tourism Qld Executive Director Destinations.

"Queensland annually welcomes 16 million domestic visitors who spend around \$11.4 billion on their visits, so it's imperative that we continue to encourage Aussies to enjoy a holiday in our fabulous state," she told **TD** during the event.

The roadshow was supported by Qantas, Stonestreets Coaches, Accor Hotels and Qld Rail Travel.

See page 4 (and our website) for photos from Sat's event; and **Travel Daily TV** has produced an exclusive TQ roadshow video - see traveldaily.com.au/videos.



KE to boost Brisbane?

KOREAN Air looks set to expand its Australian services, with GDS screens showing daily flights between Brisbane and Seoul from 25 Mar 2012, up from the current thrice weekly operation.

The additional flights are not open for booking at this stage.

Carnival gift vouchers

P&O Cruises and Princess Cruises have introduced cruise gift certificates that can be used to contribute to the cost of the cruise, in a move that is a first for both cruise lines.

Carnival Australia Senior Vice President Jenny Lourey said the new offering is a great way for avid cruisers to introduce more people to a holiday at sea.

Gift certificates can be issued for any amount up to \$2000 and are valid for 12 months from the date of purchase.

A "dedicated gift certificate line" has been set up at 1300 361 919.

MELBOURNE WINTER MASTERPIECES

TUTANKHAMUN
AND THE GOLDEN AGE OF THE PHAROAHS

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For the first time, *Tutankhamun and the Golden Age of Pharaohs* exhibition is coming to Melbourne - and Visa wants you to GO!

Every day this week, **Visa** and **Travel Daily** are giving readers the chance to win a double pass to the exhibition, the official companion book and a \$150 Visa prepaid card to help you get there.

Every entry will also be in the running for our major prize - a Melbourne getaway including two return flights, two nights' accommodation, a \$150 Visa prepaid card, a double pass to the exhibition and the official companion book.

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TRAVEL2

15 AMAZING ISLAND HOLIDAYS TO GIVE AWAY!

ISLANDS ON SALE AGENT PRIZE INCENTIVE!



Jane's heading for luxury



ABOVE: Jane Reynolds, senior consultant from Southern Crossings Sydney, was one of the three winners worldwide in the recent DescaradA Luxury Charters global booking incentive.

DescaradA marketing manager Richard McKisack is pictured above handing over Jane's prize of three nights on the luxury Whitsundays vessel plus one night's accommodation in Airlie Beach.

AA bid a hoax

IT wasn't an April Fool's joke, but a mooted takeover bid for American Airlines (**TD** 31 Mar) has turned out to be bogus.

Florida-based Sterling Global Holdings, which launched the US\$3.25 billion offer, is headed up by a man who "is actually a convicted felon with a lengthy history of financial fraud," according to the US Securities and Exchange Commission.

Hertz prepaid tolls

HERTZ Australia has today announced a new pre-payment system for NSW toll roads.

Developed in conjunction with Transurban/Roam Express, the option allows renters to combine tolls with car rental charges in a single transaction.

Motorists pre-register their details for automatic payment of tolls on any of Sydney's eight toll roads, with a one-off start up fee of \$2.75 per rental agreement plus a "video matching fee" of 75c charged at each tolling point.

If customers don't travel on toll roads then they won't be charged.

Hertz regional vice president Chris Rusden said that although Australian toll roads are becoming increasingly common, "many leisure and business travellers from within Australia and from overseas do not know about the tolls or how to pay them".

Hertz said it plans to extend the toll prepayment option to Vic in the next few months.

The move by Hertz has been a long time coming, with rival rental firm Avis/Budget introducing a similar system in conjunction with the NSW Roads and Traffic Authority almost 2 years ago (**TD** 13 Jul 09).



Window Seat

A HOTEL in the US has had an awkward few days after its flagpole broke at the worst possible moment.

The fraying rope used to hoist the stars and stripes at the Hampton Inn in Springfield, Ohio, snapped while the flag was at half mast last Mon - the same day as the news emerged of the US military's Navy Seal team Al Qaeda killing.

A hotel spokesperson said the property fielded at least 20 threatening calls from locals "thinking we're supporters of Osama bin Laden."

ENTERPRISING operators wanting to offer helicopter flights should look into a new website set up by the Ukrainian military, which is selling off surplus helicopter gunships.

The Mi-8 and Mi-171 aircraft come with rockets, anti-tank missiles and "armour shredding chainguns" with prices starting from just \$400,000 for a basic model, while a nearly new "fully loaded" chopper costs \$12m.

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Meet some of the Qld team!



ABOVE: This foursome are part of the Queensland on Tour roadshow which rolled into Sydney on the weekend (see p2).

Pictured from left are: Doug Ryan, Tourism Port Douglas Daintree; Steve McRoberts, Tourism Queensland; Leanne Coddington, TQ Executive Director Destinations; and Daniel Gschwind, Queensland Tourism Industry Council.

And there's no rest for the TQ team today, with 58 travel agents, wholesalers and media from

Germany arriving in Qld today as part of an inbound mega-famil.

The group are from German wholesaler FTI Touristik, with an itinerary taking in the Sunshine Coast, Whitsundays, Fraser Coast, Gold Coast, Brisbane, Townsville and Tropical North Queensland.

The German famil was originally scheduled for last year but was postponed due to the European volcanic ash flight disruptions.

More pictures plus a video of Sat's Sydney event can be seen online at traveldaily.com.au.

VS launches sale

VIRGIN Atlantic on Fri began a 10 day sale on airfares to Hong Kong and London, with LHR flights from \$1899 bookable to 16 May for travel through to Dec.

Trafalgar pushes winter brox

TRAFALGAR Tours is heavily promoting the benefits of off-season travel in conjunction with the launch of its 2011/12 Autumn, Winter & Spring program.

The push includes a concerted TV campaign, which saw a Prague-Vienna-Budapest At Leisure itinerary highlighted on channel 9's *Today* show last week.

Trafalgar was also the sponsor of the *Blood Brothers* drama on channel 9 last night, with md Matthew Cameron-Smith telling **TD** the new At Leisure offerings also include a Great Italian Cities itinerary which is likely to be popular with Aussie travellers.

Other additions to the program include an English Stately Homes

tour, while the European Highlights trip now includes an optional return to London on the Eurostar high speed train.

Trafalgar is also offering free New Year's Eve coach transfers in major European cities, he said, providing a hassle-free option for travellers wanting to enjoy the festivities.

For more of the latest brochures see page six of today's **TD**.

Gold Coast light rail

TOURISTS are set to find it much easier to get around the Gold Coast, with the Qld govt announcing the successful tenderer for the construction and operation of the \$1 billion Gold Coast Rapid Transit Network.

The public private partnership will see the development of a light rail system stretching from the new University Hospital to Broadbeach with the project scheduled for completion in 2014.

The "traffic busting" light rail system will also help support projected population growth on the Gold Coast, which is expected to swell to 800,000 by 2031.

Accor gives back \$1k

ACCOR is offering \$1000 cash back on conference and events held before 31 Aug at select NSW and ACT properties for bookings worth more than \$10,000.

The bonus can be used for a welcome party or an upgrade on rooms, or even be donated to the Queensland, Christchurch or Japan disaster funds.

Evergreen tours

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Sales Development Manager

Evergreen Tours is one of Australia's most dynamic escorted touring companies delivering premium quality tours with unbeatable value. Our successful organisation has an excellent opportunity for a Sales Development Manager to join our Sydney based Sales Team.

This role will be responsible for maximising product sales for Evergreen Tours through relationships with, and planned call cycles to, the retail travel sector and coach/group operators markets as per sales and cost budgets.

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Extensive worldwide travel and networking expertise in the travel/tourism industry will be highly regarded, but is not essential.

To apply, please email your resume along with salary expectations to employment@scenictours.com by COB Wednesday, 18 May 2011. For further information on the company please visit our website www.scenictours.com.

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Travel Daily has teamed up with **Groupon Australia** this week and is giving one lucky reader the chance to win a \$100 voucher to www.stardeals.com.au every day this week.

Using Groupon Australia's progressive marketing model is simple, effective and won't break the piggy bank. Groupon Australia sends you on the direct route to the leading leisure, entertainment, food and drink, health, beauty and more in your city. It includes awesome travel deals too!

Experience it for yourself with a \$10 voucher rewarded to everyone who enters the competition.

To win the \$100 voucher, be the first person to send in an answer to the daily question below to: groupon@traveldaily.com.au

How does Groupon Australia work?

[CLICK HERE FOR HINT](#)

Please note: Entrants details will be supplied to the sponsors of the competition and may be used for promotional purposes.

SQ offers e-Magazines

SINGAPORE Airlines has announced the addition of 20 new magazine titles to the 'inflight electronic library' which forms part of its KrisWorld system.

The new addition will be available on A380 and 777-300ER aircraft with Panasonic eX2 IFE, which will now feature such titles as *The Economist*, *Elle*, *Bloomberg Businessweek* and *Prestige*.

The system allows SQ to offer the reading material without having to deal with the added weight of paper magazines.

Wotif outlines future expansion

ONLINE accommodation provider Wotif.com has detailed an action plan to deal with a 4% slide in room nights sold during the first half of the financial year.

It's the first time Wotif has ever seen a drop in business, and the company has outlined a range of initiatives including the 'Wot Deal Day' offers which give its hotel partners free access to its 1.2m-strong Australian subscriber base.

In an analyst presentation last Fri Wotif also said more than 85% of its properties are now offering inventory in the longer 6 month booking window which launched in Jan, with the average length of stay for these bookings in excess of three nights.

Wotif is also targeting Asia with the launch of its first joint venture in Vietnam set to go live in Jul.

The company is offering a multi-lingual site at latestays.com which currently features Thai, Japanese, Bahasa Indonesia and simplified Chinese, with more languages to follow in the coming months.

Cross-selling of air is also an area of growth, with wotif.com's website now adding a 'Flights' tab.

In terms of the current trading environment, Wotif says its flight volumes are growing because of low ticket prices, but domestic leisure accommodation is being challenged because of the strong

Australian dollar.

MEANWHILE Wotif has also foreshadowed a number of major developments including the addition of international routes to its Wotflight offering, expansion into the holiday homes sector, new mobile functionality and user-generated content.

Adults only brekkie

SOFITEL Fiji Resort and Spa has launched an adults only breakfast option at its upmarket Salt beachside restaurant.

Couples wanting to have a kid-free breakfast will need to book for the magnifique "tailored and exclusive experience," which offers an a la carte menu daily from 8am - 10am.

Something's very fishy at iTravel



ABOVE & Beyond Holidays recently hosted the first ever famil for the iTravel group, taking a number of the company's mobile consultants to Mauritius.

As well as plenty of activity soaking up the sunshine, sand

and spectacular scenery, the trip included a deep sea fishing trip, and Steve Labroski of iTravel and Nick Savage from Above & Beyond are pictured above with their extremely impressive catch of the day.

Travelzoo reaches 23m

ONLINE deals pioneer Travelzoo has reached 23 million subscribers across its 11 global operations, including Travelzoo Australia.

GM Travelzoo Australia & South East Asia, Brad Gurrie, said there was increasing interest from suppliers to promote deals in North Asia, with Travelzoo having 750,000 subscribers in China.

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BW's 2nd Hervey site

BEST Western has opened its second property in Hervey Bay Qld - the five star Best Western Quarterdecks Harbour Retreat in Hervey Bay's Boat Harbour area.

Kirra Holidays hits the road



ABOVE: Kirra Holidays and United Campervans partnered together recently to make Australian travel agents aware of the cost effectiveness and flexibility of a New Zealand Motorhome holiday.

After attending a number of consumer travel expos in Australia, Kirra Holidays BDMs

drove around the country in one of United's brand new four berth vehicles to use as a training tool for consultants.

Pictured above is Kirra's Matt Wood showing the vehicle to the girls from the new Dubbo office of Gilpin Travel Management, from left: Olivia Atkinson, Amie O'Neill and Emma Harding.



Regional Managers x 4

(SYD, MEL, BNE, PER based)

National Accounts Manager (SYD based)

Emirates, the international airline with one of the youngest fleets in the sky and winner of more than 400 awards for excellence worldwide, is seeking experienced managers to join our Australian team. Four Regional Managers, one based in each of the state capitals above, will be responsible for planning, directing and leading all aspects of a specific region in Australia to ensure that regional revenue targets, as part of the overall county target, are achieved or exceeded, whilst ensuring a high degree of customer satisfaction.

In addition, we seek applications for a National Accounts Manager, based in Sydney, whose role is to manage the Australian national accounts effort to ensure achievement of revenue sales target in accordance with company commercial and marketing objectives, and continuously develop strategies and initiatives to identify and secure incremental business.

For further details, and our on-line application process, please visit our careers website at www.emiratesgroupcareers.com

Applications close 21st May 2011.

Telephone and postal applications will not be entertained. Only candidates that meet the minimum requirements will be considered and contacted.



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.*



APT - Europe River Cruising 2012

APT's Europe 2012 program offers more ships, more Freedom of Choice excursion options and expanded Dine Around Dinner options. Other enhancements include a two day extended stay in Vienna and new high speed Thalys trains replacing Amsterdam - Paris coach transfers - aptgroup.travel.



AAT Kings - New Zealand 2011/12

The 2011/12 NZ brochure showcases 16 itineraries over the Premium, Cost Saver and Explorer tours ranging in length from two to 21 days. New inclusions are the exclusive 'You Are Invited' dining experiences, with earlybirds deals of up to \$640 per couple offered for bookings by 31 Jul - aatkings.com.au.



Contiki - South America 2011/12

The 18-35 year old market will have more choices with the expansion of the brand into South America. Six itineraries explore Argentina, Brazil and Peru. Tours incl: The Adventurer, Andes & Amazon Highlights, Peru Uncovered, Inca Panorama, Argentina and Brazil Experience and The Explorer. See - contiki.com.au.



Travel2 - Unique South Pacific 2011/12

The new South Pacific brochure features the Islands of New Caledonia, Tahiti, Samoa, Lord Howe Island, Tonga and Niue. The booklet features over 50 hotels, wedding packages, destination information including maps, climate, entry requirements and more. Also a section on 'must do's' has been added to offer tips on exploring the local area. Brochures through TIFS.

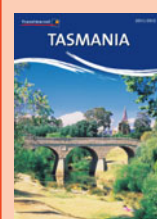


Topdeck - Australia and New Zealand 2011/12

Catering to the "18 to 30-something" market Topdeck's new brochure offers a range of unique activities such as stargazing in the Australian Outback, sailing the Whitsundays and an Aboriginal Cultural cruise in Kakadu National Park. All transport, accommodation and many meals are included in the itineraries.

Topdeck - Europe 2011

This brochure covers Topdeck's offerings in Europe with a range of special additions including a Champagne picnic in Paris, a stay in a 12th Century castle in the Rhine Valley and more, as well as festivals and other European adventures - www.topdeck.travel.



Travelmarvel - Tasmania 2011/12

Travelmarvel's successful Tasmania program remains unchanged for the next season, featuring a range of centrally located hotels and all the key attractions. The tours range from five to 11 days in length. Travelmarvel offers value for money, personalised touring, and an option for clients to tailor make their holidays. More itinerary info at www.aptgroup.travel.



Broome & The Kimberley Holidays - Western Australia

The WA brochure for 2011/12 includes the new 'Essentials' concept featuring four night mini stays, along with 'must do' tour experiences in Margaret River, Monkey Mia, Ningaloo Reef, Kalbarrie and Perth. Experience packages are also featured - for more details see broomekimberley.com.au.

EY set to rev it up

ETIHAD Airways is expected to later this week announce a V8 Supercars sponsorship deal.

Agent cruise deals

BREAKAWAY Travelclub and World Interline Tours are offering industry rates on Royal Caribbean, Celebrity and Azamara cruise lines with rates starting from \$224pp - travelclub.com.au.

Discover Uluru in May

TERRITORY Discoveries is giving agents the chance to win a seat on its 2011/12 famil to the Red Centre, by being the highest selling agents of Uluru packages for the month of May.

Over 40 agents will have the chance to experience the Northern Territory firsthand with key educational areas including the Top End, Red Centre, Self Drive Adventures and Remote by Not Roughing It itineraries.

Bookings made before 31 May will count towards the incentive.

An industry discount of 20% on all land components will also be offered to agents wanting to see the destination in their own time - agents.territorydiscoveries.com.

EK withdraws levies

EMIRATES today announced the removal of its recently added fuel surcharges for flights from Australia, with the move effective for sales and ticketing immediately (**TD** breaking news).

The carrier said the move was due to the decline in fuel prices but warned that if costs increase it may have to reintroduce the levy.

Tickets which have already been issued with the fuel surcharges are non refundable, EK said.

The Q surcharge will not apply for unticketed bookings, but agents are required to re-price PNRs to reflect the new fare level.

The move comes just three weeks after EK imposed its short-lived levy (**TD** 19 Apr) - the same day that Qantas increased its international fuel surcharges by more than 65% on some routes.

QF is currently charging a \$290 one way levy for UK/Europe flights.

Kings Canyon Cudo

KINGS Canyon Resort in the Northern Territory is the latest tourism operator to list its product on "deal of the day" website Cudo, with an offer today promoting a 55% discount on one night at the property.

Normally priced at \$400, the special includes a night in a Deluxe Spa Room with hot buffet breakfast for two, internet access and a bottle of wine for \$221.

It's on sale until midnight on Wed for travel until 13 May 2012.

Bubbles taste better on famil



ABOVE: Emirates, Touchdown Tours and Jumeirah Hotels and Resorts joined together to take a group of agents on a famil to Dubai and Oman recently.

The group pictured above are enjoying some bubbles in the Presidential Suite at Burj Al Arab in Dubai.

From left: Carsten Balzer, Jetset Travel South Melbourne; Tani White, Touchdown Tours; Mira, Guide; Norman Pressey, Integrity Travel Qld; Sue Basedow, MTA Qld; Ann McQuade, Gem Travel Vic; Dilla, GK Travel Vic; Chantelle Milham, MTA Syd; and Sheryl Heard, Touchdown Tours.

Voluntourism guide

GAP Adventures' non-profit Planeterra Foundation is joining with the International Ecotourism Society to develop a set of criteria for "voluntourism" providers.

The proposed guidelines aim to encourage operators to plan and manage the increasingly popular volunteering trips in a "socially and environmentally responsible and sustainable manner".

An international panel developing the guidelines includes Aussie Dr Stephen Wearing, a Associate Professor at the University of Technology Sydney.



Tramada is Australia's most widely used travel agency operating system, with specialised products for the corporate, leisure and broker market in Australia and New Zealand. We are a mid-sized technology company with a reputation for delivering innovative solutions.

Tramada Systems currently has the following opportunities available:

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Be part of a small, very focused team based in Sydney, and join us as we work to continue to grow our client base and to provide pro-active account management services to our portfolio of award-winning corporate and leisure clients.

We would welcome your application if you have:

- Experience using tramada® and/or OBE's
- Worked as a team leader
- Are keen to move to the next stage of your career in Sales
- Are passionate about the quality of your work and highly motivated
- Can work flexible hours and travel domestically

Your application will be treated in strict confidence, so if you're adventurous, contact Leith@tramada.com to find out if this is the role for you.

TRAINING SPECIALIST – PERMANENT PART TIME 3 DAY WEEK

If you are have a passion for work place training, systems and want to take your consulting skills to the next level we would welcome your application if you have:

- Experience using tramada®
- Worked as a Travel Consultant and consider yourself a systems and workflow guru
- Excellent communication and presentation skills
- Certificate IV in Workplace Training and Assessment - advantageous

Your application will be treated in strict confidence, so if you're looking for that next step, with a work life balance, contact Brenton@tramada.com



Pinpoint Travel Group is part of Pinpoint Pty Ltd, an Australasian leader in marketing and loyalty. Due to continued expansion into the online space, we are seeking an Online Marketing Coordinator for fixed term 3 months contract with view to permanent full-time position.

ONLINE MARKETING COORDINATOR

Are you a marketing graduate, passionate about travel and digital? Do you have at least 1-2 years experience, preferably in Email Marketing & Search? You will be responsible for day-to-day online marketing activities across our travel brands (in conjunction with Online Marketing Manager & internal teams) to manage digital channels and related tasks such as reporting and database maintenance. You need excellent communication skills and the ability to work within a team as well as independently in a multi-tasking environment. Skills in Word, Excel & PowerPoint essential.

Advantageous but not required:

- Travel industry experience
- Basic understanding of effective SEO/SEM copywriting & Google Analytics
- Experience in using Calypso
- Photoshop and/or InDesign

Please forward you cover letter and resume in confidence to yen.huynh@au.pinpoint.biz titled "Online Marketing Coordinator" by Monday 16 May 2011.

Tahiti special deals

TAHITI Tourisme has launched two new four day short break offers from Viva! Holidays and Air Tahiti Nui, on sale from 23 May at www.youdeservetahiti.com.au.

To Infinity and beyond...



INFINITY Holidays/Flight Centre Top Achievers were hosted at the Novotel Barossa Valley Resort during their recent Aussie Gold incentive event (**TD** 18 Apr) which honoured the agents who contributed in excess of \$25 million in domestic sales in 2010. The top domestic sellers spent

the weekend in the Barossa wine region enjoying workshops, networking, functions and that grapy goodness called wine.

Pictured above at the Novotel are Flight Centre top achievers Kate Smith, Mikki Morris, Kylasch Lawson, Karen Hale, Emma Turner and Emily Longinou.



SALES SUPPORT EXECUTIVE

QLD x 1 (PERMANENT) and NSW x 1 (LIMITED TENURE)

We are looking for two enthusiastic and highly professional people to join our QLD and NSW Sales teams. You will be responsible for sales and administrative support, as well as being the first point of contact for corporate and travel industry clients. These roles demand a high level of written and verbal communication skills, in order to provide first-class service to our clients. Strong organisational and administration skills are paramount, as is an eye for detail. Proficient use of Word and Excel is essential.

The Sales Support Executive QLD role is a permanent position, based at Fairfield QLD. The Sales Support Executive NSW role is Limited Tenure to cover maternity leave, based at Mascot NSW. Applications to be emailed to Belinda Smart, State Sales Manager QLD, at bsmart@hertz.com by Friday 20 May.

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 Hawaii'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.6: How many flights per week does Hawaiian Airlines offer between Sydney and Honolulu?

Hint! Visit www.hawaiianairlines.com.au

Click here for more information



Ascott Qatar addition

ASCOTT has announced the new Ascott Doha, a 229-unit "premier serviced residence" in the capital of Qatar, scheduled to open in the second half of 2011.

Itchee Feet winner

CONGRATULATIONS to Rebecca Cushing from FCm Travel Solutions, who was the winner of *Around the World in 80 Ways* in Fri' Itchee Feet **TD** competition.

**SALES EXECUTIVE
4 DAYS A WEEK. SYDNEY BASED**

Chat Tours is expanding. We need a Sydney-based Sales Executive 4 days a week. There will be a need to travel interstate or intrastate once per month.

Please send a brief resume to Michaelhay@optus.ap.blackberry.net
0418 405 864

CHAT TOURS SINCE 1926
GREECE | GREEK ISLANDS | TURKEY
ANZAC TOURS | EGYPT | DUBAI

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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AT AA EXECUTIVE, WE'RE AS SERIOUS ABOUT YOUR CAREER AS YOU ARE

USE YOUR EXPERT KNOWLEDGE IN TECHNOLOGY 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.

LEAD A TEAM OF ACCOUNT MANAGERS NATIONAL BUSINESS MANAGER

MELBOURNE – SALARY PACKAGE NEG ON EXPERIENCE

With your extensive skills in Account Management this is your chance to step up in to a senior management level role. Overseeing the national account management team your role will be to lead & develop staff along with managing your own portfolio of top tier clients. Your abilities in strategic account management, relationship development and revenue optimization will allow you to shine in this new role.

A SHARP OPERATOR REQUIRED CORPORATE OPERATIONS MANAGER

BRISBANE - SALARY PACKAGE TO \$80K + 15% BONUS

Do you have the skills and know-how to carve the best out of your corporate travel team? This company is looking for a sharp operator who has the experience to manage operational functions including staff performance & KPI's, Service Level Adherence, one-on-one mentoring and coaching, and Client Relations. You will need proven experience in managing large teams and have amazing communication skills.

SET YOUR SIGHTS ON THE PRIZE

CORPORATE SALES MANAGERS

SYDNEY & MELBOURNE – SALARY PACKAGES OTE \$100K+

If you have a strong track record in corporate sales, creating 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, car allowance, and additional staff benefits.

YOUR PASSION FOR ASIA PAYS OFF HERE

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.

SALES & LEADERSHIP SKILLS IN HOT DEMAND

TEAM LEADER SALES & PRODUCT

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.

IT'S HEATING UP IN THE NORTH

SENIOR CORPORATE ACCOUNT MANAGER

BRISBANE – SENIOR SALARY PACKAGE ON OFFER

Step into this meaty role in the North and manage a large key corporate account. Bring your strong skills in data analysis, negotiations and client relationships to deliver a service to your clients which will ensure the retention and future growth from the business. This super role comes with a senior level salary in recognition of your experience, which must include TMC account management of large market clients.

LOVE LIFE ON THE ROAD

BUSINESS DEVELOPMENT MANAGER

SYDNEY – SALARY PACKAGE TO \$60K + BENEFITS

As the BDM for this travel wholesaler everyone will want to see you. If you have previously worked on the road in Sales, have great knowledge of Asia and have great industry relationships, this position will allow you to drive sales from your territory, 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

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

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

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

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



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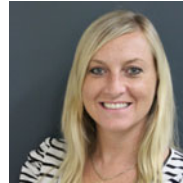
Ben Carnegie

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.

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

Click here for more details or call Ben.



Liz Vibert

Operations 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.

9.00am - 5.30pm on a 7 day roster, some weekend work req'd.

- ▶ 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.

Retail to Corporate Consultants WANTED!

Looking to get away from face to face retail travel? Like to work in a well appointed office for a global chain where the staff come first? Located in the heart of Melbourne's central business & shopping districts and close to public transport from all parts of the city. Ideal role for someone who is strong on booking car rental, hotels and ticketing through Galileo as well as having superior airfares construction knowledge.

- ▶ Moving Day as part of your package
- ▶ Melbourne CBD
- ▶ Salaries range from \$42K - \$55K + super

Click here for more details or call Liz.



Kristi Gomm

Today's Top Temp Jobs

Travel Consultant - Events

- ▶ 3 month assignment, Galileo CRS
- ▶ Located in Sydney CBD
- ▶ Europe & middle east destinations

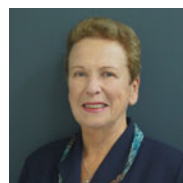
International Corporate Consultant

- ▶ 2 -4 week assignment
- ▶ Sydney CBD
- ▶ Sabre/Tramada, FIT's

Ask us about temping in the U.K on your next trip!



Call or email Kristi for more details.



Sandra Chiles

Retail Consultant - Full or Part time

Join this stable, boutique retail travel agency located in the Eastern Suburbs of Sydney. Catering to a trendy and discerning clientele you will be known for your customer service ethic and excellent product knowledge. Your ability to relate to a variety of clients and your strong geographical knowledge will also contribute to your success in this role.

- ▶ Full time or part time - flexible hours considered
- ▶ Galileo & Crosscheck an advantage
- ▶ Salary up to \$50K + super DOE

Call or email Sandra for more details.

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

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)

THAI
40 YEARS
AUSTRALIA
1971 - 2011

THAI
Smooth as silk



THAI AIRWAYS INTERNATIONAL

TOP GUN

REWARDS PROGRAMME



To celebrate our 40th Anniversary of flying from Australia to Thailand, we are on a mission to reward our loyal trade supporters with an 8 week incentive programme promoting some of our best known products. All you need to do is register, then sell THAI to win.

REWARDS: All inclusive Famil trips to Thailand; Co-pilot flights in THAI's state-of-the-art Flight Simulator; New Generation iPads; Spa Visits; Restaurant Vouchers; Movie Passes and lots more...

REGISTER TO PARTICIPATE IN ONE OR ALL OF 4 SPECIAL MISSIONS:

MISSION 1: 09-21 May 2011 celebrates THAI's history and development over 40 years from a weekly flight to Australia in 1971 to one of the world's leading airlines with a network spanning 70 destinations on 5 continents.

Recommended for all retail travel agents.



MISSION 2: 23 May-03 Jun 2011 focuses on health and well-being with Thailand fast becoming a world class Spa and wellness destination as well as THAI's award-winning Spa lounge at Suvarnabhumi Bangkok Airport.

Recommended for all retail agents booking with THAI's partner wholesalers to Thailand.



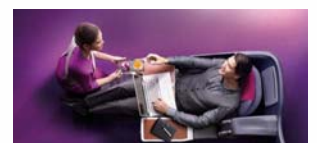
MISSION 3: 06-17 Jun 2011 celebrates THAI's gourmet food and wine options for all passengers inflight and Thai cuisine on the ground.

Recommended for all retail travel agents.



MISSION 4: 09 May-01 Jul 2011 rewards all Royal Silk and Royal First Class bookings to any THAI destination. The ultimate reward is a Business Class Famil to Bangkok to fly THAI's Flight Simulator to a destination of choice.

Recommended for all retail/corporate travel agents.



How to enter: The THAI Top Gun Rewards Programme is open to all international travel consultants. Every participating individual travel agent has to register to participate and is required to record their gross ticketed revenue for each Mission they wish to participate in. Full details can be found in the registration form. All claimed tickets/revenue will be verified before any rewards are allocated. Travel agents may enter more than one Mission providing the criteria for each Mission is achieved. Winners of each Mission will be announced in the week following each Mission close date.

www.thaiairways.com.au

For more information and conditions

[CLICK HERE](#)